



November 13, 2019

Subject : Clarification of the operating result for the year 2019 ended September 30, 2019 (Revise)

Dear : Managing and Director of the Stock Exchange of Thailand

CMO Public Company Limited "CMO" would like to inform total revenue 240.91 Million baht and net profit 33.74 Million Baht in the consolidated financial statement for the year 2019 ended September 30, 2019 compared with the same period, year 2018 ended September 30, 2018, which had total revenue 259.45 million baht and net loss 25.90 Million Baht. The above performance comes from these following reasons;

- Revenue from Service in Q3/2019 was decreased by 7% from Q3/2018, which was in year 2018 had special events and high value projects that was not an ordinary. However, there is share of gain from investments in joint ventures in the significant amount.

- Cost of Service was slightly increased from 85% in Q3/2018 to 89% in Q3/2019. Because of, a part of cost of service was insist with variable cost and fix cost, which is not vary to revenue.

- Selling and Administration Expenses was decreased by 3%. There was decreased in part of administrative expense, mainly.

- Interest Expense was decreased by 6% from Q3/2018. There is the effective of cash flow management by balancing between accounts receivable and accounts payable, including the decreasing of long term loan.

For the separate company statement has total revenue 104.08 Million Baht and net profit 4.95 Million Baht in the separate financial statement for the year 2019 ended September 30, 2019, compared with the same period, year 2018 ended September 30, 2018, which had total revenue 112.77 Million Baht and net profit 7.47 Million Baht. This is the result of the efficiency of administrative expenses management.



Please be informed accordingly,

A handwritten signature in black ink, appearing to be "Sermkhun Kunawong", written over a horizontal line.

Sincerely Yours,

(Mr.Sermkhun Kunawong)

Chief Executive Officer

CMO Public Company Limited



**CMO Public Company Limited**

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