



Ocean Commerce Public Company Limited

148/1 Soi Ramintha 14, Ramintra Road , Tharang, Sub - District Bangkok 10230

Tel: 02-943-6663-4 Fax: 02-943-6343 02-943-7740

No. OCMSET/1711/002

(translation)

November 8, 2017

Re : Report the operating result for the year ended September 30 ,2017 by more than 20 percent.

To : Director and Manager the Stock Exchange of Thailand

Approved by the Board of Directors of Ocean Commerce Limited ( Company) No. 6/2017 held on November 8, 2017 , has approved the financial statements and results of operations of the Company. For the ended September 30, 2017 which was audited by the auditor . The results of operations are as follows .

The Company's performance For nine months As of September 30, 2017, the net profit (loss) was Baht 22.57 million, compared with the same period of the year 2016. The net profit (loss) was Baht 5.57 million, The amount of money decreased (28.14) million or decreased (504.98), mainly due to the following reasons:

1. Revenues from sales and services decreased from Baht 251.67 million to Baht 218.19 million in the amount of Baht 33.48 million or a decrease of 13.30 percent. By adjusting the selling price decreases, such as the resale price of outstanding inventories. The sales are as follows.

Incomes	January – September 2017	January – September 2016	Increase(Decrease)	
			Mimmion Baht	Percent
1. retailers and wholesalers.	64.12	77.62	(13.50)	(17.40)
2. modern retailers and department stores.	110.78	122.24	(11.46)	(9.38)
3. retailers, retail and other retail customers.	40.27	47.80	(7.53)	(15.75)
4. customers abroad.	18.00	9.30	8.70	93.54
<b>Total revenue from sales</b>	<b>233.17</b>	<b>256.96</b>	<b>(23.79)</b>	<b>(9.26)</b>
Services Income	0.06	0.09	(0.03)	(33.33)
Less Returns in / Discount.	<b>15.04</b>	<b>5.38</b>	<b>9.66</b>	<b>179.70</b>
Total Incomes from sales and services net.	<b>218.19</b>	<b>251.67</b>	<b>(33.48)</b>	<b>(13.30)</b>



2. Decrease in cost of sales and services (4.84) compared to the same period last year. This is due to the decrease in sales volume. And higher raw material costs.

3. The increase in selling and administrative expenses by 11.65 % compared to the same period last year. The company has adjusted its marketing policy. By restructuring work teams, sales and marketing increased. In addition, the Company has expanded its sales in the modern retail and department stores, resulting in an increase in the expenses related to the sale of such items.

Expenses	January – September 2017	January – September 2016	Increase(Decrease)	
			Mimmission Baht	Percent
1. cost of employee	36.72	31.85	4.87	15.29
2. The cost of the promotion.	19.35	15.41	3.94	25.57

4. The increase in financial expenses increased by 20.97% comparing to the same period last year. Decrease in net profit (loss)

5. Financial Ratios Include:

- The liquidity ratio is good. The liquidity ratio is 1.85 times and the liquidity ratio is 0.69 times faster.
- Profitability Ratios The gross margin was 25.13% and the net profit margin (10.34)
- Performance Ratio The return on assets (5.84) indicates that the company can not use the asset efficiency. To achieve the target revenue.
- Financial ratio analysis. From debt to equity ratio of 0.61x, there is no risk in borrowing.

The Company's performance For three months As at September 30, 2017, the net profit (loss) was Baht (8.93) million, compared with the same period of the previous year. The net profit (loss) for the year ended 30 June 2017 was Baht (8.98) million or a increase of Baht 0.05 million or 0.53 %.



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1. Sales and service income increased from Baht 65.20 million to Baht 84.79 million in the amount of Baht 19.59 million or an increase of 30.05 percent as a result of the change in marketing policy. To find new products to meet the needs of the market. The sales are as follows.:

Incomes	July – September 2017	April – June 2017	Increase(Decrease)	
			Mimmion Baht	Percent
1. retailers and wholesalers.	21.45	21.59	(0.14)	(0.64)
2. modern retailers and department stores.	44.75	31.59	13.16	41.66
3. retailers, retail and other retail customers.	12.27	13.07	(0.8)	(6.12)
4. customers abroad.	9.99	4.87	5.12	105.13
Total revenue from sales	<b>88.46</b>	<b>71.12</b>	<b>17.34</b>	<b>24.38</b>
<b>Services Income</b>	<b>0.06</b>	-	<b>0.06</b>	<b>100.00</b>
Less Returns in / Discount.	<b>3.73</b>	<b>5.91</b>	<b>(2.18)</b>	<b>(36.89)</b>
Total Incomes from sales and services net.	<b>84.79</b>	<b>65.21</b>	<b>19.58</b>	<b>30.03</b>

2. Cost of goods sold and services increased by 33.26% Ended on June 30, 2017, due to the increase in sales volume. And higher raw material costs.

3. The increase in selling and administrative expenses was 11.79% compared to the same period last year. As of June 30, 2017, the Company has adjusted its marketing policy. By restructuring work teams, sales and marketing increased. In addition, the Company has expanded its sales in the modern retail and department stores, resulting in an increase in the expenses related to the sale of such items.

Please be informed accordingly.

Sincerely yours,



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( Mr.Uchai Vilailerstpoca )

Managing Director