

No. GTB-AC003/2562

13 August 2019

Subject : Management Discussion and Analysis for the Second quarter of 2019  
(Ending 30 June 2019)

To : Managing Director  
The Stock Exchange of Thailand

Getabec Public Company Limited ("Company") and its subsidiaries would like to clarify the operating results of the second quarter of 2019 (ending 30 June 2019). According to consolidated financial statements, the Company had total revenue at 253.22 million Baht, add up 23.75 million Baht, or an increase of 10.35%, compared with the same period of previous year. The Company had a net profit of 10.76 million Baht, an increase of 35.77 million Baht, compared to the previous year which has net loss 25.01 million Baht. The additional details will be described as follows:

1. Revenue from contract work

In the second quarter of 2019, the Company and its subsidiaries had revenue from contract work amount of 207.75 million Baht, an increase of 9.47% from the second quarter of 2018 which had revenue from contract work of 189.77 million Baht

2. Cost of contract work

In the second quarter of 2019, the Company and its subsidiaries had cost of contract work amount of 179.88 million Baht, the ratio of cost contract work to revenue from contract work was 86.58%, or a gross profit margin of 13.42%. While the second quarter of 2018, the cost of contract work was 204.21 million Baht which was 107.61% of revenue from contract work, or a gross margin of (7.61)%.

3. Revenue from services

In the second quarter of 2019, the Company and its subsidiaries had revenue from services amount of 45.47 million Baht, an increase of 14.54% from the second quarter of 2018, which had revenue from services amount of 39.70 million Baht.

4. Cost of services

In the second quarter of 2019, the Company and its subsidiaries had cost of services amount of 31.96 million Baht, the ratio of cost of service to revenue from services was 70.29%, or a gross profit margin of 29.71%. While the second quarter of 2018, the cost of services was 27.15 million Baht which 68.38% of revenue from service, or a gross profit margin of 31.62%.

#### 5. Net profit

In the second quarter of 2019, the Company and its subsidiaries had a net profit of 10.76 million Baht or net profit margin 4.25%. While the second quarter of 2018, the net loss was 25.01 million Baht or net loss margin 10.90%.

Sincerely yours,

(Mr.Suchat Mongkhonaripong)  
Chief Executive Officer  
Getabec Public Company Limited