



บริษัท ควอลลิเทค จำกัด (มหาชน)
Qualitech Public Company Limited

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February 20, 2017

Subject: Management Discussion and Analysis For the year ended 31 December 2016
To: Director and Managing Director
The Stock Exchange of Thailand

Qualitech Public Company Limited and its Subsidiaries hereafter refer as (The Company) would like to clarify the Company's operating results of the year ended December 31, 2016. The Company had the net profit of 44.57 million Baht, decreased by 59.17 million Baht or 57.04% from the same period in last year as following details.

- In this year, the total service revenue was 445.78 million Baht decreased from the same period in 2015 by 62.53 million Baht or 12.30%. The decrease is due to an effect of continual decrease in oil price. It leads to the recession in the industries which the Company is operating in, and cost cutting policy of clients. Additionally, the price competition is getting more intense and consequently lower quantity demanded and services charge.
- Cost of service, selling and administrative expense were 398.44 million Baht slightly decreased by 3.94 million Baht or 0.98% year on year due to the Company has invested in building, machine and equipment as well as personnel in 2016 to serve the new business, Mechanical and Metallurgical Testing Laboratory (LAB). Currently, the business is able to provide services to clients.
- Net profit was 44.57 million Baht, decreased by 59.17 million Baht or 57.04%, year on year.

Please be informed accordingly.

Yours sincerely,

(Mr.Sannpat Rattakham)

Managing Director