



ARIP PUBLIC COMPANY LIMITED

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Ref. ARIP 35/2020

24 February 2020

Subject : Management Discussion and Analysis for Y2019

Attention : Director and Manager
The Stock Exchange of Thailand

ARIP Public Company Limited submits herewith the financial statements for Y2019 as of December 31, 2019 which was audited by certified public accountant. The Company would like to report the operating results as follows:-

The Company has the total revenue at 165.96 million baht, with the net profit of 1.33 million baht compared to last year's total revenue of 136.88 million baht with net profit of 3.40 million baht. The operating result was decreased 2.07 million baht or -60.95%. The main increased in revenue of 29.08 million Baht or 21.24% was the increased in event organizer and One-Off Project.

The cost of sales and services was 118.47 million baht, an increase of 24.10 million baht or 25.54%. The main reason is from the IT event "Commart" at Bitec Bangna and One-Off Project which were consistent with the increase in revenues. As the result, the gross profit ratio for the year 2019 was 27.95% a decrease from 30.44% in Y2018, but the amount of gross profit Y2019 was increased 4.66 million baht.

The selling and administrative expense was 44.40 million baht, an increase of 6.21 million baht or 16.26% from the employees' remuneration and additional provision for long-term employee benefit under the new Thai Labor Protection Act.

The Company has the other comprehensive income at 1.33 million baht, a decrease of 1.09 million baht compared to the last year at 2.42 million baht, because of the last year's actuarial loss of 0.98 million baht.

Yours faithfully,

Mr. Manu Leopairete
Chairman of the Board

บริษัท เออาร์ไอพี จำกัด (มหาชน)
ARIP Public Company Limited