

2QFY14 - Management Discussion & Analysis

One to One Contacts Public Company Limited

Revenues

The consolidated total revenue of 2QFY14 is at THB 190.7 million increased 21.9% from the same period of last year. The sources of revenue come from:-

Cost of Sales

The consolidated cost of sales is at THB 39.9 million, a THB 28.9 million or 264.1% increased from the same period of last year. Most of them are from the acknowledgement of revenue of the increased of new projects.

Cost of Services

The consolidated cost of service is at THB 149.1 million, a THB 5.1 million or 3.6 % increased from the same period of last year in accordance with the increase of the Contact Center Facility Outsourced service and the maintenance service

Other revenues

The other revenues are at THB 1.8 million, a THB 0.2 million increased from the same period of last year. They are mainly from interest, profit from exchange rate, profit from asset sold, and the supporting fund on marketing activities.

Cost of Sales and Cost of Services

The cost of sales is at THB 31.4 million, a THB 22.3 million or 243.0% increased in accordance with the increase of revenue in sales. Most of them are equipment, payroll, other expenses regarding the design service and the installation of turnkey total solutions to our clients.

The cost of services is at THB 116.2 million, a THB 8.7 million or 8.1% increased from the same period of last year. They are mainly from any expenses of call center agents and other cost of services.

Gross Profit

In 2QFY14, the consolidated gross profit is at THB 41.3 million, a Baht 3.1 million or 8.1% increased from the same period of last year. The ratio of gross profit is a little bit decreased by 21.9%.

Selling Expenses, Administrative Expenses, and Other Expenses

The selling expenses, administrative expenses, and other expenses are at THB 0.3 million, increased 2.2% from the same period of last year.

Finance Cost

The consolidated finance cost is at THB 0.2 million, decreased 77% from the same period of last year due to short-term loan repayment to financial institutions. The source of fund is from the initial public offering (IPO).

Net profit

In 2QFY14, the consolidated net profit is at THB 22.5 million increased 14.5% from the same period of last year or 11.8% of net profit ratio.

Financial Position

As at 30 June 2014, the company total asset is at THB 935.0 million, a THB 442.8 million or 90% increased from the year end 2013. This is mainly from the proceeds of capital increase raised from public offering and the increase of service equipment.

The company has total liabilities of THB 116.2 million, a THB 21.6 million or 22.9% increased from the year end 2013. The increased liabilities are the account payable projects and the accrued of outstanding corporate income tax.

The shareholder's equity as at 30 June 2014 is at THB 818.8 million, a Baht 421.1 million or 105.9% increased from the year end 2013 due to the capital increase and premium on share from the public offering.