



Ref. no. OTO 039/2014

11 November 2014

Subject: Third Quarter 2014 Financial Results  
To: The President  
The Stock Exchange of Thailand

One to One Public Company Limited ("OTO" or "The Company") reports the consolidated net profit of THB 20.6 million increased 4% from the same period of last year for the three-month period from 1 July to 30 September 2014 ("3QFY14")

### Financial Performance

#### Revenues

The consolidated total revenue of 3QFY14 is at THB 211.3 million increased 27.3% from the same period of last year. The sources of revenue come from:-

They are mainly from revenue recognition of the increase projects of design, implementation and the installation of Turnkey Total Solutions.

#### Cost of Sales

The consolidated cost of sales is at THB 36.8 million, a THB 21.5 million or 140.1% increased from the same period of last year.

#### Cost of Services

The consolidated cost of service is at THB 170.6 million, a THB 21.3 million or 14.2% increased from the same period of last year due to the increase of value of the Fully Outsourced Contact Center Management Service and the Contact Center Facility Outsourced.

### **Other Revenues**

The other revenues are at THB 3.9 million, a THB 2.6 million increased from the same period of last year. They are mainly from the profit of asset sold and interest.

### **Cost of Sales and Cost of Services**

The cost of sales is at THB 24.9 million, a THB 9.8 million or 65% increased in accordance with the increase of revenue in sales. Most of them are equipment, employee wages, and other expenses regarding the design service and the installation of Turnkey Total Solutions to the clients.

The cost of service is at THB 142.4 million, a THB 31.1 million or 28% increased from the same period of last year. They are mainly from the increase of expenses of call center agents and other cost of services in relation to the increase of revenue.

### **Gross Profit**

The Company reports the gross profit of THB 40.1 million, a THB 1.8 million or 4.8% increased from the same period of last year. The ratio of gross profit is 19.3%

### **Selling Expenses, Administrative Expenses, and Other Expenses**

The selling expenses, administrative expenses and other expenses are at THB 17.4

or 8.2% comparing with the total revenue and its ratio is similar to the one of the same period of last year.

### **Finance Cost**

The Company reports the finance cost of THB 0.1 million or 42.6% from the same period of last year due to loan repayment to financial institutions.

### **Net Profit**

The Company reports the net profit of THB 20.6 million, a THB 1 million or 4% increased from the same period of last year. The ratio of net profit is 9.7%

### **Financial Position**

As at 30 September 2014, the Company total asset is at THB 911.4 million, a THB 419.2 million or 85.2% increased from the year end of 2013. They are mainly from the proceeds of capital increase raised from public offering, the increase of account payable, accrued income and service equipment.

The Company has total liabilities of THB 102.9 million, a THB 8.3 million or 8.8% increased from the year end of 2013. Most of them are the account payable projects and the accrued of outstanding corporate income tax.

The shareholder's equity as at 30 September 2014 is at THB 808.6 million, a THB 410.9 million or 103.3% increased from the year end of 2013 due to the capital

increase and premium on share from public offering and the interim dividend payment for the amount of THB 30.8 million.

Yours faithfully,

**One to One Contacts Public Company Limited**

-----  
Mrs. Sukanya Vanichjakvong

(Managing Director)

-----  
Mr. Pracha Phathayakorn

(Director)