

February 21, 2019

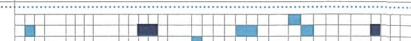
Subject: Submit management discussion and analysis (MD&A) for 2018 ended December 31, 2018

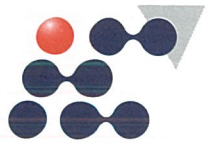
To: Director and Manager
The Stock Exchange of Thailand

International Research Corporation Public Company Limited would like to clarify the operation results for 2018 ended December 31, 2018 as follows:

The Company had net profit (loss) of (60.83) million baht compare to (3.57) million baht of previous year, or decreased from previous year for 57.26 million baht. The Company had total revenue of 1,079 million baht which was decreased of 205.57 million baht or -16% compared with the total revenue of 1,258 million baht in the previous year. The Company would like to clarify the substantial reasons as follows:

1. Total revenue decreased previous year by Baht 205.57 million baht, resulting from lower revenue from System Development Service of 216 million baht or 33% and lower Other Income by 5.5 million baht or 35%, partially offset by higher revenue from Sales by 11.4 million baht or 19% and Interest Income from Financing Lease by 4.8 million baht
2. Total cost decreased by 144.8 million baht or 11.3% comparing to the same period of previous year. The details are as follows:
 - Cost of system development decreased by 136.73 million baht or 26% which the decreasing rate is lower than the rate of revenue from system development service due to price competitions, partially offset by cost of sales increased by 17.3 million baht or 3.4%
 - Selling expenses increased by 5.4 million baht or 10% to support new Products of the subsidiary which is a distributor





**International Research
Corporation Public Co., Ltd.**

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- Administrative expenses decreased by 38.15 million baht or 22.47% due to the variance of the Bad Debt Provision 11 million bath and paid the bank guarantee for the cancelled project 33 million baht
 - Finance expenses increased by 7.4 million baht or 34.95% due to withdrew bank loan to support projects per plan
3. Corporate income tax decreased by 3.85 million baht which impact from the operation performance

Please be informed accordingly.

Sincerely yours

Mr. Don Hetrakul
Chief Executive Officer

