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November 9, 2018

Subject : 1. Submission of copy of audited financial statements for 3rd Quarter of 2018
2. Management Discussion and Analysis for the 3rd Quarter period ended 30 September 2018

Attention : Director and Manager of the Stock Exchange of Thailand

Enclosure : copy of the audited financial statements for Quarter 3 of 2018

Attached herewith please find a copy of the audited Quarter 3, 2018 Financial Statements along with the Notes of Management Discussion and Analysis thereof for your attention. It is noted that the statements for the 3/2018 quarter period which ended 30 September 2018 represent change of more than 20 percent in terms of net profit as follows:

1. Revenue from sales in the 3rd quarter totaled Baht 3,101.84 million which, when compared to Baht 3,080.99 million in the same period of the previous year, is an increase of Baht 20.85 million or equivalent to 0.68 percent.
2. The Company's gross profit in the 3rd quarter was Baht 1,117.59 million, a decrease of Baht 30.42 million or 2.65 percent from Baht 1,148.01 million posted in the same period of the previous year.
3. The Company's sales and administration expenses was Baht 1,124.64 million which, when compared to Baht 1,162.17 million in the same period of the previous year, decreased by Baht 37.53 million or 3.23 percent due to declining staff costs as a result of increased efficiency of operations requiring a smaller workforce. Moreover, in the same quarter of the previous year, the Company had increased marketing expenditure in order to promote brand recognition among consumers who were new customers. These factors contributed to the decrease in expenses compared with the corresponding period in 2017.
4. The Company had other revenue of Baht 100.83 million, compared to Baht 62.49 million in the 3rd quarter of 2017, representing an increase of Baht 38.84 million or 61.36 percent over the same period of the previous year, mainly due to the fact that the Company received supporting funds for sales promotion from manufacturers and higher dividend income from the previous year.



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Thank you for your attention and please kindly disseminate this information to all shareholders and investors accordingly.

Yours sincerely,

(Mr.Thamarat Chokwatana)

Director