May 15, 2017

Subject: Management discussion and analysis for the three-month period ended 31 March 2017

To: The President
        The Stock Exchange of Thailand

Goodyear (Thailand) Public Company Limited ("Company") would like to explain the reasons for the more than 20% change in revenue and net profit for the three-month period ended 31 March 2017 when compared to the same period of the year 2016:

The Company's net profit for the three-month period ended 31 March 2017 was Bath 0.3 Million, a decrease when compared to the same period of 2016 of Baht 58 Million, or 99%.
These were mainly due to 1) lower revenue 2) increase of costs and expenses and 3) the foreign exchange rate impact.

1) **Revenue from sales:** The Company's net sales for the three-month period ended 31 March 2017 was Baht 961 Million, a decrease when compared to the same period of 2016 of Baht 25 Million, or 3%. This was due to drop 6% on local sales revenue and increase of 1% on Export revenue.

2) **Cost of sales:** The Company's cost of goods sold for the three-month period ended 31 March 2017 represented 81% of net sales, which was higher 3 p.p. when compared to the same period of 2016, which was 78%. The 2% increase in Costs of sales were related with Raw Material increase and higher conversion costs per tire.

3) **Selling and administration expenses:** The Company's selling and administration expenses for the three-month period ended 31 March 2017 was Baht 152 Million, an increase when compared to the same period of 2016 of Baht 24 Million. These were mainly due to an increase of bad debt provision and warehouse costs.

The Company's total assets for the three-month period ended 31 March 2017 was Baht 5,319 Million, an increase of Baht 34 Million from the year ended period ended 31 December 2016, or 1%. These were mainly due to 1) higher property, pland and equipments net and 2) higher inventories.

Above is for your information.

Yours sincerely,

Mr. Finbarr O' Connor
Managing Director
Goodyear (Thailand) Public Company Limited