

Date : May 15, 2017
 Subject : Management Discussion and Analysis for the Quarter 1/2017
 To : Managing Director
 The Stock Exchange of Thailand

Kuang Pei San Food Products Public Company Limited would like to clarify for Quarter 1/2017 based on the company financial statement. The main items were as followed:

Unit : Million Baht	2017	2016	%Increased (Decreased)
Total Revenues	352.57	279.03	26.36
Total Expenses	(326.57)	(265.11)	23.81
Finance Costs	(6.11)	(7.02)	(12.97)
Profit before Income Tax Expenses	19.90	6.90	188.41
Income Tax Expensed	(3.83)	(1.53)	150.33
Net Profit	16.07	5.37	199.26
Equity	121.58	(257.57)	158.89

The Profit for Quarter 1/2017 was 16.07 million baht, while in Quarter 1/2016 net Profit was 5.37 million baht. increased 199.26% and equity for Quarter 1/2017 was 121.58 million baht related to Quarter 1/2016 was (257.57) million baht to be increased 158.89% the reason are

Operating results

- The Company realized 352.57 million baht for revenue from canned seafood products and food services in the Quarter 1/2017 which compared to revenue of Quarter 1/2016 was 279.03 million baht increase by 73.54 million baht or (26.36%). While the cost of and sales and services was 255.63 million baht in Quarter 1/2017 compare to cost of sales and services was 203.56 million baht in Quarter 1/2016 increased by 61.46 million baht or (23.81%) because the cost of sales and services were increased by the same direction of the revenue, insist of main raw materials (Fish) have been high price in the season. The sales expenses amount 35.55 million baht in Quarter 1/2017 compared to Quarter 1/2016 amount 30.29 million baht or increase by 5.26 million baht (17.37%) and the administrative expenses amount 35.39 million baht in Quarter 1/2017 compare to Quarter 1/2016 amount 31.26 million baht or increase 4.13 million baht (13.21%) because selling and administrative expenditures in this quarter were increased while the revenue was higher than the same quarter in last year. The net profit in Quarter 1/2017 was 16.07 million baht because the company can operate to increase sales revenue.

Balance Sheet

- Total assets at March 31, 2017 was 819.89 million baht compared to December 31, 2016 which was 811.33 million baht.
- Total liabilities at March 31, 2017 was 698.32 million baht compared to December 31, 2016 which was 705.83 million baht because of the company start to pay for restructuring.
- Total Shareholders' Equity at March 31, 2017 was 121.58 million baht which was increased by 16.07 million baht compare to December 31, 2016 which was 105.51 million baht. Because of the net profit of this quarter.

Please be inform accordingly.

Your sincerely,

(Mr.Taweesak Naraipratan)
Chief Operating Officer