

Date : November 14, 2017
 Subject : Management Discussion and Analysis for the Quarter 3/2017
 To : Managing Director
 The Stock Exchange of Thailand

Kuang Pei San Food Products Public Company Limited would like to clarify for Quarter 3/2017 based on the company financial statement. The main items were as followed:

Unit : Million Baht	2017	2016	%Increased (Decreased)
Total Revenues	356.82	375.91	(5.08)
Total Expenses	335.68	341.65	(1.75)
Finance Costs	5.90	6.64	(11.14)
Profit before Income Tax Expenses	15.24	27.62	(44.82)
Income Tax Expensed	(2.76)	(5.25)	(47.43)
Net Profit	12.48	22.37	(44.21)
Equity	144.21	82.79	74.19

The Profit for Quarter 3/2017 was 12.48 million baht, while in Quarter 3/2016 net profit was 22.37 million baht decreased 44.21% and equity for Quarter 3/2017 was 144.21 million baht related to Quarter 3/2016 was 82.79 million baht to be increased 74.19% the reason are

Operating results

- The Company realized 356.82 million baht for revenue from canned seafood products and food services and others in the Quarter 3/2017 which compared to revenue of Quarter 3/2016 was 375.91 million baht, decreased by 19.09 million baht or (5.08%). While the cost of sales and services was 259.48 million baht in Quarter 3/2017, compared to cost of sales and services was 274.47 million baht in Quarter 3/2016, decreased by 14.99 million baht or (5.46%) because the cost of sales and services were decreased by the same direction of the revenue. The sales expenses amount 43.20 million baht in Quarter 3/2017 compared to Quarter 3/2016 amount 36.07 million baht or increase by 7.13 million baht (19.77%) and the administrative expenses amount 33.0 million baht in Quarter 3/2017 compare to Quarter 3/2016 amount 31.11 million baht or increase 1.89 million baht (6.08%) selling and administrative expenditures in this quarter were increased. The net profit in Quarter 3/2017 was 12.48 million baht decreased from the same quarter of last year because the sales income was decreased and in this quarter, we have recorded the promotion expenditures of Quarter 1 and Quarter 2 sum in this quarter. For the nine months period ended at September 30, 2017 the company have total revenue 1,027.87 million baht and net profit 38.70 million baht compared to the same period at September 30, 2016 we have total revenue 993.11 million baht and net profit 35.01 million baht increasing of revenue 28.76 million baht = 2.9% and net profit 3.69 million baht = 10.54%

Balance Sheet

- Total assets at September 30, 2017 was 808.27 million baht compared to December 31, 2016 which was 811.33 million baht.
- Total liabilities at September 30, 2017 was 664.07 million baht which was decreased 41.76 million baht or (5.92%) compared to December 31, 2016 which was 705.83 million baht because of payment for the debt to the debtor.
- Total Shareholders' Equity at September 30, 2017 was 144.21 million baht which was increased by 38.7 million baht compare to December 31, 2016 which was 105.51 million baht.

According to Quarter 3/2017 the company has less liabilities and has positive equity because of the debt restructuring and we have the net profit in every quarter.

Please be inform accordingly.

Yours sincerely,

(Mr.Taweesak Naraipratan)
Chief Operating Officer