



Ref: CEO 014/2018  
10 August 2018

Subject: Clarification on First Quarter's Operating Performance (2/2018)

To : The Secretary of the Securities and Exchange Commission

The company clarifies causes and reason for relative financial performance compared to same quarter of previous year. The company, hereby, explains the Q2-2018 operating performance compared to Q2-2017 operating performance as followings:

Revenue from Sales for Q2 year 2018 and Q2 year 2017 was 457.56 million baht and 394.43 million baht, respectively. Revenue from sales increased at the amount of 63.14 million baht or 16.01% when compared with Q2 year 2017. This was due to increasing in quantity of exporting. Also, the selling expenses decreased significantly.

Cost of Sales for Q2 year 2018 and Q2 year 2017 was 356.75 million baht and 280.97 million baht, respectively. It increased 75.78 million baht or 26.97% when compared with Q2 year 2017. The reason was increasing the production in order to make more inventories for low season.

Profit (Loss) Net Equity of shareholders of the Company for Q2 year 2018 and Q2 year 2017 was 46.54 million baht and 49.52 million baht. It decreased 2.98 million baht or 6.02 % from Q2 year 2017. The reason was loss in exchange rate and the increase in cost of production.



**Operating results and financial position compared June 30, 2017 and June 30, 2018**

THB : Million	2017	2018	% of Change
			increase (decrease)
Sale	394.43	457.57	16.01%
Cost of Good Sold	280.98	356.75	26.97%
Other Income	2.86	8.83	208.28%
Gross Profit	113.45	100.82	-11.13%
Selling expenses	39.71	31.59	-20.45%
Administrative expenses	12.37	28.25	128.39%
Finance cost	0.48	0.09	-81%
Net Profit (Loss)	51.46	46.42	-9.81%
Equity holders of the Company	49.52	43.60	-11.96%
Cost of Goods Sold/Net Sale	71.24%	77.97%	9.45%
Gross Profit/Net Sale	28.76%	22.03%	-23.40%
Finance cost/ Net Sale	0.12%	0.02%	-83.90%

Please be informed

Yours sincerely,

(Ms. Sineemas Sotpiparnukul)

Chief Executive Officer

Authorized Director

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