

Date : August 14, 2018
 Subject : Management Discussion and Analysis for the Quarter 2/2018
 To : Managing Director
 The Stock Exchange of Thailand

Kuang Pei San Food Products Public Company Limited would like to clarify for Quarter 2/2018 based on the company financial statement. The main items were as followed:

Unit : Million Baht	2018	2017	%Increased (Decreased)
Total Revenues	316.80	318.39	(0.50)
Total Expenses	(311.80)	(302.29)	3.15
Finance Costs	(5.36)	(6.01)	(10.82)
Profit before Income Tax Expenses	19.45	12.75	52.55
Income Tax Expensed	(1.27)	(2.61)	(51.34)
Net Profit	18.18	10.14	85.61
Equity	196.52	131.72	49.20

The Profit for Quarter 2/2018 was 18.18 million baht, while in Quarter 2/2017 net Profit was 10.14 million baht. increased 79.29% and equity for Quarter 2/2018 was 196.52 million baht related to Quarter 2/2017 was 131.72 million baht to be increased 49.20% the reason are

Operating results

- The Company realized 316.80 million baht for revenue from canned seafood products and food services and others in the Quarter 2/2018 which compared to revenue of Quarter 2/2017 was 318.39 million baht decrease by 1.59 million baht or (0.5%) Because we have long holidays in April so sale representative cannot work on the job. While the cost of and sales and services was 233.01 million baht in Quarter 2/2018 compare to cost of sales and services was 229.92 million baht in Quarter 2/2017 increased by 3.09 million baht or (1.34%) because the cost of sales and services were increased because some raw materials are a little bit increased. The sales expenses amount 37.42 million baht in Quarter 2/2018 compared to Quarter 2/2017 amount 36.22 million baht or increase by 1.2 million baht (3.31%) and the administrative expenses amount 41.38 million baht in Quarter 2/2018 compare to Quarter 2/2017 amount 36.15 million baht or increase 5.23 million baht (14.47%) because payable tax expense of the company and adjustment of labors salary in the quarter.

Balance Sheet

- Total assets at June 30, 2018 was 801.28 million baht compared to December 31, 2017 which was 856.60 million baht. Because of decreasing of Trade receivables and Inventories.
- Total liabilities at June 30, 2018 was 604.76 million baht compared to December 31, 2017 which was 680.18 million baht because of the company start to pay for restructuring and Trade Payables.
- Total Shareholders' Equity at June 30, 2018 was 196.52 million baht which was increased by 20.09 million baht compare to December 31, 2017 which was 176.43 million baht. Because of the net profit of this quarter.

Please be inform accordingly.

Your sincerely,

(Mr.Taweesak Naraipratan)
Chief Operating Officer