

August 14, 2018

The Managing Director

The Stock Exchange of Thailand

Subject : Management Discussion and Analysis for three month Ending 30 June 2018

	Summary on Second Quarter result	
	Million Baht	
	2018	2017
Sales	1,905.09	1,849.88
Cost of Sales	1,756.98	1,621.03
Gross Margin	148.11	228.85
Gain (loss) on exchange rates	(26.43)	23.44
Other Incomes	30.28	27.42
Total Revenues	1,935.37	1,900.75
Selling & Administrative Expense	127.87	130.49
Gain(loss) on machinery and equipment disposal	(12.87)	-
Finance Costs	21.34	23.25
Net Profit	(10.11)	125.97
Earnings per share (Baht)	(0.025)	0.315

The comparison between Second Quarter of 2018 and 2017

1. Sales Revenue increased by 55.21 million baht or 2.98% from 1,849.88 million baht in 2017 to 1,905.09 million baht in 2018, the main reason for revenue increased from the same period last year.
2. Sales cost to revenue ratio increased by 4.60% (from 87.62% to 92.22%) due to increasing raw material costs as the prices of plastic resins had increased compared with the same period of the last year.
3. Loss from foreign exchange increased by 49.87 million baht (from gain 23.44 million baht to loss 26.43 million baht) due to an impact from fluctuation of exchange rate, However the company tried to reduce financial risk by hedging against forward exchange contracts.
4. The performances decreased by 136.08 million baht (from the profit of 125.97 million baht to the loss of 10.11 million baht) as aforesaid.

Yours Sincerely,

Kittiphat Suthisamphat
Executive Vice President