



14<sup>th</sup> August 2018,

**Management Discussion and Analysis**

**Attention: President of the Stock Exchange of Thailand,**

Eason Paint Public Company Limited (EASON) reported the Statement of Comprehensive Income as of second quarter of 2018 per following table:

(THB) Million	2Q18	2Q17	1H18	1H17
<b>Total Revenues</b>	126.04	134.25	268.92	269.05
<b>Total Expenses</b>	112.28	120.19	244.51	244.87
<b>Shares of Profits</b>	4.59	11.96	17.28	22.57
<b>EBT</b>	18.35	26.01	41.69	46.74
<b>Net Profit</b>	15.09	20.32	34.65	39.32

**Total Revenues:** For 2Q18, EASON recorded a 6% drop in revenues resulted from the lower export of inks and shrinking of domestic motorcycle coatings while half year revenues was similar to the year before.

**Total Expenses:** In 2Q18, the expenses were lower by 7% as a result cost controlling and in line with lower revenues generated, where half year figure shows no significant change.

**Shares of Profits:** EASON recorded 4.59 M of profits from investment which was substantially less than the same quarter of last year by 62%, solely due to the performance of Advance Power Conversion Company (APCON) whose projects had been postponed to late 2018, as a result; a 23% drop for first half of this year. Excluding APCON, the profits sharing would be higher by 12%, and 14% for 2Q18 to 2Q17 and 1H18 to 1H17 respectively as a consequence of; better performance of Origin Eason Paint Company (OEP).

**Earnings before tax (EBT):** A 29% drop for 2Q18 comparing to 2Q17, while half year reported 11% lower than the same period of last year all of which directly affected by lower profit sharing from investment.

**Net Profit:** EASON reported 2Q18 net profit of 15.09 M a drop of 26% from 2Q17 while recording 34.65 M for 1H18 which was lower by 12% yoy, purely affected by less contribution from shares of profits.

Please be informed accordingly,

Sincerely Yours,

Mr. Sanit Eksangkul

Senior Vice President