



Ref: CEO 019/2018  
9 November 2018

Subject: Clarification on First Quarter's Operating Performance (3/2018)

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 Q3-2018 operating performance compared to Q3-2017 operating performance as followings:

Revenue form Sales for Q3 year 2018 and Q3 year 2017 was 466.86 million baht and 433.18 million baht, respectively. Revenue from sales increased at the amount of 33.68 million baht or 7.78% when compared with Q3 year 2017.

Cost of Sales for Q3 year 2018 and Q3 year 2017 was 355.25 million baht and 331.79 million baht, respectively. It increased 23.45 million baht or 7.07% when compared with Q3 year 2017.

Net Profit (Loss) for Q3 year 2018 and Q3 year 2017 was 36.54 million baht and 36.54 million baht. It increased 1.22 million baht or 2.41 % from Q3 year 2017. The reason was increase in sales and decrease in all expenses.



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

THB : Million	2017	2018	% of Change
			increase (decrease)
Sale	433.18	466.86	7.78%
Cost of Good Sold	331.79	355.25	7.07%
Other Income	5.92	2.90	( 51.01 )%
Gross Profit	101.39	111.61	10.08%
Selling expenses	51.29	30.86	( 39.83 )%
Administrative expenses	12.43	31.30	151.81%
Finance cost	0.50	0.04	( 92 )%
Net Profit (Loss)	35.68	36.54	2.41%
Equity holders of the Company	35.32	34.24	( 3.06 )%
Cost of Goods Sold/Net Sale	76.60%	76.09%	( 0.66 )%
Gross Profit/Net Sale	23.40%	23.91%	2.18%
Finance cost/ Net Sale	0.11%	0.01%	( 90.91 )%

Please be informed

Yours sincerely,

(Ms. Sineemas Sotpiparnukul)

Chief Executive Officer

Authorized Director