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# บริษัท น้ำตาลบุรีรัมย์ จำกัด(มหาชน) BURIRUM SUGARPUBLIC CO., LTD.

โรงงาน, สำนักงานใหญ่: 237 หมู่ที่ 2 บ้านสาวเอ้ ต.หินเหล็กไฟ อ.คูเมือง จ.บุรีรัมย์ 31190 โทร.0-4465-9020-3 โทรสาร 0-4465-9020-3 ต่อ 103,131,152

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13 November 2018

Subject Explanation for net income for third quarter 2018, compared to the same previous year

Attention President, The Stock Exchange of Thailand

Buriram Sugar Public Company Limited and its subsidiaries (“the Company”) would like to report the operating result by considering the Company’s Financial statement for three-month and nine-month period end 30 September 2018. The detail are as follows:

### Summary of Income Statement

	Consolidated of Revenues ( million baht) Period end 30 September					
	9M/2018	9M/2017	%/ + (-)	3M/2018	6M/2017	% /+ (-)
Revenues from sales and services	4,295.45	5,103.29	(807.84)	831.34	980.64	(149.30)
Cost of sales and services	(3,369.52)	(3,896.79)	527.27	(753.44)	(926.75)	173.31
Gross profit	925.93	1,206.50	(280.57)	77.90	53.89	24.01
Profit (loss) for the period	197.33	582.10	(384.77)	(90.82)	(81.57)	(9.25)
Gross profit margin (%)	21.56%	23.64%	(2.08)%	9.37%	5.50%	3.87%
Profit (loss) for the period margin (%)	4.59%	11.41%	(6.82)%	(10.92)%	(8.32)%	(2.60)%

### Explanation of financial position for Q3/2018

For three-month ended 30 September 2018, the Company has a net loss of THB 91 million or THB 9 million lower than the same period of the year 2017 (2017 Third Quarter net profit was THB 82 million). The decrease was due to the following reasons:

1. Gross profit increase from THB 54 million for third quarter of 2017 to THB 78 million in third quarter of 2018 due to cost management efficiency, Then the cost per unit of sugar in 2018 lower than the same period of previous year
2. A decrease in other income THB 25 million compare to previous period from third quarter 2017, the Company received the cash from penalty to revenue of THB 32 million while third quarter 2018, the Company does not have this in other income.



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BURIRUM SUGARPUBLIC CO., LTD.

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3. Administrative expense increase THB 14 million compare to period from third quarter 2018 (2017 third quarter administrative expense was THB 98 million). As a result of business explanation effect to increase consulting fee and employee expense

For Nine-month ended 30 September 2018, the Company has a net profit of THB 197 million or THB 385 million lower than the same period of the year 2017 (2017 Third Quarter net profit was THB 582 million). The decrease was due to the following reasons:

1. Due to Global supply surplus in 2018 with addition of domestic price decrease from new sugar regime that domestic price will float. As a result, gross profit decreased from THB 926 million or THB 281 million lower than the same period of the year 2017 (2017 third quarter gross profit was THB 1,207 million).

2. Other income decrease THB 40 million compare to previous period from third quarter 2017, the Company received the cash from penalty to revenue of THB 31 million while third quarter 2018, the Company does not have this in other income

3. Selling expense increase from Export THB 80 million from previous (2017 third quarter selling expense was THB 178 million) from inventory which on process to export.

4. Administrative expense increase THB 42 million compare to period from third quarter 2018 (2017 third quarter administrative expense was THB 269 million). As a result of business explanation effect to increase consulting fee and employee expense

Please be informed accordingly.

Yours faithfully,

(Mr. Pitak Chaosoun)

Deputy Managing Director in Finance and Operation

Authorized Person to Disclose Information