

November 13, 2018

Subject: Management discussion and analysis of the operating results for the quarter 3/2018

Attn: President  
The Stock Exchange of Thailand

Please find the reviewed Financial Statement for the Quarter 3/2018 ending 30 September 2018 which had been reviewed by Certified Auditor and has been approved by the Board of Director.

Food and Drinks Public Company Limited operating result in the Quarter 3/2018 compare to the Quarter 3/2017 and Statement of financial position as at 30 September 2018 compare to as at 31 December 2017 can be summarized the important essence as follows:

#### Operating Result

Company's Financial Statement in the Quarter 3/2018 has net profit amount to Baht 21.99 million or Baht 1.25 per share compared to the net profit of Baht 1.66 million in the Quarter 3/2017. Our book value per share as at 30 September 2018 stood at 32.80 Baht

Significant changing is as follows:

- 1) Revenue from sale in Baht 232.61 million increased by Baht 19.77 million or 9.29% from the quarter 3/2017, mainly due to increase of export sales.
- 2) Cost of sales increased by Baht 2.98 million. The increased of cost of sales due to increase of sales. The cost of sales to sales by 78.39%. The company has a gross profit of Baht 50.26 million.
- 3) The administration expenses amounting to Baht 10.38 million, decreased by Baht 1.89 million compare to the quarter 3/2017. (quarter 3/2017 was in Baht 12.27 million).
- 4) Company record profit sharing in joint-venture by equity method of Baht 1.11 million increased from the quarter 3/2017 by Baht 2.08 million (in Quarter 3/2017 was in Baht (0.97) million).

#### Statement of Financial Position

Statement of Financial Position as at 30 September 2018, the company has total asset of Baht 967.01 million increased from last year by Baht 26.15 million, total liabilities in Baht 388.94 million increased from last year by Baht 33.09 million and shareholders' equity of Baht 578.07 million decreased from last year by Baht 6.94 million or 1.19%. The important essence detail of changing in asset, liabilities and shareholders' equity are as follows:

### Assets

Cash and cash equivalent increase by	Baht	5.36	million
Trade and other receivable increase by	Baht	11.15	million
Inventories increase by	Baht	19.11	million
Other current assets increase by	Baht	11.42	million
Investment in associate decrease by	Baht	(9.93)	million
Property, plant and equipment decrease by	Baht	(11.26)	million

### Liabilities

Trade and other payable increase by	Baht	29.04	million
Other current liabilities increase by	Baht	1.24	million
Employee benefit obligations increase by	Baht	2.44	million

### Shareholders' Equity

Net operating loss for nine-month period	Baht	(6.94)	million
--	------	--------	---------

### Cash Flow Statement

Cash Flow Statement for the nine-month period ended 30 September 2018, the company has cash and cash equivalent transaction net increase, increased from 31 December 2017 in Baht 5.36 million by separate cash flow to each activity as follow :

- Cash flow from operating activity , net cash used Baht 0.54 million has essence transaction as follows:
  - Operating cash flow before changing in operating asset and liability Baht 19.56 million
  - Trade and other receivable increase by Baht (10.93) million
  - Inventories increase by Baht (19.85) million
  - Other current assets increase by Baht (11.11) million
  - Trade and other payable increase by Baht 28.26 million
  - Paid for financial cost Baht (6.56) million
- Cash flow from investing activity, net cash received in Baht 6.26 million has essence transaction as follows:
  - Dividend income from associate Baht 13.64 million
  - Purchase for equipment Baht (5.78) million
  - Cost of rubber plantation Baht (1.33) million

3. Cash flow from financing activity, net cash used in Baht 0.36 million has essence transaction as follows:
- Bank overdrafts and short-term loans  
from financial institutions increase by Baht 0.89 million
  - Repayment of long-term loans Baht (0.90) million
  - Repayment of liabilities under  
financial lease agreements Baht (0.34) million

Please be informed accordingly.

Sincerely yours,

(Ms. Huai Hui, Lee)  
Chief Operating Officer