



บริษัท พรพรหมเมทัลทอล จำกัด (มหาชน)

PORN PROM METAL PUBLIC COMPANY LIMITED

26 February 2019

Subject Management Discussion and Analysis year 2018 ended 31 December 2018

(Clarification on percentage of change more than 20% in year 2017)

To Director and Manager

The Stock Exchange of Thailand

Revenue from sales:

In 2018 PPM's consolidated revenue from sales recorded at 1,675.17 million Baht, 13.95 percent up from the year earlier. The sales volume and value have increased for both industrial materials and construction products.

One of the subsidiary company in flexible packaging industry, sales growth up 38.75 percent compared with the year earlier. The company can increase good market share and orders, however getting some loss due to production loss by materials' problem.

Another subsidiary company in solar module business, sales growth down 32.61 percent, and getting loss compared with the year earlier. The main customers stop their orders due to the change of Solar Cell Module import duty in European zone, together with OEM high price competition. As the company has increased sales channel to EPC business (solar cell rooftop installation projects and solar leasing). The business is going well as the company has its own assembly plant for self-consumption and good testing line to support the EPC projects.

Profit for the year of 2018:

In 2018 PPM's consolidated Profit of the major shareholders, is posted at 22.63 million Baht, down 50.80 percent from the year earlier while consolidated Profit was posted at 45.99 million Baht. The sales revenue of the subsidiary company in flexible packaging industry can increased well but getting some loss. The sales revenue of another subsidiary company in solar module business has dropped and getting loss. The gross profit from consolidated is 149.01 million baht, down 29.89 percent from the year earlier.



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Please be informed accordingly.

Your faithfully,

(Mrs. Kanokkorn Tankaisorn)

Deputy Managing Director