

Date : February 27, 2020
 Subject : Management Discussion and Analysis for the year ended December 31, 2019
 To : Managing Director
 The Stock Exchange of Thailand

Kuang Pei San Food Products Public Company Limited would like to clarify for year 2019 based on the company financial statement. The main items were as followed:

Unit : Million Baht	2019	2018	%Increased (Decreased)
Total Revenues from sales and services	1,361.68	1,252.51	8.71
Total Expenses	1,327.87	1,234.85	7.53
Finance Costs	18.24	21.13	(13.67)
Profit before Income Tax Expenses	26.85	22.45	19.59
Income Tax (Expense)	(4.04)	(10.45)	(61.33)
Net Profit	22.81	22.44	1.64
Total Comprehensive Income	34.33	14.07	143.99
Equity	224.82	190.50	18.01

The Profit for the 2019 was 22.81 million baht, while in the year 2018 net profit was 22.44 million baht increased 0.37 % and equity for the year 2019 was 224.82 million baht related to the year 2018 was 190.50 million baht to be increased 34.32 million baht (18.01%) the reason are

Operating results

- The Company realized 1,361.68 million baht for revenue from canned seafood products and food services and others 11.26 million baht in the year 2019 which compared to revenue from canned seafood products and food services of the year 2018 was 1,252.51 million baht and others 25.93 million baht increased by 94.50 million baht or (7.39%). While the cost of sales and services was 1,016.05 million baht in the year 2019 compared to cost of sales and services was 938.85 million baht in the year 2018 increased by 77.20 million baht or (8.02%) because the cost of sales and services were increased by the same direction of the revenue. The sales expenses amount 138.52 million baht in the year 2019 compared to the year 2018 amount 145.44 million baht or decreased by 6.92 million baht (-4.75%) and the administrative expenses amount 17.3.30 million baht in the year 2019 compare to the year 2018 amount 150.56 million baht or increase 22.74 million baht (15.1%) because administrative expenditures in this year were increased because of surplus on employee benefits obligation. The net profit in the year 2019 was 22.81 million baht and the company has total comprehensive income 34.33 million baht from surplus on land revaluation.

Balance Sheet

- Total assets at December 31, 2019 was 848.42 million baht compared to December 31, 2018 which was 776.72 million baht. Because the inventories was increased.
- Total liabilities at December 31, 2019 was 623.60 million baht which was increased 37.38 million baht or (6.37%) compared to December 31, 2018 which was 586.22 million baht because increasing of inventories.
- Total Shareholders' Equity at December 31, 2019 was 224.82 million baht which was increased by 34.32 million baht compare to December 31, 2018 which was 190.50 million baht (18.01%) from amount of total comprehensive income.

Please be inform accordingly.

Your sincerely,

(Mr.Taweesak Naraipratan)
Chief Operating Officer