

November 13,2019

Dear Director and The Manager of SET

Re: Operating Performance's Summary of Q3/2019

During the third quarter of 2019, total sales amount of the Company was 276.71 million baht. It decreased by 40.92 million baht or equivalent to 12.88% compared to the same period of previous year. It caused by the slowdown of the Thai economy which affected to both domestic and outside the country. Government spending and government investment did not drive the economy fully. Meanwhile, the investment of private sector was slowed down, household sectors from various sectors paid more attention on expenditure because there was a problem of purchase power and incomes that remained not recovered. Household income in agriculture sector remained encounter with additional pressure from the flood situation in many areas and debt amount remained in high level. Confident index of consumer continuously decreased. Therefore, it affected the expense atmosphere to be sluggish. Cost of goods sold was 138.13 million baht which it decreased by 20.69 million baht or equivalent to 13.03% compared to previous year. It's the result from the decrease of total sales, while total amount of distribution cost and administrative expense was 133.69 million baht. It decreased from the same period of previous year by 13.07 million baht or equivalent to 8.91 % due to the success of various expenditure control.

Other revenues was 4.24 million baht. It decreased 1.63 million baht or equivalent to 27.78 % compared to the same period last year by gaining from dividend, interest receivable, rent and compensation. The financial structure of the Company was in the strength level and cash flow could be managed effectively, hence, there was no interest paid. According to the above mentioned reasons, the Company's profit before income tax was 9.13 million baht. It decreased by 8.79 million baht or equivalent to 49.04 % and after deducting corporate income tax, the net profit was 7.22 million baht. It decreased by 49.15 % compared to the same period of previous year.

Very truly yours,

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Mrs. Teerada Ambhanwong

Managing Director&CEO