



Our Ref: APURE 017/2019

8 November 2019

Subject : Clarification on Third Quarter's Operating Performance (3/2019)

Attention : President

The Stock Exchange of Thailand

The company clarifies causes and reason for relative financial performance on the items varies more than 20% compared to same quarter of previous year. The company, hereby, explains the Q3-2019 operating performance compared to Q3-2018 operating performance.

Revenue from Sales for Q3/2019 and Q3/2018 was 415.68 million baht and 466.86 million baht, respectively. It decreased 51.18 million baht or 10.96% when compared with Q3/2018. As a result of the continuously affected from Thai Bath strengthen to US Dollar (Which is the company's main currency), resulting in the company recognized revenue from sales of foreign currency decreased

Detail of Domestic and Export Sales

Unit : Million Baht

	2018	2019
Export Sales		
• Canned sweet corn (RKI)	371.31	322.18
• Fresh vegetable and fruit (AF)	39.07	36.42
• Pouched sweet corn (RKI)	-	-
Total	410.38	358.60
Domestic Sales		
• Canned sweet corn (RKI)	8.60	25.5
• Seeds (SCP)	18.91	9.68
• Others (RKI)	19.61	13.27
• Pouched sweet corn (RKI)	2.66	1.14
• Fresh vegetable and fruit (AF)	6.69	7.49
Total	56.47	57.08
Total domestic and export sales	466.85	415.68

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Cost of Sales for Q3 / 2019 and Q3 / 2018 was 357.94 million baht and 355.25 million baht, respectively. It increased 2.69 million baht or 0.76% when compared with Q3 / 2018, mainly due to the increase in exports in the 3rd quarter of this year which measured by the number of exported containers was increased, resulting to transportation costs was increased and Thai Bath strengthen as compared to the same period of the previous year

Profit (Loss) Net Equity of shareholders of the Company for Q3 / 2019 and Q3 / 2018 was 11.47 million baht and 34.24 million baht, respectively. It decreased 22.77 million baht or 66.50 % when compared with Q3 / 2018. But the reason that the company's net profit margin decreased due to the increase in exports in the 3rd quarter of this year which measured by the number of exported containers was increased, resulting to transportation costs was increased. Also, there are pressure factors in Thai Baht strengthened to the US dollar (Which is the company's main currency). Uncertainty in the global economy as a result from tax increases and trade wars of major countries to the global economy

Please be informed

Yours sincerely,

(Ms. Sineemas Sotpiparpnukul)

Chief Executive Officer

Authorized Director