

Date : November 14, 2019
 Subject : Management Discussion and Analysis for the Quarter 3/2019
 To : Managing Director
 The Stock Exchange of Thailand

Kuang Pei San Food Products Public Company Limited would like to clarify for Quarter 3/2019 based on the company financial statement. The main items were as followed:

Unit : Million Baht	2019	2018	%Increased (Decreased)
Revenue from sales and services	363.24	326.44	11.27
Total Expenses	355.40	318.60	11.55
Finance Costs	4.49	5.23	(5.23)
Profit before Income Tax Expenses	3.34	2.62	27.48
Income Tax Expensed	0.17	1.75	(90.28)
Net Profit	3.51	4.37	(19.67)
Equity	204.19	190.50	7.18

The Profit for Quarter 3/2019 was 3.51 million baht, while in Quarter 3/2018 net profit was 4.37 million baht decreased 0.86% and equity for Quarter 3/2019 was 204.19 million baht related to Quarter 3/2018 was 190.50 million aht to be increased 7.18% the reason are

Operating results

- The Company realized 363.24 million baht for revenue from canned seafood products and food services and others in the Quarter 3/2019 which compared to revenue of Quarter 3/2018 was 326.44 million baht, increased by 36.80 million baht or (11.27%). While the cost of sales and services was 279.38 million baht in Quarter 3/2019, compared to cost of sales and services was 243.21 million baht in Quarter 3/2018, increased by 36.17 million baht or (14.87%) because the cost of sales and services were increased by the same direction of the revenue. The sales expenses amount 36.16 million baht in Quarter 3/2019 compared to Quarter 3/2018 amount 39.71 million baht or decreased by 3.55 million baht (8.93%) and the administrative expenses amount 39.87 million baht in Quarter 3/2019 compare to Quarter 3/2018 amount 35.69 million baht or increased 4.18 million baht (11.71%) administrative expenditures in this quarter were increased. The net profit in Quarter 3/2019 was 3.51 million baht decreased from the same quarter of last year because in this quarter, we have recorded the compensation of labor. For the nine months period ended at September 30, 2019 the company have net profit 13.69 million baht compared to the same period at September 30, 2018 we have net profit 24.46 million baht decreasing 10.77 million baht (44.03)%

Balance Sheet

- Total assets at September 30, 2019 was 798.98 million baht compared to December 31, 2018 which was 776.72 million baht. Because increasing of liabilities of clients.
- Total liabilities at September 30, 2019 was 594.79 million baht which was increased 8.57 million baht or (1.46%) compared to December 31, 2018 which was 586.22 million baht because of the suppliers' liabilities from expanding the productions.
- Total Shareholders' Equity at September 30, 2019 was 204.19 million baht which was increased by 13.69 million baht compare to December 31, 2018 which was 190.50 million baht.

According to Quarter 3/2019 the company has more liabilities from buying the rawmaterial for expanding the productions has positive equity because of the debt restructuring and we have the net profit in every quarter.

Please be inform accordingly.

Yours sincerely,

(Mr.Taweesak Naraipratan)
Chief Operating Officer