



August 14, 2019

Re: Management discussion and analysis for the **three-month** period ended 30 June 2019 (Revised)

To: The President
The Stock Exchange of Thailand

Goodyear (Thailand) Public Company Limited (“Company”) would like to explain the reasons for the more than 20% change in revenue and/or net profit for the **three-month** period ended 30 June 2019 when compared to the same period of the year 2018:

- 1) **Revenue from Sales:** The Company’s Net Sales for the **three-month** period ended 30 June 2019 was Baht 919.7 Million a decrease when compared to the same period of 2018 of Baht 37.7 Million or 4%. This was driven mainly by lower export sales.
- 2) **Cost of Sales:** The Company’s Cost of Goods Sold for the **three-month** period ended 30 June 2019 was Baht 845.5 Million an increase when compared to the same period of 2018 Baht 49.9 Million or 6%. This was driven mainly by the movement in employee benefit obligations impacted by the new Labor Protection Act and the higher raw material costs.
- 3) **Selling and Administrative Expenses:** The Company’s Selling Expenses for the **three-month** period ended 30 June 2019 was Baht 99.6 Million a decrease when compared to the same period of 2018 of Baht 2.2 Million or 2%. Administrative expenses for the three-month period ended 30 June 2019 was higher 5% when compared with the same period of 2018.
- 4) **Assets:** The Company’s Total Assets as of 30 June 2019 was Baht 6,458 Million an increase of Baht 334 Million from the year ended 31 December 2018 or 5%. This was due to increase of property, plant and equipment balance.
- 5) **Net Profit (Loss):** The Company’s loss for the **three-month** period ended 30 June 2019 was Baht 58.3 Million a decrease when compared to the same period of 2018 of Baht 69.3 Million driven by lower gross profit and the loan interests.

Above is for your information.

Yours sincerely,

Mr. Luca Crepaccioli
Managing Director