

(Translation)

August 11, 2017

Subject : Management Discussion and Analysis of Quarter 2 ended 30 June 2017.

Attention : Director and Manager of the Stock Exchange of Thailand

Thanulux Public Company Limited would like to clarify the performance of the Company and its subsidiaries. As shown in Comprehensive Income Statement of the Second Quarter ended 30 June 2017, the Company and its subsidiaries net sales of Baht 437.55 million, decreases Baht 47.06 million or 9.71 percent from the same period of 2016, with net profit of Baht 41.23 million, decreases Baht 15.10 million or 26.81 percent from the same period of 2016.

For 6 months period operating result ended 30 June 2017, the Company and its subsidiaries net sales of Baht 922.09 million, decreases Baht 66.22 million or 6.70 percent from the same period of 2016, with net profit of Baht 87.36 million, decreases Baht 18.02 million or 17.10 percent from the same period of 2016. The reasons are as follow:

1. Decrease of sales due to foreign customers delay the order and Baht appreciation comparing to Euro, US Dollars and Japanese Yen.
2. Decrease of sales proportion of products with high gross margin, resulting in decrease of gross margin.

The Company and its subsidiaries are able to manage selling and administrative expenses effectively. In addition, overall financial standing and liquidity are satisfactory and stable.

Please kindly acknowledge and publicize accordingly.

Faithfully Yours,

*Supotch Pakaworawuth, Dusadee Soontrontumrong*

(Mr. Supotch Pakaworawuth, Ms. Dusadee Soontrontumrong)

Managing Director, Deputy Managing Director and CFO