

Ref. SFP 094 / 2018

14 May, 2018

To : President of The Stock Exchange of Thailand

Subject : Management Discussion and Analysis for the 2<sup>nd</sup> quarter ending 31 March, 2018

Attachment : Reviewed Financial Statement for the 2<sup>nd</sup> quarter ending 31 March, 2018

**Business Overview**

The operation for the 2<sup>nd</sup> quarter ending 31 March, 2018 of the consolidated financial statements, the company has a net profit of Baht 138.61 million, net profit decreased by Baht 41.55 million or 42.81% from the same period of the previous year which has the net profit of Baht 97.06 million.

**Consolidated Operating Results of Q2/2018 (Reviewed Consolidated Financial Statements)** The points of interest are as follows:

1) Sales in the Q 2/2018 amount of Baht 579.75 million, a decreased by Baht 516.14 million or 47.1% from the same period of the previous year. Because the average selling price decreased 35%, because there are a lot of inventories in the market and Thai Baht had been stronger about 10% against the US dollar.

2) Ratio of cost of goods sold to sales in the Q 2/2018 equal to 96.13% while the same period of the previous year equal to 85.56% increased 10.57% because selling price per unit decreased as the market condition.

3) Idle capacity cost decreased by Baht 1.56 million, it had fresh pineapple to produce in the subsidiary increasing compared to the same period of the previous year.

4) The company has adopted TAS 41: Agriculture, this Q2/2018 the company had loss on changes in fair value of biological assets of Baht 7.91 million while the same period of the previous year the company had loss on changes in fair value of biological assets of Baht 2.57 million because Q2/2018 the market fruit cost has decreased.

5) Share of profit from associated company in the Q 2/2018 was Baht 164.3 million, an increased by Baht 159.47 million from the same period of the previous year. Due to associated company had revenue from the sale of assets to Real Estate Investment Trusts (REITs) in the Q 2/2018.

6) As at March 30, 2018 the consolidated statement of financial position had a Debt to Equity Ratio at 0.16 equal to as at September 30,2017.

Please be informed accordingly.

Yours Truly,

(Mr.Kiartisak Lertsiriamorn )

The company secretary