



SIAM FOOD PRODUCTS PUBLIC CO., LTD.

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Ref. SFP 205 / 2018

30 November, 2018

To : President of The Stock Exchange of Thailand

Subject : Management Discussion and Analysis for the Statement of Financial Position and Income Statements for the year ended September 30,2018.

Attachment : The Statement of Financial Position and Income Statements for the year ended September 30,2017 and Independent Auditor's Report.

Business Overview

The consolidated Income Statements for the year ended September 30,2018, the company earned the total income of Baht 2,430.76 million, net loss from the operation in amount of Baht 36.57 million. Upon combination with the profit share from the associated company in amount of Baht 205.55 million, the company earned the net profit of total Baht 168.98 million, while in the same period ended September 30, 2017, the company earned the total income of Baht 3,586.18 million, net profit from the operation in amount of Baht 209.07 million, upon combination with the profit share from the associated company in amount of Baht 175.48 million, the company earned the net profit of total Baht 384.55 million, change in net profit decreasing by Baht 215.57 million or 56.06%.

Analysis of Income Statements for the year ended September 30,2018 (The audited Consolidated Financial Statements)

1) Revenue from sale amount of Baht 2,376.06 million, a decreased by Baht 1,134.47 million or 32.32% from the same period of the previous year. Because selling price decreased due to Thailand climate come to normal its effect to fruit was not short as Indonesia and Philippine and it had high competition in selling price. Thai Baht had been stronger from the previous year about 7% against the US dollar.

Ratio of cost of goods sold and sales for the year 2018 was 93% while the same period of the previous year equal to 87%. because selling price of world market decreased more than price of fresh pineapple.

2) The company had loss on changes in fair value of biological assets of Baht 63.28 million in the year 2018 which effected from the company has adopted TAS 41: Agriculture start from 1 January 2016 because fruit cost from farmers as at September 30, 2018 has decreased which was lower than our plantation cost. While the same period of the previous year the company had loss on changes in fair value of biological assets of Baht 8.16 million.

3) Idle capacity cost of subsidiary company decreased by Baht 23.59 million due to subsidiary company has fresh pineapple increasing.

4) About the operation result of the associated company for the year 2018; Eastern Seaboard Industrial (Rayong) Co., Ltd., the company recognized profit sharing according to the equity method in Statement of Income in amount of Baht 205.55 million, increasing from the same period of previous year Baht 30.07 million or 17.14% due to the associated company had revenue from sale of real estated increased.

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

Please be informed accordingly.

Yours Truly,



(Mr.Kiartisak Lertsiriamorn)

The company secretary