

## Summary of the year 2017

The major change of the company in Q1/2017 since 2012-2013 was about the new plant setup at Soongnern district. In addition, this new arrangement invested on production machines which increased the production capacity from 180 tons to 300 tons per month and also waste reduction which conformed to the expansion of customer base. Moreover, the new machines are also result on modernizes the existing products to be more durable and improve higher quality standard. The overall results of 2 business segments, Manufacturer and distributor of plastic packaging and business investment can be shown as below.

	Financial statements in which the					
	Equity method is applied (In Thousand Baht)					
	For three month ended March 31,					
	Manufacturing and sales of packaging products		Investment		Total	
	2017	2016	2017	2016	2017	2016
Revenue from sale	73,983	87,107	-	-	73,983	87,107
Cost of sales and expenses	(94,325)	(103,027)	-	-	(94,325)	(103,027)
Profit (loss) from expenses	(20,342)	(15,920)	-	-	(20,342)	(15,920)
Share of profit (loss) of and associated company			5,588	(1,041)	5,588	(1,041)
Gain(loss) on sale of investment			-	(4,073)	-	(4,073)
Other income					490	772
Finance costs					(510)	(848)
Income tax (revenue) expense					(121)	(21)
Profit (loss) for the year					(14,653)	(21,089)

## Financial performance summary

### - Operating income

The sales revenue in Q1/2017 was 73.98 million baht, which decreased 15.07 percent compare to Q1/2016. As a result, the Company sold 1 old production line and installed new machinery to produce new products.

Share of profit (loss) from investment in an associated company was 5.59 million baht which was 436.79 percent increased from Q1/2016. As a result, the associates had a better performance and the associated company recognizing a profit sharing from investments in joint ventures business.

Other income in Q1/2017 was 0.49 million baht which was a result of selling of the waste in production line and deposits of printing plates.

- Operating cost

Cost of sales in Q1/2017 was 74.96 million baht, which decreased 11.13 percent. Consistent with declining sales and under construction, testing of new machinery for new products.

Selling expenses in Q1/2017 also decreased to 2.35 million baht or 7.91 percent decreased as a result of cost control and the aware of supplies uses.

Administrative expenses in Q1/2017 increased to 13.72 million baht or 21.53 percent increased due to the compensation paid out of work.

Management benefit expenses in Q1/2017 decreased to 3.30 billion baht or 31.96 percent decreased as a result of restructuring corporate organization.

A financial cost in Q1/2017 decreased to 0.51 million baht or 39.86 percent decreased because of the payment loan and interests. (Show in page 25- note)

- Balance Sheet and Financial Information

Total assets at Q1/2017 were 758.26 million baht which decreased from 769.47 million baht at 2016 which was a result of the payment of interest bearing debt.

Interest-bearing liabilities in Q1/2017 were 36.68 million baht which decreased from 44.69 million baht at 2016 year as a result of the payment in accrued principle and interest loan. (Show in page 25-note).

Net cash provided by (used in) investing activities for Q1/2017 were 14.83 million baht which increased 3.0 million baht from 2016 due to losing in operation before changes in operating assets and liabilities was induced.

### **Outlook for 2017**

The company has achieved to keep the major customers base; however, in 2017 the company has to emphasize on waste reduction and control in the production line for the most efficiency. Furthermore, the company has to focus on not only increasing in gross income, but also channel of distribution and consideration of the new business investment to improve the further profit.