

The President

The Stock Exchange of Thailand

Re: Management Discussion and Analysis on 1Q18 performance

Sunsweet Public Company Limited ("the Company") would like to submit this Management Discussion and Analysis on 1Q18 performance, with details as follows

Consolidated Statement of Comprehensive Income for the three-month period ended 31 March 2018

Unit: Million THB	2018	2017	% Increase (decrease)
Revenue from sales of goods	408.00	359.12	13.61%
1) Manufacturing and distribution of processed sweet corn and other agricultural products business	400.30	344.65	16.14%
2) Trading business	7.70	14.47	(46.79%)
Revenue from other sales	18.94	19.11	(0.84%)
Total revenue from sales	426.94	378.23	12.88%
Other income	13.16	4.46	195.11%
Total revenue	440.10	382.69	15.00%
Cost of goods sold	(378.34)	(304.36)	24.30%
Gross profit	48.60	73.87	(34.21%)
Selling expenses	(35.56)	(28.34)	25.48%
Administrative expenses	(19.75)	(17.03)	16.00%
Profit before financial costs and income tax	6.45	32.96	(80.45%)
Finance costs	(1.50)	(5.91)	(74.66%)
Profit before income tax	4.95	27.05	(81.71%)
Income tax	0.31	(4.84)	(106.37%)
Net profit for the period	5.26	22.21	(76.34%)
<i>Gross profit margin (%)</i>	<i>11.38%</i>	<i>19.53%</i>	
<i>Net profit margin (%)</i>	<i>1.19%</i>	<i>5.80%</i>	

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SUNSWEEET PUBLIC COMPANY LIMITED

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Revenue

The Company and its subsidiary showed total revenue for 3-month period ended 31 March 2018 of 440.10 million Baht, representing an increase of THB 57.41 million or 15.00% over the same period last year. The increase was mainly driven by the following items:

Revenue from Sales

For 3-month period ended 31 March 2018, the revenue from sales amounted to 426.94 million Baht, having details of significant change as follows:

(1) Revenue from Manufacture and distribution of Processed Sweet Corn and Other Processed Agricultural Products

For 3-month period ended 31 March 2018, Sales performance of the business of Manufacture and distribution of Processed Sweet Corn and Other Processed Agricultural Products reached 400.30 million Baht when compared with last year which was THB 344.65 million, or increasing by 16.14% over the same period last year. The increase was driven by higher capacity responding to higher orders from customers and orders from new customers in the first quarter of 2018.

(2) Revenue from Trading Business

For 3-month period ended 31 March 2018, Trading Business reported sales of 7.70 million Baht, decreasing by 6.77 million Baht or 46.79% over the same period last year. This decline was mainly driven by the Company and its subsidiary remaining focus on trading with existing customers buying sweet corn. The Company and its subsidiary had set trading policy allowed only advance payment when submitting order, and set-up effective profit margin control.

Income from Other Sales

For 3-month period ended 31 March 2018, the income from other sales amounting to 18.94 million Baht, slightly decreasing by THB 0.16 million or 0.84% over the same period last year.

Other Income

For 3-month period ended 31 March 2018, the other income had 13.16 million Baht. An increase of 8.70 million Baht or 195.11% over the same period last year was mainly due to profit from foreign exchange amounting to THB 11.52 million, rising by 9.27 million Baht over the same period last year.

Cost of Goods Sold and Gross Profit from Sales

The gross profit margin for 3-month period ended 31 March 2018 was 11.38% decreased from the same period last year which was 19.53%. This decrease was due to increase of raw materials price especially packaging cost which is considered as main production cost. Although, the Company had higher sales volume,

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much THB appreciation against USD over the same period last year had an effect on lower revenue recognition, decline in gross profit and gross profit margin, accordingly.

Selling Expenses

Selling expenses for 3-month period ended 31 March 2018 was 35.56 million Baht, increasing by 7.22 million Baht or 25.48% over the same period last year. This increase was mainly due to increased export expense along with increase of the sales volume as well as slightly increase in sales allowance and commission over the same period last year.

General and Administrative Expenses

For 3-month period ended 31 March 2018, the general and administrative expenses amounted to 19.75 million Baht, increasing by 2.72 million Baht or 16.00% over the same period last year. This increase was attributed to higher personnel expenses from annual salary adjustment, higher computer software's maintenance service fees and investor relations advertising expense.

Financial Costs

Finance costs amounted to 1.50 million Baht, declining by 4.41 million Baht or 74.66% over the same period last year as the Company relied more on internal working capital rather than using the short-term loan from bank.

Net Profit and Net Profit Margin

The Company's consolidated net profit for 3-month period ended 31 March 2018 amounted to 5.26 million Baht, dropping by 16.95 million Baht or 76.34% over the same period last year. This decrease was mainly from lower gross profit and higher selling and administrative expenses.

The net profit margin for 3-month period ended 31 March 2018 represented 1.19%, decreasing from the same period last year which was 5.80%. This mainly caused by appreciation of THB against USD, resulting in decrease in revenue from sales of goods, gross profit and thus gross profit margin.

Please be informed accordingly.

Yours sincerely,



(Mr. Vira Nopwattanakorn)

Chief Finance Officer

Sunsweet Public Company Limited

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