



TIPCO 020/2015

14 May 2015

Re: Management discussion and analysis (MD&A) for the first quarter of 2015

To: The President

The Stock Exchange of Thailand

Tipco Foods (Public) Company Limited would like to report and clarify the operating results for the first quarter of 2015 in accordance with reviewed Consolidated Financial Statement as of March 31, 2015. The highlighted key performance were set forth as follow;

#### **Total Revenue**

The revenue stream from sales and services totaled Baht 1,205 million, a decrease of 11.2% from the last year, could largely explained by decrease in sales of canned pineapple and beverage business.

#### **Cost of Goods Sold**

Cost of goods sold and service totaled Baht 818 million, accounted for comparable percentage at 67.9% of sales revenue and is close to that of last year at 67.8%.

#### **Selling Expenses**

Selling expenses totaled Baht 290 million, accounted for 24.1% of sales revenue this year. This was lower than that of last year at 27.9%. A decrease is largely explained from significantly slow spending of sales promotion campaign in this quarter.

#### **General & Administrative Expenses**

In the first quarter of 2015, General & administrative expenses totaled Baht 111 million, which is equal to 9.2% of sales revenue this year. This percentage is higher than that of last year at 7.6%. This is largely explained by decrease in sales revenue.

#### **Net Profit (Loss)**

Net profit reported Baht 318 million, which was analogous to 26.5% of total sales revenue. This was significantly higher than that of 2014 (Baht 59 million or 4.3% of total sales revenue). An increment was mainly driven by gain on the sale of assets and incremental profit sharing from associated company.



**Total Assets**

As of March 31, 2015, company holds total assets of Baht 5,827 million, increasing Baht 305 million or 5.5% from December 31, 2014. The increase was mainly explained by incremental trade account receivable and value of investment in associated company.

**Total Liabilities**

As of March 31, 2015, company has total liabilities of Baht 2,752 million, reducing Baht 13 million or 0.5% from December 31, 2014. The reduction could largely explained by loan repayment.

**Shareholders' Equity**

As of March 31, 2015, company reports shareholders' equity of Baht 3,074 million, an increase of Baht 319 million or 11.6% from December 31, 2014. The increase could largely explained by increase in unappropriated retained earnings.

Please kindly be informed accordingly

Sincerely yours,

Ekaphol Pongstabhon

Managing Director