



(Translation)

TIPCO 024/2017

12 May 2017

Re: Management discussion and analysis (MD&A) for Quarter 1/2017

To: The President

The Stock Exchange of Thailand

Tipco Foods Public Company Limited or "TIPCO" would like to report and clarify the Company's financial performance for Quarter 1/2017 as follows:

Sales and services revenues

The consolidated sales and services revenues for Quarter 1/2017 were Baht 1,267.4 million compared with Baht 1,396.1 million in the FY2016, decreased by Baht 128.7 million or 9.2% year-on-year (YoY) mainly due to decreased in selling price of Processed Fruit products which reflected the decreased raw material price

Cost of goods sold

Cost of goods sold in Quarter 1/2017 were Baht 853.1 million compared with Baht 1,035.2 million in the FY2016, decreased by Baht 182.1 million or 17.6% YoY mainly due to decreased in raw material price and effective production management.

Gross Profit

Gross profit in Quarter 1/2017 were Baht 414.3 million from Baht 360.9 million in FY2016, improved by Baht 53.4 million or 14.8% YoY. Moreover, gross profit margin increased to 32.7% from 25.8% last year mainly from an improvement in processed fruit business.

Selling and Administrative Expenses

Selling and administrative expenses in Quarter 1/2017 increased to Baht 307.8 million from Baht 286.3 million in the FY2016, an increase by Baht 21.5 million or 7.5% YoY mainly due to the increased in selling expenses.

Profit before share of profit from investments in associated company, interest and tax

Profit before share of profit from investments in associated company, interest and tax (EBIT) in Quarter 1/2017 increased to Baht 124.1 million from Baht 86.2 million in FY 2016, increased by Baht 37.9 million or 44% YoY.

**Net Profit**

The consolidated net profit attributable to the equity holders of the parent for in Quarter 1/2017 were Baht 386.4 million compared with Baht 347.9 million in FY2016, increased by Baht 38.5 million or 11.1% YoY.

Financial Position**Asset**

As of 31 March 2017, the Company reported total asset of Baht 7,079.2 million, increased from Baht 6,808.8 million by the year end 2016, or increased by Baht 270 million or 4%

Liabilities

As of 31 March 2017, total liabilities were Baht 2,749.4 million increased from Baht 2,366.4 million by the year end 2016, increased by Baht 383.0 million or 16% mainly due to the increased short-term loans from financial institutions.

Equities

As of 31 March 2017, the Company's shareholders' equity grew to Baht 4,329.8 million from Baht 4,047.3 million by the year end 2016, increased by Baht 255.4 million or 6% mainly from increased in an unappropriated retained earnings.

Please kindly be informed accordingly

Sincerely yours,

-Signed-

Mr. Ekaphol Pongstabhoh

Managing Director