

**MD&A**

**SAHAMITR PRESSURE CONTAINER PUBLIC COMPANY LIMITED**

For the three-month period ended September 30, 2018

Major attributes to the Company's operating performance variations between Q3/2018 and Q3/2017 are:

1. Total sale revenues increased Baht 29.63 million (2.6%) from Baht 1,126.00 million to Baht 1,155.63 million, close to prior period.
2. Cost of Sales increased Baht 41.09 million (4.8%) from Baht 851.80 million to Baht 892.89 million, close to prior period.
3. Gross profit decreased Baht 11.46 million (4.2%) from Baht 274.20 million to Baht 262.74 million and gross profit margin decreased from 24.4% to 22.7% because stronger value in Baht currency
4. Other Incomes increased Baht 23.15 million (46.0%) from Baht 50.34 million to Baht 73.49 million primarily due to an increase in quantities and unit price of scrap sales
5. Selling expenses decreased Baht 11.05 million (13.7%) from Baht 80.89 million to Baht 69.84 million due to an decrease in marketing expenses. Moreover, freight expenses decreased because most of sale term in this period are FOB
6. Financial Expenses increased Baht 2.12 million (101.4%) from Baht 2.09 million to Baht 4.21 million since the company has to reserve more cash for purchase of raw material and for working capital
7. Net Income for the period increased Baht 15.21 million (9.7%) from Baht 157.22 million to Baht 172.43 million because of an increase in other income and an decrease in selling expenses

Yours sincerely,

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Mr. Surasak Urpsirisuk

Managing Director