

February 22, 2019

Subject: Management Discussions & Analysis for Year 2018 financial statement

To President
 The stock exchange of Thailand

Salee Printing Public Company Limited (SLP) would like to clarify the company operating result for the year ended 31 December 2018 as follows.

1. Performance and Profitability

Revenues

In 2018, the company generated the total revenues of 451.6 million baht, a decrease of 55.5 million baht or a 11% decrease from previous year. The main factor due to the high competition.

Cost of Goods Sold

In 2018, the company incurred cost of goods sold of 342.4 million baht, a decrease of 12.9 million baht or a 4% decrease from previous year.

Selling and Administration expenses

In 2018, the company incurred the selling and administration expenses of 75.5 million baht, a decrease of 14.6 million baht or a 16% when compared to the same period of last year which results from the company emphasis on cost control and effectiveness of cost management.

Net Profit

In 2018, The net profit was 30.4 million Baht, decrease of 21.5 million Baht or 41% decrease when comparing with previous year.

Also in 2018 The Company has adjusted the employee benefit expenses according to Actuarial at 0.2 million Baht, which make net profit of 2018 was 30.6 million. Moreover, decrease of selling price due to high competition is the main factor that effect the profit of company.

2. Assets and Liabilities Management

Cash, Cash equivalents and Current investments

In 2018, the total of Cash, Cash equivalents and current investments was 463.2 million baht, an decrease of 78.6 million baht or a 15% decrease from previous year. The main factor that invested in long term investment

Trade and Other receivables

In 2018, the trade and other receivables totaled 105 million baht, a decrease of 19.6 million baht when compared to previous year, and the ratios of Trade receivables to total assets were 10% in 2018 and 12% in 2017.

Inventories

In 2018, the net inventories totaled 82.5 million baht, a increase of 8.2 million baht or a 11% increase from previous year, and the ratios of inventories to total assets were 8.2% in 2018 and 7.3% in 2017.

Liabilities

In 2018, the liabilities totaled 37 million baht, a decrease of 3 million baht or a 8% decrease from previous year, and the ratios of debts to equities (D/E ratio) was 0.04 times in 2018 and same as 2017.

Please kindly be informed accordingly

Your Faithfully

A handwritten signature in blue ink, appearing to read 'Thanachai'.

Mr. Thanachai Santichaikul
Managing Director
Salee Printing Public Company Limited

