

May 08, 2020

Subject: Management's discussion and analysis for Quarter 1st of 2020

To President  
The stock exchange of Thailand

Salee Printing Public Company Limited (SLP) would like to clarify the company operating result for Quarter 1st of 2020 as follows.

## **1. Performance and Profitability**

### **Revenues**

Quarter 1st of 2020, the company generated the total revenues of 110.09 million baht, an increase of 21.6 million baht, or a 24% increase to the same period in 2019. As the company engaging in new Sales and Marketing strategies, gaining new customers and also increasing turnover from Shink Sleeve business.

### **Cost of Goods Sold**

Quarter 1st of 2020, the company incurred the cost of goods sold at 92.7 million baht, an increase of 11.3 million baht, or a 14% increase to the same period in 2019 due to an increase of new orders.

### **Selling and Administration expenses**

Quarter 1st of 2020, the company incurred the selling and administration expenses of 22.7 million baht, an increase of 2.2 million baht, or 11% to the same period in 2019. which results from the company's emphasis on increased the number of employees, both the sales department and the Executive Management to be more efficient.

### **Net Profit**

Quarter 1st of 2020, The net loss was 0.2 million Baht, The net loss decrease of 8.3 million Baht or 98 % to the same period in 2019. The main factor was Improving sales strategies and improving the production process to be more efficient.

Please kindly be informed accordingly

Yours Faithfully



Mr. Thanachai Santichaikul  
Managing Director  
Salee Printing Public Company Limited

