



บริษัท เอเชียัน ไฟytoเคมีคอลส์ จำกัด (มหาชน)

ASIAN PHYTOCEUTICALS PUBLIC COMPANY LIMITED

No. APCO.008/2559

August 10, 2016

Subject: Management Discussion and Analysis the second quarter ended 30 June 2016

To: President and Manager, The Stock Exchange of Thailand

Asian Phytochemicals Public Company Limited (“APCO”) would like to clarify the main reason that caused the change of the operating result in the second quarter of 2016 more than 20 percent that of 2015 as follows:

Revenues

For the second quarter of 2016, Total sales of APCO were Baht 105.56 million, an increase by Baht 12.69 million or 13.7% comparing to the same period of last year. This was mainly from Bim Health Care Center and Direct Service distribution due to promotion of Operation Bim products in various media.

Selling and Administrative Expenses

The Company selling and administrative expense were increased 2.5%, an increase of 3.2% comparing to the same period last year. This is from an increase of commission expenses based on sales through Direct Service. A proportion of administrative expense were increased only 1.2% compared with last year from registering of a patent.

Net Profit

In Q2/2016, the Company’s profit before share of loss from investment in Associate, and income tax expense were Baht 36.47 million, increased by 48.1% compared to the same quarter of the previous year. After the deduction of share of loss from investment in Associate and income tax expense, as a result, the Company had net profit of Baht 28.83 million or Baht 0.01 per share, increased by 43.1% compared to the same period of the previous year.

The performance of six month period ended in June 30, 2016 when compared to the same period of last year revealed a increase of total revenues by 8.2% from Baht 189.30 million to Baht 204.81 million and net profit increased by 26.9% from Baht 42.31 million to 53.70 million.

Please be informed accordingly.

Sincerely yours,

(Prof. Dr. Pichaet Wiriyachitra)
Chief Executive Officer