



No. APCO.008/2560

August 10, 2017

Subject: Management Discussion and Analysis (MD&A) For the Second Quarter of 2017
(Revised)

To: President and Manager, The Stock Exchange of Thailand

Asian Phytoceuticals Public Company Limited (“The Company”) would like to report the financial statements for the second quarter ended June 30, 2017 and the operating results for the six month period ending on the same date. The net profit at baht 21.03 million, representing a decrease of baht 7.80 million or 27.05%. **This was due to the research fund of 7.30 million baht granted to the Faculty of Medicine Siriraj Hospital, Mahidol University. The research result will be used to develop the product for the world market.**

Comparison figures of this quarter to the same period of the previous year are as following

- Revenue from sales decreased by Baht 3.38 million, from Baht 105.56 million to Baht 102.18 million or decreased by 3.20% due to the price decrease some product.
- Cost of goods sold increased by Baht 1.64 million, from Baht 14.81 million to Baht 16.44 million or increased by 11%. This was due to the normal fixed cost and the increase of sale which high cost.
- Selling expenses increased by Baht 6.82 million, from Baht 35.78 million to Baht 42.60 million or increased by 19.06% due to the research fund of 7.30 million baht granted to the Faculty of Medicine Siriraj Hospital.
- Administration expenses decreased by Baht 1.79 million, from Baht 20.11 million to Baht 18.32 million or decreased by 8.92%
- Corporate income tax decreased by Baht 2.17 million, from Baht 7.54 million to Baht 5.37 million or decreased by 28.78%

The performance of six month period ended in June 30, 2017 when compared to the same period of last year revealed a decrease of total revenues by 4.13% from Baht 204.81 million to Baht 196.36 million and net income decreased by 15.90% from Baht 53.70 million to 45.16 million.

Please be informed accordingly.

Sincerely yours,

(Prof. Dr. Pichaet Wiriyachitra)
Chief Executive Officer