



No. APCO.003/2561

February 23, 2018

Subject: Management Discussion and Analysis Yearly Ending 31 December 2017
To: President and Manager, The Stock Exchange of Thailand

Asian Phytoceuticals Public Company Limited (“APCO”) would like to inform about the operating result of 2017 the net profit at baht 108.21 million.

In 2016, the company had a net profit of baht 109.58 million (excluding the revenue of asset selling), in 2017, the company has a net profit of baht 108.21 million. Therefore, the company’s profit has reduced only baht 1.37 million even though the company has an extra expense of baht 7.30 million for research and development.

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

- Revenue from sales decreased by Baht 5.64 million, from Baht 421.38 million to Baht 415.74 million or decreased by 1.33% due to the price decrease some product.
- Cost of goods sold increased by Baht 7.89 million, from Baht 59.60 million to Baht 67.49 million or increased by 13.23%. This was due to the normal fixed cost and the increased of high cost products.
- Selling expenses decreased by Baht 4.01 million, from Baht 144.76 million to Baht 140.75 million or decreased by 2.77%
- Administration expenses decreased by Baht 0.85 million, from Baht 85.59 million to Baht 84.74 million or decreased by 0.99%
- Corporate income tax decreased by Baht 9.41 million, from Baht 32.84 million to Baht 23.43 million or decreased by 28.65%

Please be informed accordingly.

Sincerely yours,

(Prof. Dr. Pichaet Wiriyachitra)
Chief Executive Officer