



(Translation)

H.O. 3012/ 584/ 2018

November 16, 2018

Subject: Clarification on the performance of financial statements for the year ended September 30, 2018

Attention: President
The Stock Exchange of Thailand

Sermsuk Public Company Limited's performance for the year ended September 30, 2018 as reported in the consolidated financial statements show net loss of Baht 277.7 million, an increase of Baht 46.8 million or 20.3% compared to net loss of Baht 230.9 million at the same period of prior year. The significant factors are as follows:

1. Revenue from sales and services was Baht 10,819.5 million, an increase of 1.8% because the Company has continued to strengthen its growth of Crystal and est and the Company launched new product such as Sarsi. However, the Company discontinued distribution Lipton.
2. Cost of sales and services was Baht 7,827.8 million, an increase of 1.2% which was in line with an increase in revenue from sales and service and a change in product mix.
3. Selling and administrative expenses was Baht 3,740.0 million, an increase of 3.5% due to higher both sales and marketing expenses and higher transportation in line with an increase in sales in modern trade channel.
4. Other income of Baht 339.7 million was mainly from gain on disposal of building of Baht 164.2 million, sales of scrap of Baht 55.4 million and a gain from free drink charged of Baht 48.0 million. The remaining was claimable income of damage products, packaging and others

The performance for the year ended September 30, 2018 reflected to the basic net losses per share of Baht 1.04, an increase of Baht 0.17 per share compared to the basic net losses per share of Baht 0.87 at the same period of prior year.

Please be informed accordingly.

Yours sincerely,

(Lester Tan Teck Chuan)
President