

**Management Discussion and Analysis**

This interim MD&A report has been prepared based on the consolidated of GFPT Public Company Limited (“GFPT” or “the Company”) and its subsidiaries (collectively, “GFPT Group”) for the 3<sup>rd</sup> Quarter 2018 as well as included any significant transactions occurred during the 3<sup>rd</sup> Quarter 2018.

GFPT Group has policy to mitigate risks from foreign exchange rate volatility, which occurred from export sale and raw material importation by hedging forward contract from several financial institutions.

**A summary of the key operational matters and events for the 3<sup>rd</sup> Quarter 2018**

3Q2018 was another challenging quarter of GFPT Group. We had total revenue from sales of THB 4,516.69 million in 3Q2018, representing an increase of THB 117.30 million or 2.67% up from 3Q2017 mainly from higher revenue from chicken processing segment and farm & DOC segment which increased by 5.06% and 6.16%, respectively, comparing to 3Q2017 mainly from higher revenue from indirect export and selling live broilers to GFN, our joint venture.

The consolidated gross profit was THB 705.91 million in 3Q2018, decreased by THB 89.36 million or 11.24% down from 3Q2017 affected by increasing in cost of sales. The consolidated gross profit margin contributed of 15.63% in 3Q2018, decreased from 18.08% in 3Q2017.

The participating profit from associates was THB 78.32 million in 3Q2018, increased by THB 13.40 million or 20.64% up comparing to 3Q2017. In addition, the consolidated EBITDA in 3Q2018 was THB 851.02 million, decreased by THB 45.16 million or 5.04% down from 3Q2017.

As a final point, consolidated net profit in 3Q2018 accounted for THB 436.87 million or equal to EPS of THB 0.35 per share, or 13.61% down from 3Q2017. For capital structure of the Group, as at September 30, 2018, the consolidated debt to equity ratio was 0.43 time and the consolidated net debt to equity ratio was considerably low at 0.29 time.

Financial Highlights	3Q 2018		3Q 2017		Change		9M 2018		9M 2017		Change	
	THB million	% Sales	THB million	% Sales	THB million	%	THB million	% Sales	THB million	% Sales	THB million	%
Revenue from Sales	4,516.69	100.00	4,399.39	100.00	117.30	2.67	12,457.51	100.00	12,683.92	100.00	(226.41)	(1.79)
Gross Profit	705.91	15.63	795.27	18.08	(89.36)	(11.24)	1,813.09	14.55	2,104.23	16.59	(291.14)	(13.84)
EBITDA	851.02	18.84	896.18	20.37	(45.16)	(5.04)	2,005.54	16.10	2,531.60	19.96	(526.06)	(20.78)
Net Profit	436.87	9.67	505.71	11.50	(68.84)	(13.61)	794.37	6.38	1,423.54	11.22	(629.17)	(44.20)

**Overall Financial Performance and Profitability**

Business Segment	3Q 2018		3Q 2017		Change		9M 2018		9M 2017		Change	
	THB million	%	THB million	%	THB million	%	THB Million	%	THB million	%	THB million	%
Chicken Processing	2,065.47	45.73	1,966.03	44.69	99.44	5.06	5,450.79	43.75	5,696.89	44.92	(246.10)	(4.32)
Feed	865.60	19.16	898.27	20.42	(32.67)	(3.64)	2,330.68	18.71	2,578.99	20.33	(248.31)	(9.63)
Farm & DOC	1,399.58	30.99	1,318.43	29.97	81.15	6.16	4,149.65	33.31	3,784.75	29.84	364.90	9.64
Processed Food	186.04	4.12	216.66	4.92	(30.62)	(14.13)	526.39	4.23	623.29	4.91	(96.90)	(15.55)
<b>Total Sales</b>	<b>4,516.69</b>	<b>100.00</b>	<b>4,399.39</b>	<b>100.00</b>	<b>117.30</b>	<b>2.67</b>	<b>12,457.51</b>	<b>100.00</b>	<b>12,683.92</b>	<b>100.00</b>	<b>(226.41)</b>	<b>(1.79)</b>

**Revenue from Sales**

The consolidated revenue from sales for 3Q2018 were THB 4,516.69 million, improved by THB 117.30 million or 2.67% up from 3Q2017, mostly from higher revenue from chicken processing business which increased by THB 99.44 million or 5.06% up comparing to 3Q2017. Additionally, revenue from farm & DOC business rose by THB 81.15 million or 6.16% up from 3Q2017.

The consolidated revenue from sales for 9M2018 was THB 12,457.51 million, decreased by THB 226.41 million or 1.79% down as compared to 9M2017 mainly from the decrease in revenue from feed segment and chicken processing segment.

The consolidated revenue from sales in 3Q2018 consisted of chicken processing segment represented 45.73%, feed segment represented 19.16%, farm & DOC segment represented 30.99%, and processed food segment represented 4.12%.

**Chicken Processing Segment**

Revenue from chicken processing business in 3Q2018 consisted of revenue from direct export cooked chicken products and fresh frozen chicken meat, indirect export of chicken meat, and domestic sales of chicken parts, represented 45.73% of total revenue from sales amounting THB 2,065.47 million, increased by THB 99.44 million or 5.06% up from 3Q2017, mainly from increasing in revenue from indirect export of chicken parts.

The Company's total export of chicken products was 8,700 metric tons, increased by 400 metric tons or 4.82% up from 3Q2017, mostly from increasing in export volume to EU Countries including China, our new export market in this year.

Revenue from chicken processing segment for 9M2018 was THB 5,450.79 million, decreased by THB 246.10 million or 4.32% down as compared to 9M2017 mainly from decreasing in revenue from domestic sales of chicken parts.

#### Feed Segment

Revenue from feed business consisted of revenue from animal feed, fish feed, and shrimp feed, represented 19.16% of total sales, amounting THB 865.60 million, reduced by THB 32.67 million or 3.64% down from 3Q2017.

The revenue from feed business continued declining due to intense competition in Thailand reflecting falling in revenue from fish feed about 18.42% from lower sales volume of fish feed. However, revenue from shrimp feed rose by 20.14% from 3Q2017 mainly from higher sales volume and selling price of shrimp feed.

Revenue from feed segment for 9M2018 was THB 2,330.68 million, dropped by THB 248.31 million or 9.63% down as compared to 9M2017 mainly from the decrease in revenue from fish feed and animal feed.

#### Farm & DOC Segment

Revenue from farm & DOC business consisted of revenue from selling live broilers to GFN, our joint venture, and selling day-old-chicks to both international and domestic market, represented 30.99% of total sales, amounting THB 1,399.58 million, an increase of THB 81.15 million or 6.16% up from 3Q2017.

Revenue from selling live broilers to GFN has been snowballing since GFN started its operation in 2010. As a result, revenue from selling live broilers to GFN in 3Q2018 improved by 12.09% comparing to 3Q2017.

Revenue from farm & DOC segment for 9M2018 was THB 4,149.65 million, increased by THB 364.90 million or 9.64% up as compared to 9M2017 mainly from higher revenue from selling live broilers to GFN.

#### Processed Foods Segment

Revenue from processed food business consisted of chicken sausage, and other processed chicken products for domestic market, represented 4.12% of total sales. In 3Q2018, the revenue from processed foods was THB 186.04 million, dropped by THB 30.62 million, or 14.13% down from 3Q2017.

Revenue from processed food business in 3Q2018 decreased from lower selling price and sales volume of processed food for domestic market comparing to 3Q2017.

Revenue from processed food segment for 9M2018 was THB 526.39 million, weakened by THB 96.90 million or 15.55% down as compared to 9M2017 mainly from lower selling price and sales volume of processed food for domestic market.

### Cost of Sales and Gross Profit

Cost of sales for 3Q2018 was THB 3,810.78 million, an increase of THB 206.66 million or 5.73% up from 3Q2017 while gross profit in 3Q2018 was THB 705.91 million, dropped by THB 89.36 million or 11.24% down from 3Q2017 primarily from higher cost of sales mainly from the average price of corn increased from THB 8.29 per kilogram in 3Q2017 to THB 8.96 per kilogram in 3Q2018 or increased by 8.04%.

Consequently, cost of sales for 3Q2018 contributed of 84.37% of total sales, raised from 81.92% in 3Q2017 while gross profit margin contributed of 15.63% in 3Q2018, decreased from 18.08% in 3Q2017.

Cost of sales for 9M2018 was THB 10,644.42 million, slightly increased by THB 64.73 million or 0.61% up as compared to 9M2017 while gross profit for 9M2018 was THB 1,813.09 million, decreased by THB 291.14 million or 13.84% down as compared to 9M2017 mainly from lower revenue from sales. Gross profit margin also decreased from 16.59% for 9M2017 to 14.55% for 9M2018.

### Other Income

The consolidated other income in 3Q2018 was THB 74.61 million, decreased by THB 6.62 million or 8.14% down from 3Q2017. The consolidated other incomes in 3Q2018 was 1.65% of net sales, gradually decreased from 1.85% in 3Q2017.

The consolidated other income for 9M2018 was THB 214.65 million, dropped by THB 28.31 million or 11.65% down as compared to 9M2017 mainly from lower gain in foreign exchange rate.

### Selling General and Administrative Expenses

The consolidated SG&A expenses in 3Q2018 equaled to THB 334.11 million, decreased by THB 13.90 million or 3.99% up from 3Q2017. The Consolidated SG&A expenses decreased since lower loss of exchange rate comparing to 3Q2017. The consolidated SG&A expenses in 3Q2018 were 7.40% of net sales, decreased from 7.91% in 3Q2017.

The consolidated SG&A expenses for 9M2018 was THB 989.54 million, slightly increased by THB 0.51 million or 0.05% up as compared to 9M2017.

**Share of Profit from Associated Companies**

The consolidated share of profit from associated companies based on the equity method in 3Q2018 was THB 78.32 million, increased by THB 13.40 million, or 20.64% up from 3Q2017 mainly from profit contributed from McKey was THB 56.49 million, increased by THB 14.47 million or 34.44% up from 3Q2017 primarily from higher export volume from new further processing factory.

The consolidated share of profit from associated companies for 9M2018 was THB 11.41 million, declined by THB 243.51 million or 95.53% down as compared to 9M2017 mainly from lower profit contributed from both associated companies.

**Financial Costs**

Financial costs of the group include the interest paid to financial institutions and related persons. The Company's financial costs in 3Q2018 were THB 20.41 million, increased by THB 3.30 million or 19.28% up from 3Q2017. Costs of funds in 3Q2018 were 2.24%, slightly increased from 3Q2017 at 2.10%. The consolidated financial costs of the group in 3Q2018 were 0.45% of net sales, slightly increased from 0.39% in 3Q2017.

Financial costs of the group for 9M2018 was THB 58.94 million, slightly increased by THB 2.10 million or 3.70% up as compared to 9M2017.

**Income Tax Expenses**

The income tax expense of the Group in 3Q2018 was THB 64.39 million, decreased by THB 3.40 million or 5.01% down from 3Q2017.

Income tax expense for 9M2018 was THB 187.39 million, increased by THB 60.89 million or 48.13% up as compared to 9M2017.

**Net Profit**

The consolidated net profit in 3Q2018 was THB 436.87 million, decreased in amount of THB 68.84 million or 13.61% decreased from THB 505.71 million in 3Q2017. The EPS of 3Q2018 was THB 0.35 per share. The decrease in consolidated net profit was primarily driven from higher cost of sales comparing to 3Q2017. The consolidated net profit margin in 3Q2018 was 9.67% of net sales, dropped from 11.50% in 3Q2017.

The consolidated net profit for 9M2018 was THB 794.37 million, reduced by THB 629.17 million or 44.20% down as compared to 9M2017 mainly from declining in revenue from sales and lower share of profit from associated companies.

#### Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA)

The consolidated EBITDA in 3Q2018 was THB 851.02 million, decreased by THB 45.16 million or 5.04% down from 3Q2017. The decreasing in consolidated EBITDA resulted from higher cost of sales. The EBITDA margin in 3Q2018 was 18.84%, decreased from 20.37% in 3Q2017.

The consolidated EBITDA for 9M2018 was THB 2,005.54 million, decreased by THB 526.06 million or 20.78% down as compared to 9M2017 mainly from lower revenue from sales and lower share of profit from associated companies.

Unit: Million Baht

	3Q 2018	3Q 2017	Change	% Change	9M 2018	9M 2017	Change	% Change
EBIT	524.73	593.41	(68.68)	(11.57)	1,049.61	1,613.08	(563.47)	(34.93)
Depreciation Expense	322.22	300.65	21.57	7.17	944.36	912.09	32.27	3.54
Amortization Expense	4.07	2.12	1.95	92.08	11.57	6.43	5.14	80.02
EBITDA	851.02	896.18	(45.16)	(5.04)	2,005.54	2,531.60	(526.06)	(20.78)
EBITDA Margin (%)	18.84	20.37		(1.53)	16.10	19.96		(3.86)

#### Financial position

##### Assets

For the consolidated financial statements as of September 30, 2018, total assets of the GFPT Group equal to THB 17,904.41 million including THB 5,772.85 million (32.25% of total assets) in current assets, THB 8,300.27 million (46.36% of total assets) in property, plant and equipment (PP&E), THB 2,634.18 million (14.71% of total assets), in investments in associated companies, THB 458.79 million (2.56% of total assets) in grandparent chicken and parent chicken and THB 738.32 million (4.12% of total assets) in investment in property and other non-current assets.

Total assets as at September 30, 2018 increased in amount of THB 625.01 million or 3.62% up from December 31, 2017 from an increase in cash and cash equivalents of THB 752.91 million. However, inventories decreased in amount of THB 373.42 million.

**Liabilities**

As at September 30, 2018, total liabilities of the Company and its subsidiaries was THB 5,403.32 million comprising of current liabilities of THB 3,103.15 million (57.43% of total liabilities), long-term loans of THB 1,760.00 million (32.57% of total liabilities), provision for employees benefit of THB 401.93 million (7.44% of total liabilities), advance received for rental income of THB 118.22 million (2.19% of total liabilities), and other non-current liabilities of THB 20.02 million (0.37% of total liabilities).

The total liabilities as at September 30, 2018 was THB 5,403.32 million, increased by THB 198.74 million or 3.82% up from December 31, 2017 primarily from current portion of long-term loans from related persons increased in amount of THB 284.00 million. Thus, all short-term and long-term loans of the group are in THB currency only, thus; The Company has no exposure in foreign currency borrowings.

As at September 30, 2018, trade and other payables of the Company and its subsidiaries was THB 1,126.30 million, increased in amount of THB 202.28 million or 21.89% increased from December 31, 2017.

The consolidated interest-bearing liabilities as at September 30, 2018 were THB 3,643.12 million, increased in amount of THB 66.42 million from December 31, 2017 mainly from higher current portion of long-term loans from related persons.

**Shareholders' Equity**

As at September 30, 2018, the consolidated shareholders' equity in amount of THB 12,501.09 million, an increase of THB 426.27 million or 3.53% up from December 31, 2017; primarily from an increase in unappropriated retained earnings in amount of THB 418.31 million. The consolidated book value as at September 30, 2018 was THB 9.97 per share, slightly increased from THB 9.63 per share as at December 31, 2017.

**Liquidity****Cash Flow Activities**

For the nine-month period ended September 30, 2018, the Company and its subsidiaries generated cash flows from operating activities of approximately THB 2,045.71 million, decreased by THB 306.71 million from the same period last year.

For the nine-month period ended September 30, 2018, the Company and its subsidiaries used net cash in its investing activities in amount of THB 923.63 million, decreased by THB 67.59 million from the same period last year.

For the nine-month period ended September 30, 2018, The Company and its subsidiaries used net cash from its financing activities in an amount of THB 369.17 million, decreased by THB 610.34 million from the same period last year.

As at September 30, 2018, the Company and its subsidiaries' cash position in cash and cash equivalents was THB 1,489.17 million, increased by THB 796.61 million from the same period last year.

#### **Liquidity ratios**

As at September 30, 2018, the liquidity of the Company and its subsidiaries was considerably appropriate for its operations and had strong financial position. As at September 30, 2018, the consolidated current ratio was 1.86 times, slightly increased from 1.81 times as at December 31, 2017. The quick ratio was 0.79 time, slightly increased from December 31, 2017 at 0.57 time.

#### **Short-term Debt Maturity**

As at September 30, 2018, the Company and its subsidiaries' current liabilities of THB 3,103.15 million comprise of short-term loans of THB 1,599.12 million, trade payables and other payables THB 1,126.30 million, other current liabilities THB 93.73 million, and the current portion of long-term loans of THB 284.00 million.

Due to its strong position in cash flow and liquidity, the Company and its subsidiaries can repay the debt obligations including trade payables and other payables, short term loans, the current portion of long-term loans from financial institutions, and interest expenses. The repayment can be made from cash flow from operation activities. As at September 30, 2018, the consolidated current ratio was 1.86 times, the net debt to equity ratio was low at 0.29 time.

The Company and its subsidiaries still had available credit line of the revolving short-term borrowings with financial institutions including bank overdraft in amount of THB 242.00 million and short-term loans, letters of credit, trust receipts, packing credit and forward foreign exchange contract in amount of THB 7,744.04 million.

#### **Capital Structure**

The Company and its subsidiaries had strong financial position. As at September 30, 2018, the consolidated debt to equity ratio was 0.43 time, same level as at December 31, 2017.



As at September 30, 2018, the consolidated interest-bearing liabilities were THB 3,643.12 million, increased from THB 3,576.70 million as at December 31, 2017. The net debt to equity of the Group was considerably low at 0.29 time. In summary, the Company had appropriate capital structure.

#### **GFPT Group Expansion Plan**

For the next 3 - 5 years, the Company has planned for its future organic growth by emphasizing on the upstream expansion of chicken farm areas with the investment budget of THB 1,000 - 1,200 million per year.

GFPT has a plan to construct our third slaughter house at Chonburi Province to mainly support our main export markets which are Japan and EU Countries. Currently, GFPT Group has a total capacity of chicken slaughtering of 280,000 birds a day. Once a new plant starts its production, the Company expects additional capacity of 384,000 birds a day by 2020.

However, this investment budget can be adjusted depending on the changes in future situation such as oversupply situation and tense competition.

Interim Management Discussion and Analysis for the 3<sup>rd</sup> Quarter 2018

Consolidated statement of financial position of GFPT Public Company Limited and its subsidiary companies

As at September 30, 2018 and December 31, 2017

	As at Sep 30, 2018		As at Dec 31, 2017		Change	
	MB	%	MB	%	MB	%
Cash and Cash Equivalent	1,489.17	8.32	736.26	4.26	752.91	102.26
Trade and Other Receivable	1,015.55	5.67	1,013.27	5.87	2.28	0.23
Inventories	3,234.77	18.07	3,608.19	20.88	(373.42)	(10.35)
Other Current Assets	33.36	0.19	14.10	0.08	19.26	136.66
<b>Total Current Assets</b>	<b>5,772.85</b>	<b>32.25</b>	<b>5,371.82</b>	<b>31.09</b>	<b>401.03</b>	<b>7.47</b>
Investment in Associated Companies	2,634.18	14.71	2,671.77	15.46	(37.59)	(1.41)
Grandparent Chickens	95.70	0.53	110.82	0.64	(15.12)	(13.65)
Parent Chickens	363.09	2.03	366.22	2.12	(3.13)	(0.86)
Investment property	351.37	1.96	354.07	2.05	(2.70)	(0.76)
Property, Plant and Equipment	8,300.27	46.36	8,017.76	46.40	282.51	3.52
Deferred Tax Assets	290.75	1.62	297.63	1.72	(6.88)	(2.31)
Other Non-Current Assets	96.20	0.54	89.31	0.52	6.89	7.71
<b>Total Non-Current Assets</b>	<b>12,131.56</b>	<b>67.75</b>	<b>11,907.58</b>	<b>68.91</b>	<b>223.98</b>	<b>1.88</b>
<b>Total Assets</b>	<b>17,904.41</b>	<b>100.00</b>	<b>17,279.40</b>	<b>100.00</b>	<b>625.01</b>	<b>3.62</b>
Short-Term Loans from Financial Institutions	1,583.12	8.84	1,650.00	9.55	(66.88)	(4.05)
Short-Term Loans from Related Persons	16.00	0.09	160.00	0.92	(144.00)	(90.00)
Trade and Other Payable	1,126.30	6.29	924.02	5.36	202.28	21.89
Current Portion of Advance Received for Rental Income	9.17	0.05	9.17	0.05	-	-
Current Portion of Long-Term Loans	284.00	1.59	66.70	0.39	217.30	325.79
Other Current Liabilities	84.56	0.47	165.39	0.95	(80.83)	(48.87)
<b>Total Current Liabilities</b>	<b>3,103.15</b>	<b>17.33</b>	<b>2,975.28</b>	<b>17.22</b>	<b>127.87</b>	<b>4.30</b>
Long-Term Loans	1,760.00	9.83	1,700.00	9.84	60.00	3.53
Provision for Employee Benefit	401.93	2.25	384.97	2.23	16.96	4.41
Advance Received for Rental Income	118.22	0.66	125.10	0.72	(6.88)	(5.50)

Interim Management Discussion and Analysis for the 3<sup>rd</sup> Quarter 2018

	As at Sep 30, 2018		As at Dec 31, 2017		Change	
	MB	%	MB	%	MB	%
Other Non-Current Liabilities	20.02	0.11	19.23	0.11	0.79	4.08
<b>Total Non-Current Liabilities</b>	<b>2,300.17</b>	<b>12.85</b>	<b>2,229.30</b>	<b>12.90</b>	<b>70.87</b>	<b>3.18</b>
<b>Total Liabilities</b>	<b>5,403.32</b>	<b>30.18</b>	<b>5,204.58</b>	<b>30.12</b>	<b>198.74</b>	<b>3.82</b>
<b>Total Shareholders' Equity</b>	<b>12,501.09</b>	<b>69.82</b>	<b>12,074.82</b>	<b>69.88</b>	<b>426.27</b>	<b>3.53</b>
<b>Total Liabilities and Shareholders' Equity</b>	<b>17,904.41</b>	<b>100.00</b>	<b>17,279.40</b>	<b>100.00</b>	<b>625.01</b>	<b>3.62</b>

## Consolidated Income Statement of GFPT Public Company Limited and its subsidiary companies

For the three-month period ended September 30, 2018 and 2017

	3Q 2018		3Q 2017		Change	
	MB	%	MB	%	MB	%
Revenue from Sales	4,516.69	100.00	4,399.39	100.00	117.30	2.67
Cost of Sales	(3,810.78)	(84.37)	(3,604.12)	(81.92)	206.66	5.73
<b>Gross Profit</b>	<b>705.91</b>	<b>15.63</b>	<b>795.27</b>	<b>18.08</b>	<b>(89.36)</b>	<b>(11.24)</b>
Other Income	74.61	1.65	81.23	1.85	(6.62)	(8.14)
Selling Expenses	(132.34)	(2.93)	(135.29)	(3.08)	(2.95)	(2.18)
Administrative Expenses	(201.77)	(4.47)	(212.72)	(4.84)	(10.95)	(5.15)
Share of Profit from Associates	78.32	1.74	64.92	1.48	13.40	20.64
Financial Costs	(20.41)	(0.45)	(17.11)	(0.39)	3.30	19.28
<b>Profit before Income Taxes</b>	<b>504.32</b>	<b>11.17</b>	<b>576.30</b>	<b>13.10</b>	<b>(71.98)</b>	<b>(12.49)</b>
Income Tax Expenses	(64.39)	(1.43)	(67.79)	(1.54)	(3.40)	(5.01)
<b>Profit for The Period</b>	<b>439.93</b>	<b>9.74</b>	<b>508.51</b>	<b>11.56</b>	<b>(68.58)</b>	<b>(13.49)</b>
Non-Controlling Interests	(3.06)	(0.07)	(2.80)	(0.06)	0.26	9.29
<b>Net Profit</b>	<b>436.87</b>	<b>9.67</b>	<b>505.71</b>	<b>11.50</b>	<b>(68.84)</b>	<b>(13.61)</b>

Interim Management Discussion and Analysis for the 3<sup>rd</sup> Quarter 2018

## Consolidated Income Statement of GFPT Public Company Limited and its subsidiary companies

For the nine-month period ended September 30, 2018 and 2017

	9M 2018		9M 2017		Change	
	MB	%	MB	%	MB	%
Revenue from Sales	12,457.51	100.00	12,683.92	100.00	(226.41)	(1.79)
Cost of Sales	(10,644.42)	(85.45)	(10,579.69)	(83.41)	64.73	0.61
<b>Gross Profit</b>	<b>1,813.09</b>	<b>14.55</b>	<b>2,104.23</b>	<b>16.59</b>	<b>(291.14)</b>	<b>(13.84)</b>
Other Income	214.65	1.72	242.96	1.92	(28.31)	(11.65)
Selling Expenses	(382.95)	(3.07)	(399.02)	(3.15)	(16.07)	(4.03)
Administrative Expenses	(606.59)	(4.87)	(590.01)	(4.65)	16.58	2.81
Share of Profit from Associates	11.41	0.09	254.92	2.01	(243.51)	(95.53)
Financial Costs	(58.94)	(0.47)	(56.84)	(0.45)	2.10	3.70
<b>Profit before Income Taxes</b>	<b>990.67</b>	<b>7.95</b>	<b>1,556.24</b>	<b>12.27</b>	<b>(565.57)</b>	<b>(36.34)</b>
Income Tax Expenses	(187.39)	(1.50)	(126.50)	(1.00)	60.89	48.13
<b>Profit for The Period</b>	<b>803.28</b>	<b>6.45</b>	<b>1,429.74</b>	<b>11.27</b>	<b>(626.46)</b>	<b>(43.82)</b>
Non-Controlling Interests	(8.91)	(0.07)	(6.20)	(0.05)	2.71	43.77
<b>Net Profit</b>	<b>794.37</b>	<b>6.38</b>	<b>1,423.54</b>	<b>11.22</b>	<b>(629.17)</b>	<b>(44.20)</b>

## Consolidated Cash Flows Statement of GFPT Public Company Limited its subsidiary companies

For the nine-month period ended September 30, 2018 and 2017

	Y 2018	Y 2017	Change
	MB	MB	MB
Net Cash Received from Operating Activities	2,045.71	2,352.42	(306.71)
Net Cash Used in Investing Activities	(923.63)	(991.22)	(67.59)
Net Cash Used in Financing Activities	(369.17)	(979.51)	(610.34)
Net Increase in Cash and Cash Equivalents	752.91	381.69	371.22
Cash and Cash Equivalent at the Beginning of the Period	736.26	310.87	425.39
<b>Cash and Cash Equivalent at the Ending of the Period</b>	<b>1,489.17</b>	<b>692.56</b>	<b>796.61</b>

Interim Management Discussion and Analysis for the 3<sup>rd</sup> Quarter 2018

## Financial Ratios of GFPT Public Company Limited and its subsidiaries

	Y 2018	Y 2017
Current Ratio <sup>1</sup> (times)	1.86	1.81
Quick Ratio <sup>2</sup> (times)	0.79	0.57
Gross Profit Margin <sup>3</sup> (%)	15.63	18.08
Operating Profit Margin <sup>4</sup> (%)	11.62	13.49
Net Profit Margin <sup>5</sup> (%)	9.52	11.29
Debt/Equity Ratio <sup>6</sup> (times)	0.43	0.43
Net Debt/Equity Ratio <sup>7</sup> (times)	0.29	0.30

## Remark:

- 1) Current Ratio = Current Assets / Current Liabilities
- 2) Quick Ratio = (Cash + Short-term Investments + Accounts Receivable) / Current Liabilities
- 3) Gross Profit Margin = (Gross Profit / Sales) \* 100
- 4) Operating Profit Margin = (EBIT / Sales) \* 100
- 5) Net Profit Margin = (Net Profit / Total Revenue) \* 100
- 6) Debt/Equity Ratio = Total Debt / Equity
- 7) Net Debt/Equity Ratio = Net Debt / Equity