

November 9, 2020

Subject: Management's discussion and analysis for Quarter 3rd of 2020

To President
The stock exchange of Thailand

Salee Printing Public Company Limited (SLP) would like to clarify the company operating result for Quarter 3rd of 2020 as follows.

1. Performance and Profitability

Revenues

Quarter 3rd of 2020, the company generated the total revenues of 108.2 million baht, an increase of 14.1 million baht, or a 15% increase to the same period in 2019 Due to an increase of current customers orders and gaining new business with new customers.

Cost of Goods Sold

Quarter 3rd of 2020, the company incurred the cost of goods sold at 91.4 million baht, an increase of 5.1 million baht, or a 6% increase when compared with the same period in 2019 Due to the company has more orders, however, the cost of waste in the production process starting to decreasing.

Selling and Administration expenses

Quarter 3rd of 2020, the company incurred the selling and administration expenses of 22.1 million baht, an increase of 0.1 million baht, or 0.3% to the same period in 2019.

Net Profit

Quarter 3rd of 2020, The net loss was 5.3 million Baht, the net loss decrease of 3.4 million Baht, or 40 % to the same period in 2019. The main factor is the company able to managed to reduce costs In the production process, and the cost of sales also decreased by 8% compared to the cost of sales in Q3 2019.

Please kindly be informed accordingly

Yours Faithfully



Mr. Thanachai Santichaikul
Managing Director
Salee Printing Public Company Limited

