



บริษัท ไทยซูการ์ เทอร์มินัล จำกัด (มหาชน)

THAI SUGAR TERMINAL PUBLIC COMPANY LIMITED

OFFICE/WAREHOUSE : 90 MOO 1, POOCHAOSAMINGPHRAI RD., SAMRONGKLANG, PHRAPRADAENG, SAMUTPRAKARN 10130 TEL.0-2183-4567 FAX : 0-2183-4561-2

สำนักงาน/คลังสินค้า : 90 หมู่ 1 อ.ปู่เจ้าสมิงพราย ต.สำโรงกลาง อ.พระประแดง จ.สมุทรปราการ 10130 โทร.0-2183-4567 โทรสาร 0-2183-4561-2

ทะเบียนเลขที่ 0107537001692 E-mail Address: thaisugarterminal@gmail.com Web Site: www.tstegroup.com

(Transalation)

No. 084/2018

August 14, 2018

Re: Management Discussion and Analysis Q2 Ending 30 June 2018

To: President

The Stock Exchange of Thailand

The Company would like to clarify overall operation for the year 2018 ended 30 June 2018 as follows

Unit : Thousand Baht	Q2 for 6 months				Q2 for 6 months			
	Consolidated Financial Statement		Increase (Decrease)		Financial Statement for the Company		Increase (Decrease)	
	2018	2017	Amount	%	2018	2017	Amount	%
Revenues from Operation								
Revenue from sales	747,787	759,791	(12,004)	(1.58)	15,473	54,942	(39,469)	(71.84)
Revenue from rental and services	254,299	155,362	98,937	63.68	139,552	85,652	53,900	62.93
Total revenues from operation	1,002,086	915,153	86,933	9.50	155,025	140,594	14,431	10.26
Cost from operation								
Cost of sales	595,835	589,072	6,763	1.15	9,660	35,226	(25,566)	(72.58)
Cost of rental and services	116,396	90,031	26,365	29.28	52,534	46,540	5,994	12.88
Total cost from operation	712,231	679,103	33,128	4.88	62,194	81,766	(19,572)	(23.94)
Gross profit	289,855	236,050	53,805	22.79	92,831	58,828	34,003	57.80
Loss from capital reducing of subsidiary	-	-	-	-	(70,058)	-	-	-
Net Profit (Loss)	114,917	63,771	51,146	80.20	(33,499)	18,828	(52,327)	(277.92)
Net Profit (Loss) Ratio (%)	11.47	6.97			(21.61)	13.39		

*Net Profit (Loss) Ratio = Net Profit (Loss) for the Consolidated Company/Total Overall Operating Income

Overall Operation for Consolidated Financial Statement

For the Q2 of 2018 for 6 months, the company and subsidiary have generated revenue from sales for 747.787 million baht when comparing with the same period of 2017, the revenue has been decreased by 12.004 million baht or 1.58%. The decreased amount was caused by the decreasing of real estate for 39.469 million baht or 71.84% and TS Flour Mill Public Company Limited (subsidiary) has increased sale volume of wheat flour for 33.230 million baht or 4.89%.



For the Q2 of 2018 for 6 months, the company has generated revenue from rental and services for 254.299 million baht when comparing with the same period of 2017, the revenue has been increased by 98.937 million baht or 63.68%. The increased amount was caused by the Company and T S Warehouse Company Limited (subsidiary) have generated port service revenue and rental service revenue increased by 74.063 million baht or 120.47% and T S Transport and Logistic Company Limited (subsidiary) has generated revenue from container port increased by 18.864 million baht or 35.12%.

Cost of sales for Q2 2018 for 6 months equal to 595.835 million baht, comparing with the same period last year, increased by 6.763 million baht or 1.15%. The increase amount was caused by T S Flour Mill Public Company Limited (subsidiary) has generated increased revenue from sale volume of wheat flour to made cost of sales for wheat flour to be conformed with the increasing of sale volume and the Company had reduced cost of sale for real estate which also related with the reducing sale volume.

Cost of sale for Q2 2018 for 6 months was equal to 116.396 million baht when comparing with the same period of 2017, the cost has been increased by 26.365 million baht or 29.28%. The increasing of cost was caused by the increasing of operation cost for warehouse including with the increasing of building and equipment expenses which related with the increasing of rental and services revenue.

Therefore, the Company has generated gross profit for the amount of 289.855 million baht when comparing with the same period of 2017 the said amount was increased by 53.805 million baht or 22.79%

In conclusion of overall operation for Q2 2018 for 6 months, the Company has generated net profit for 114.917 million baht when comparing with the same period of 2017 for 63.771 million baht, the net profit was increased by 51.146 million baht or 80.20%. The increasing amount was caused by the Company and TS Warehousing Company Limited (subsidiary) have generated revenue from rental and transfer goods services increased from 2017 and the Company has efficiently controlled and reduced cost of services and expenses to make net profit increased.

Overall operation for financial statement of the company

For the Q2 of 2018 for 6 months, the company has generated revenue 15.473 million baht when comparing with the same period of 2017, the amount was decreased by 39.469 million baht or 71.83% due to the sale volume of real estate was decreased.

For the Q2 of 2018 for 6 months, the company has generated rental and services revenue for 139.552 million baht, when comparing with the same period of 2017, the amount was increased by 53.900 million baht or 62.92%. The increasing amount was caused by the customers have utilized our transfer goods services and warehouse rental.

Cost of sales for Q2 of 2018 for 6 months for the amount of 9.660 million baht when comparing with the same period of 2017, the amount was decreased by 25.566 million baht or 72.58% which will be related with the decreasing of sale volume of real estate.



Cost of rental and services for Q2 of 2018 for 6 months for 52.534 million baht when comparing with the same period 2017, the amount was increased by 5.994 million baht or 12.88% which caused by the increasing of transfer goods and service fee. Regarding to the termination of coast port service to make overall cost services slightly increased when comparing with the increasing of revenue.

Therefore, for the overall operation results, the Company has generated gross profit for 2018 equal to 92.831 million baht when comparing with the same period of 2017 the said amount was increased by 34.003 million baht or 57.80%.

In conclusion of overall operation Q2 2018 for 6 months, the Company has generated net loss for 33.499 million baht when comparing with the same period of 2017 the net loss was decreased by 52.327 million baht or 277.92%. The decreasing amount was caused by the Company has acknowledged the loss of capital reducing of subsidiary for the amount of 70.058 million baht, therefore, when cut off the said transaction the Company has generated revenue from the normal overall operation for the amount of 36.592 million baht. When comparing with the same period of 2017, the Company has generated net profit for 18.828 million baht which increased by 17.764 million baht or 94.34%. The increasing amount was caused by the increasing of rental and transfer of goods services including the Company has efficiently managed the resources to make overall cost decreased as well as the Company has settled loan to make cost of fund decreased and make overall net profit increased.

Please be informed according.

Yours truly,

-Signature-

(Mr. Chanachai Chutimavoraphand)

Chief Executive Officer

THAI SUGAR TERMINAL PUBLIC COMPANY LIMITED

Company Secretary

Telephone: 02-1834567

Fax: 0-2183-4561, 0-2722-0079