



Minutes of 2018 Annual General Meeting of Shareholders

Prodigy Public Company Limited

Meeting on Tuesday, April 24, 2018 at 10.00 a.m., at Pinklao 1 Room, 9th Floor, The Royal City Hotel, Buildings no. 798,800, Barommaratchachonnani road, Bangbumru, Bangphlat, Bangkok 10700.

Participated Directors

1. Assoc.Prof.Prayoon	Boonprasurd	Chairman/Independent Director
2. Ms.Thipawan	Uthaisang	Chairman of Audit Committee/Independent Director
3. Ms.Pikul	Taksinwarajam	Chairman of Nominated Committee/Independent Director
4. Dr.Thanet	Norabhoompipat	Independent Director
5. Mr.Thongchai	Tansutat	Managing Director
6. Mr.Visuth	Vitayathanagorn	Director
7. Mr.Pramote	Santiwattana	Director
8. Mr.Vorravuth	Tangpiroonthum	Director
9. Mr.Vachara	Vitayatanagorn	Director

Participated of Executive Committee and Management

1. Mr.Wimol	Wongchan	Chairman of Risk Management/ Production Manager
2. Mrs.Lakkhanar	Romruen	Executive Committee/ Risk Management Committee/ Accounting & Financial Manager
3. Mr.Pawinpreecha	Yaikwawong	Executive Committee/ Risk Management Committee/ Administration & Warehouse Manager
4. Mr.Somchai	Limongsawad	Marketing Manager

The meeting commenced at 10.00 am.

Assoc.Prof.Prayoon Boonprasurd, Chairman of the Board, presided as Chairman of the Meeting.

Ms.Thitikan Sa-nganetpetch, Corporate Secretary was Secretary of the meeting.



There is a total of 9 Directors of Company and 9 Directors presented in person which represented 100% of the total number of the Company's Director.

The meeting secretary reported that the Company has paid-up capital of Baht 135,000,000 divided into 270,000,000 shares with par value of Baht 0.5 a share. 24 shareholders participated in the meeting in person and 26 proxies, which were 50 shareholders. The participated shareholders held together 169,938,151 shares, representing 62.94 % of total shares, which exceed one-third of total paid-up share thus form a quorum according to Articles of Association No.35

The Secretary of the meeting invited the Chairman of the Meeting, who operated the meeting. The Chairman opened the meeting and welcome the attendees for Annual General Meeting of Shareholders 2018.

The Secretary of the Meeting introduced the auditor and observers who participated in the meeting as followed:

There is independent auditor from EY Office Limited; Mrs.Chonlaros Santiasawaporn participated in the meeting.

In order to comply with criteria and guidelines from the Stock Exchange of Thailand (SET) and the Securities Exchange Commission (SEC) to make meeting transparent, fair and in the best interest of the shareholders, there shall be voting on every agendas, there were 2 observers, represented shareholders, volunteered to oversee the ballot counting process. They were Mrs. Phongmarine Kongsiri and Mrs.Piyavadee Damrongtakul volunteered to observe the vote counting process,

Mrs.Piyarat Jongwilaikasem from Thai Investor Association attended the meeting as inspector and observer.

Company also provided 2 staffs to count and evaluate voting result, the meeting secretary shall explain voting process.

The meeting secretary announced that according to public law section 107(1) and the Article of Association section 38, justify that the shareholder meeting shall be resolved by majority vote of shareholders who attend the meeting and have right to vote, counting one share one vote, if there is a draw chairman of the meeting shall have final vote for decision.

In case of proxy, the proxy shall cast his vote according to the shareholder's intention as indicated in proxy form, they shall vote as same as shareholder's vote, each voting given in proxy form shall be counted for meeting resolved.

The voting according to proxy form A and B could not be divided of each agenda, only proxy form C could be divided, and it shall be used by foreign shareholders who have appointed local custodian deposited their stocks only.

Only one proxy from one shareholder can participate meeting and vote, it could not be divided to many proxies for separated vote.



The Company has applied barcode system for voting process for every agenda in order to provide convenient, quick and accurate voting process according to the guidelines provided by the Stock Exchange of Thailand and Securities Exchange Commission. The voting process is that every shareholder received a voting ballot with all voting agendas upon the registration. The voting ballot would indicate number of votes of the shareholder. The voting ballot provides 3 voting choices, approved, objected, or abstained. Upon the end of every agenda, the Chairman would ask the meeting to vote. The Company's staff would collect the voting ballot from shareholders.

To ensure quick and efficient voting process, during the voting of every agenda, except agenda 6 which is director's appointment, shareholders shall only cast objected and abstained votes. The approved votes shall be deduced by subtracting those votes from total participating shares.

On agenda 6, the director's appointment, shareholders must vote for each nomination director and every choice: approved, objected, or abstained, then our staffs shall collect ballot from everyone.

In case the shareholder was not present during any agenda and wished to preserve the voting right, the shareholder could notify the staff at the registration table to deduct shares held by the shareholder from total participating shares, which will be added back to the participating share counts upon arrival. If the shareholders did not notify the staff, it shall be deemed that the shareholders gave approval votes.

In case the shareholder need to leave the meeting before it is over and did not wish to vote on the remaining agenda, the shareholder must indicate the intention to the registration staff. Otherwise, it shall be deemed that the shareholders gave approval votes.

The secretary of the Meeting informed that if there would be a fire, everyone shall leave this room at the door in front of the meeting room, and turn right for using the door ^{near the} b elevator.

The Chairman informed the meeting would be commenced as we have already sent agendas to shareholders, as no one objected or proposed other issues at company's website since 26 October, 2017 – 15 January, 2018., thus the meeting acknowledged the meeting's practices and its agenda as it has been shown.

The Meeting Acknowledged.

Agenda 1 The Message from Chairman

The Chairman declared the meeting commenced and thanked Shareholders who participated in the Shareholders meeting. The Chairman introduced all of the directors of Prodigy Public Company Limited.

Agenda 2 To consider approving the minutes of 2017 Annual General Meeting of Shareholders

The Chairman asked the meeting to acknowledge 2017 minutes of Annual General Meeting of Shareholders which was held on Tuesday 25 April, 2017. The minutes was made within 14 days after the meeting was held, the copies of which had been submitted to Ministry of Commerce in accordance with the relevant law and



regulation. The Board of Directors considered that the minutes of meeting has been accurately recorded and deemed appropriate that the shareholders approve the minutes of the meeting.

There was no one objected or proposed amending the minutes of meeting.

Meeting resolution The meeting approved with the majority vote the minutes of the 2017 Annual General Meeting of Shareholders with the following details

—Approved	176,316,151	votes	representing	100%	of participating shares
—Objected	0	votes	representing	0%	of participating shares
—Abstained	0	votes	representing	0 %	of participating shares
—Voided Ballot	0	votes	representing	0 %	of participating shares

(The abstained vote was not counted)

Agenda 3 The acknowledgement of the operational performance's report in year 2017

The Chairman invited Mr. Thongchai Tansutat report the result of operational performance in year 2017.

Mr.Thongchai said that in 2017, the purchasing power just have been problem cause agricultural product's price dropped including the decreasing employment impact of the weaken of the purchasing power and the high household debt, deterioration in purchasing power was that reason.

The private investment limited so overall economic disappointing. Production capacity of industrial seems rather low that doesn't cause the new investment.

In the last year, the fluctuation of crude oil price was less than present. The oil price's trend as high. In the period of beloved king Rama 9 in remembrance of His Majesty King Bhumibol Adulyadej. Thai people drowned in the grief, decreased the event marketing that impacted reducing consumption. In third quarter 2017, the economic bustle, slightly better a period of supported by the expansion of exporter and tourism that the position factors supported Thai economic GDP at 3.9% higher than the last year.

PET industry in 2017 slow-growing, the industry expanded form the domestic's consumption which grew slowly last year, It was impacted the expansion. In addition, Some customers bought blowing machine for installing in line process themselves and Suppliers supplied machine in a part of customer's process, so supply over demand pushed the high competition while the raw materials price related the fluctuation oil price. The late last year, the PET Resin was rather tight cause of October,2017. Japan used trade laws Anti-Dumpling (AD) for the enforcement of importing PET Resin from China. In the past, Japan imported PET Resin rather more from China. In present, Japan has imported PET resin from Southeast Asia's exporter that Thai Suppliers have exported mainly so the major exporters increased supply of raw materials for Japan, it impacted amount of PET Resin in domestic not enough and increased ordering the amount of other. It was substitute and solved problem of PET resin but it has been continuing problem to present.



Sale Revenue got from vegetable oil group and juice group. The previous year, we increased slightly sale revenue from Vegetable Oil group and juice group while the company invested the new blowing machine, it was installed in April 2017 and the late year installed increasing one machine as preform machine which started production on this year. As mention above showed the performance 2017 as follows.

Financial Highlights

ณ.วันที่ 31 ธันวาคม 2560	2559 2017	2559 2016	2558 2015	As Ended Of 31 December 2017
ฐานะทางการเงิน				Financial Status
สินทรัพย์รวม (ล้านบาท)	680.07	677.75	621.03	Total Asset (Million Baht)
หนี้สินรวม (ล้านบาท)	113.12	117.71	93.86	Total Liabilities (Million Baht)
ส่วนของผู้ถือหุ้น (ล้านบาท)	566.95	560.04	527.17	Shareholder's Equity (Million Baht)
ผลประกอบการ				Operational Performance
รายได้รวม (ล้านบาท)	653.61	639.62	673.15	Total Revenue (Million Baht)
รายจ่ายรวม (ล้านบาท)	560.25	522.66	568.07	Total Expenses (Million Baht)
กำไรก่อนภาษีเงินได้ (ล้านบาท)	93.00	116.67	103.43	Earnings Before Income Tax (Million Baht)
กำไรสุทธิ (ล้านบาท)	74.41	93.33	82.72	Net Earnings (Million Baht)
อัตราส่วนทางการเงิน				Financial Ratio
อัตราส่วนสภาพคล่อง (เท่า)	3.50	3.82	3.62	Current Ratio (Times)
อัตรากำไรสุทธิ (%)	11.38	14.59	12.29	Net Profit Margin (%)
อัตราผลตอบแทนผู้ถือหุ้น (%)	13.21	17.17	16.22	Return On Shareholder's Equity (%)
อัตราผลตอบแทนจากสินทรัพย์ (%)	13.75	14.37	15.99	Return On Total Asset (%)
อัตราส่วนหนี้สินต่อส่วนของผู้ถือหุ้น (เท่า)	0.20	0.21	0.18	Debt to Equity (Times)
ข้อมูลต่อหุ้น				Per Share Data
กำไรต่อหุ้น (บาท)	0.28	0.35	0.31	Earnings Per Share (Baht)
มูลค่าต่อหุ้น (บาท)	2.10	2.07	1.95	Value Per Share (Baht)
จำนวนหุ้นสามัญเฉลี่ยถ่วงน้ำหนัก (หุ้น)	270,000,000	270,000,000	270,000,000	The Weight Average no of Common Stock (Share)



Total revenue increased the previous year 13.99 million baht or 2.19%, total expenses increased 37.59 million baht or 7.19% compared to the previous year, Net profit decreased 18.92 million baht or 20.27% cause the price of raw material that effected to cost of goods sold. The sales increased 2% meanwhile cost of goods increased 7% that effected to net profit.

Financial Ratio

The previous year, the current ratio 3.50 times decreased 0.32 times 8.38% compared with the last year, Net profit margin 11.38% decreased the last year 3.21%, return on shareholder's equity 13.21% decreased 3.96 that diluted according to the profit.

Per share data

Earning per share 0.28 baht decreased 20%, value per share increased 1.45% compared with The previous year.

The Chairman asked if there is any question or more information.

Meeting resolution The meeting acknowledge the operational performance's report in year 2017.

Agenda 4 To consider approving Financial Statements and Incomes Statements, as ended December 31,2017

The Chairman proposed the shareholders' meeting to consider approving Financial Statements and Incomes Statements as ended December 31, 2017 which had been made according to the Generally Accepted Accounting Principles, it had been audited by certified public accountant from EY Office Limited and it had been reviewed by The Audit Committee, details as appeared in the annual report which had been earlier distributed to every shareholder. Board of Directors deemed appropriated those Financial Statements and Incomes Statements as end of December 31, 2017 was prepared properly and it was completely reviewed according to rules and regulation.

Assets: Cash and cash equivalents 167.44 million baht decreased 62.46 million baht or 27.17% compared to the previous year. Cause of Purchasing the blowing and preform machines by deducting L/C for payment on the late year so the cash decreased while total assets increased, total liabilities 113.12 million baht decreased 4.59 million baht or 3.9% dilution because the accrued taxes decreased. Total shareholder' equity 566.95 million baht increased 6.91 million baht or 1.23 in order to increased the retained earnings.

Performance: In 2017, Total 653.61 million baht increased the previous year 13.99 million baht or 2.19% total expenses 560.25 million baht increased 37.59 million baht or 7.20%, Net profit 74.41 million baht decreased 18.92 million baht or 20.27% because the cost of goods sold increased that effected the earning per share 0.28 baht.

Then, The Chairman invited shareholders to ask some questions and giving some opinions. As no one raised question, the chairman proposed the meeting to consider approving Financial Statement and Income Statements as ended December 31, 2017.



Meeting Resolution The meeting resolved to approve Financial Statement and Incomes Statements, as ended December 31, 2017 with majority votes, details as followed:

—Approved	177,063,551	votes	representing	100%	of participating shares
—Objected	0	votes	representing	0%	of participating shares
—Abstained	0	votes	representing	0 %	of participating shares
—Voided Ballot	0	votes	representing	0%	of participating shares

(The abstained vote was not counted)

Agenda 5 To consider approving the appropriation of net profit and dividend payment in year 2017

The Chairman clarified that pursuant to Section 115 of Public Limited Company Act B.E. 2535 and Section 46 of The Company Articles of Association, the Company is prohibited from appropriating any money for dividend payment except net profits. In case the Company still has retained deficit, the Company is prohibited for paying dividend. Moreover, the dividend will be divided equally to single share, according to the 2017 operational performance, the Company had net incomes total Baht 74,411,932. There is not accumulated deficit. The Board of Directors deems appropriate to pay dividend for the 2017 operational performance to shareholder at baht 0.22 per share (twenty-two satang) 59.40 million baht or 79.83 % of net incomes totaling 270,000,000 shares.

In this respect the Company had paid the interim dividend from first of 2017 operational performance at baht 0.08 (eight satang) on September 7, 2017 amount 21.60 million baht and Company pay dividend other Baht 0.14 will pay on May 22, 2018. Amount 37.80 million baht. The total dividend paid out will be baht 59,400,000. That's consistent dividend policy at less 50% of net profit.

The dividend of 2017 and 2016 which was according to dividend policy as followed,

Description	2017	2016
1. Net incomes (Million Baht)	74.41	93.33
2. Number of shares (shares)	270,000,000	270,000,000
3. Dividend payment (Baht/share)	0.22	0.25
4. Total dividend payment (Million Baht)	59.40	67.50
5. Dividend payment ratio (%)	79.83	72.32



The Chairman proposed the meeting to ask questions and get for the consideration about this suggestion. As no one raised question, the Chairman propose the meeting to consider approving the appropriation of net profit and dividend payment in year 2017.

Meeting Resolution The meeting majority resolved to approve the dividend payment for the year 2017, and the interim dividend amount of Baht 0.08 per share was paid on September 7, 2017. The dividend Baht 0.14 will be paid on May 22, 2018. The detail of vote is as follows;

—Approved	177,063,551	votes	representing	100%	of participating shares
—Objected	0	votes	representing	0%	of participating shares
—Abstained	0	votes	representing	0%	of participating shares
—Voided Ballot	0	votes	representing	0%	of participating shares

(The abstained vote was not counted)

Agenda 6 To consider appointing directors to replace directors who retired by rotation

The Chairman clarified that according to the Company's Regulation Article 18, during every Annual General Meeting of Shareholders, one-third of the directors shall be retired by rotation. The retired directors could be re-appointed to the posts. There are 3 persons who retired by rotation at this meeting with following names;

1. Mr.Visuth Vitayathanagorn (Director)
2. Mr.Pramote Santiwattana (Director)
3. Mr.Vorravuth Tangpiroonthum (Director)

The Chairman invited Mr.Visuth Vitayathanagorn, Mr.Pramote Santiwattana and Mr.Vorravuth Tangpiroonthum left the meeting in order to comply with transparency guideline according to Good Governance principle. The Chairman said, the board of director considered the qualifying and suitable of appointing directors to replace directors who retired by rotation, the company invited shareholder to nominate a person to be a director in advance during October 26th, 2017 to January 15th, 2018. But nobody was nominated.

Ms. Pikul Taksinwarajam, the chairman of corporate governance, nominated remuneration committee, the chairman's mentioned above about the company invited shareholder to nominate a persons to be a director but nobody was nominated. So the corporate governance, nominated remuneration committee considered the unanimously of their resolution approved, the board of directors, (excluding director who retire on rotation) deemed appropriate to propose to be directors 3 following persons to replace director who retired on rotation. The resolution presented to Board of Director to the majority of the board (excluded the directors who retired) approved list of person



to AGM 2018 to consider appointing directors to replace director who retired due to their performance with knowledge, ability and good dedicated always to our company. The list of person as follow:

- | | | |
|-----------------|-----------------|------------|
| 1. Mr.Visuth | Vitayathanagorn | (Director) |
| 2. Mr.Pramote | Santiwattana | (Director) |
| 3. Mr.Vorravuth | Tangpiroonthum | (Director) |

Then their profiles showed as attached 3 of notice. Voting for this agenda the shareholders must vote for each nomination director and every choice, approved, objected or abstained, our staffs shall collect ballot from everyone. Voting has applied barcode system. The ballot country process at counting point that count and evaluate voting result to systems for shown as the result to shareholders. There were 2 observed represented shareholders, to oversee the ballot counting process.

The Chairman invited shareholders to ask some question. As no one raised question. The Chairman proposed the meeting to consider for appointed 3 directors following persons.

- | | | |
|-----------------|-----------------|------------|
| 1. Mr.Visuth | Vitayathanagorn | (Director) |
| 2. Mr.Pramote | Santiwattana | (Director) |
| 3. Mr.Vorravuth | Tangpiroonthum | (Director) |

Meeting Resolution The meeting majority resolved to appoint Mr.Visuth Vitayathanagorn , Mr.Pramote

Santiwattana and Mr.Vorravuth Tangpiroonthum to be director replacing who retired on rotation. Voting results of 3 nominees are as follows:

6.1) Mr.Visuth Vitayathanagorn

—Approved	177,063,551	votes	representing	100%	of participating shares
—Objected	0	votes	representing	0%	of participating shares
—Abstained	0	votes	representing	0%	of participating shares
—Voided Ballot	0	votes	representing	0%	of participating shares

(The abstained vote was not counted)

6.2) Mr.Pramote Santiwattana

—Approved	177,063,551	votes	representing	100%	of participating shares
—Objected	0	votes	representing	0%	of participating shares
—Abstained	0	votes	representing	0%	of participating shares
—Voided Ballot	0	votes	representing	0%	of participating shares

(The abstained vote was not counted)



6.3) Mr.Vorravuth Tangpiroonthum

—Approved	177,063,551	votes	representing	100%	of participating shares
—Objected	0	votes	representing	0%	of participating shares
—Abstained	0	votes	representing	0%	of participating shares
—Voided Ballot	0	votes	representing	0%	of participating shares

(The abstained vote was not counted)

Agenda 7 To consider approving the 2018 remuneration for directors.

The Chairman clarified to the meeting that according to the Company Articles of Association section 30, the directors may be remunerated in term of monthly remuneration, award, meeting allowance, bonus or other remuneration according to the regulation or as approved by the shareholders' meeting. The resolution unanimously of board of director presented to consider approving the 2018 remuneration for directors by the shareholders' meeting.

Ms.Pikul Taksinwarajarn , the chairman of corporate governance, nominated remuneration committee clarified to the corporate governance, nominated remuneration committee had already considered to approve director's remuneration 2018 with the total amount not more than 4,000,000 baht per year which equally the previous year that remunerated meeting allowance, award, other remuneration and deem appropriate to propose to the Board of Director.

Then, the board of director had already considered and deem appropriate to propose to the shareholder's meeting to approve directors remunerating 2018 with the total amount not more than 4,000,000 baht which equally the previous year. The detail are as follow:

	2017 (Baht)	2016 (Baht)	2015 (Baht)
The Director's remuneration	3,486,840.00	3,424,880.00	3,222,889.00

The previous year to present, as no other benefits for board of director (the detail of director's remuneration was disclosed in page 53 of annual report 2017)

The Chairman asked shareholders to ask some questions. As no one raised question. The Chairman proposed the meeting to consider approving 2018 directors' remuneration according to Board of Directors proposed.



Meeting Resolution The meeting resolved to approve directors' remuneration 2018 with the total amount not more than 4,000,000 baht per year with majority of participating votes, details as follow

—Approved	177,108,851	votes	representing	99.99%	of participating shares
—Objected	3,000	votes	representing	0.0016%	of participating shares
—Abstained	0	votes	representing	0%	of participating shares
—Voided Ballot	0	votes	representing	0%	of participating shares

(The abstained vote was not counted)

Agenda 8 To consider appointing the auditor for 2018 and determine their remuneration

The Chairman assigned to Ms.Thippawan Uthaisang clarified that the Securities Exchange Commission and the Stock Exchange of Thailand announced that the public company must rotate the auditors (who certify listed company's financial statement) every 5 fiscal years. The company could appoint an auditor from the same firm as the existing auditor. Once changed, the Company could wait at least 2 fiscal years before re-appoint the same auditor back as the Company's accounting auditor.

The Audit Committee considered the regulation and proposed the shareholders' meeting to appoint

1. Mrs Chonlaros Suntiasvaraporn CPA. no.4523
2. Mr. Chatchai Kasemsrithanawat CPA. no.5813
3. Miss Siraporn Ouaanunkun CPA. no.3844

of EY Office Limited as the Company's auditor for 2018 and determine their remuneration the auditor for 2018 as follow:

	2018 (Baht)	2017 (Baht)	2016 (Baht)
3 quarter reviewed financial statement	390,000	360,000	330,000
Full year audited financial statement	500,000	400,000	350,000
Total	890,000	760,000	680,000

All three auditors satisfied the requirement and criteria of the Company Article of Association and the regulation of Securities Exchange Commission, has satisfactory track record and has no relationship or conflict of interest with the Company, management, major shareholders or any related persons. Therefore, the Board deemed appropriate to appoint of those auditors and their remuneration according to Audit Committee's proposal. In case that they are not able to perform duty EY Office Limited will assign other auditors to audit and comment the Financial Statement In case the aforementioned auditors could not perform the duty, EY Office Limited shall provide other certified public accounting auditor to audit and comment on the Company's financial statements.



The Chairman invited shareholders to ask some questions. As no one raised question.

The Chairman asked the meeting to approve the auditor and their remuneration for 2018 and to authorize the Board of Directors approve EY Office Limited assign other auditors to audit Financial Statements in case the approved persons could not perform duty.

Meeting Resolution The meeting resolved with majority of participating votes, to appoint auditor and determine remuneration for 2018 and to authorize the Board of Directors approve EY Office Limited assign other auditors to audit Financial Statements in case the approved persons could not perform duty with details as follow.

—Approved	176,956,851	votes	representing	99.91%	of participating shares
—Objected	155,000	votes	representing	0.0875%	of participating shares
—Abstained	0	votes	representing	0 %	of participating shares
—Voided Ballot	0	votes	representing	0%	of participating shares

(The abstained vote was not counted)

Agenda 9 Other issues (if any)

The Chairman provided an opportunity for shareholders to raise any issue to discussed or suggestion to the company's business, shareholder asked some questions as following:

Mr. Wiwat Kijnantawat (Shareholder)

1. According to the decreasing of the Company's share price during last 6 months, what is the reason of this situation?
2. How does the managing director's outlook on the Company and surrounding factors since the overall domestic economy is not good enough this year? How does the Company plan to deal with this macroeconomic situation?

Mr. Thongchai Tansutat (Managing Director)

During 2-3 years ago, Thailand economic situation is not as good as it should be. Although there were some good signals late last year, most of them are related to exporting companies. There were only some large corporations which could get benefits from those. Moreover, it also takes time to have an effect on downstream businesses. While the government accelerated public communication to show that the economy was going to be better and injected government budget into many projects, but the result is not significant. Referring to the result of FY2018 confidence survey of entrepreneurs, they are not confident that those government actions could help this economic situation. They might also be waiting to see whichever the next government investment policies tend



towards and the status of nationwide election in 2019 since Thailand economic situation normally is good in the election year. For the crude oil, its price is currently at USD 60 per barrel which is still the upward trend. However, the direction of crude oil price this year is unclear since OPEC is still negotiating to other powerful countries, such as United States of America. The result of that negotiation will affect to all economic factors since oil price is the initial factor of all industries.

For the Company, our main raw materials are directly related to crude oil price. When our costs increase, we need to increase our products' prices. So, the Company had negotiated with the customers to adjust the price list. However, during this kind of economic situation, the price adjustment may take time. Although the Company's gross profit and net profit decreased from last year, but they are still good comparing to the sector. We expect the crude oil price shall not increase too high and seek for other opportunities from new business channels and existing business as follows:

1. To improve the capacity management which shall increase the Company's performance
2. To expand the capacity to the different product lines;
3. To establish new plant in up country or aboard such as in CLMV countries.
4. To find an opportunity in new business, the board of directors appointed subcommittee, named "Strategic Committee", to consider opportunity and business channels of new investments of the Company;
5. In the level of management team, the board of directors had set up the new department of business development, which has the director as the top executive, for the management of new business in the future.

For the Company's business consideration, the board of directors had seen that the Company should not limit itself to only the packaging sector but needs to expand to other businesses which could grow.

So, the board of director's guideline, the subcommittee's execution and the reorganization to support new businesses shall strengthen the Company's current business expansion.

Mr. Saijai Sikort (Shareholder)

1. Referring to the new preform machine installation which the managing director had mentioned earlier, is it for internal business or the new securing orders from any customers?
2. According to the FY2017 Performance mentioned that the Company was grown by the customer from vegetable oil and fruit juice market, but the sales of fruit juice package from FY2015 (page 32) had continuously decreased, is it the result of whichever the customers changed the suppliers, the customers had business problem themselves, or the customers change to produce their own packages?



3. Referring to page 83, the average collection period since 2015 to present (3-year period) had increased. Is that the normal situation? Are there any risks related to this increase of collection period? Was it affected from the current economic situation as a reason of extending collection duration? In my opinion, this is the risk to the Company.
4. While Inventories and material supplies on page 106 has decreased from 37 million baht to 29 million baht, the finished goods have increased from last year approximately 29 percent. Is it for sales this year, or not? How long is the lifespan of PET bottles since I consider this level of inventories is really high?

Mr. Thongchai Tansutat (Managing Director)

1. The investment of preform machine is for internal use and other customers. For the drinking water segment, we focus to sell Preform rather than PET bottles. At the present, our sale representatives started to contact the customers for sample test and established technical team to support any customers who would be interested in our Preform. According to our previous marketing plan to launch the Preform products since April 2018 but there was a major customer who postponed its product launching. We expect to launch our Preform products in the Q2'2018 instead.
2. During 2-3 year ago, Sales of fruit juice products has significantly decreased because of many factors as follows: 1) the customer encounters operational problems in their production line so they reduced the purchasing from us but we could source new customers to substitute those existing customers; 2) some customers need to close their company because of any problems in their business; and 3) the customers invest their own bottle production. However, we expect that the sales of this group will be enlarge this year since our customer who invested their own bottle production had increased their orders with us.
3. The collection period which is longer because of bad economic situation. The company had considered to lengthen the collection period of some customers and continuously follow-up them to repay those account receivables. Moreover, the Company also charges interests to the customers who are overdue.
4. For the Inventory, the Company has a inventory management policy which can be divided into 2 categories as follows:



- a. As a Production Factor such as raw material (PET Resin) and other components such as plastic bag etc.

The Company has closely monitored PET Resin price since it is a Commodity. When PET Resin price is downtrend, we may consider to purchase and store as Buffer Stock only.

- b. Finished goods

The Company produces finished goods for the customer's order and to optimize the machine usage.

Ms.Thippawan Uthaisang (Chairman of Audit Committee)

Inventory

She explained additional details of inventory and account receivable management. The performance of FY2017 comparing to FY2016 was seen that the inventory decreased of 8.57 million baht to 29.02 million baht (decreased 22.80%), finished goods increased from 2.85 million baht to 12.66 million baht (increased 29.05%). The period of stock counting may be the period before delivering the finished goods to the customers. Moreover, most of finished goods are produced from the orders of the customers.

Account Receivable Management

Some account receivables, which the customers faced some business problems, affected the repayment to the Company. When they are considered with the net account receivable in 2016 and 2017, the increase in 2017 is only at 10 million baht. The audit committee considers this amount with the Company's account receivable management policy and sees that the Company can handle of it now.

The Company's overall operation result has been affected by our customers' operation. So, the Company's operation in 2017 will not focus only at PET bottle packaging but will consider any opportunities as above mentioned by the board of directors. However, the Company will prioritize at the profit ratios and try to control both internal and external factors.

Ultimately, the chairman appreciated all shareholders, who participated the meeting today, for all questions and any suggestions to the board of directors and management team of the Company. The board of directors and management team really aware that the Company's business is very sensitive with the fluctuation of crude oil price. To minimize this risk, the board of directors had appointed subcommittee, named "Strategic Committee", to study and determine the Company's direction in the future under the risk management and sustainable and stable growth. All directors intend to work well and bring the great performance so as to generate the good return to our shareholders.



บริษัท พรอดิจิ จำกัด (มหาชน)
PRODIGY PUBLIC COMPANY LIMITED



The chairman declared the meeting commencement.

Meeting was closed at 11.35 a.m.

Signed Mr.Prayoon Boonprasurd
Chairman of the Meeting

Signed Ms.Thitikan Sa-nganetpetch
The Secretary of the meeting