



Minutes of Annual General Meeting of Shareholders of 2017 of Thanapiriya Public Company Limited

Thanapiriya Public Company Limited (the “Company”) has convened the Annual General Meeting of Shareholders of 2017 on April 25, 2017 at 14.00 hrs. At Grand Ratchada Room, Chaophya Park Hotel No. 247 Ratchadapisek Road, Dindaeng, Bangkok. Dr. Pisanu Kantipongwas Chairman of the Meeting. There were directors of the Company, executive officer and other attendees attending the Meeting as follows:

Directors Attending the Meeting

- | | |
|----------------------------------|--|
| 1. Dr. Pisanu Kantipong | Chairman of the Board of Directors, Independent Director, and Chairman of the Audit Committee |
| 2. Dr. Wathana Yeunyong | Independent Director and Chairman of the Nomination and Remuneration Committee |
| 3. Dr. Chalermchai Khamsaen | Independent Director, Member of the Audit Committee, and Member of the Nomination and Remuneration Committee |
| 4. Mr. Thawatchai Phutthiphiriya | Director, Managing Director and Risk Managing Director |
| 5. Mrs. Amorn Phutthiphiriya | Director |
| 6. Mrs. Chularat Ngamloertlee | Director and Member of the Nomination and Remuneration Committee |
| 7. Ms. Busakorn Tadthapong | Director |

Executive Officer Attending the Meeting

- | | |
|-------------------------|--|
| 1. Mr. Pittaya Jitamase | Chief Accounting and Finance Officer and Company Secretary |
|-------------------------|--|

Other Attendees

- | | |
|--------------------------------|---|
| 1. Mr. Yuttapong Chuamuangpan | Auditor from ANS Audit Co., Ltd. |
| 2. Ms. Wichitphan Klaiubon | Legal advisor from Legal Advisory Council Limited Co., Ltd. |
| 3. Mr. Chatiporn Baramee | Legal advisor from Legal Advisory Council Limited Co., Ltd. |
| 4. Mr. Thanawat Pombubpha | Legal advisor from Legal Advisory Council Limited Co., Ltd. |
| 5. Ms. Sanisri Chiravisuthikul | Legal advisor from Legal Advisory Council Limited Co., Ltd. |

The Chairman expressed his gratitude to shareholders attending the Annual General Meeting of Shareholders of 2017 of the Company. He noted that there were 37 shareholders and proxies, who had the right to vote, attending the Meeting representing 548,531,300 shares, equivalent to 68.56 percent of the total amount of the allotted shares of the Company, thus constituting a quorum as required by the Company’s Articles of Association.

The Chairman then declared the Annual General Meeting of Shareholders of 2017 to be duly convened, and clarified voting and vote counting procedures to the shareholders and proxies as follows:

In voting, 1 share shall represent 1 vote, and each shareholder shall cast the vote by one of the following options only: “Approved”, “Disapproved” or “Abstained”. The shareholders were not



allowed to divide their shares for voting in the same agenda, unless for proxies of foreign investors whose custodians were appointed in Thailand for deposit and management of the shares.

In each agenda, the shareholders or proxies who wished to vote “Disapproved” or “Abstained” were requested to affix their votes in the voting card and notified the Company’s representatives for collection of the voting cards for computation of the votes. Voting for appointment of the Company’s directors would be made separately for each director. For those shareholders or proxies who voted “Agreed” or did not cast their votes in the voting cards in each agenda, it was deemed that the said shareholders or proxies approved such agenda. The voting cards for those voted “Agreed” in any agenda would be collected by the Company’s representative after the Meeting was adjourned. The computation of votes would be made after each agenda and the result would be announced to the Meeting by categorizing the votes into “Approved”, “Disapproved”, “Abstained” or “Invalid Ballots” representing percentage of voting by shareholders or proxies in each agenda.

Approval of each agenda would be passed by majority votes of shareholders or proxies attending and voting in the Meeting, except for agenda 6, regarding remuneration of directors, where approval shall be made by two-thirds majority votes of shareholders or proxies attending the Meeting. Agenda 2 regarding acknowledgment of the Company’s operating results for the year 2016 was for acknowledgment only, voting was not required.

The Company introduced a barcode system for meeting registration and vote counting for accuracy and punctuality of the voting computation.

For computation of votes in each agenda, the votes for “Disapproved” or “Abstained” and “Invalid Ballots” would be deducted from the total number of shareholders or proxies attending and voting at the Meeting.

Due to the typos in the invitation to this Meeting, the corrections would be announced prior to the beginning of each agenda.

After clarification of procedures for voting and vote counting to the Meeting, the Chairman then proceeded with the Meeting according to the agendas as follows:

Agenda 1 To approve the Minutes of the Extraordinary General Meeting of Shareholders of 2016

The Chairman requested the Meeting to approve the Minutes of the Extraordinary General Meeting of Shareholders of 2016 which was held on April 25, 2016 having details according to a copy of the Minutes of Meeting attached to the invitation to this Meeting.

Voting

Approval for this agenda would be passed by majority votes of shareholders attending and voting in the Meeting.

The Chairman requested shareholders to make any inquiry relating to this agenda prior to voting. As there were no questions or comments, the Chairman proposed that the Meeting vote to approve the Minutes of the Extraordinary General Meeting of Shareholders of 2016.



Shareholders Resolution

The Meeting unanimously resolved to approve the Minutes of the Extraordinary General Meeting of Shareholders of 2016 held on April 25, 2016.

| | | | |
|-----------------|-------------|-------|--------------------|
| Approved | 556,692,200 | Votes | Equivalent to 100% |
| Disapproved | - | Votes | Equivalent to - |
| Abstained | - | Votes | |
| Invalid Ballots | - | Votes | |
| Total | 556,692,200 | Votes | Equivalent to 100% |

Agenda 2 To acknowledge the Company's operating result for the year 2016

The Chairman reported the Company's operating result for the fiscal year ended December 31, 2016 to the Meeting that the Company's revenue was 1,456.2 Million Baht and net profit of the Company's financial statement was 55.7 Million Baht, further details as appear in annual report attached to the invitation to this Meeting.

Voting

This agenda was for acknowledgment only. Thus, the voting is not required.

Agenda 3 To approve the financial statement of the Company for the year ended December 31, 2016

The Chairman informed the Meeting that the financial statement for the year ended December 31, 2016 was audited by the auditor. Thus, the Chairman requested shareholders for approval of the financial statement according to Section 112 of the Public Limited Company Act B.E. 2535.

Voting

Approval for this agenda would be passed by majority votes of shareholders attending and voting in the Meeting.

The Chairman requested shareholders to make any inquiry relating to this agenda prior to voting. As there was no further inquiry, the Chairman proposed the Meeting to vote to approve the audited financial statement of the Company for the year ended December 31, 2016.

Shareholders Resolution

The Meeting unanimously resolved to approve the audited financial statement for the year ended December 31, 2016.

| | | | |
|-----------------|-------------|-------|--------------------|
| Approved | 556,692,200 | Votes | Equivalent to 100% |
| Disapproved | - | Votes | Equivalent to - |
| Abstained | - | Votes | |
| Invalid Ballots | - | Votes | |
| Total | 556,692,200 | Votes | Equivalent to 100% |



Agenda 4 To approval allocation of net profit as legal reserve and dividend payment based on the Company's operating results for the year 2016

Thus, the Chairman requested the Meeting to approve allocation of net profit as legal reserve and dividend payment as follows:

- (1) To allocate net profit for distribution of legal reserve for the amount of Baht 2,739,602.87 equivalent to 5 percent of net profit of the company's financial statement for the year 2016, the net profit of the company was in the amount of Baht 54,792,057.42. Therefore, to comply with laws, after allocation of the aforesaid legal reserve, the total amount of the Company's legal reserve would be Baht 12,965,451.76.
- (2) To pay dividend to the shareholders listed in the Company's shareholders register book at the date of March 10, 2017 for the right to receive dividend stipulated by the Board of Directors at the rate of Baht 0.03 per share, equivalent to Baht 24,000,000. The Company had made an interim dividend payment at the rate of Baht 0.015 per share, equivalent to Baht 12,000,000 dated on September 2, 2016. Therefore, the dividend remained at the rate of Baht 0.015 per share, equivalent to Baht 12,000,000 and gathered names listed on the shareholders register book closing date on March 13, 2017, in accordance with Section 225 of the Securities and Exchange Act B.E. 2535. The dividend payment would be made on May 23, 2017. In this regard, the amount of dividends paid to stockholders relative to the amount of total net income of a Company is 43.80 percent, which is consistent with the Company's dividend policy.

Voting

Approval for this agenda would be passed by majority votes of shareholders attending and voting in the Meeting.

The Chairman requested shareholders to make any inquiry relating to this agenda prior to voting. As there was no inquiry from the shareholders, the Chairman proposed the Meeting to vote to approve the allocation of net profit as legal reserve and dividend payment based on the Company's operating results for the year 2016.

Shareholders Resolution

The Meeting unanimously resolved to approve the allocation of net profit as legal reserve and dividend payment based on the Company's operating results for the year 2016 proposed by the Chairman.

| | | | |
|-----------------|-------------|-------|--------------------|
| Approved | 557,350,500 | Votes | Equivalent to 100% |
| Disapproved | - | Votes | Equivalent to - |
| Abstained | - | Votes | |
| Invalid Ballots | - | Votes | |
| Total | 557,350,500 | Votes | Equivalent to 100% |

Agenda 5 To appoint directors in place of those who were due to retire by rotation

The Chairman informed the Meeting that in every annual general meeting of shareholders, one-third of directors shall vacate office. If the number of directors cannot be divided exactly into three parts, directors in a number closest to one-third shall vacate office. Directors to vacate office in the first year and the second year after registration of the company shall draw lots. In subsequent years, the directors who remained in office for the longest time shall vacate office. Directors vacating office may be re-elected. The Meeting shall elect directors in place of the directors so retired by rotation. In this Meeting there were 2 directors who were due to retire by rotation as follows:



1. Dr. Wathana Yeunyong
2. Mr. Thawatchai Phutthiphiriya

Dr. Wathana Yeunyong and Mr. Thawatchai Phutthiphiriya, both being the directors who were due to retire by rotation left the meeting for shareholders to vote freely.

The Chairman informed the Meeting that both directors qualified with knowledge, competence, and broad experience in business, which were beneficial to the company and had no possession of disqualifications according to the Securities and Exchange Act B.E. 2535 and the Public Limited Company Act B.E. 2535. Thus, the Chairman requested the Meeting to approve the appointment of directors by re-electing two (2) directors who were due to retire by rotation, namely (1) Dr. Wathana Yeunyong and (2) Mr. Thawatchai Phutthiphiriya, to continue their positions as the Company's directors.

Voting

Approval for this agenda would be passed by majority votes of shareholders attending and voting in the Meeting.

The Chairman requested shareholders to make any inquiry relating to this agenda prior to voting. As there was no inquiry from the shareholders, the Chairman proposed the Meeting to vote to approve the appointment of directors in place of those who were due to retire by rotation.

Shareholders Resolution

The Meeting unanimously resolved to approve the appointment of directors by re-electing Dr. Wathana Yeunyong and Mr. Thawatchai Phutthiphiriya, who were due to retire by rotation, to continue their positions as the Company's directors. The Meeting approved the appointment of each director as follows:

Dr. Wathana Yeunyong

| | | | | |
|-------------|-----------------|-------------|-------|--------------------|
| Resolution: | Approved | 557,350,500 | Votes | Equivalent to 100% |
| | Disapproved | - | Votes | Equivalent to - |
| | Abstained | - | Votes | |
| | Invalid Ballots | - | Votes | |
| | Total | 557,350,500 | Votes | Equivalent to 100% |

Mr. Thawatchai Phutthiphiriya

| | | | | |
|-------------|-----------------|-------------|-------|--------------------|
| Resolution: | Approved | 557,350,500 | Votes | Equivalent to 100% |
| | Disapproved | - | Votes | Equivalent to - |
| | Abstained | - | Votes | |
| | Invalid Ballots | - | Votes | |
| | Total | 557,350,500 | Votes | Equivalent to 100% |



Agenda 6 To consider directors' remuneration

The Chairman informed the Meeting that the nomination and compensation committee would consider the directors' remuneration from previous years' performance of the Company, performances and responsibilities of the directors compared to those of companies in the same or similar business. In this regard, the Company would only pay for annual remuneration and meeting allowance with no other remuneration or benefit. Nevertheless, a director being executive director or receiving compensation salary shall not be entitled to receive meeting allowance per attendance.

The Chairman requested the Meeting to approve the directors' remuneration of 2017, which is the same rate as the director's remuneration of 2016. The directors' remuneration would be determined under the Company's performance not exceeding Baht 2,500,000, as the following details:

| Board of Directors | Meeting Allowance | | |
|------------------------------------|-----------------------|---------------------------------|------------------------------------|
| | Director | Member of the Audited Committee | Member of the Nomination Committee |
| Chairman of the Board of Directors | 20,000/ time / person | 15,000/ time / person | 15,000/ time / person |
| Directors | 15,000/ time / person | 10,000/ time/ person | 10,000/ time / person |

Voting

Approval for this agenda would be passed by not less than two-thirds of the total votes of shareholders attending and voting in the Meeting.

The Chairman requested shareholders to make any inquiry relating to this agenda prior to voting. As was no inquiry from the shareholders, the Chairman proposed the Meeting to vote to approve the directors' remuneration of 2017.

Shareholders Resolution

The Meeting unanimously resolved to approve the directors' remuneration of 2017 proposed by the Chairman.

| | | | |
|-----------------|-------------|-------|--------------------|
| Approved | 557,350,500 | Votes | Equivalent to 100% |
| Disapproved | - | Votes | Equivalent to - |
| Abstained | - | Votes | Equivalent to - |
| Invalid Ballots | - | Votes | Equivalent to - |
| Total | 557,350,500 | Votes | Equivalent to 100% |

Agenda 7 To appoint auditor and audit fee

The Chairman requested the Meeting to approve the appointment of Mr. Vichai Ruchitanont, Certified Public Accountant No. 4054 or Mr. Atipong Atipongsukul, Certified Public Accountant No. 3500 or Mr. Sathien Vongsnan, Certified Public Accountant No. 3495 or Mr. Yuttapong Chuamuangpan, Certified Public Accountant No. 9445 of ANS Audit Co., Ltd. as the Company's auditor for the year 2017 and fix the audit fee for the Company and subsidiary company not exceeding Baht 1,445,000.



Voting

Approval for this agenda would be passed by majority votes of shareholders attending and voting in the Meeting.

The Chairman requested shareholders to make any inquiry relating to this agenda prior to voting. As there was no inquiry from the shareholders, the Chairman proposed the Meeting to vote to approve the appointment of the auditor and audit fee.

Shareholders Resolution

The Meeting unanimously resolved to approve the appointment of Mr. Vichai Ruchitanont, Certified Public Accountant No. 4054 or Mr. Atipong Atipongsukul, Certified Public Accountant No. 3500 or Mr. Sathien Vongsnan, Certified Public Accountant No. 3495 or Mr. Yuttapong Chuamuangpan, Certified Public Accountant No. 9445 of ANSAudit Co., Ltd. as the Company's auditor for the year 2017 and fix the audit fee for the Company and subsidiary company not exceeding Baht 1,445,000.

| | | | |
|-----------------|-------------|-------|--------------------|
| Approved | 557,410,600 | Votes | Equivalent to 100% |
| Disapproved | - | Votes | Equivalent to - |
| Abstained | - | Votes | |
| Invalid Ballots | - | Votes | |
| Total | 557,410,600 | Votes | Equivalent to 100% |

Agenda 8 Other (If any)

No other business was considered.

As all the agenda items were considered, the Chairman then invited inquiries and suggestions from shareholders, and asked relevant directors and executive officers to consider suggestions and answer such questions, which could be summarized as follows:

- (1) Mr. Vijit Jitjingjai, an individual shareholder, made an inquiry about directors' remuneration for Mr. Thawatchai Phutthiphiriya and Mrs. Amorn Phutthiphiriya, as details of the remuneration for the two directors were not specified in the meeting documents. The shareholder asked if the total amount of directors' remuneration plus the two directors' remuneration would exceed the approved meeting allowance budget of Baht 2,500,000.

Answer: Mr. Thawatchai Phutthiphiriya and Mrs. Amorn Phutthiphiriya were executive directors of the Company. Thus, they were not entitled to the meeting allowance.

- (2) Mr. Vijit Jitjingjai, an individual shareholder, made an inquiry whether the fixed salaries of Mr. Thawatchai Phutthiphiriya and Mrs. Amorn Phutthiphiriya were included in the approved meeting allowance budget of Baht 2,500,000.

Answer: The budget of Baht 2,500,000 was fixed as the meeting allowance for directors of the Company, who were not executive directors or those receiving monthly salary from the Company. As Mr. Thawatchai Phutthiphiriya and Mrs. Amorn Phutthiphiriya were executive directors of the Company, their salaries were not included in the approved meeting allowance budget of Baht 2,500,000. However, the amount of their salaries will be declared as management's remuneration shown in the Company's financial statements.



- (3) Mr. Vijit Jitjingjai, an individual shareholder, made an inquiry regarding sales margin between wholesale and retail products. Mr. Vijit stated that most of the Company's revenue derived from retail products. However, it seemed that the sales margin for retail products was relatively low. Thus, he requested the Board of Directors to explain if the Company has any plan to elevate sales margin for retail products.

Answer: As the size of Company's business was relatively small in comparison with other modern trade business, the Company had less negotiating power which resulted in less profit for the Company. To solve this issue, the Company then planned to increase stores to elevate the size of Company's business as well as ancillary profits.

- (4) Mr. Vijit Jitjingjai, an individual shareholder, made an inquiry that it was understood that the newly established distribution center would generate additional profits to the Company. However, from the latest financial statements, the profits had not suitably increased. Mr. Vijit wished to know if the Company made any plan for this issue.

Answer: The distribution center was recently completed and would be soon delivered by the contractor. The distribution center would be operated from the second quarter of 2017. After commencement of the operation, the distribution center would highly support expansion of store branches, increase the total revenue of the Company, and, at the same time, decrease costs relating to storage and distribution of products. This would directly result in growth of the sales margin. In comparison between financial statements of the years 2015 and 2016, the profits had increased at a rate of 1.1 percent, which partly resulted from expansion of 3 store branches in 2016.

- (5) Ms. Jinnapak Pornpibool, an individual shareholder, requested the Board of Directors to clarify the type of high-margin products which would be marketed to increase sales volume.

Answer: The high-margin products were divided in 2 categories as follows:

1. Consumable Goods, such as vegetables and fruits, sales of which were currently being tested to avoid any potential loss from high investments for these products; and

2. Consumable Products, such as packaging (i.e. plastic bags, plastic bags for cold substances and plastic bags for hot substances). These products would create high sales margin, as they were not extensively marketed in Chiang Rai Province, and there was a gradual demand for the products.

- (6) Ms. Jinnapak Pornpibool, an individual shareholder, made an inquiry regarding the Company's policy relating to credit terms for both receivable accounts and payable accounts.

Answer: 1. For the payable accounts, the Company generally receives credit terms from its suppliers for a period between 30-60 days depending on each supplier's policy.

2. For the receivable accounts, the Company gave credit terms to its customers for a period between 7-30 days, depending on creditability of each client. For new customers, no credit term would be given, and the new customers must make payment in cash. Once the Company was satisfied with their creditability, the credit terms then would be granted to such customers.



- (7) Ms. Jinnapak Pornpibool, an individual shareholder, requested the Board of Directors to clarify the Company's policy regarding cost control.

Answer: 1. For the payable accounts, the Company controlled relevant costs by making payment for ordered products in cash so as to receive special discounts from suppliers, provided that the Company was able to maintain its cash flows. The said scheme considerably reduced buying prices of the products, which resulted in less costs to the Company.

2. For the receivable accounts, the Company had a strict policy in debt collection, especially for sales that were not made at the stores. In this regard, the Company had only minimal issues regarding outstanding debt collection.

- (8) Ms. Jinnapak Pornpibool, an individual shareholder, made an inquiry regarding risks relating to business operations of the Company, and if the Company had assessed its business competitors.

Answer: The risk currently affected business operation of the Company was development of personnel to adequately support expansion of store locations. In this regard, the Company had contacted an expert on personnel development to set up a personnel system that would suit the Company's business plan.

- (9) Ms. Jinnapak Pornpibool, an individual shareholder, made an inquiry regarding the Company's business plan for the next 2 – 3 years.

Answer: The Company had a business plan as follows:

1. The Company planned to mainly increase store locations to cover increasing demands. Nonetheless, prior to opening new locations, the Company had to introduce a survey on population and demands in each location to assess business feasibility of the project. Upon opening of new locations, the Company would also earn additional revenue from store space rental by suppliers. In addition, every year, the Company would consider releasing non-performing products and introduce new products to the stores, and such introduction of new products would generate additional revenue in a form of 'store entrance fee' to the Company.

2. The Company planned to enlarge size of existing stores to support higher volume of products to be sold there in.

- (10) Ms. Jinnapak Pornpibool, an individual shareholder, made an inquiry regarding revenue that Thanapoom Property 2013 Co., Ltd., a company in the same group, generated for the Company.

Answer: Thanapoom Property 2013 Co., Ltd. had an ownership of lands where some stores are situated thereon. Thanapoom Property 2013 Co., Ltd. leased such lands to the Company and earned revenue from the rentals.

- (11) Ms. Jinnapak Pornpibool, an individual shareholder, made an inquiry whether it was possible to introduce OTOP products of Chiang Rai Province as high-margin products of the Company by encouraging local people to create and develop OTOP products with support from the Company in terms of manpower, ideas and marketing. Thereafter, the Company would introduce the developed products at its stores to promote such as the province's signature products.



Answer: The Company had been involved in development of OTOP products since before the Company was listed in the stock market. However, the progress of such development was greatly slow due to producers' lack of understanding about marketing. The Company had offered the producers assistance on marketing of the products, and expected development of the products be moved forward in the near future.

(12) Mr. Chairat Ngarmboon-anant, an individual shareholder, requested the Board of Directors to clarify whether it was possible to reduce existing lease of warehouses and distribution centers, as the Company had already established its own distribution center with large storage capacity.

Answer: The reduction of existing lease of warehouses and distribution centers was in the business plan of the Company, and it would be carried out in the near future.

(13) Mr. Chairat Ngarmboon-anant, an individual shareholder, made an inquiry regarding the Company's business plan relating to use of warehouse No. 1 and empty land located in TambonThasood, TambonHuaysak and TambonVien.

Answer: The said warehouse or empty land may be used for expansion of store locations or as additional distribution centers of the Company. For example, the Company's land in Tambon Mae Sai was also used as the Company's warehouse.

(14) Mr. Kittisak Pokha, an individual shareholder, requested the Board of Directors to clarify about the Company's policy relating to and target for growth of Same Store Sales Growth, Gross Profit Margin and SG&A, the answer could be given as percentage.

Answer: The Company's policy and target for this matter were as follows:

1. For Same Store Sales Growth, the Company tried to keep its steady growth. In 2017, the Company expected Same Store Sales Growth to increase 3 percent according to economic condition. In this regard, the Company would create new promotions as well as introduce new products to promote sales volume during any possible economic recession.

2. For Gross Profit Margin, the Company would generate growth of such by expanding store locations, increasing sales volume on retail products more than wholesale products and earning more sales promotion fee from retail products.

3. For SG&A, the growth of sales costs would depend on expansion of store locations. The Company tried to reduce the said costs by improving skills of its personnel. At the same time, the Company's plan to adopt new technology in its business operations and establishment of the new distribution center would result in great reduction of management costs.

(15) Mr. Kittisak Pokha, an individual shareholder, made inquiries whether the Company had done digital marketing or sales marketing, and if the Company had set percentage of Gross Profit Margin or SG&A.

Answer: By the end of each year, the Company would make a business plan for consideration by the Board of Directors. Such plan would elaborate projects for expansion of store locations, determination of target groups, sales target and expected profits as well as assessment of any event which may affect the total revenue of the Company.



- (16) Mr. Kittisak Pokha, an individual shareholder, made an inquiry whether opening of the new distribution center would generate growth of SG&A per sale.

Answer: The SG&A per sale may increase slightly. However, in 2017, the Company planned to expand another 4 store locations, one of which would be a large store. Such expansion would generate higher sales volume. Thus, the Company's net margin would not be affected from opening of the new distribution center.

- (17) Mr. Kittisak Pokha, an individual shareholder, requested the Board of Directors to clarify (i) percentage of revenue from beauty products in comparison with total revenue of the Company, (ii) fees charged to suppliers for sale of beauty products, and (iii) margin of beauty products in comparison with other products.

Answer: The Company divided products into 7 categories. Sales volumes for all categories were in the same level, depending on target customers for each store. The revenue from sale of beauty products was at 15 percent of the Company's total revenue. The Company charged suppliers service fees for lease of promotion spaces and decoration of each brand. Additionally, the Company received sharing from sales of beauty products from the suppliers. The margin of beauty products was higher in stores located in areas close to schools and institutions. Accordingly, the Company increased marketing activities in such areas.

- (18) An individual shareholder made an inquiry regarding the rate of Same Store Sales Growth of the previous year.

Answer: Currently, the rate of Same Store Sales Growth was at 1 percent. It was slightly less than 1 percent during the end of previous year.

- (19) An individual shareholder made an inquiry regarding a target number of total stores to be operated in Chiang Rai Province.

Answer: The Company planned to establish stores in all 18 districts in Chiang Rai Province. However, this was a long-term plan, as customers' demands in each district were different. In 2017, the Company planned to open 2 branches in Phayao Province and 2 branches in Chiang Rai Province, one of which was already opened in Chiang Saen, while another one was under feasibility assessment.

- (20) Mr. Meechai Hattakijthathree, an individual shareholder, requested the Board of Directors to clarify about the progress of opening a store in ThaKheelek, Myanmar. The shareholder also made an inquiry whether the ratio between sales of retail products (75 percent) and wholesale products (25 percent) would be changed.

Answer: The Company had not received government's approval for opening a store in ThaKheelek, Myanmar. Although the agreement was already executed, the Company anticipated a 2-year delay on this matter. Currently, the Company conducted sales with Burmese customers by way of exporting products through the borders. The ratio between sales of retail products and wholesale products was changed to 80 : 20, and the Company anticipated that it would remain in this ratio in the future.



(21) Mr. Noppadol Wattanapisit, an individual shareholder, requested the Board of Directors to clarify (i) a timeline for opening 50 store locations, and (ii) whether the opening of the new distribution center in the second quarter would create unnecessary costs to the Company.

Answer: The Company planned to reach 50 store locations in 5 – 6 years. The budget for establishment of the new distribution center was at Baht 90 – 100 million Baht, which was deemed appropriate by the Board of Directors. The additional costs for storage shelves would increase according to a number of stores to be opened in the future.

(22) Mr. Vijit Jitjingjai, an individual shareholder, made an inquiry whether the Company had a policy to downsize a store to be in the same format as 7-11.

Answer: As the Company's stores were introduced as a semi-supermarket, which required diversity of products to compete with department stores, the Company planned to only expand size of the stores to cover demands of customers.

As there were neither additional inquiries nor suggestions from the shareholders, the Chairman then declared the meeting adjourned.

The Meeting was adjourned at 16.00 hrs.

(Dr. Pisanu Kantipong)
Chairman of the Meeting