

February 25, 2016

Re: Discussion and Analysis of Financial Position and Results of Operations
 To: President
 Stock Exchange of Thailand

Better World Green Public Company Limited and subsidiaries hereby (the "Company") clarifies the operating performance of the accumulated balance for the year 2015 ended December 31, 2015 as detailed below:

Performance Analysis

Overall operating results for the year 2015 ended December 31, 2015

(Unit : Baht)

Statements of Income	31 Dec 15	percent	31 Dec 14	percent	Increase(decrease)	percent
Total Income	1,694,661,355	100.00%	1,518,199,620	100.00%	176,461,735	11.62%
Services revenue	1,639,110,384	96.72%	1,504,234,327	99.08%	134,876,057	8.97%
Cost of Service	(975,657,274)	-59.52%	(982,006,666)	-65.28%	(6,349,392)	-0.65%
Gross Margin	663,453,110	40.48%	522,227,661	34.72%	141,225,449	27.04%
Gain on disposal of fixed assets	30,636,598	1.81%	0	0.00%	30,636,598	#DIV/0!
Other income	24,914,373	1.47%	13,965,293	0.92%	10,949,080	78.40%
Profit before expenses	719,004,081	42.43%	536,192,954	35.32%	182,811,127	34.09%
Cost of service	(46,242,208)	-2.73%	(52,718,259)	-3.47%	(6,476,051)	-12.28%
Administrative expenses	(182,678,912)	-10.78%	(140,501,784)	-9.25%	42,177,128	30.02%
Executive Compensation	(45,422,380)	-2.68%	(45,970,689)	-3.03%	(548,309)	-1.19%
Total Cost	(274,343,500)	-16.19%	(239,190,732)	-15.75%	35,152,768	-14.70%
Profit before tax and financial c	444,660,581	26.24%	297,002,222	19.56%	147,658,359	49.72%
finance cost	(30,825,371)	-1.82%	(35,659,215)	-2.35%	(4,833,844)	-13.56%
Profit before tax	413,835,210	24.42%	261,343,007	17.21%	152,492,203	58.35%
Tax benefit (expense)	(86,619,545)	-5.11%	(34,573,294)	-2.28%	52,046,251	150.54%
Profit for the year	327,215,665	19.31%	226,769,713	14.94%	100,445,952	44.29%
Profit for "the company"	308,704,463	18.22%	202,949,272	13.37%	105,755,191	52.11%

The ratio in the income statement is as a percentage of total revenue, except for the cost of services and gross profit that expressed as a percentage of revenues from services.

Service revenue:

Revenue from industry waste disposal services for year 2015 increased by 134,876,057 baht or 8.97 percent compared to the same period in the previous year. The revenue growth in the year 2015 due to an increasing of sales volume by 10.77 percent and a decreasing of service fee by 1.63 percent compared to the same period in the previous year.

Cost of Service :

Cost of industry waste disposal services for year 2015 depend on the variable costs which are landfill amortization, the cost of fuel used in burning, the cost of transportation and equipment. And there are some fixed costs of operation, which are Salaries and employee benefits, Depreciation of machinery and equipment Vehicles to transport.

Other income:

Other incomes were from other services, transportation, allowance for doubtful debts, and interest income, the Supreme Court decided to dismiss the request of plaintiff and the case is finalized.

Administrative expenses, Executive Compensation and Financial costs:

Most of these expenses are the Sales Support Expenses, Salaries and employee benefits, executive compensation, office expenses, and Interest payment for the vehicles leasing.

Net profit attributable to equity holders of the Company:

From the above reasons and causes, The Company's net profit for the year 2015 increased by 105,755,191 Baht or 52.11 percent compared with the same period of the previous year.

Analysis

Overall financial position as at 31 December 2015

(Unit : Baht)

Statement of financial position	31 Dec 15	percent	1 Jan 15	percent	increase(decrease)	percent
total asset	3,782,923,572	100.00%	2,825,531,471	100.00%	957,392,101	33.88%
total liabilities	1,198,571,534	31.68%	943,121,461	33.38%	255,450,073	27.09%
total equity attributable to shareholders	2,280,446,831	60.28%	1,681,333,392	59.51%	599,113,439	35.63%
Non-controlling interests	303,905,207	8.03%	201,076,618	7.12%	102,828,589	51.14%

Analysis of Assets

The total assets as at 31 December 2015 increased by 957,392,101 baht or 33.88 percent. Cash and cash equivalents are increased by 233,829,379 baht or 48.35 percent due to the repayment capital gain increased 482,691,838 baht.

Significant Assets of the total assets are

Cash and cash equivalents	717.48 million baht or 18.97 percent of total assets.
Trade receivables and accrued income	475.48 million baht or 12.57 percent of total assets.
Cash paid for purchase of fixed assets	2,389.38 million baht or 63.16 percent of total assets.

Analysis of liabilities

The total liabilities as at 31 December 2015 increased by 255,450,073 baht or 27.09 percent. The debt increasing significantly liabilities of total liabilities are

Proceed from short-term loans	332.16 million baht or 27.71 percent of total liabilities.
Trade payables	294.42 million baht or 24.56 percent of total liabilities.
Installment purchase debt Vehicle to transport	96.13 million baht or 8.02 percent of total liabilities.
Proceed from long-term loans	352.73 million baht or 29.43 percent of total liabilities.

Analysis of shareholders

The equity shares as at 31 December 2015 increased by 599,113,439 baht or 35.63 percent. An increase of Earnings from operations for year was 308,801,362 baht, the capital increased by 319,334,136 baht and has paid a dividend of 95,966,655 baht.

Equity shares comprising.

Fully paid	863.50 million baht or 37.86 percent of the equity.
Share capital	613.70 million baht or 26.92 percent of the equity.
Retained earnings	803.24 million baht or 35.22 percent of the equity.

Liquidity Analysis

Overview of Cash Flow For the year ended 31 December 2015

(Unit : Baht)

Statement of Cash Flows	31-Dec-15	31-Dec-14
Statement of Cash Flows	508,010,573	430,316,301
Net cash used in investing activities	(820,086,548)	(295,314,977)
Net cash used in financing activities	545,905,353	95,284,488
Net cash increase	233,829,378	230,285,812

Cash and cash equivalents for the year ended 31 December 2015 increased by 233,829,378 baht, the details of the sources and uses, as described below.

Cash from operations

Profit before tax	413.84 Million baht
Impact to revenues and expenses that do not pay	<u>242.31</u> Million baht
Profit from operations before changes in operating assets and liabilities	656.15 Million baht
The difference between Accounts receivable and Accounts payable	
Increase (decrease)	(85.74) Million baht
Others paid	<u>(62.40)</u> Million baht
Cash flow from operations net increased	<u>508.01</u> Million baht

Net cash used in investing activities

Other	11.00 Million baht
Interest received	1.94 Million baht
Proceeds from sale of fixed assets	0.51 Million baht
Purchases of equipment	<u>(833.54)</u> Million baht
Net cash used in financing	<u>(820.09)</u> Million baht

Net cash used in financing activities

Proceed from long-term loans	274.19 Million baht
Payment of finance lease payables	(82.21) Million baht
Dividend	(107.80) Million baht
Proceeds from the capital increase	483.12 Million baht
Interest payable	<u>(21.39)</u> Million baht
Net cash used in financing	<u>(545.91)</u> Million baht

Please be informed accordingly.

Sincerely yours,

(Mr.Suthat Boonyaudomsart)

Vice Managing Director of Accounting & Finance Controller