

At TMI017/2020

November 13th, 2020

Subject: Clarification of the 20% change in net profit for the third quarter of 2020 (3Q2020)
Attention: The President
The Stock Exchange of Thailand

Teera-Mongkol Industry Public Company Limited would like to clarify the operating result of the company and its subsidiaries as follows:

Unit: thousand baht

	3Q2020	3Q2019	Increase/(Decrease)
Sales Revenue	122,378	91,104	31,274
Net Profit(Loss)	6,305	(4,352)	10,657

The operating result in the third quarter of 2020, the net profit was Baht 6.30 million, or an increase of 244.86%, when compared to net loss at Baht 4.35 million in the same quarter last year.

The sales revenue in the third quarter of 2020 was Baht 122.38 million, or an increase of 34.33% when compared to Baht 91.10 million in the same quarter last year. The reason of the increase in sales revenue was from special projects and achieved the selling target. Another reason was from sales revenue of new products were promoted since early 2020.

The cost of sales in the third quarter of 2020 was Baht 79.83 million, or an increase of 29.99% when compared to Baht 61.41 million in the same quarter last year. The reason for such increase was the more proportion of the revenue.

The cost of distributions in the third quarter of 2020 was Baht 17.14 million, or an increase of 14.09 % when compared to Baht 15.02 million in the same quarter last year. Such expenses increased due to the more commission.

. According to the above reasons, the result of business operation has changed over 20% from the previous year.

Please be informed accordingly.

Best regards,

Theerachai Prasitrattanaporn
Managing Director

Head Office: 46/67-69 Moo 3, Leab Klong Siwapasawad Rd., Kokkrabue, Muang, Samut Sakhon 74000
Tel. +66(0)34-854-629 Fax. +66(0)34-854-630

Sale Office: 260/2 Charoen Nakorn Rd., Samrae, Thonburi, Bangkok 10600
Tel. + 66(0)2-877-9510-22 Fax. +66(0)2-877-9522-23
For more information, please visit www.thaiballast.com