

No. NDR013/2021

13 August 2021

**Subject:** Management Discussion and Analysis (MD&A) Report for Quarter 2/2021

**Attention:** Directors and Manager, The Stock Exchange of Thailand

N.D. Rubber Public Company Limited (“the Company” or “NDR”) would like to present the MD&A for the Three-Month period ended 30 June 2021. The details are as follows:

**Revenue**

Unit : Million Baht

		Q2/20	Q1/21	Q2/21	YoY		QoQ	
					Different	%	Different	%
Consolidated Statement	Revenue from Sales	157.53	198.69	200.99	43.46	27.59%	2.30	1.16%
	Profit (Loss) from Exchange rate	-0.23	0.00	0.13	0.36	156.52%	0.13	N/A
	Other Revenues	0.75	2.22	1.30	0.55	72.41%	-0.92	-41.44%
		158.06	200.91	202.42	44.36	28.07%	1.51	0.75%
Separated Statement	Revenue from Sales	115.43	150.56	143.07	27.64	23.95%	-7.49	-4.97%
	Profit (Loss) from Exchange rate	-0.23	0.00	-0.48	-0.25	-108.70%	-0.48	N/A
	Other Revenues	1.05	0.72	9.70	8.65	823.81%	8.98	1247.22%
		116.25	151.28	152.29	36.04	31.00%	1.01	0.67%

- Due to re-pandemic of COVID-19 since end of last year and still continuing to Q2/2021 and the lockdown situation in Cambodia, Laos and Malaysia and including the close of some businesses in Thailand resulting in difficulty to increase the revenue in this quarter. However, we still can keep our revenue to be close to the Q1/2021.
- Revenue of Q2/2021 is increased by 43.46 Million Baht (27.59%) comparing with Q2/2020 but little increased by 2.30 Million Baht (1.16%) comparing with Q1/2021.

## Cost and Expenses

Unit : Million Baht

		Q2/20	Q1/21	Q2/21	YoY		QoQ	
					Different	%	Different	%
Consolidated Statement	Revenue from Sales	157.53	198.69	200.99	43.457	27.59%	2.30	1.16%
	Cost of Sales	119.85	156.17	161.2	41.35	34.50%	5.03	3.22%
		76.08%	78.60%	80.20%	4.12%	5.42%	1.60%	2.04%
	Selling Expenses	7.35	9.26	8.87	1.52	20.68%	-0.39	-4.21%
		4.67%	4.66%	4.41%	-0.25%	-5.41%	-0.25%	-5.31%
	Administration Expenses	19.62	22.68	19.59	-0.03	-0.15%	-3.09	-13.62%
12.45%		11.41%	9.75%	-2.71%	-21.74%	-1.67%	-14.61%	
Separated Statement	Revenue from Sales	115.43	150.56	143.07	27.64	23.95%	-7.49	-4.97%
	Cost of Sales	102.48	127.8	128.18	25.7	25.08%	0.38	0.30%
		88.78%	84.88%	89.59%	0.81%	0.91%	4.71%	5.55%
	Selling Expenses	1.41	2.01	2	0.59	41.84%	-0.01	-0.50%
		1.22%	1.34%	1.40%	0.18%	14.44%	0.06%	4.71%
	Administration Expenses	9.21	10.49	7.09	-2.12	-23.02%	-3.40	-32.41%
7.98%		6.97%	4.96%	-3.02%	-37.89%	-2.01%	-28.87%	

- Cost of goods sold of Q2/2021 is little increased from last quarter because of the increasing in the commodities price. Although we cannot keep the margin as last year's margin, but we can keep it in the level that the Company can make a good profit because of our managing system which try to balance the price and the increased cost. We will keep a close monitor on the movement of the raw material's price.

## Company Performance

Unit : Million Baht

		Q2/20	Q1/21	Q2/21	YoY		QoQ	
					Different	%	Different	%
Consolidated Statement	Revenue from Sales	157.53	198.69	200.99	43.457	27.59%	2.30	1.16%
	Gross Profit	37.68	42.52	39.79	2.11	5.60%	-2.73	-6.42%
		23.92%	21.40%	19.80%	-4.12%	-17.23%	-1.60%	-7.49%
	Net Profit (Loss)	8.86	10.91	9.74	0.88	9.93%	-1.17	-10.72%
5.62%		5.49%	4.85%	-0.78%	-13.84%	-0.64%	-11.75%	
Separated Statement	Revenue from Sales	115.43	150.56	143.07	27.64	23.95%	-7.49	-4.97%
	Gross Profit	12.94	22.76	14.89	1.95	15.07%	-7.87	-34.58%
		11.21%	15.12%	10.41%	-0.80%	-7.16%	-4.71%	-31.15%
	Net Profit (Loss)	1.28	9.08	13.21	11.93	932.03%	4.13	45.48%
1.11%		6.03%	9.23%	8.12%	732.65%	3.20%	53.10%	

- Gross and Net profit of Q2/2021 is at 19.80% and 4.85% respectively. Due to the higher of raw material cost and re-pandemic of COVID-19, our margin is squeezed. However, the Company has controlled the expenses to push up the margin.

**Assets and Liabilities**

Unit : Million Baht

		Q2/20	Q1/21	Q2/21	YoY		QoQ	
					Different	%	Different	%
Consolidated Statement	Current Assets	301.41	376.21	379.49	78.08	25.90%	3.28	0.87%
	Fixed Assets	715.53	695.14	754.57	39.04	5.46%	59.43	8.55%
	<b>Total Assets</b>	<b>1,016.94</b>	<b>1,071.35</b>	<b>1,134.06</b>	<b>117.12</b>	<b>11.52%</b>	<b>62.71</b>	<b>5.85%</b>
	Current Liabilities	243.08	252.58	238.39	-4.69	-1.93%	-14.19	-5.62%
	Long-term Liabilities	60.66	54.97	52.63	-8.03	-13.24%	-2.34	-4.26%
	<b>Total Liabilities</b>	<b>303.74</b>	<b>307.55</b>	<b>291.02</b>	<b>-12.72</b>	<b>-4.19%</b>	<b>-16.53</b>	<b>-5.37%</b>
	Retained Earnings	713.2	763.8	843.05	129.85	18.21%	79.25	10.38%
Separated Statement	Current Assets	137.41	170.02	174.99	37.58	27.35%	4.97	2.92%
	Fixed Assets	850.24	836.93	887.64	37.40	4.40%	50.71	6.06%
	<b>Total Assets</b>	<b>987.65</b>	<b>1,006.95</b>	<b>1,062.63</b>	<b>74.98</b>	<b>7.59%</b>	<b>55.68</b>	<b>5.53%</b>
	Current Liabilities	217.76	220.79	204.92	-12.84	-5.90%	-15.87	-7.19%
	Long-term Liabilities	22.81	17.99	16.13	-6.68	-29.29%	-1.86	-10.34%
	<b>Total Liabilities</b>	<b>240.57</b>	<b>238.78</b>	<b>221.05</b>	<b>-19.52</b>	<b>-8.11%</b>	<b>-17.73</b>	<b>-7.43%</b>
	Retained Earnings	747.08	768.17	841.58	94.50	12.65%	73.41	9.56%

- The Company use the excess cash from operation to pay back both short term liabilities and long term liabilities, so total liabilities of the Company is less.

Due to re-pandemic of COVID-19, the Company still maintain the regulation that everyone must strictly do as following:

- All employees and visitors must enter into the screening point for fever screening before entering the Company;
- All employees are required to wear a surgical mask at all times when in public areas; and
- Encourage employees to regularly wash their hands with water or alcohol and keep social distance.

Please be informed accordingly,

Yours faithfully,



(Mr. Chaiyasit Samrittivanicha)

Managing Director