



Ref. TPBI-EXC 037/2021

8 November 2021

Subject: Interim Management Discussion & Analysis of financial statements for the third quarter of 2021

To: The President & Directors
The Stock Exchange of Thailand

In compliance with the regulations of the SET, dated 19 November 1993, TPBI Public Company Limited (the “Company”) would like to present the operating results and financial position of the Company for the third quarter ended September 30, 2021 as follows.

Respectfully yours,

(Mr. Kamol Borrisuttanakul)
Chief Financial Officer

Sales

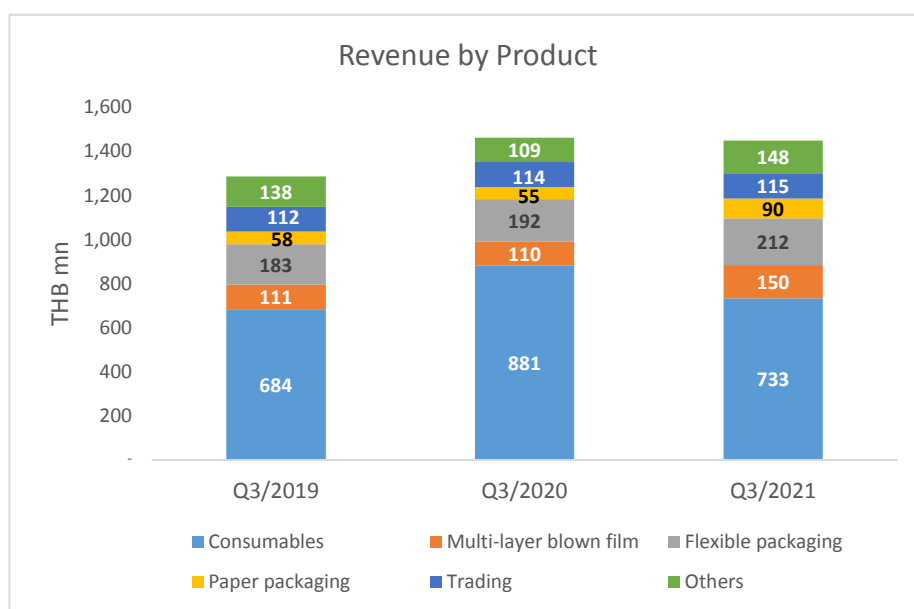
In 3Q21, the Company posted THB 1,448.45 million in sales, slightly decreased by THB 12.72 million or 0.87% from the same period last year. Majority of sales (63.87%) came from exports to international markets and sales from foreign subsidiaries of the Company (Myanmar, United Kingdom and Australia).

The sales of reusable bags recorded sales growth of 78.53% over the same period last year, followed by flat cut bags and fruit & vegetable bags with the growth rate of 62.5% and 46.23% respectively.

On the other hand, the sales of vest carriers/t-shirt decreased by 47.55% and garbage bags dropped by 36.23% from 3Q20.

Sales of multi-layer blown films increased from THB 110.33 million in 3Q20 to THB 149.86 million which increased its sales contribution from 7.55% to 10.35%. In addition, sales of flexible packaging also increased by 10.80% to THB 212.27 million in 3Q21 which pulled up its sales contribution to 14.66% of total sales.

Sales revenue of paper packaging products from TPBI UK, TPBI Paper and TPBI Australia rose significantly from THB 54.87 million in 3Q20 to THB 90.21 million. This made a great progress in its sales contribution from 3.76% to 6.23% of total sales. Sales of global trading were in at the same level of last year at THB 114.63 million while sales of other products increased from THB 109.30 million to THB 148.10 million, or 35.50% YoY.



Cost and Expenses

Cost of Sales of 3Q21 was THB 1,251.34 million, increased from prior year THB 1,233.12 million or 1.48%, resulted from higher raw material price.

SG&A in 3Q21 increased from the same period last year by 15.45% from THB 137.81 million to THB 159.10 million. SG&A in 3Q21 was 10.89% of total revenue compared to 9.39% the same period last year.

Profitability of the Company

The Company recorded its profit at THB 25.36 million decreased from THB 72.64 million the same period of last year.

EBITDA decreased by THB 44.83 million or by 25.54% YoY, resulted from the decrease in total revenue and gross profit margin as mentioned above. The Company intends to increase profitability and sales to strengthen utilisation rate and operating results of the Company.

In THB mm	3Q21	3Q20	YoY	
			THB mm	%
Sales	1,461.26	1,467.48	(6.15)	(0.42%)
Cost of Sales	1,251.34	1,233.12	18.22	1.48%
Other income	12.81	6.25	6.56	105.04%
SG&A	159.10	137.81	21.29	15.45%
EBITDA	130.66	175.49	(44.83)	(25.54%)
NPAT	25.36	72.64	(47.28)	(65.08%)
EPS (THB)	0.064	0.181	(0.117)	(64.64%)

Financial Position

Assets

Total assets of the Company as of 3Q21 was THB 5,201.77 million, increased by THB 368.88 million or 7.63% from the end of 3Q20. The Company had total current assets of THB 2,318.11 million, increased by THB 389.47 million or 20.19% which was composed of an increase in trade and other receivable of THB 56.81 million or 7.15%, an increase of inventories of THB 234.39 million or 25.65% and an increase in cash and cash equivalents of THB 87.59 million or 44.76%. Besides, the Company had an increase in other non-current assets of THB 6.14 million or 264.07%, a decrease in PP&E of the Company by THB 49.66 million or 1.93%.

Liabilities and Shareholders' Equity

As of 3Q21, total liabilities of the Company were THB 2,678.53 million, increased by THB 390.90 million or 17.09% from end of 3Q20 due to the increase in short-term borrowing, comprising promissory note, trustee payable and packing creditor from financial institution of THB 376.87 million or 60.30% and trade payable and other payable increased by THB 51.11 million or 6.99%. and derivative liabilities increased by THB 21.78 million or 988.96%

Shareholders' equity as of 3Q21 amounts to THB 2,523.25 million, decreased by THB 22.02 million from end of 3Q20 due to an decrease of retained earnings by THB 74.70 million, increase of other components of shareholders' equity by THB 17.83 million and increase non-controlling interests of subsidiaries by THB 34.84 million.

	3Q21	3Q20
Gross Profit Margin (%)	13.61%	15.61%
Net Profit Margin (%)	1.74%	4.95%
Current Ratio (x)	1.12x	1.18x
Quick Ratio (x)	0.56x	0.62x
D/E Ratio (x)	1.06x	0.90x
EPS (THB/SHARE)	0.064	0.181
BVPS (THB/SHARE)	6.05	6.11