



บริษัท เอ็นเอฟซี จำกัด (มหาชน)  
NFC PUBLIC COMPANY LIMITED

เลขที่ 88 อาคาร เอสซี กรุ๊ป ชั้น 3 ถนนเดอะพาร์คแลนด์ แขวงบางนาเหนือ เขตบางนา กรุงเทพฯ 10260  
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ทะเบียนเลขที่ 0107538000495  
Registration No. 0107538000495



NFC 085/2021

November 9, 2021

Subject: To submit Financial Statements and clarification of the Operating Results changed more than 20% for the 3<sup>rd</sup> quarter ended September 30, 2021.

Attention: The President

The Stock Exchange of Thailand (“SET”)

Attachment: 1. Copy of interim financial statements for the 3<sup>rd</sup> quarter ended September 30, 2021.

2. Management discussion and analysis for the 3<sup>rd</sup> quarter ended September 30, 2021.

NFC Public Company Limited (“the Company”) would like to submit the interim financial statements the 3<sup>rd</sup> quarter ended September 30, 2021, which had already reviewed from Auditor to SET as Attachment no.1, and would summarize the operating results which had changed in Management Discussion and Analysis the 3<sup>rd</sup> quarter ended September 30, 2021 as Attachment no.2.

Please be informed accordingly,

Yours sincerely,

(Mrs. Bongkot Rungkornpaisarn)

Chief Corporate Affairs Officer

NFC Public Company Limited

## **Management Discussion and Analysis – For Quarter/3 2021**

### **Operating Performance**

For the quarter 3/2021 ended 30 September 2021, the Company's net profit attributable to equity holders of the Company was 4.15 MB., net profit decreased by 1.13 MB. or 21.40% compared to quarter 3/2020.

- Gross Profit decreased by 10.51 MB. or 22.86%
- Other Income increased by 9.99 MB. or 2,270.45%
- Total Expenses increased by 0.99 MB. or 2.57%
- Financial Cost increased by 4.83 MB. or 121.97%
- Tax income increased by 5.21 MB or 391.73%
- Portion of non-controlling interests in subsidiaries not changed

Details are as followings:

### **Revenues from sales and services**

For the quarter 3/2021 ended 30 September 2021, the Company had total revenue from sales and services of 367.75 MB., increased by 207.23 MB. or 129.10% compared to quarter 3/2020 because of.

- Revenue from sales of chemical products was 343.41 MB., increased by 209.96 MB. or 157.33% compared to quarter 3/2020 due to
  - Sales of Sulfuric acid increased by 175.36 MB. or 319.36%. due to the sulfuric acid price increased because the global market price increased. Sales volume increased by 14,257 tons or 19.84%.
  - Sales of Ammonia increased by 33.06 MB. or 47.32%. sale volume increased by 104 tons or 2.97%
  - Sales of Ammonium Hydroxide increased by 1.54 MB. or 17.74% due to the higher sale volume of 275 tons or 15.59% due to increased customers.
- Total service income was 24.34 MB., decreased by 2.73 MB. or 10.08% compared to quarter 3/2020 due to
  - Revenue from warehouse service decreased by 2.76 MB. or 23.85% due to expansion of service area and number of customers decreased.
  - Revenue from Logistic & Liquid warehouse service does not change.
  - Revenue from Port Service increased by 0.03 MB. or 1.33% due to the increased of company's terminal revenue.

### **Cost of sales and services and gross margin**

For the quarter 3/2021 ended 30 September 2021, the Company's cost of sales and services was 332.29 MB., increased by 217.74 MB. or 190.08% compared to quarter 3/2020 while gross margin was decreased to 9.64% compared to quarter 3/2020 at 28.64% due to

- Cost of chemical products increased by 219.76 MB. or 202.71% compared to quarter 3/2020 due to
  - Cost of sale Sulfuric acid increased by 186.79 MB. or 349.01% due to the increased in the price of imported chemical products in accordance with the market price trend.
  - Cost of sale Ammonia increased by 28.24 MB. or 58.83%
  - Cost of sale Ammonium Hydroxide increased by 4.73 MB. or 68.55%

- The gross margin of chemical products decreased by 9.80 MB. or 39.14% effecting to gross margin ratio decreased to 4.44% compared to quarter 3/2020 at 18.76% due to the higher cost of chemical products.
- Cost of services decreased by 2.02 MB. or 32.90% compared to quarter 3/2020 due to decreased warehouse service cost.

### **Other income**

For the quarter 3/2021 ended 30 September 2021, the Company had income that not related to the main business of 10.43 MB., increased by 9.99 MB. or 2,270.45% compared to quarter 3/2020, resulting from

- Gain from exchange rate increased by 5.94 MB.
- Profit from disposal of property 2.82 MB. from sale of scrap metal after demolition to unrelated company.
- Doubtful debt reversal increased by 1.15 MB.
- Interest income increased by 0.10 MB
- Reduce payments for obsolete products increased by 0.08 MB.
- Other income decreased by 0.10 MB.

### **Total expenses**

For the quarter 3/2021 ended 30 September 2021, the Company had total expenses of 39.58 MB., increased by 0.99 MB. or 2.57% compared to quarter 3/2020 due to

- Selling expenses decreased by 0.18 MB. or 1.99%, due to reduced maintenance costs 0.31 MB., other selling expenses decreased by 0.09 MB. and transportation to the customer increased by 0.22 MB. from increased in sales volume of ammonia products.
- Administrative expenses increased by 1.17 MB. or 3.96% resulting from
  - Estimated demolition costs increased by 2.20 MB.
  - Depreciation increased by 0.81 MB.
  - Employee expenses decreased by 0.86 MB.
  - Other administrative expenses decreased by 0.98 MB.

### **Financial Costs**

For the quarter 3/2021 ended 30 September 2021, the Company had Financial Costs of 8.79 MB., increased by 4.83 MB. or 121.97% From TFRS16, Lease agreements increased by 3.94 MB. and interest on loans from financial institutions increased by 0.89 MB. when compared to quarter 3/2020.

### **Financial Position**

From the Company's financial statement as at ended 30 September 2021, the Company had total assets of 3,506.50 MB., total liabilities of 2,563.96 MB., Non-controlling interests of subsidiaries loss 2.43 MB. and Total equity attributable to owners of the company of 944.97 MB. or book value of 0.87 Baht per share, and at the end of 2020, the Company had total assets of 2,839.63 MB., total liabilities of 1,914.28 MB., Non-controlling interests of subsidiaries loss 2.17 MB. and Total equity attributable to owners of the company of 927.52 MB. or book value of 0.85 Baht per share.

As at 30 September 2021, the Company' had a working capital in cash of 328.14 MB., with enough for current operation business. The significant changed for financial position of the Company are as follows.

- As of 30 September 2021, the Company's total assets were 3,506.50 MB., increased by 666.87 MB. or 23.48% compared to the end of year 2020 as per following details
  - Cash and cash equivalents of 328.14 MB., increased by 219.37 MB. or 201.68% from net cash provided from Investing activities compared to last year.
  - Trade accounts receivable and other current account receivables were by 148.19 MB., decreased by 30.84 MB. or 17.23% from Advance payment to suppliers decreased by 30.59 MB. input VAT undue decreased by 14.76 MB., Operating receivables increased 10.56 MB. and other current account receivables increased by 3.95 MB.
  - Inventories were 175.26 MB., increased by 133.49 MB. or 319.58% from Goods in transit Sulfuric acid increased by 106.19 MB., Ammonia increased by 26.25 MB., Supplies and others increased by 1.03 MB., Ammonium Hydroxide increased by 0.13 MB., Gypsum bags decreased by 0.11 MB.
  - Other current financial assets decreased by 1.81 MB. or 19.28% from the Deposit as collateral for Trade Credit Facilities with Financial Institutions decreased.
  - Others current asset of 9.76 MB., increased by 8.06 MB. or 474.12% from the Deposit for importing goods.
  - Non-current assets or disposal groups classified as held for sale decreased by 13.98 MB. or 100.00% Because of demolition unused factory buildings and disposal scrap metal after demolition to non-related company.
  - Property, plant and equipment (PPE) of by 1,770.27 MB., increased by 451.34 MB. or 34.22% due to from Purchase and investment of PPE during the year of 512.08 MB., which consists of invest Fuel Tank Farm project of NFCT about 421.46 MB. NFCW by 44.54 MB. the purchase of assets and equipment of NFC 46.08 MB., net depreciation decreased by 48.93 MB., and classified an held for sale decreased by 7.16 MB., Because of demolition unused factory buildings and disposal scrap metal after demolition to non-related company and Allowance for impairment increased by 4.65 MB.
  - Right of use asset by 938.84 MB., decreased 38.13 MB., or 3.90%
  - Other non-current asset of Baht 91.07 MB. decreased 70.75 MB. or 43.72% due to amortized for the advance of subsidiaries' construction Fuel Tank Farm project.
- As of 30 September 2021, the Company had total liabilities of 2,563.96 MB., increased by 649.68 MB. or 33.94% compared to the end of year 2020.
  - Bank overdraft and short-term loan from financial institution of 208.14 MB., increased by 114.63 MB. or 122.59% from increased usage credit facilities (LC/TR/PN) with financial institutions.
  - Trade accounts payable and other current account payable of 328.98 MB., decreased by 45.72 MB. or 12.20% due to net trade account payable increased by 122.43 MB., Other trade payable decreased by 168.15 MB. of project NFCT Fuel Tank Farm decreased 226.41 MB., Other account payable decreased 0.38 MB. Deposit received in advance increased by 58.64 MB.
  - Long-term loans from financial institutions by 1,054.66 MB. increased by 565.50 MB. or 115.61% from Fuel Tank Farm project NFCT.

- As of 30 September 2021, the Company had shareholders' equity of 942.54 MB., increased by 17.19 MB. or 1.86 % compared to the end of year 2020 due to the Company's comprehensive net profit of 17.45 MB. Other components of shareholder's equity caused by the surplus from the revaluation of assets decreased by 22.03 MB. mainly caused by demolition unused factory buildings and disposal scrap metal after demolition to unrelated company and a portion of non-controlling interests in subsidiaries of loss 0.26 MB. At present, the Company has a paid-up capital 815.88 MB. ordinary shares 1,087.83 Million shares at par value 0.75 Baht.

### **Cash flow Statement of the Company**

For the quarter 3/2021 ended 30 September 2021, the Company had net increased in cash and equivalents by 219.37 MB., cash and cash equivalents at the beginning of the period was by 108.77 MB. As a result, cash and cash equivalents at the end of the period was 328.14 MB. due to.

- Cash flow provided used in the operating 4.26 MB. resulting from business operations.
- Cash flow used in from investing 430.62 MB., mostly due to investment in the Fuel Tank Farm project NFCT 384.54 MB., purchase of assets and equipment of NFC 46.08 MB.,
- Cash flow provided from financing activities 654.25 MB. resulting received long-term loans from financial institutions by 598.38 MB. net-of received on trade credit facilities (LC/TR/PN) to Financial Institutions 114.63 MB., pay rental fees payment 43.61 MB. and pay interest 15.14 MB.