



Goodyear (Thailand) Public Company Limited
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บริษัท กู๊ดเยียร์ (ประเทศไทย) จำกัด (มหาชน)
50/9 หมู่ที่ 3 ถนนพหลโยธิน ก.ม. 36
ตำบลคลองหนึ่ง อำเภอคลองหลวง
จังหวัดปทุมธานี 12120
เลขประจำตัวผู้เสียภาษี 0107537001188
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Management discussion and analysis for the three-month period and nine-month period ended 30 September 2021

Goodyear (Thailand) Public Company Limited (the “Company”) would like to explain the reasons for the more than 20% change in revenue and/or net profit for the three-month period and nine-month period ended 30 September 2021 when compared to the same period of the year 2020:

1. Revenue from Sales:
 - 1.1) The Company’s Net Sales for the three-month period ended 30 September 2021 was Baht 842 Million – a decrease when compared to the same period of 2020 of Baht 903 Million or 7%.
 - 1.2) The Company’s Net Sales for the nine-month period ended 30 September 2021 was Baht 2,894 Million - an increase when compared to the same period of 2020 of Baht 2,392 Million or 21%.
2. Cost of Sales:
 - 2.1) The Company’s Cost of Goods Sold for the three-month period ended 30 September 2021 represented 92.53% of net sales which was similarly when compared to the same period of 2020, which was 92.32% of net sales.
 - 2.2) The Company’s Cost of Goods Sold for the nine-month period ended 30 September 2021 represented 87.57% of net sales and lower when compared to the same period of 2020, which was 90.97% of net sales.
3. Selling and Administration Expenses: The Company’s Selling and Administration Expenses for the three-month period and nine-month period ended 30 September 2021 was Baht 134.8 Million and Baht 147.1 Million, respectively.
4. Assets: The Company’s Total Assets for the nine-month period ended 30 September 2021 was Baht 6,869 Million an increase of Baht 249 Million from the year ended period ended 31 December 2020 or 3.76%. This was due to the increasing of inventories and machines.
5. Net Profit (Loss): The Company’s net loss for the three-month period ended 30 September 2021 was Baht 70.23 Million, similarly when compared to the same period of 2020 of loss in Baht 71.89 Million or 2.3% improvement. This was improved by the tires industry recovery from Covid-19 pandemic situation.