

At TMI011/2021

November 12th, 2021

Subject: Clarification of the 20% change in loss profit for the third quarter of 2021 (3Q2021)
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

	3Q2021	3Q2020	Increase/(Decrease)
Sales Revenue	122,394	122,378	16
Net Profit(Loss)	(3,157)	6,305	(9,462)

The operating result in the third quarter of 2021, the net loss was Baht 3.16 million, or a decrease of 150.07%, when compared to net profit at Baht 6.30 million in the same quarter last year.

The sales revenue in the third quarter of 2021 was Baht 122.39 million, or an increase of 0.01% when compared to Baht 122.38 million in the same quarter last year. The COVID-19 situation had affected on modern trade in department stores and halted operation of many branches temporarily in last July and August. However, the company still maintained sales revenue by increasing OEM (Original Equipment Manufacturer) service for export. Moreover, new products and promotions in the third quarter were nicely responded by customers. Therefore, the total sales revenue was similar to the same quarter last year.

The cost of sales in the third quarter of 2021 was Baht 86.98 million, or an increase of 8.95% when compared to Baht 79.83 million in the same quarter last year. The increased cost was due to higher costs of many main raw materials. For instance, copper price was increased from 250 - 270 Baht per kilogram to 370 - 385 Baht kilogram when compared to the same quarter last year, or increased 45%. Steel price was increased from 21-23 Baht per kilogram to 46-47 Baht per kilogram when compared to the same quarter last year, or increased more than 100%.

The cost of distributions in the third quarter of 2021 was Baht 16.31 million, or a decrease of 4.80% when compared to Baht 17.14 million in the same quarter last year. The expenses decreased due to the less commission.

The administrative expenses in the third quarter of 2021 were Baht 19.64 million, or an increase 12.23% when compared to Baht 17.50 million in the same quarter last year. The expenses increased because of payment adjustment for employees and business advisors, including expenses in launching new biogas power plant.

The financial cost in the third quarter of 2021 was Baht 3.25 million, an increase 54.63% when compared to Baht 2.10 million. The cost increased due to interest payment of debenture stock.

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. 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