

November 12, 2021

Subject: Management Discussion and Analysis  
 For the three-month period ended September 30, 2021  
 To: The President,  
 The Stock Exchange of Thailand

Home Pottery Public Company Limited (“The Company”) would like to submit the Management Discussion and Analysis of the Company’s operation for the three-month period ended 30 September, 2021 with details as follows:

Unit: Million Baht

	Consolidated financial statements		Separate Financial Statement		Changes (separate financial statement)	
	30/9/2021	30/9/2020	30/9/2021	30/9/2020	(Million Baht)	%
<i>(Unit: Million Baht)</i>						
Revenue from Sales	64.35	12.47	47.64	9.99	37.65	376.88
Other Revenue	2.72	1.18	2.33	1.11	1.22	109.91
<b>Total Revenue</b>	<b>67.07</b>	<b>13.65</b>	<b>49.97</b>	<b>11.10</b>	<b>38.87</b>	<b>350.18</b>
Costs of Sales	49.04	12.09	34.55	11.01	23.54	213.81
Cost of distributions	4.81	1.92	4.06	1.16	2.90	250.00
Administrative Expenses	4.04	4.03	2.87	2.21	0.66	29.86
<b>Total Expenses</b>	<b>57.89</b>	<b>18.04</b>	<b>41.48</b>	<b>14.38</b>	<b>27.10</b>	<b>188.46</b>
<b>Profit (loss) from operating activities</b>	<b>9.18</b>	<b>(4.39)</b>	<b>8.49</b>	<b>(3.28)</b>	<b>11.77</b>	<b>(358.84)</b>
Financial costs	(0.09)	(0.09)	(0.05)	(0.04)	(0.01)	25.00
<b>Profit (loss) before tax income</b>	<b>9.09</b>	<b>(4.48)</b>	<b>8.44</b>	<b>(3.32)</b>	<b>11.76</b>	<b>(354.22)</b>
Tax income (expenses)	(0.93)	0.04	(0.95)	0.04	(0.99)	(2,475.00)
<b>Profit (loss) for the period</b>	<b>8.16</b>	<b>(4.44)</b>	<b>7.49</b>	<b>(3.28)</b>	<b>10.77</b>	<b>(328.35)</b>
<u>Profit attributable to</u>						
Owners of the parent	8.15	-4.42				
Non- controlling interests	0.01	-0.02				

The separate Financial Statement of Home Pottery Public Company Limited (“the Company”) for the three-month period ended 30 September 2021 showed total revenue of 49.97 million Baht. The cost of sales amounted to 34.55 million Baht, while cost of distributions and administrative expenses and financial costs were 6.98 million Baht in total. It was able to

return to profit showing a total net profit of 7.49 million baht and increased cash flow in the company. The changes are explained as follows.

Sales Revenues:

For the three-month period ended 30 September 2021, the Company generated a revenue from sales of 47.64 million Baht, increasing by 376.88% when compared to the same period in the previous year, which had a total revenue of 9.99 million Baht. As the epidemic situation of Corona 2019 ("COVID-19") in the customer's country is getting better. Selling export to foreign countries began to return. The company's export volume has increased more than the same period of 2020.

Cost of sales, Cost of distributions and Administrative Expenses:

For the three-month period ended 30 September 2021, the cost of sales was 34.55 million Baht, increasing by 213.81% from the same period in the previous year which had a cost of sales of 11.01 million Baht.

The Company's Gross Profit was 13.09 million Baht which had a Gross Profit Margin of 27.48%, increasing from the same period of previous year which had a Loss Profit Margin of 10.21%.

For the three-month period ended 30 September 2021, the cost of distributions and administrative expenses was 6.93 million Baht, increasing from the same period of previous year which had 3.37 million Baht, due to an increase in distribution costs. caused by shipping costs to distribute products both in and abroad and commission.

Net profit and Net profit margin

For the three-month period ended 30 September 2021, the Company's Net Profit was 7.49 million Baht which had a Net Profit Margin of 14.99%, increase 328.35% from the same period of the previous year which had Net Loss of 3.28 million Baht. This increase resulted from increased sales volume compared to the same period last year Thus affecting the recognition of revenue, profits and increased profit margins.

The consolidated financial statements in the second quarter of 2021 show total sales revenue of 64.35 million baht, cost of sales of 49.04 million baht and show net profit for the period of 8.16 million baht, with increased profits from the previous year. because the company and its subsidiaries has adjusted its strategies and promoted marketing both domestically and internationally. And the company received more orders from America and Europe which are main customers. Because those countries economic had recovered from covid-19 pandemic.

Please be informed accordingly.

Best Regards,



Home Pottery Public Company Limited

(Mr. Niran Chourkittisopon)

Managing Director