



Management Discussion and Analysis
For Q1/2022

Financial Position

Unit : Million Baht	2022 As of Dec 31, 2021	2021 As of Dec 31, 2020
Current Asset	1,188.19	1,243.05
Total Assets	2,326.71	2,392.86
Current Liabilities	569.19	631.94
Total Liabilities	701.12	762.26
Total Equity	1,625.58	1,630.60

Ratio	2022 (Oct 1 – Dec 31, 2021)	2021 (Oct 1 – Dec 31, 2020)
Gross Profit Ratio	12.99	14.33
ROE	2.18	2.99
Current Ratio	2.09	1.97
Debt/Equity Ratio	0.43	0.47

Gross Profit Ratio of Q1/2022 decreased 1.34% from the same period of last year as the affect from an increase in cost of sales.

Return on Equity of Q1/2022 decreased 0.81% from the same period of last year due to sales decreased.

Current Ratio of Q1/2022 increased 0.12 times, due to liability increased from account payable decreased.

Debt/Equity Ratio of Q1/2022 decreased 0.04 times, due to the quantity control on raw material purchases resulting into decreased debt.



Performance

Unit: Million Baht	Q1/2022 (Oct 1, 2021 – Dec 31, 2021)	% on sale	Q1/2021 (Oct 1, 2020 – Dec 31, 2020)	% on sale
Revenue from sales	629.58	100.00%	677.95	100.00%
Other Income	4.35	0.69%	4.30	0.63%
Cost of goods sold	-547.82	-87.01%	-580.76	-85.66%
Selling & Admin expenses	-50.63	-8.04%	-52.43	-7.73%
Finance income	0.75	0.12%	0.61	0.09%
Finance cost	-0.33	-0.05%	-0.45	-0.07%
Income tax	-0.48	-0.08%	-0.51	-0.08%
Net Profit	35.42	5.63%	48.71	7.19%
Gain (loss) from value of investment in equity	-1.12	-0.18%	-1.13	-0.17%
Total comprehensive income	34.30	5.45%	47.58	7.02%

Sales revenue in Q1/2022 was 629.58 million Baht, decreased 48.37 million Baht or 7.13% compared to same period of last year. This is due to the current effects from the global economic recession and the chip shortages in the industry and it is expected to get improved by middle of 2022. In addition to this, the spread of COVID-19 has impacted lowering the production in the automotive industry.

The net profit for Q1/2022 was 34.30 million Baht, decreased 13.28 million Baht. This is affected due to the sales decrease and increase in cost of sales.

According to data from the Federation of Thai Industries (FTI), the production of automobiles in 2021 has increased 18.12% from the previous year, which exceeded the target number. Therefore, the production of automobiles in 2022 is estimated at 1,800,000 units which is an increase of 6.78% which will be divided into 56% for export and 44% for domestic sales.

However, due to the global outbreak of COVID-19, shrinkage in consumption resulting from impact from the new variance of COVID-19, trade war and technology war between US and China affecting the shortage of chips and parts in automobile production, which is expected to cause a disruption in the production chain that will temporarily slow down the production of some models. In addition, the fluctuation of raw material prices will continue to impact the economic recovery.

The Company continues to closely monitor these situations and accordingly adjust their strategies to pace with the current market situations.