

At TMI002/2022

February 21, 2022

Subject: Management Discussion and Analysis yearly ending 31 Dec 2021  
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

	2021	2020	Increase/(Decrease)
<b>Sales Revenue</b>	484,274	447,861	36,413
<b>Net Profit(Loss)</b>	553	14,390	(13,837)

The operating result in 2021, the net profit of the parent company was Baht 0.55 million, or a decrease of 96.16%, when compared to net profit of the parent company at Baht 14.39 million in 2020.

The sales revenue in 2021 was Baht 484.27 million, or an increase of 8.13%, when compared to Baht 447.86 million in 2020. The increasing sales revenue was because the Company has released newly various products to the markets and obtain effective feedback.

The cost of sales in 2021 was Baht 331.56 million, or an increase of 12.81%, when compared to Baht 293.92 million in 2020. The increasing cost was from higher costs of transportation and many main raw materials, namely electronic parts, steel, copper wire, and aluminium. Besides, the depreciation of Thai Baht has also affected on the cost.

The cost of distributions in 2021 was 69.92 million or an increase of 7.64%, when compared to Baht 64.96 million in previous year. The raising cost was because of more commission.

The administrative expense in 2021 was Baht 76.63 million, or an increase of 9.06%, when compared to Baht 70.26 million in previous year. The increase was from payment adjustment for employees, higher expense for business advisors, and expense for launching new biogas power plant.

The financial costs in 2021 were Baht 11.46 million, or an increase of 30.83%, when compared to Baht 8.76 million in 2020. The increasing cost was due to interest payment of debenture stock.

From the above reasons, the result of business operation has changed over 20% from the previous year.

Please be informed accordingly.

Best regards,

Theerachai Prasittrattanaporn  
Managing Director

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