



Ref. TPBI-EXC 006/2022

28 February 2022

Subject: Interim Management Discussion & Analysis of financial statements for the fourth quarter of 2021

To: The President & Directors
The Stock Exchange of Thailand

In compliance with the regulations of the SET, dated 19 November 1993, TPBI Public Company Limited (the “Company”) would like to present the operating results and financial position of the Company for the fourth quarter ended December 31, 2021 as follows.

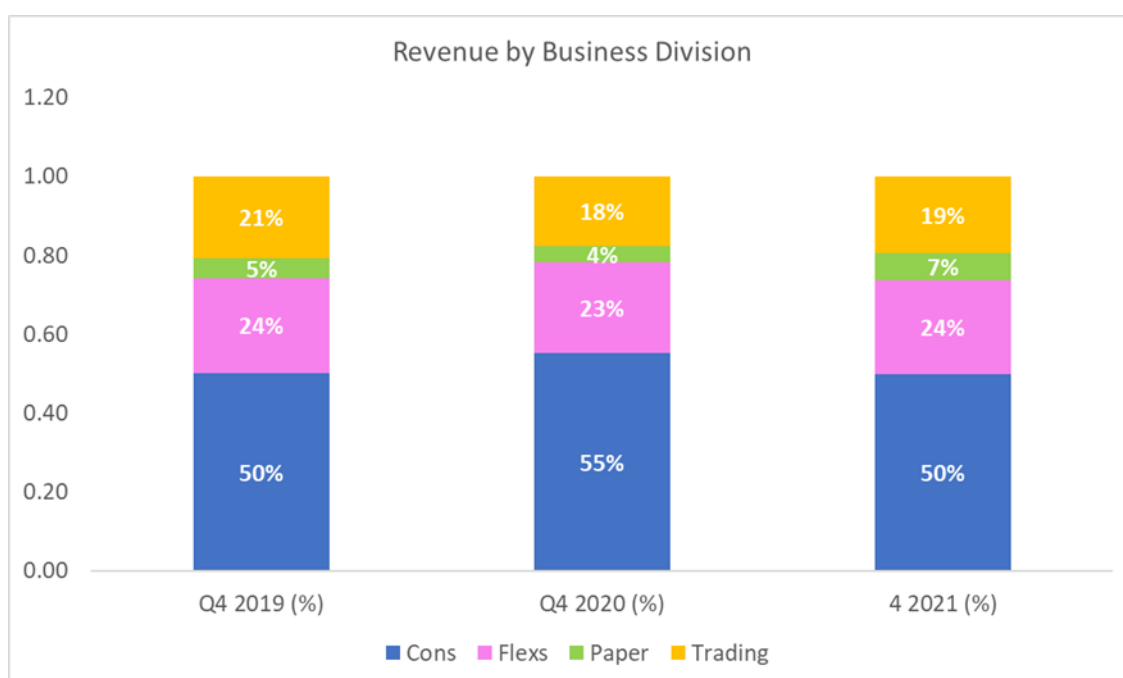
Respectfully yours,

(Mr. Kamol Borrisuttanakul)
Chief Financial Officer

Sales

In 4Q21, the Company posted THB 1,592.44 million in sales, increased by THB 273.35 million or 20.72% from the same period last year. Majority of sales (64.42%) came from exports to international markets and sales from foreign subsidiaries of the Company (Myanmar, United Kingdom and Australia).

Cons was 50%, Flexs was 24%, Paper was 7%, and Trading was 19% of Total revenue in 4Q21.



Cost and Expenses

Cost of Sales of 4Q21 was THB 1,360.46 million, increased from prior year THB 241.13 million or 21.54%, resulted from higher raw material price.

SG&A in 4Q21 decreased from the same period last year by 2.55% from THB 174.21 million to THB 169.77 million. SG&A in 4Q21 was 10.66% of total revenue compared to 13.21% the same period last year.

Profitability of the Company

The Company recorded its profit at THB 21.55 million decreased from THB 22.95 million the same period of last year.

EBITDA increased by THB 18.69 million or by 17.92% YoY, resulted from the decrease in total revenue and gross profit margin as mentioned above. The Company intends to increase profitability and sales to strengthen utilisation rate and operating results of the Company.

In THB mm	4Q21	4Q20	YoY	
			THB mm	%
Sales	1,592.44	1,319.09	273.35	20.72%
Cost of Sales	1,360.46	1,119.33	241.13	21.54%
Other income	8.52	13.41	(4.88)	(36.43%)
SG&A	169.77	174.21	(4.45)	(2.55%)
EBITDA	122.95	104.26	18.69	17.92%
NPAT	21.55	22.95	(1.40)	(6.10%)
EPS (THB)	0.06	0.04	0.02	34.64%

Operating Results (For the financial year of 2021 compared to the financial year of 2020)

For the financial year of 2021, profitability of the Company is decreased. the Company accounted a net profit of THB 26.97 million, decreasing from net profit of THB 175.42 million or decreased by 84.63% in the year earlier. The key factors as follows:

- Global crisis of shipment cause negative impact to income of the Company due to delayed shipment to such foreign customers.
- the fluctuation of Thai exchange rate creates negative effect to forward contracts that the Company previously entered into, and the Company has to record loss from mark to market value of such forward contract due to the application of International Financial Reporting Standard (IFRS-9).
- Raw material tended to increase and effect to production cost.

In terms of top line, the Company's total revenue increased to THB 5,684.67 million from THB 5,425.55 million, or 4.78% increased. the cost of sales increased to THB 4,972.47 million from THB 4,587.16 million in the year earlier while SG&A is at THB 621.24 million in 2021, increased from THB 591.01 million in 2020.

EBITDA decreased by THB 144.08 million or 25.26% YoY from THB 570.30 million to THB 426.22 million, compared to in 2020.

For the long-term outlook, the Company has policy to diversify its product portfolio into more sustainable and more value-added products. Furthermore, the Company is also on the transformation process for adjusting products portfolio so that the Company is able to quickly respond to the trend of the world plastic packaging industry.

<i>In THB mm</i>	2021	2020	YoY	
			THB mm	%
Sales	5,684.68	5,425.55	259.12	4.78%
Cost of Sales	4,972.47	4,587.16	385.30	8.4%
Other income	37.19	29.89	7.30	24.41%
SG&A	612.24	590.79	21.23	3.59%
EBITDA	426.22	570.30	(144.08)	(25.26%)
NPAT	26.97	175.42	(148.45)	(84.63%)
EPS (<i>THB</i>)	0.09	0.43	(0.34)	(78.33%)

Financial Position

Assets

Total assets of the Company as of 4Q21 was THB 5,351.56 million, increased by THB 337.35 million or 6.73% from the end of 4Q20. The Company had total current assets of THB 2,489.40 million, increased by THB 499.96 million or 25.13% which was composed of an increase in trade and other receivable of THB 260.94 million or 35.48%, an increase of inventories of THB 226.40 million or 22.83% and an increase in cash and cash equivalents of THB 23.08 million. Besides, the Company had an decrease in other non-current assets of THB 162.61 million or 5.38%, a decrease in PP&E of the Company by THB 218.98 million or 8.13%.

Liabilities and Shareholders' Equity

As of 4Q21, total liabilities of the Company were THB 2,805.89 million, increased by THB 348.93 million or 14.20% from end of 4Q20 due to the increase in short-term borrowing, comprising promissory note, trustee payable and packing creditor from financial institution of THB 355.16 million or 42.69% and trade payable and other payable increased by THB 42.96 million or 6.15%.

Shareholders' equity as of 4Q21 amounts to THB 2,545.67 million, decreased by THB 11.58 million from end of 4Q20 due to an decrease of retained earnings by THB 65.37 million, increase non-controlling interests of subsidiaries by THB 31.73 million and increase of other components of shareholders' equity by THB 22.05 million.

	4Q21	4Q20
Gross Profit Margin (%)	11.95%	14.76%
Net Profit Margin (%)	0.47%	3.23%
Current Ratio (x)	1.12x	1.08x
Quick Ratio (x)	0.57x	0.54x
D/E Ratio (x)	1.10x	0.96x
EPS (THB/SHARE)	0.09	0.43
BVPS (THB/SHARE)	6.11	6.13