



บริษัท น้ำตาลขอนแก่น จำกัด (มหาชน)
坤敬糖廠有限公司 (大眾)
KHON KAEN SUGAR INDUSTRY PUBLIC COMPANY LIMITED

No. AC 019/2022

11 March 2022

SUBJECT MANAGEMENT DISCUSSION AND ANALYSIS OF THE FINANCIAL PERFORMANCE
FOR THE 1st QUARTER 2022

ATTENTION PRESIDENT, THE STOCK EXCHANGE OF THAILAND

Khon Kaen Sugar Industry Public Company Limited and its subsidiaries ("KSL") would like to report our financial performance for the 1st quarter of fiscal year 2022 (from November 1, 2021 to January 31, 2022). The company had a net profit attributed to owners of the parent in the amount of THB 332 million which increased by THB 23 million or 8% comparison with the profit for the 1st quarter of fiscal year 2021 in the amount of THB 309 million. The operating performance and major changes are summarized as follows:

Revenues from Sales and Rendering of Services

(Unit : Million THB)

Structure of Revenues	THE 1 st QUARTER 2022	THE 1 st QUARTER 2021	Increase (decrease)
Revenues from sales	3,384	1,713	1,671
Sugar and molasses	2,927	1,316	1,611
Electricity	283	256	27
Fertilizer, fuels and others	174	141	33
Revenues from services	42	41	1
Total revenues from sales and services	3,426	1,754	1,672

(i) For the 1st quarter of FY2022 (Q1/2022, revenues from sales sugar and molasses of THB 2,927 million was increased by THB 1,611 million or 122% compared with Q1/2021, was mainly due to higher volume of sugar sale and inclining of export sale price. The total sugar sales volume for Q1/2022 was 157,130 tons that increased by 84% comparison with Q2/2021, and the average sugar sale price of all distribution channels for the quarter was increased by 9% due to inclining of world sugar price. The proportion of export sale per total sale in Q1/2022 was 67% which higher than 21% of Q1/2021 export sale proportion.

(ii) Revenue from sale of electricity was increased from THB 256 million to THB 283 million, 11% increase, due to increase in electricity volume.

(iii) Increase in revenues from other sugar-related businesses of THB 33 million or 23% increase was mainly due to enhancing farmer activities to support sugar cane output improvement in the upcoming crop harvests.

Gross Profit

Gross profit increased from THB 409 million to THB 630 million, 54% increase, was mainly due to increase in sale volume and increase in average sugar sale price, whereas gross profit margin decreased from 23% in Q1/2021 to 18% in Q1/2022 was mainly due to 16% increase in sugar cane costs as well as higher fuel costs for electricity production.

Distribution Costs


Distribution costs increased from THB 33 million to THB 85 million, or THB 52 million increase, was mainly from increase in sugar export sale volume.

Administrative expenses

Total administrative expenses increased by 6% or Baht 9 million was mainly due to increase in employee expenses.

For the 1st quarter of FY2022 financial status overview, the company had total assets of THB 44,133 million, total liabilities of THB 23,529 million and total shareholders' equity of THB 20,604 million. Interest bearing debt to equity ratio (IBD/E ratio) as at January 31, 2022 represented at 0.89 which close to the rate of 0.92 as at October 31, 2021.

Yours faithfully,



Mr. Chalush Chinthammit

President

Khon Kaen Sugar Industry Public Company Limited