

Ref: MOONG015/2022

May 10, 2022

Subject: Management Discussion and Analysis for the first quarter of 2022 Ended March 31, 2022

To: President  
The Stock Exchange of Thailand

Moong Pattana International Public Company Limited. (the “**Company**”) would like to report the operating results for the first quarter, ended March 31, 2022 which have already been reviewed by the Independent Auditor. Significant changes are summarized as the following:

- 1) Sales revenue in Q1/2022 was 199.4 million Baht, an increase of 8 million Baht from 191.4 million Baht in Q1/2021, or an increase of 4.2%. Even though the economy continues to slow down from the spread out of the coronavirus, but sales revenue continued to grow. The increase in sales revenue due to the rise of baby and mom products. Moreover, the company has been appointed to be a distributor of more products. The increase in sales revenue is mainly from the General Trade channel, export channel and e-commerce channel.
- 2) Cost of Sales in Q1/2022 increased by 5.7 million Baht from 115.8 million Baht in Q1/2021 to 121.5 million Baht or increase of 4.9% which is in line with the sales growth.
- 3) Selling and administrative expense in Q1/2022 was 81 million Baht, an increase of 9.2 million Baht from 71.8 million Baht in Q1/2021 or an increase of 12.8%. In Q1/2021, the epidemic situation of COVID was quite severe and the lock-down measure was applied which directly affects the Company’s sales thus the Company therefore has a strictly expenses control policy together with the control of advertising and sales promotion activities to comply with the decrease in sales. However, the epidemic situation in Q1/2022 getting better, then the Company has relieved its expense control policy, but still focusing on cost efficiency in accordance with sales. Therefore, the expenses in Q1/2022 increased but company still focusing on cost efficiency and continued to manage the sales and marketing expenses to be in line with sales.
- 4) Share of income from investment in associated company decreased 6.1 million Baht or 47.6% from 12.9 million Baht in Q1/2021 to 6.8 million Baht in Q1/2022 mainly from the raw material cost of associated company was increased.

From the above factors, the company’s net profit (Equity method) decreased from 23.3 million Baht in Q1/2021 to 14.9 million Baht in Q1/2022, a decrease of 8.4 million Baht or 36.4% from last year

Please kindly be informed.

Sincerely yours,

(-Signature-)

Mrs. Sureporn Anuvatudom  
Joint Chief Executive Officer