



MBAX 002/2565

May 11, 2022

Subject : Clarification of the operating results which are deviated more than 20%

To : The Managing Director  
The Stock Exchange of Thailand

- ❖ Multibax Public Company Limited would like to clarify the operating results which are deviated more than 20% from the same period last year, for three months ended March 31, 2022 as follows:

#### 1. Revenue of sales

Total revenue was accounted for 370.42 million Baht, increased by 55.27 million Baht or 17.54 percent compared to the same period last year (315.15 million Baht).

#### 2. Cost of sales

Total cost of sales was accounted for 329.46 million Baht, increased by 26.53 million Baht or 8.76 percent compared to the same period last year (302.93 million Baht).

#### 3. Selling and Administrative Expenses

Total selling and administrative expenses were accounted for 23.26 million Baht, increased by 0.22 million Baht or 0.95 percent compared to the same period last year (23.04 million Baht).

#### 4. Finance costs

Finance costs was accounted for 4.72 million Baht, increased by 0.59 million Baht or 14.29 percent compared to the same period last year (4.13 million Baht).

#### 5. Other Income

Other incomes were accounted for 4.21 million Baht, decreased by 7.51 million Baht or 64.08 percent compared to the same period last year (11.72 million Baht).

#### 6. Gain & Loss on exchange rate

Gain on exchange rate were accounted for 2.84 million Baht, increased by 11.02 million Baht or 134.72 percent compared to the same period last year (8.18 million Baht).

#### 7. Tax Expenses (Income tax expenses)

Tax expenses was accounted for 2.67 million Baht, increased by 5.21 million Baht or 205.12 percent compared to the same period last year (Income from tax reimbursement 2.54 million Baht).

#### 8. Net (Loss) Profit

Net profit was accounted for 17.36 million Baht, increased by 26.23 million Baht or 295.72 percent compared to the same period last year (Net loss 8.87 million Baht).

## Reasons for the increased of the net profit for three months ended March 31, 2022 were:

1. Revenue from sales increased by 55.27 million baht or 17.54 percent, mainly from the increase in selling prices. In the first quarter of 2022, the company had still experienced the serious shortage of containers and higher freight cost. As a result, the sales quantity were decreased when compared with the same period of 2021. However, the company has adjusted the selling prices upward with most of the customers which is in the accordance with the agreed trading agreement. Combining with the weakening of Baht against US\$, the sales revenue in Thai Baht were also increased. The impact from the above reasons is that the selling prices per unit in the first quarter of 2022 was higher than those of 2021.

2. Cost of sales increased by 26.53 million baht or 8.76 percent. This is the reflection from the increasing prices of the plastic resins when compared to the same period last year. These factors resulted to the higher production cost and also the cost of sales per unit . Nevertheless, the company can control all the relevant costs to match up with the current situation. The increasing impact from the sales revenue were also higher than the cost of sales. As such, the gross profit for the first quarter of 2022 had been recorded at 40.97 million Baht, increased by 28.74 million baht or 235.19 percent.

3. Total selling and administrative expenses were increased by 0.22 million Baht or 0.95 percent, from the increasing of the freight cost. As well, the administrative expenses were down from 2022 as the controlling of the staff number so to match with the current orders are well managed. In 2022, there is no employee further reduction and there was no unexpected compensation as we had in 2021.

4. Finance costs increased by 0.59 million Baht or 14.29 percent, mainly from returning of the short-term loans back to the financial institutes in this quarter.

5. Other income were decreased by 7.51 million Baht or 64.08 percent, from the down trend of customer compensation towards the new product sales in this quarter. This compensation was reduced to the level of the agreed trading responsibility.

6. Gain on exchange rate were increased by 11.02 million Baht or 134.72 percent, from the high volatility of Thai baht against US dollar. Actually, the forex management under the current circumstance was profoundly difficult. However, the company has tried her best to manage this exchange rate that in 2022, the gain on exchange rate had been recorded at 2.84 million Baht, where in 2021, the loss on exchange rate were amounted at 8.18 million Baht.

7. Tax expenses were increased by 5.21 million Baht or 205.12 percent. This is tallying with the higher earnings, while in the first quarter of 2021, the company recorded the income from tax reimbursement where it comes from the deferred tax assets derived from the net loss .

8. In summary, the revenue of sales increased from the selling prices adjustment and weakening of Thai Baht. The cost of sales and production cost were increased from the higher prices of plastic resin, so the gross profit was recorded at 40.97 million Baht, increased by 28.74 million Baht or 235.19 percent. Combining with all other factors including the increase of the selling & administrative expenses, finance costs and the decreasing of the other income, together made the outcome of the net profit for three months ended March 31, 2022 at 17.36 million Baht. This net profit was increased by 26.23 million Baht or 295.72 percent when compared to the net loss from the same period of 2021 at 8.87 million Baht.

For your acknowledgement.

Yours Sincerely,

Signature\_\_\_\_\_

(Mr. Pisuth Lertvilai)

Deputy Managing Director