

May 11, 2022

President Bakery Public Company Limited would like to submit the report of Management Discussion and Analysis (MD&A) for Operating Result in Q1/2022 ended on March 31, 2022 which has been reviewed by the auditor. The financial statement of the Company, as shown by equity method. The Company would like to clarify such significant changes as below,

### Performance of the Company

(Unit: million Baht)

	Q1/2022	%	Q1/2021	%	Increase (Decrease)	
					Amount	%
Sales	1,740.32	99.19	1,581.89	99.15	158.43	10.02
Total revenues	1,754.51	100	1,595.39	100	159.12	9.97
Cost of Sales	939.70	54.00	843.70	53.33	96.00	11.38
Gross Profit	800.62	46.00	738.19	46.67	62.43	8.46
Selling and Administrative expenses	400.03	22.80	382.15	23.95	17.88	4.68
Profit for the period	378.19	21.56	339.21	21.26	38.98	11.49
Profit for the period (Baht)	0.84		0.75		0.09	12.00

Remark: Percentage in Statement of comprehensive income derived from total revenues, while percentage of cost of sales and gross profit from sales

### 1. Operating Results

#### 1.1 Sales Revenue

The Company recorded total sales of Baht 1,740.32 million and Baht 1,581.89 million in Q1/2022 and Q1/2021 respectively, or increasing by 10.02%, as a result of the adjustment of product prices according to the increased cost of raw materials

#### 1.2 Cost of Sales

The cost of sales of the Company in Q1/2022 stood at Baht 939.70 million, or increasing by 11.38% from the same quarter of 2021, increased production costs as a result of the price of wheat flour which is the main raw material price increase. As a result, the gross profit margin of the Company stood at 46.00% decreasing from 46.67% in the same quarter last year.

### 1.3 Selling and Administrative Expenses

The selling and administrative expenses in Q1/2022 amounted to Baht 400.03 million, accounting for 22.80% of total revenues, increasing by 4.68% from the same quarter last year, mainly due to the increased cost of fuel for transportation due to rising oil prices.

### 1.4 Profit for the period

The Company had the profit for the period of Baht 378.19 million for the three month period ended 31 March 2022, or increasing by 11.49% from the same period last year due to increased sales volume. Moreover, the Company has recognized the share of profit from investment in joint venture for the 1<sup>st</sup> quarter of year 2022 in the amount of Baht 1.12 million.

## Financial Position of the Company

(Unit: million Baht)

	March 31, 2022	%	December 31, 2021	%	Increase (Decrease)	
					Amount	%
Total Assets	11,608.16	100	11,234.20	100	373.96	3.33
Total Liabilities	1,092.63	9.41	1,093.73	9.74	(1.10)	(0.10)
Shareholders' Equity	10,515.53	90.59	10,140.47	90.26	375.06	3.70
Total Liabilities and Shareholders' Equity	11,608.16	100	11,234.20	100	373.96	3.33

## 2. Financial Position

### 2.1 Assets

The total assets of the Company as of March 31, 2022 amounted to Baht 11,608.16 million, increasing by Baht 373.96 million from December 31, 2021. Main asset of the Company comprised of current assets by 52.10% of total assets and non-current assets by 47.90% of total assets. The increase in current assets resulted from increasing cash and cash equivalents by Baht 719.66 million from sales of goods and payment of debt.

The trade and other receivables of the Company accounted for 5.31% of total assets, decreasing by Baht 255.35 million from December 31, 2021 because the most of account receivables were paid on due.

### 2.2 Liabilities

The liabilities of the Company as of March 31, 2022 totaled to Baht 1,092.63 million, accounting for 9.41% of total Liabilities and Shareholders' Equity and decreasing by 0.10%, which was a slight decrease compared to as of December 31, 2021. As a result, the debt to equity ratio of the Company was at 0.10 times decrease from 0.11 times as of December 31, 2021.

### 2.3 Shareholders' Equity

The Shareholders' Equity of the Company as of March 31, 2022 amounted to Baht 10,515.53 million, accounting for 90.59% of Liabilities and Shareholders' Equity and increasing by Baht 375.06 million from December 31, 2021, resulting from the operating profits. As a result, the book value of the Company stood at 23.37 Baht per share, increasing from 22.53 Baht per share in 2021.

### 3. Liquidity Position

The net cash from operating activities of the Company in Q1/2022 ended on March 31, 2022 amounted to Baht 689.29 million, increasing by Baht 233.43 million or by 51.20% from the same quarter last year

The net cash from investing activities totaled to Baht 32.78 million Cash received from sales of other current financial assets increased by Baht 102.26 million from the same quarter last year and has a dividend income from joint venture of Baht 3.22 million.

The net cash used in financing activities totaled to Baht 2.41 million, decreasing by Baht 0.35 million, due to decreasing liability from the financial lease because agreement being matured.

As a result, the Company recorded cash and cash equivalents of Baht 1,109.43 million as of March 31, 2022, increasing by Baht 719.66 million.

As of March 31, 2022, the Company maintained the current ratio at 6.18 times, and the average days sales at 1 day. Meanwhile, the average days of debt collection of the Company stood at 38 days, and the average days of debt repayment was at 71 days. As a result, the cash cycle of the Company was at 32 days.

This is to be informed for your acknowledgement

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(Ms. Petcharat Anantawichai)

Director and Senior Management Accounting Department  
and Finance Department Manager

Company Secretary