

Ref. OS 2022/010



May 12, 2022

Subject : Management Discussion and Analysis for Quarter 1/2022

To : The Director and Manager of The Stock Exchange of Thailand

SiS Distribution (Thailand) Public Company Limited and its subsidiaries would like to announce the Financial Report for the first Quarter ended March 31, 2022 which has been reviewed by certified Auditors. The details are as follows:

#### 1) Total Revenue

Total revenue of the Company and its subsidiaries for the first Quarter of 2022 was 8,100 million Baht, an increase of 683 million Baht or 9.2% from the same period of last year. As a result of increase in inventory level at the end of last year, the Company had enough goods to support customers and reduced a shortage of products issue. These increases were from all group of products except Value Added because there was a large project sale amounting to 100 million Baht last year.

The revenue growth of each product groups was as follows:

- Consumer increased by 342 million Baht or 14.6%
- Commercial increased by 212 million Baht or 14.9%
- Phone increased 67 million Baht or 2.9%
- Others increased 125 million Baht or 35.5%

#### 2) Net Profit

Net Profit of the Company and its subsidiaries for the first Quarter of 2022 was 194 million Baht, a slight increase of 3 million Baht or 1.6% from the same period of last year. This was mainly due to a decrease in gross profit margin from 6.5% to 6.0% from Phone product. Although the gross profit margin has decreased but the Company was able to reduce selling and distribution expenses by 42 million Baht as well.

Yours sincerely,

Mr. Somchai Sittichaisrichart  
Managing Director