



**BRR** บริษัท น้ำตาลบุรีรัมย์ จำกัด (มหาชน)  
BURIRAM SUGAR PUBLIC COMPANY LIMITED

สำนักงานใหญ่/โรงงาน: 237 หมู่ที่ 2 บ้านสาวเอ้ ต.หินเหล็กไฟ อ.คูเมือง จ.บุรีรัมย์ 31190 โทร./โทรสาร 0-4466-6592-3

Head office/Factory: 237 Moo 2, Saoae, Hinleklai, Khumuang, Buriram 31190 Tel./Fax: +66-4466-6592-3

สำนักงานกรุงเทพฯ: 128/77-78 ชั้น 7 อาคารพญาไทพลาซ่า ถนนพญาไท แขวงทุ่งพญาไท เขตราชเทวี กรุงเทพฯ 10400 โทร. 0-2216-5820-2 โทรสาร: 0-2216-5823

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ทะเบียนเลขที่ 0107556000523 Website: <http://www.buriramsugar.com>

12 May 2022

**SUBJECT** MANAGEMENT DISCUSSION AND ANALYSIS OF THE FINANCIAL PERFORMANCE FOR THE  
1<sup>st</sup> QUARTER OF 2022

**ATTENTION** PRESIDENT, THE STOCK EXCHANGE OF THAILAND

Buriram Sugar Public Company Limited and its subsidiaries (“the Company”) clarify consolidated operating results by considering the Company’s Financial statement for the 1<sup>st</sup> quarter of 2022 and period ending 31 March 2022, the details are as follows:

**Performance Overview**

FINANCIAL SUMMARY	3 Months 2022	3 Months 2021	INCREASE (DECREASE)	
			AMOUNT	% CHANGED
<b>OPERATING RESULT (MILLION BAHT)</b>				
Revenue from Sales and Services	2,212.21	975.07	1,237.14	126.88%
Cost of Sales and Services	(1,648.93)	(747.66)	901.27	120.54%
Gross Profit	563.28	227.41	335.87	147.70%
Selling Expenses	(93.94)	(52.45)	41.49	79.10%
Administrative Expenses	(96.33)	(80.67)	(15.66)	19.42%
<b>Profit (Loss) for the year</b>	<b>425.09</b>	<b>185.85</b>	<b>239.25</b>	<b>128.73%</b>
<b>Financial ratios</b>				
Gross Margin (%)	25.46	23.32		
Net Profit Margin (%)	19.22	19.06		

**Management Discussion and Analysis**

For the 3 months period ended 31 March 2022, the company’s reported net profit of THB 425.09 million compared with net profit of THB 185.85 million from the same period of previous year which has increased by THB 239.25 million or 128.73%. The detailed explanation in the operation results as the following:



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- Revenue from sales and services for 3 months of 2022 were THB 2,212.21 million, increased by THB 1,237.14 million or 126.88% compared with the same period of previous year, mainly from the average sales volume of sugar increased by 69,084 ton or 29% as a result of sugar delivery postponement from 2021 to 2022, while the average sugar sale price was increased by 10% per ton sugar due to rising of world sugar price.
- Cost of sales and services for 3 months of 2022 were THB 1,648.93 million, increased by THB 901.27 million or 120.54% compared with the same period of previous year, mainly from the increasing of revenues, sugar cane price, and volume of sugar cane that resulted in gross profit margin above to 25.46% from 23.32% in the same period of previous year. This reflected that the company was able to manage costs more efficiently.
- Other revenues for 3 months of 2022 were THB 19.69 million, decreased by THB 106.39 million compared with the same period of previous year, due to the compensation income for the production and distribution of sugar from the Office of the Cane and Sugar Board in quarter 1 of 2021.
- Selling expenses for 3 months of 2022, selling expense were THB 93.94 million, increased by THB 41.49 million or 79.10% compared with the same period of previous year, mainly from the export cost and freight cost have risen due to rising world oil prices. However, selling expenses at 4.25% of sales that have decreased when compared with the same period of previous year.
- Administrative expenses for 3 months of 2022, administrative expenses were THB 96.33 million, increased by THB 15.66 million or 19.42% compared with the same period of previous year. However, Administrative expenses were 4.35% of sales that have decreased when compared with the same period of previous year.

Please be informed accordingly.

Yours faithfully,

(Mr. Somyot Changyongsuwan)

Finance and Accounting Director

Authorized Person to Disclose Information