

At TMI006/2022

May 13, 2022

Subject: Clarification of the 20% change in net profit for the first quarter of 2022 (1Q2022)  
Attention: The President  
The Stock Exchange of Thailand

Teera-Mongkol Industry Public Company Limited would like to clarify the operating result of the company and its subsidiaries as follows:

Unit: thousand baht

	<b>1Q2022</b>	<b>1Q2021</b>	<b>Increase/(Decrease)</b>
Sales Revenue	143,547	109,436	34,111
Net Profit(Loss) of The Parent Company	8,286	1,209	7,077

The operating result in 1Q2022, the net profit of the parent company was Baht 8.29 million, or an increase of 585.50%, when compared to net profit of the parent company at Baht 1.21 million in the same quarter last year.

The sales revenue in 1Q2022 was Baht 143.55 million, or an increase of 31.17%, when compared to Baht 109.44 million in the same quarter last year. The reason of the increase in sales revenue was because the electrical revenue increased to 89.28% when compare to the same quarter last year, which was due to the company has launched the biogas power plant in Ban Phaeo district, Samut Sakorn province. Besides, sales and service revenues had adjusted to 28.71% when compare to the same quarter in previous year. This was because of releasing many new products, for instance, energy saving products and UV-C disinfection lamps.

The cost of sales in 1Q2022 was Baht 96.04 million, or an increase of 35.25%, when compared to Baht 71.01 million in the same quarter last year. The increase was due to cost of the electrical cost had adjust to 94.48% when compare to the same quarter last year. Moreover, the cost of sales and services had adjusted to 30.82% when compare to the same quarter last year. The increasing cost was from higher prices of many commodities which were raw materials in 2022. However, the increase conformed to the revenue proportion.

The cost of distributions in 1Q2022 was Baht 17.46 million, or a decrease of 1.97%, when compared to Baht 17.81 million in the same quarter last year. The decreased expenses were because of the less expenses in transportation and marketing promotions.

The administrative expense in 1Q2022 was Baht 19.91 million, or an increase of 14.45%, when compared to Baht 17.40 million in the same quarter last year. The increase was from more payment of salary and welfare for employees.

The financial costs in 1Q2022 were Baht 3.57 million, or an increase of 74.15%, when compared to Baht 2.05 million in the same quarter last year. The increasing cost was due to interest payment of debenture stock.

Head Office: 46/67-69 Moo 3, Leab Klong Siwapasawad Rd., Kokkrabue, Muang, Samut Sakhon 74000  
Tel. +66(0)34-854-629 Fax. +66(0)34-854-630

Sale Office: 260/2 Charoen Nakorn Rd., Samrae, Thonburi, Bangkok 10600  
Tel. + 66(0)2-877-9510-22 Fax. +66(0)2-877-9522-23  
For more information, please visit [www.thaiballast.com](http://www.thaiballast.com)

As the above reasons, the result of business operation has changed over 20% from the previous year.

Please be informed accordingly.

Best regards,

Theerachai Prasitratnanaporn  
Managing Director