



บริษัท เอ็นเอฟซี จำกัด (มหาชน)  
NFC PUBLIC COMPANY LIMITED

เลขที่ 88 อาคาร เอสซี กรุ๊ป ชั้น 3 ถนนเดอะพาร์คแลนด์ แขวงบางนาเหนือ เขตบางนา กรุงเทพฯ 10260  
No. 88 SC Group Building, 3<sup>rd</sup> Floor, The Park Land Rd., Bangna Nuea, Bangna, Bangkok 10260  
Tel. +66 2 348 0580 Fax : +66 2 348 0579 Website : www.nfc.co.th

ทะเบียนเลขที่ 0107538000495  
Registration No. 0107538000495



NFC 047/2022

May 13, 2022

**Subject:** To submit Financial Statements and clarification of the Operating Results changed more than 20% for the 1st quarter ended March 31, 2022.

**Attention:** The President  
The Stock Exchange of Thailand (“SET”)

**Attachment:** 1. Copy of interim financial statements for the 1<sup>st</sup> quarter ended March 31, 2022.  
2. Management discussion and analysis for the 1<sup>st</sup> quarter ended March 31, 2022.

NFC Public Company Limited (“the Company”) would like to submit the interim financial statements the 1<sup>st</sup> quarter ended March 31, 2022, which had already reviewed from Auditor to SET as Attachment no.1, and would summarize the operating results which had changed in Management Discussion and Analysis the 1st quarter ended March 31, 2022 as Attachment no.2.

Please be informed accordingly,

Yours sincerely,

(Mrs. Bongkot Rungkornpaisarn)

Chief Corporate Affairs Officer

NFC Public Company Limited

## Management Discussion and Analysis – For Quarter 1/2022

### Operating Performance

For the quarter 1/2022 ended 31 March 2022, the Company's net profit attributable to equity holders of the Company was 9.10 million baht, total company's net profit was 9.10 MB. Total net profit decreased 0.27 million baht. or 3.05% compared to quarter 1/2021.

- Gross Profit increased by 0.58 million baht or 1.31 %
- Other Income increased by 3.29 million baht or 1,980.72%
- Total Expenses increased by 0.22 million baht or 0.64%
- Financial Cost increased by 5.18 million baht or 153.06%
- Tax expenses increased by 1.80 million baht or 78.94%
- Portion of non-controlling interests in subsidiaries increased by 0.09 million baht

### Revenues from sales and services

For the quarter 1/2022 ended 31 March 2022, the Company had total revenue from sales and services of 668.69 million baht, increased by 476.15 million baht or 247.33% compared to quarter 1/2021 because

- Revenue from sales of chemical products was 664.56 million baht, increased by 477.21 million baht or 285.17% compared to quarter 1/2021 due to
  - Sales of Sulfuric acid increased by 425.36 million baht or 507.71%. due to the sulfuric acid price increased because the global market price increased. Sales volume decreased by 29,776 tons or 40.16%.
  - Sales of Ammonia increased by 42.17 million baht or 56.87%. because the global market price increased. While the average sale price per tons is also increased and sale volume slightly increased by 556 tons or 15.48%
  - Sales of Ammonium Hydroxide increased by 9.68 million baht or 102.95% due to the higher sale volume of 219 tons or 10.58%
- Total service income was 24.11 million baht, decreased by 1.06 million baht or 4.22% compared to quarter 1/2021 due to
  - Revenue from warehouse service decreased by 0.81 million baht or 8.90% due to expansion of service area and number of customers decreased.
  - Revenue from Logistic & Liquid warehouse remain unchanged
  - Revenue from Port Service decreased by 0.25 million baht or 10.84% due to the decrease of terminal traffic.

### Cost of sales and services and gross margin

For the quarter 1/2022 ended 31 March 2022, the Company's cost of sales and services was 623.83 million baht, increased by 475.57 million baht or 320.78% compared to quarter 1/2021 while gross margin was decreased to 6.71% against quarter 1/2021 at 22.99% due to

- Cost of chemical products 619.64 million baht increased by 476.67 million baht or 333.41% compared to quarter 1/2021 due to
  - Cost of sale Sulfuric acid increased by 420.58 million baht or 500.29% due to the increased in the price of imported chemical products in accordance with the market price trend.

- Cost of sale Ammonia increased by 44.62 million baht or 87.53%
- Cost of sale Ammonium Hydroxide increased by 11.47 million baht or 144.86%
- The gross margin of chemical products 24.92 million baht decreased by 0.54 million baht or 2.22% effecting to gross margin ratio decreased to 3.87% compared to quarter 1/2021 at 14.57% due to the higher cost of chemical products.
- Cost of services 4.19 million baht decreased by 1.10 million baht or 20.84% compared to quarter 1/2021 due to decreased warehouse service cost in accordance with Sales decrease.

### **Other income**

For the quarter 1/2022 ended 31 March 2022, the Company had other income of 3.45 million baht, increased by 3.29 million baht or 1,980.72% compared to quarter 1/2021, resulting from

- Gain from exchange rate increased by 3.01 million baht
- Other income increased by 0.44 million baht

### **Total expenses**

For the quarter 1/2022 ended 31 March 2022, the Company had total expenses of 34.71 million baht, increased by 0.22 million baht or 0.64% compared to quarter 1/2021 due to

- Selling expenses decreased by 0.57 million baht or 6.10%, due to transportation to the customer decreased.
- Administrative expenses increased by 0.79 million baht or 8.71% resulting from
  - Depreciation increased by 3.02 million baht from right of use
  - Employee expenses increased by 0.67 million baht
  - Provision for impairment of investment increased by 1.07 million baht
  - Other administrative expenses net decreased by 3.97 million baht due to building demolition costs in Q1/2021

### **Financial Costs**

For the quarter ended 31 March 2022, the Company had Financial Costs of 8.56 million baht, increased by 5.18 million baht or 153.06% when compared to quarter 1/2021 from right of use increased by 6.68 MB. from TFRS 16 and the interest and bank fee from Financial Institutions increased by 0.54 million baht

### **Tax expense**

For the quarter 31 March 2022, the Company had deferred tax income increased by 1.80 million baht or 78.94%. due to the Company has a deferred tax assets that expected to be utilized in the future.

### **Financial Position**

From the Company's financial statement as at ended 31 March 2022, the Company had total assets of 3,989.28 MB., total liabilities of 2,703.30 million baht, Non-controlling interests of subsidiaries of 2.86 million baht and shareholders' equity of

1,288.85 million baht or book value of 1.18 Baht per share, and at the end of 2021, the Company had total assets of 3,696.94 million baht, total liabilities of 2,420.06 million baht, Non-controlling interests of subsidiaries of 2.86 million baht and shareholders' equity of 1,279.74 million baht or book value of 1.18 Baht per share.

As at 31 March 2022, the Company had a working capital in cash of 590.54 million baht, with enough for current operation business. The significant changed for financial position of the Company are as follows.

- As of 31 March 2022, the Company's total assets were 3,989.28 million baht, increased by 292.34 million baht or 7.91% compared to the end of year 2021 as per following details
  - Cash and cash equivalents of 590.54 MB., increased by 365.88 million baht or 162.86% from net cash provided from operating activities compared to quarter 1/2021.
  - Trade accounts receivable and other current receivables 438.99 million baht, a decrease of 173.52 million baht or 28.33% due to receiving payments from receivables from the sale of leasehold rights of 227.38 million baht, a decrease of 30.64 million baht in advances paid to the seller and the reversal. Items of allowance for doubtful accounts 26.85 million baht.
  - Inventories 182.72 million baht, an increase of 81.13 million baht or equivalent to 79.86% from ammonia products, an increase of 55.40 million baht, ammonium hydroxide increased by 0.04 million baht, consumables and others, an increase of 0.44 million baht, and products On the way, an increase of 25.25 million baht.
  - Other current financial assets of 10.10 million baht, a decrease of 11.74 million baht or 53.73% due to the refund of the cash security deposit.
  - Other current assets 14.87 million baht, an increase of 2.47 million baht or 19.88 percent due to an increase in deposits used as collateral for trade credits with financial institutions.
  - Other non-current financial assets 10.83 million baht, a decrease of 1.14 million baht or 9.49% due to provision for impairment of investment.
  - Property, plant and equipment 1,841.97 million baht, an increase of 49.03 million baht or 2.74%, consisting of net depreciation during the period 16.88 million baht, disposal of assets during the period 0.68 million baht, purchase of assets during the period 48.87 million baht, and transfer expenses. The cost of assets during the period was 17.72 million baht. Most of them were investments in the NFCT fuel depot project 55.81 million baht, the NFCW construction in progress project of 10.64 million baht.
  - Rights assets 832.75, a decrease of 15.62 million baht or 1.84%. which arises from the recognition as an expense over time.
  - Other non-current assets 48.83 million baht, a decrease of 7.11 million baht or 12.71 percent, which was a write-off in advance for the construction of the subsidiary's fuel depot project.
- As of March 31, 2022, the company had total liabilities of 2,703.30 million baht, an increase of 283.24 million baht or 11.70% compared to the end of 2021.
  - Short-term loans from financial institutions 427.14 million baht, an increase of 206.27 million baht or 93.39 percent because NFCT subsidiaries use credit lines from financial institutions increased by

230.46 million baht to support the construction of the fuel depot project. NFC has a limit of LC/TR decreased by 24.19 million baht.

- Trade accounts payable and other current payable 264.93 million baht, an increase of 70.62 million baht or 36.34 percent due to an increase in net trade payables of 76.44 million baht, while other trade payables increased. and other accrued expenses, a net decrease of 5.82 million baht.
  - Long-term loans from financial institutions 1,021.53 million baht are long-term loans from the construction of the NFCT fuel depot project.
  - Liabilities under lease agreements 797.93 million baht, an increase of 7.72 million baht or 0.98%.
- As of March 31, 2022, the Company has shareholders' equity of 1,285.99 million baht, an increase of 9.10 million baht or 0.71% compared to the end of the year 2021 due to the company's operating results as a comprehensive net profit of 9.11 million baht. and has non-controlling interests, a loss of 0.3 million baht. At present, the company has a paid-up capital of 815.87 million baht, divided into 1,087.83 million ordinary shares with a par value of 0.75 baht per share.

### **Cash flow Statement of the Company**

For the quarter 1/2022 ended March 31, 2022, the company had a net increase in cash flow of 365.88 million baht, with cash and cash equivalents at the beginning of 224.66 million baht. As a result, cash and cash equivalents at the end of the period were 590.54 million baht, due to.

- Net cash flow from operating activities 209.41 million baht, which is a result of working capital management of the company. from receiving payments from the leasehold receivables.
- Net cash flow used in investing activities was 48.33 million baht, mainly from investment in the fuel depot project of NFCT subsidiary.
- Net cash flow from financing activities of 204.79 million baht, withdrawing loans from financial institutions for the NFCT fuel tank project 212.71 million baht, receiving trade credit (LC/TR) from financial institutions of 57.32 million baht, and having Repayment of loans and interest 65.24 million baht.