



บริษัท เจดีฟู้ด จำกัด (มหาชน)
JD FOOD Public Company Limited.

May 13th, 2022

Subject Management Discussion and Analysis for the Operating Results of the First Quarter of 2022

To President,
The Stock Exchange of Thailand

Enclosure Management Discussion and Analysis of the Financial Statement for the First Quarter of 2022, each of Thai and English version

JD Food Public Company Limited (“JDF” or the “Company”) would like to inform the Company’s performance and submit the audited financial statement for the first quarter for 2022. registered a net profit amounting to 1.02 million Baht and further details as attached.

Please be informed accordingly

Yours Sincerely

(Miss Ratana Eaiprasertsak)

Chief Executive Officer



บริษัท เจดีฟู้ด จำกัด (มหาชน)
JD FOOD PUBLIC COMPANY LIMITED

For the operating results of the first quarter of 2022 ending on March 31, 2022

The summary of operating results

Statement of Comprehensive Income	For the year ended on March 31					
	Q1 2021		Q1 2022		Increase change (decrease)	
	million baht	percent	million baht	percent	million baht	percent
Revenue						
From contracts with customers	144.01	99.28	138.52	99.81	(5.49)	(3.81)
Other income	1.05	0.72	0.27	0.19	(0.78)	(74.29)
Total revenue	145.06	100.00	138.79	100.00	(6.27)	(4.32)
Expenses						
Cost of sales of goods	97.28	67.06	102.07	73.54	4.79	4.93
Expenses Sales and distribution	7.13	4.92	11.49	8.28	4.36	61.15
Administrative expenses	18.52	12.76	20.20	14.55	1.69	9.10
Total expenses	122.92	84.74	133.76	96.38	10.84	8.82
Finance costs	3.24	2.23	4.23	3.05	0.99	30.56
Profit before income tax	18.90	13.03	0.80	0.58	(18.10)	(95.77)
Expenses (income) Income tax	3.89	2.68	(0.22)	(0.16)	(4.11)	(105.66)
Profit for the year	15.01	10.35	1.02	0.73	(13.99)	(93.20)

Revenue structure

Product type revenue structure	For the year ended on March 31					
	Q1, 2021		Q1, 2022		Increase change (decrease)	
	million baht	percent	million baht	percent	million baht	percent
1. Products according to customer orders and contract manufacturing products	131.78	90.85	128.50	92.60	(3.28)	(0.02)
1.1 Seasoning products	104.53	72.06	104.26	75.13	(0.28)	(0.00)
1.2 Snacks	27.25	18.78	24.24	17.47	(3.00)	(0.11)
2. Products under the Company's brand	12.23	8.43	10.01	7.22	(2.21)	(0.18)
2.1 OK	10.14	6.99	7.36	6.30	(2.78)	(0.27)
2.2 Crispconut	2.03	1.40	2.50	1.80	0.47	0.23
2.3 Other products ¹	0.06	0.04	0.15	0.11	0.10	1.73
Total revenue from sales	144.01	99.28	138.52	99.81	(5.49)	(0.04)



บริษัท เจดีฟู้ด จำกัด (มหาชน)

JD FOOD PUBLIC COMPANY LIMITED

Product type revenue structure	For the year ended on March 31					
	Q1, 2021		Q1, 2022		Increase change (decrease)	
	million baht	percent	million baht	percent	million baht	percent
Revenue Others ²	1.05	0.72	0.26	0.19	(0.79)	(0.75)
Total revenue	145.06	100.00	138.78	100.00	(6.28)	(0.04)

Remark :

- /1 Other products under the Company's brand are Kindee seasoning powder, GOODEATS Instant Soup (available in February 2022) and Dietary Fiber Supplement "Inuliv" (Currently not manufactured for sale)
- /2 Other income consists of foreign exchange gains and gains on debt instruments measured at fair value through profit or loss.

For the first quarter of 2021 and the first quarter of 2022, the Company had total revenue of 145.06 million baht and 138.78 million baht, respectively. The total revenue of the Company decreased from the slowdown of domestic customer orders under the diffusion situation. In addition, the shortage of containers affects the delay in exports of goods abroad.

For the first quarter of 2021 and the first quarter of 2022, revenue from customer orders and contract manufacturing products were equal to 131.78 million baht and 128.50 million baht, respectively. More than 75% of the main income came from food seasoning products. The products under the Company's brand were 12.23 million baht and 10.01 million baht, respectively, or accounted for approximately 7% of the total revenue. For the first quarter of 2022, revenue from customer orders and contract manufacturing products decreased due to a decrease in revenue from snacks of 3 million baht. This was the result of the postponement of delivery of products in accordance with the Company's customer orders in North America and Europe due to shipping delays causing the slowdown of customer sales.

For products under the Company's brand for the first quarter of 2021 and the first quarter of 2022, the value was equal to 12.23 million baht and 10.01 million baht, respectively, or accounted for approximately 7% of total revenue. This was attributed to 'OK' branded shake and bakery fillings. In the first quarter of 2022, OK branded products had a decline in sales. This was mainly due to the fact that most of the staff of a dealership Company contracted COVID-19, resulting in the suspension of operations for a period of time.

Cost of sales and gross profit

Cost of sales consists of the cost of raw materials in production, packaging cost, employee costs, both labor and overtime of the production department, building depreciation, machinery and equipment in the factory, allowance for obsolete and defective inventories and utilities expenses, etc. The main selling costs are the cost of raw materials and staff expenses.

For the first quarter of 2021 and the first quarter of 2022, the Company had a cost of sales of 97.28 million baht and 102.07 million baht, respectively. The main reason that resulted in high cost of raw materials was from increased production from buying more new machines. This results in the recognition of empty capacity costs. This is the cost that the Company cannot use its resources to produce as fully as it should be, and also from the depreciation of new



machinery and the increase of labor costs due to the restructuring of the Company to add new units to develop new products such as instant flour, protein crisps, etc.

Selling and administrative expenses and net profit

For the first quarter of 2021 and the first quarter of 2022, the Company had sales expenses of 7.13 million baht and 11.49 million baht respectively. For the first quarter of 2022, the Company had marketing and promotional expenses for new products to increase channels through online media, in the amount of 2.54 million baht and employee expenses increased to the amount of 1.41 million baht in accordance with the Company's growth strategy.

The Company had administrative expenses for the first quarter of 2021 and the first quarter of 2022 amounting to 18.52 million baht and 20.20 million baht, respectively. For the first quarter of 2021, the Company had increasing administrative expenses mainly due to the Stock Exchange listing.

For the first quarter of 2021 and the first quarter of 2022, the Company had a net profit of 15.01 million baht and 1.02 million baht, respectively, representing a net profit margin of 10.35% and 0.73%, respectively. The decrease of net profit was caused by the reasons mentioned above.

Financial Status

Details (Unit : Million Baht)	31 December 2021	31 March 2022	Change Increase (decrease)	
			Million Baht	Percent
Total Assets	862.12	842.24	(19.88)	(2.31)
Total Liabilities	586.68	565.78	(20.90)	(3.56)
Shareholders' equity	275.44	276.46	1.02	0.37

As of March 31, 2022, the Company's total assets equal to 842.24 million baht. Major assets consist of land, building, equipment, trade accounts receivables, other receivables, inventories and investment properties. Most of the changes occurred from cash and cash equivalents and inventories. As of March 31, 2022, cash and cash equivalents decreased from payment of short-term loans.

As of March 31, 2022, the Company had total liabilities of 565.78 million baht. The Company's main liabilities consist of short-term and long-term loans from financial institutions and trade and other payables. The Company's borrowings include short-term borrowings using promissory notes to be used in business operations. As of March 31, 2022, the Company had a decrease in short-term borrowings from financial institutions from the repayment of short-term loans.

As of March 31, 2022, the Company's total debt to equity ratio increased to 2.05 times due to the drawdown of short-term and long-term borrowings from financial institutions. However, the ratio was according to the criteria set by the financial institution which stipulated that the borrower must maintain the debt to equity ratio of not more than 2.5 times.



Analysis of key financial ratios

Details : Unit	For the fiscal year ended on March 31	
	2021	2022
Basic earnings per share. : Baht per share (referring to par value of 0.05 baht per share)	0.044	0.002
Gross profit margin: percentage	32.45	26.31
Total revenue ratio : percentage	10.35	0.73
Debt to Equity ratio (D/E) : times	0.87	2.05
Return of Assets ratio (ROA) : percentage	5.99	3.61
Return on Equity ratio (ROE) : percentage	10.96	8.29