



บริษัท โพรเฟสชันแนล เวสต์ เทคโนโลยี (1999) จำกัด (มหาชน)  
**PROFESSIONAL WASTE TECHNOLOGY (1999) PUBLIC COMPANY LIMITED**

Translation

PW-027/CS 2022

13 May 2022

Subject : Management Discussion and Analysis for the first Quarter of 2022 ended March 31, 2022

To : President

The Stock Exchange of Thailand

Professional Waste Technology (1999) Public Company Limited and its Subsidiaries has submitted the financial statements and the reports of the certified public accountant's report for the periods ended March 31, 2022 and 2021, the operating results of the Company and its subsidiaries for the 3 months of the first quarter of 2022 (Consolidated Financial Statements), total comprehensive income for the period was 38.17 million baht, compared to the same period of the previous year with a profit of 9.05 million baht. Operating profit increased from the previous year by 29.12 million baht or 321.77 %. The conclusion of operation resulted of the company group have been changed significantly as follow.

**1. Total revenues**

The Company's total revenue was 96.80 million baht, compared with the same period of last year revenues was 59.98 million baht. The revenue was increased amount of 36.82 million baht or 61.39 %. The details of the income are as follows.

1.1 Total Revenues from sales and services are 95.92 million baht included:

Revenue from the sale of aluminum in the amount to	38.15 million baht.
Income from disposal of industrial waste and landfill amounted to	44.80 million baht.
Revenue from transportation and other service fees amounted to	11.33 million baht.
Revenue from the sale of scrap and scrap separated materials to	1.64 million baht.

1.2 Other income of 0.89 million baht, including subsidies to support and maintain employment levels in SMEs amount of 0.39 million baht, revenue from GSB lottery prize amount of 0.24 million baht, land rental income of 0.06 million baht, and other revenues amount of 0.20 million baht.

**2. Total cost of sales and service**

In the 1<sup>st</sup> Quarter in 2022, the cost of sales and services was 48.82 million baht or 50.90 % of the major revenue, compared to the same period of the previous year amount of 35.21 million baht or 58.95 % of the major revenue which increased from the previous year by 13.61 million baht or 38.65 %.

**3. Gross Profit**

In the 1st Quarter in 2022, the gross profit margin was 47.10 million baht or 49.10 % of the gross profit, compared to the same period last year with a gross profit of 24.52 million baht or 41.05 %. By the year 2022, the gross profit margin was increased from the previous year by 22.58 million baht or 92.09 %, and the subsidiary company gross profit increased from the previous year. Due to the price of aluminum in the market has been adjusted higher. Moreover, there were fixed expenses that did not vary following higher sales, such as employee expenses, building and equipment depreciation including rental of tools and equipment.

**4. Cost of distribution, administrative expenses and other expenses**

Cost of distribution and administrative expenses were 17.71 million baht or 18.46 % of the major revenues

**5. Total comprehensive income for the period**

In 1st Quarter in 2022, the Company's net profit was 38.17 million baht, compared with the same period of last year was a profit of 9.05 million baht. The profit increased by 29.12 million baht or 321.77 %.

Please be informed accordingly.

Yours sincerely  
(Assoc. Prof.Dr.Vilailuck Skulpakdee)  
Chief Executive Officer