



บริษัท ที เอส ฟลาวมิลล์ จำกัด (มหาชน)  
T S FLOUR MILL PUBLIC COMPANY LIMITED

“เรา คือ ผู้ผลิตแป้งสาลีชั้นนำ โดยมุ่งเน้นการพัฒนาสู่ความเป็นเลิศ ทั้งในด้านพาณิชย์และคุณภาพผลิตภัณฑ์อย่างยั่งยืนมืออาชีพ”

May 17, 2022

Subject: Clarification on the cause of changes in operating results.

To: Director and Manager  
The Stock Exchange of Thailand

According to T S Flour Mill Public Company Limited ("the Company"), the financial statements for Q1/2022 Ended on March 31, 2022. The company's financial statement showed net profit of 17.78 million baht. Compared to Q1/2021, net profit decreased by 29.07 million baht or 62.0%. The Company would like to clarify as follows :

Unit : Thousand Baht

Description	Q1/2022		Q1/2021		Q1/2022 compare with Q1/2021	
	Amount	%	Amount	%	More (Less) Amount	%
<u>Average Capacity Utilization</u>		<u>69.24%</u>		<u>79.69%</u>		<u>(10.45%)</u>
Revenue from sales	454,515	100.0%	389,709	100.0%	64,806	16.6%
Cost of sales	(396,549)	(87.2%)	(302,831)	(77.7%)	93,718	30.9%
Gross Profit	57,966	12.8%	86,878	22.3%	(28,912)	(33.3%)
Gain from Exchange Rate	(5,359)	(1.2%)	(7,958)	(2.0%)	2,599	(32.7%)
Gain on Derivatives	1,780	0.4%	10,041	2.6%	(8,261)	(82.3%)
Other income	293	0.1%	1,028	0.3%	(735)	(71.5%)
Selling expenses	(8,813)	(1.9%)	(9,801)	(2.5%)	(988)	(10.1%)
Administrative expenses	(20,589)	(4.5%)	(19,402)	(5.0%)	1,187	6.1%
Finance cost	(2,984)	(0.7%)	(2,024)	(0.5%)	960	47.4%
Profit before income tax	22,294	4.9%	58,762	15.1%	(36,468)	(62.1%)
Income tax expenses	(4,514)	(1.0%)	(11,912)	(3.1%)	(7,398)	(62.1%)
Profit for the period	17,780	3.9%	46,850	12.0%	(29,070)	(62.0%)
Basic earnings per share	0.04	Baht	0.12	Baht	(0.08)	(66.7%)



บริษัท ที เอส ฟลาวมิลล์ จำกัด (มหาชน)  
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“เราคือผู้ผลิตแป้งสาลีชั้นนำ โดยมุ่งเน้นการพัฒนาสู่ความเป็นเลิศ ทั้งในด้านพาณิชย์และคุณภาพผลิตภัณฑ์อย่างป็นมืออาชีพ”

The Company's sales revenue in Q1/22 increased by 16.6% compared to the same period of the previous year. Wheat flour and wheat bran sales revenue increased 15.8% and 0.8%. Although the sales volume of wheat flour and wheat bran decreased by 14.1 percent and 7.9 percent, the average selling price of wheat flour and wheat bran rose 38.4 percent and 14.3 percent, respectively. This is because wheat market prices have been rising steadily since 2021 and even higher since the news of the war between Russia and Ukraine during the first quarter of this year. As a result, the price of wheat flour has been adjusted, and the price of the bran has increased due to the problem of lower agricultural products in the animal feed group, resulting in increased demand for bran.

Gross profit margin in Q1/22 decreased by 9.5% compared to the same period last year. This was a result of the cost of wheat used in the Q1/22 was 54.4% higher than the Q1/21 which is the proportion of cost increased higher than the selling price of wheat flour. The company bears some of the higher costs. To help mitigate the impact on customers and end consumers not to be too severe. However, the company still has to adjust strategies for both production and distribution. To maintain profitability to be close to the target set in 2022.

The average capacity utilization rate in Q1/22 was at 69.24%, a decrease of 10.45% compared to the same period last year. This is a reduction in sales volume according to the strategic adjustment plan in the current situation where wheat prices have risen.

This year 2022 will be a very challenging year for the management. But regardless of the situation The management and all TMILL employees are still relentlessly striving to improve their results and continue to generate the best returns for all stakeholders.

Please be informed accordingly.

Yours sincerely,

Waewta Kullachothhada

( Ms. Waewta Kullachothhada )

Deputy Finance & Accounting Director / Company Secretary