



KIATTANA
TRANSPORT



Kiattana Transport Public Company Limited
100 Moo 3, Bangtanai, Pakkret, Nonthaburi, 11120

บริษัท เกียรติธนาขนส่ง จำกัด (มหาชน)
100 หมู่ 3 ตำบลบางตะไนย์ อำเภอปากเกร็ด
จังหวัดนนทบุรี 11120
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5 August 2022

No. KIAT 06/2565
Subject Management Discussion and analysis of the operating performance ending 30 June 2022.
To Managing Director
The Stock Exchange of Thailand

Kiattana Transportation Public Company Limited (the “Company”) would like to explain the Company and subsidiary’s operating performance for 3 months period ending 30 June 2022, detailed as follows:

The operating performance for 3 months period ending 30 June 2022 compared with 2021

(Unit: Million Baht)

Profit & Loss	The operating performance of 3 months period ending					
	30 June 2022		30 June 2021		Increase (Decrease)	Percentage
	Actual	Percentage	Actual	Percentage		
Total Revenue	220.32	100.00	169.55	100.00	50.77	29.94
Services-Transportation	172.10	78.11	132.86	78.36	39.23	29.53
Services	13.71	6.22	11.15	6.58	2.56	22.93
Sales	28.22	12.81	21.17	12.48	7.05	33.31
Major Revenue	214.03	97.14	165.18	97.42	48.84	29.57
Costs of service	130.06	59.03	98.52	58.11	31.54	32.02
Costs of sales	19.43	8.82	13.68	8.07	5.75	42.03
Total costs	149.49	67.85	112.20	66.17	37.29	33.24
Gross profit	64.54	29.29	52.98	31.25	11.55	21.80
Selling and administrative expenses	34.80	15.80	32.68	19.28	2.12	6.48
Profit before interests and tax	36.03	16.35	24.67	14.55	11.36	46.02
Interest + income tax expense	7.83	3.55	5.29	3.12	2.54	48.09
Net Profit	28.20	12.80	19.39	11.43	8.81	45.46

Remark: *the aspect ratio of percentage calculated from total revenue





Revenues For quarter 2/2022, the company and subsidiary's total revenue was Baht 220.32 million, increased by Baht 50.77 million or equivalent to 29.94%, compared with the same period of the previous year. The primary cause is the increased revenues from transportation services, the major revenues comprising:

(Unit: Million Baht)

Revenues	Revenues		Revenues	Percentage
	31 June 2022	31 June 2022		
Services-Transportation	172.10	132.86	39.23	29.53
Other Services	13.71	11.15	2.56	22.93
Sales	28.22	21.17	7.05	33.31
Total Major Revenue	214.03	165.18	48.84	29.57

For quarter 2/2022, the company and subsidiary's revenues from transportation service, assets rental, driver behavior monitoring service, and chemicals product sales were Baht 214.03 million, comprising:

- ⊕ Revenues from transportation service which is the company's major income were Baht 172.10 million or 78.11% of total revenue. Increased from the same period of the previous year by Baht 39.23 million or equivalent to 29.53% owing to the company gaining new domestic and foreign customers, while some contracts of former customers expired.
- ⊕ Revenues from assets rental and driver behavior monitoring services were Baht 13.71 million, equivalent to 6.22% of total revenue, Increasing from the same period of the previous year by Baht 2.56 million or equivalent to 22.93%
- ⊕ Revenues from sales were Baht 28.22 million equivalent to 12.81 of total revenue, increasing from the previous year by Baht 7.05 million or increased by 33.31% . Owing to the increasing orders from domestic customers, while the orders from the foreign customer were decreasing.

Total cost For quarter 2/2022, the company and subsidiary's total cost was Baht 149.49 million, or equivalent to 67.85% of total revenue. Increased from the same period of the previous year by Baht 37.29 million or increased by 33.24%.

The total cost is divided into two parts: cost of service and cost of sales. The cost of service increases related to the increasing services from new contracts comprise with the oil price are quite higher from the previous year. And the cost of sales increasing related to increased sales comprises with the increased cost of goods during the quarter.





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Gross profit For Quarter of 2/2022, the company and subsidiary's gross profit were Baht 64.54 million in total, or equivalent to 29.29% of total revenue. Increasing from the same period of the previous year by Baht 11.55 million or increasing equivalent to 21.80%. Owing to the company's and subsidiaries' increasing revenue despite the increase in overall costs, the increasing revenue could compensate for the increasing costs.

Selling and Administrative expenses The Company and subsidiary's selling and administrative expenses for quarter 2 of 2022 were Baht 34.80 million, increasing from the previous year by Baht 2.12 million or increasing equivalent to 6.48%.

Interests & Income Tax expenses The Company and subsidiary's interests and corporate income tax expenses for quarter 2/2022 were Baht 7.83 million or equivalent to 3.55% of total revenue, which increase from the previous year by Baht 2.54 million or increased by 48.09%. Owing to the increase in the Company and subsidiary's profit.

Net profit The Company and its subsidiary's net profit for quarter 2 of 2022 were Baht 28.20 million or equivalent to 12.80% of total revenue, which increased from the same period of the previous year by Baht 8.81 million or increasing equivalent to 45.46%.

Please be informed accordingly.

Yours sincerely,

(Miss Mintra Monsereenusorn)
Managing Director
Authorized to disclose the company information

