

8 August 2022

Subject : Clarification for the Result of the second Quarter of the year 2022

Vary more than 20 percent from the same period last year

Attn : Managing Director

The Stock Exchange of Thailand

We would like to inform that the company has net loss for the second quarter of the year 2022 amounting to Bht 10.61 million. The net loss decreases from last year of Bht 2.99 million or 21.96 percent. This is due to the details as following:

Sales and Services Income

Sales and service income of this year increases in an amount of Bht 24.87 million, or 24.75 percent from the same quarter last year. This is due to the recovery of economic that previously effected by Covid-19

Description	As The Second Quarter of			
	2022	2021	Different	
	Million Baht	Million Baht	Million Baht	%
Sales and Services Income	125.39	100.51	24.88	24.75
Other Income	1.92	2.12	-0.20	-9.54
Total Revenues	127.31	102.63	24.67	24.04

Gross Profit

Gross profit is Revenue deduct cost of goods sold which include raw material, direct labor and overhead. In Second quarter of the year 2022 our gross profit increase of baht 6.85 million or 24.86 percent. Gross margin from sale and services increases from 27.41 in the second quarter of the year 2021 to 27.43 in this quarter due to the increase of sales and production which made a lower unit cost and create a better gross profit and margin.

Description	As The Second Quarter of			
	2022	2021	Different	
	Million Baht	Million Baht	Million Baht	%
Sales and Services Income	125.39	100.51	24.88	24.75
Cost of Sales and Services Income	90.99	72.96	18.03	24.71
Gross Profit from Sales and Services	34.40	27.55	6.85	24.86
	%	%		%
Gross Margin from Sales and Services	27.43	27.41		0.02

Selling and Administrative Expenses

Selling and Administrative expenses mainly are Delivery and Installation Cost, Employee expense, Rental, Utilities expense, Marketing expense and Depreciation and Amortization expense. In the second quarter of the year 2022 Selling expenses increase from 17.53 million baht in the second quarter of the year 2021 to 20.85 million baht in this quarter. Anyhow, if take a look at the percentage of Revenue, the percentage is decrease from 17.44% in the second quarter of 2021 to 16.63% in this quarter. Administrative expenses decrease from 23.01 million baht in the second quarter of the year 2021 to 22.34 million baht in this quarter. However, if take a look at the percentage of Revenue, the percentage is decrease from 22.90% in the second quarter of 2021 to 17.82% in this quarter. mainly due to strictly expenses control policy but with no effect to staff salary expense.

Description	As The First Quarter of			
	2022	2021	Different	
	Million Baht	Million Baht	Million Baht	%
Selling and distribution expenses	20.85	17.53	3.32	18.95
Administrative expenses	22.34	23.01	-0.67	-2.93
Reversal of impairment loss on financial assets	1.18	0.50	0.68	138.59
Total	44.37	41.04	3.33	8.12

Financial Position

As at 30 June 2022, we are having Cash and cash equivalents amounting of baht 46.22 million which increase of baht 8.07 million from the end of last year and Total shareholders' equity amounting of baht 363.19 million which decrease of baht 15.93 million from last year.

As for liabilities, we are having loan and trust receipt from financial institutions in amounting of baht 204.39 million which increase of baht 33.91 million from the last year. Anyhow, company still maintains a positive shareholders' equity.

Description	As at			
	30 Jun 2022	31 Dec 2020	Different	
	Million Baht	Million Baht	Million Baht	%
Total Assets	830.24	799.40	30.84	3.86
Total Liabilities	467.05	420.28	46.77	11.13
Total Shareholders' Equity	363.19	379.12	-15.93	-4.20

Sincerely yours,

(Mr. Dusdee Pongsuthimanus)

President