



เคียงข้างคุณภาพชีวิตที่ดี

Ref: MOONG018/2022

August 9, 2022

Subject: Management Discussion and Analysis for the second quarter of 2022 Ended June 30, 2022

To: President
The Stock Exchange of Thailand

Moong Pattana International Public Company Limited. (the “**Company**”) would like to report the operating results for the second quarter, ended June 30, 2022 which have already been reviewed by the Independent Auditor. Significant changes are summarized as the following:

- 1) Sales revenue in Q2/2022 was 206.9 million Baht, an increase of 11.6 million Baht from 195.3 million Baht in Q2/2021, or an increase of 5.9%. Even though the economy continues to slow down from the spread out of the coronavirus, but sales revenue continued to grow. The increase in sales revenue due to the rise of baby and mom products. Moreover, the Company has been appointed to be a distributor of more products. The increase in sales revenue is mainly from the Modern Trade channel, export channel and e-commerce channel.
- 2) Cost of Sales in Q2/2022 increased by 11.3 million Baht from 118.4 million Baht in Q2/2021 to 129.7 million Baht or increase of 9.5% mainly from product cost was increased from gasoline price has continued to rise. To reduce such impact, the Company has carefully adjusted the selling price of some items that already impacted from cost increased. However, the Company must balance the impact by considering mainly the purchasing power and the economic condition.
- 3) Selling and administrative expense in Q2/2022 was 81.7 million Baht, an increase of 4.2 million Baht from 77.5 million Baht in Q2/2021 or an increase of 5.4%. In Q2/2021, the epidemic situation of COVID was quite severe and the lock-down measure was applied which directly affects the Company’s sales thus the Company therefore has a strictly expenses control policy together with the control of advertising and sales promotion activities to comply with the decrease in sales. However, the epidemic situation in Q2/2022 getting better, then the Company has organized sales promotion activities and advertising campaign thus expenses increased from the previous year. Therefore, the expenses in Q2/2022 increased but company still focusing on cost efficiency and continued to manage the selling and advertising expenses to be in line with sales.
- 4) Share of income from investment in associated company decreased 11.5 million Baht or 67.8% from 17 million Baht in Q2/2021 to 5.5 million Baht in Q2/2022 mainly from the income was decreased and raw material cost of associated company was increased.

From the above factors, the company’s net profit (Equity method) decreased from 20.2 million Baht in Q2/2021 to 7.7 million Baht in Q2/2022, a decrease of 12.5 million Baht or 61.9% from last year

Please kindly be informed.

Sincerely yours,

(-Signature-)

Mrs. Sureeporn Anuvatudom
Joint Chief Executive Officer