



FANCY WOOD INDUSTRIES PUBLIC CO., LTD.

357 MU 12 SOI SUKSAWAT84, SUKSAWAT RD., PRASAMUTJADEE, SAMUTPRAKARN 10290, THAILAND

TEL: (662) 815-7060 8163060-1, 461-2100-1, FAX: (662), 461-2102

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REF.SET: 65-6

September 9th, 2022

Subject: Management Discussion and Analysis for the quarter of 2/2022

To: The President of the Stock Exchange of Thailand

We, Fancy Wood Industries Public Co., Ltd. would like to clarify the overall operations of the Company and its subsidiary company for the second quarter of 2022 between April to June 2022 with the details below.

	Summary of Income Statement for 3 months period		(Unit: Million Baht)	
	For the Year		Changes	
	Year 2022	Year 2021	Amount	Percent
Revenue from Sales and Services	55.20	35.48	19.72	55.58
rental income	12.61	10.50	2.11	20.1
Other income	1.18	2.61	(1.42)	(54.41)
Total income	69.00	48.59	20.41	42.00
Cost of Sales and Services	63.61	40.77	22.84	56.02
Distribution costs	6.99	5.22	1.77	33.91
Administrative expenses	12.96	20.28	(7.32)	(36.09)
Financial cost	0.34	0.34	0.00	0.00
Profit and Loss	(14.90)	(18.02)	3.12	(17.31)

In the second quarter of 2022 The Company and its subsidiaries had total revenues of 69.00 million Baht, an increase of 20.41 million Baht from the year 2021, which had total revenues of 48.59 million baht or an increase of 42.00 percent. and from the business of processing rubber wood which is the main income of the company has expanded exports and increase production capacity including an increase in the lease of assets that the business from areas where the business is not operating for the best interest in the pursuit of profit Therefore, the business has increased revenue. Compared to the same period last year.

The Company and its subsidiaries had sales and service in 2022 in the amount of 63.61 million baht, an increase of 22.84 million baht from the year 2021 cost of Sales and Services of 40.77 million baht or an increase of 56.02 percent, as a result of increased income. The Company and its subsidiaries had distribution costs in 2022 in the amount of 6.99 million baht, increase of 1.77 million baht from the year 2021 which had expenses of 5.22 million baht or an increase of 33.91 percent.



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For this reason, in the second quarter of 2022, the Company and its subsidiaries had a loss operating results of 14.90 million baht. While the second quarter of 2021, the Company and its subsidiaries had a loss operating results of 18.02 million baht, decrease of 3.12 million baht or a decrease of 17.31 percent.

Fancy Wood Industries Public Co., Ltd. would like to clarify the overall operations of the Company and its subsidiary company for 2022 between January to June 2022 with the details below.

Summary of Income Statement for 6 months period			(Unit: Million Baht)	
Description	For the year		Changes	
	Year 2022	Year 2021	Amount	Percent
Revenue from Sales and Services	107.68	80.12	27.56	34.40
Cost of Sales and Services	25.68	21.00	4.68	22.29
rental income	4.04	4.67	(0.63)	(13.49)
Other income	137.40	105.79	31.61	29.88
Total income	125.99	93.01	32.98	35.46
Distribution costs	13.23	10.75	2.48	23.07
Administrative expenses	25.46	34.03	(8.57)	(25.18)
Financial cost	0.68	0.72	(0.04)	(5.56)
Profit and Loss	(27.96)	(32.72)	4.76	(14.55)

From overall operations in the third quarter of 2022, the Company and its subsidiaries reported total revenues for the six month period ended June 30th, 2022 equivalent to 137.40 million Baht, an increase of 31.61 million Baht from the same period of 2021 which had the total revenue 105.79 million Baht or an increase of 29.88 percent and had a loss of 27.96 million baht, While in the second quarter of 2021, the operating results showed a loss of 32.72 million baht, a decrease of 4.76 million baht or a decrease of 14.55 percent.

Please kindly be informed accordingly,

Yours Faithfully

(Mr.Viboon Kosoltanawong)

CEO