

(Translation)

August 10, 2022

Subject : Management Discussion and Analysis of Quarter 2 Ending 30 June 2022.

Attention : President

The Stock Exchange of Thailand

Thanulux Public Company Limited would like to clarify the performance of the Company and its subsidiaries. As shown in Comprehensive Income Statement of Quarter 2 Ending 30 June 2022, the Company and its subsidiaries had total sales revenue at Baht 435.31 million, increased by 44.88% at Baht 134.86 million from the same period of 2021. The Company reported a net profit at Baht 22.12 million, decreased by 9.72% at Baht 2.38 million.

Operating results for the first half of 2022 Ending 30 June 2022, the Company and its subsidiaries had total sales revenue at Baht 847.50 million, increased by 32.30% at Baht 206.89 million from the same period of 2021. The Company reported a net profit at Baht 42.70 million, increased by 0.49% at Baht 0.21 million.

The Company's operating results for the second quarter of 2022 had decreased by 9.72% from the same period of the year 2021. The major cause due to an increase in corporate income tax at Baht 41.31 million because the second quarter the company booked a gain from disposal of an investment (One-time item). The company's recorded in retained earnings and present in the Statement of Financial Position - shareholders' equity ⁽¹⁾ and was not shown in the Statement of Comprehensive Income.

The second quarter of 2022, the Company's had profit before income tax at Baht 61.36 million, increase of Baht 38.95 million, an increase of 173.87%, due to:

1. Total sales increase Bath 134.86 million, increased by 44.88%
 - 1.1 Domestic sales increased Baht 70.48 million or 42.41% as a result of the situation of the coronavirus epidemic has been relieved. People began to lead normal life as a resulting in increased consumption.
 - 1.2 Export sales increased Baht 64.38 million or 47.94% as a result of increased order for apparel products and leather products. In addition, the Baht was still depreciating against foreign currencies, especially the US dollar.

2. Proportion of cost of goods sold to sales revenue in 2022 was 69.49%, decreased 2.68% compared to 72.17% in 2021 due to significant increase in sales product quantity.
3. In the second quarter of 2022, the Company's has other income increased by Bath 15.78 million due to the increased dividend incomes from the invested business.

The Company will continuously assessed and monitors the business situation and will consider measures to control selling and administrative expenses to be at and appropriate level. In addition, overall financial standing and liquidity are satisfactory and stable.

Please kindly acknowledge and publicize accordingly.

Faithfully Yours,

Dusadee Soontrontumrong , Yupaporn Jearrakul

(Ms. Dusadee Soontrontumrong , Ms. Yupaporn Jearrakul)

Chief Executive Officer, Chief Financial Officer

Notes (1) In accordance with the accounting policy set by the Company in accordance with Thai Financial Reporting Standard No. 9 Financial Instruments).