



BRR บริษัท น้ำตาลบุรีรัมย์ จำกัด (มหาชน)
BURIRAM SUGAR PUBLIC COMPANY LIMITED

สำนักงานใหญ่/โรงงาน: 237 หมู่ที่ 2 บ้านสาวเอ้ ต.หินเหล็กไฟ อ.คูเมือง จ.บุรีรัมย์ 31190 โทร./โทรสาร 0-4466-6592-3

Head office/Factory: 237 Moo 2, Saoae, Hinleklai, Khumuang, Buriram 31190 Tel./Fax: +66-4466-6592-3

สำนักงานกรุงเทพฯ: 128/77-78 ชั้น 7 อาคารพญาไทพลาซ่า ถนนพญาไท แขวงทุ่งพญาไท เขตราชเทวี กรุงเทพฯ 10400 โทร. 0-2216-5820-2 โทรสาร: 0-2216-5823

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ทะเบียนเลขที่ 0107556000523 Website: <http://www.buriramsugar.com>

11 August 2022

SUBJECT MANAGEMENT DISCUSSION AND ANALYSIS OF THE FINANCIAL PERFORMANCE FOR THE
2nd QUARTER OF 2022

ATTENTION PRESIDENT, THE STOCK EXCHANGE OF THAILAND

Buriram Sugar Public Company Limited and its subsidiaries (“the Company”) clarify consolidated operating results by considering the Company’s Financial statement for the 2nd quarter of 2022 and period ending 30 June 2022, the details are as follows:

Performance Overview

FINANCIAL SUMMARY	6 Months 2022	6 Months 2021	INCREASE (DECREASE)	
			AMOUNT	% CHANGED
OPERATING RESULT (MILLION BAHT)				
Revenue from Sales and Services	5,043.22	2,046.09	2,997.13	146.48%
Cost of Sales and Services	(3,807.29)	(1,634.54)	2,172.75	132.93%
Gross Profit	1,235.93	411.55	824.38	200.31%
Selling Expenses	(185.82)	(86.67)	99.15	114.40%
Administrative Expenses	(199.68)	(151.67)	48.00	31.65%
Profit (Loss) for the year	716.05	231.20	484.85	209.71%
Financial ratios				
Gross Margin (%)	24.51	20.11		
Net Profit Margin (%)	14.20	11.30		



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Management Discussion and Analysis

For the 6 months period ended 30 June 2022, the company's reported net profit of THB 716.05 million compared with net profit of THB 231.20 million from the same period of previous year which has increased by THB 484.85 million or 209.71%. The detailed explanation in the operation results as the following:

- **Revenue from sales and services** for 6 months of 2022 were THB 5,043.22 million, increased by THB 2,997.13 million or 146.48% compared with the same period of previous year, mainly from the increase in both sugarcane prices and sales volumes. The sale volume of sugar increased by 147,481 tons or 173%. While the average sugar sale price was increased by 22% per ton sugar due to rising world sugar prices.
- **Cost of sales and services** for 6 months of 2022 were THB 3,807.29 million, increased by THB 2,172.75 million or 132.93% compared with the same period of previous year, mainly from the increasing in sale volume of sugar. However, an increase in cane crushing will affect more efficient management of fixed cost per unit. Therefore, resulting in a gross profit margin of 24.51% from 23.32% in the same period of previous year.
- **Other revenues** for 6 months of 2022 were THB 34.82 million, decreased by THB 112.49 million compared with the same period of previous year, due to the final stage of sugarcane price was higher than the preliminary stage of sugarcane price, so making the company did not receive the compensation income for the production and distribution of sugar from the Office of the Cane and Sugar Board. Moreover, in 2022 the company had no revenue from rights of domestic sugar distribution as in the 6-month period of 2021.
- **Selling expenses** for 6 months of 2022, selling expenses were THB 185.82 million, increased by THB 99.15 million or 114.40% compared with the same period of previous year, mainly from the export and freight cost that follow the increased amount of sales volume of sugar. However, selling expenses at 3.68% of sales have decreased when compared with the same period of previous year.



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- **Administrative expenses** for 6 months of 2022, administrative expenses were THB 199.68 million, increased by THB 48.00 million or 31.65% compared with the same period of previous year. The main reason is caused by the transaction fees from unwind forward contracts. When compared with sales, the administrative expenses were 3.96% of sales that have decreased with the same period of previous year.

Please be informed accordingly.

Yours faithfully,

(Mr. Somyot Changyongsuwan)

Finance and Accounting Director

Authorized Person to Disclose Information