

CS-2208017

11th August 2022

Subject: Management Discussion and Analysis for the three-month period ended 30 June 2022
To: President
The Stock Exchange of Thailand

The 2022 Annual General Meeting of Shareholders of Thai Energy Storage Technology Public Company Limited on 28 April 2022 had approved to amend the Article of Association No.42 RE: Accounting period "The fiscal year of the Company shall commence on 1st April and end on 31st March of every year" and the Company registered the change with the Department of Business Development Ministry of Commerce.

Thai Energy Storage Technology Public Company Limited (the "Company" or "3K-BAT") hereby submits consolidated financial information for the three-month period ended 30 June 2022.

Operating Results

Total Revenues

For the three-month period ended 30 June 2022 and 2021, the Company's sales revenues were THB 1,508.96 million and THB 1,269.80 million, respectively increased by THB 239.16 million or 18.83 percent and gain on exchange THB 54.20 million and THB 23.08 million respectively increased by THB 31.12 million due to the baht appreciation from the previous year.

Cost of Sales and Gross Profit

For the three-month period ended 30 June 2022 and 2021, the Company's costs of sales were THB 1,261.12 million and THB 1,037.98 million, respectively increased by THB 223.14 million or 21.50 percent in line with sales. The Company's gross profit margins for the period 2022 and 2021 were equal to 16.42 percent and 18.26 percent respectively. The gross profit margins were slightly lower.

Selling and administrative expenses

For the three-month period ended 30 June 2022 and 2021, selling and administrative expenses was Baht 204.80 million, or accounted for 13.57 percent of sales income, compared in the same period of previous year the amount was Baht 200.09 million or accounted for 15.76 percent of sales income, increased by Baht 4.71 million.

Net Profit

For the three-month period ended 30 June 2022 and 2021, the Company's net profits attributable to equity holders of the Company were THB 75.84 million and THB 47.85 million respectively, increased by THB 27.99 million, the Company's earnings per share equals to 0.97 Baht per share and 0.61 Baht per share, as a result of increased in gain on exchange rate.

Financial Positions

Assets

As of 30 June 2022, the Company's total assets were THB 3,958.31 million which increased from the total assets as of 31 March 2022 to THB 1.39 million or 0.04 percent. The main increasing of VAT refundable.

Liabilities

As of 30 June 2022, the Company's total liabilities were THB 1,643.34 million, which decreased from the liabilities as of 31 March 2022 by THB 54.89 million or 3.23 percent. Such changes were mainly due to the decreasing in Loan from a related party to THB 34.11million, Trade and other payables to THB 8.04 million and income tax payable to THB 7.85 million.

Shareholders' equity

As of 30 June 2022, the shareholders' equity of the Company was equal to THB 2,314.97 million increased from balance as of 31 March 2022 by THB 56.28 million or 2.49 percent, the changes in equity due to net profit for the period ended 30 June 2022 and dividend paid to THB 19.60 million.

Liquidity and Appropriateness of Capital Structure

As of 30 June 2022, the Company's cash had THB 473.39 million, increased by THB 80.43 million as compared to 31 March 2022. The Company's current assets/current liabilities ratio had 2.17 time and 2.09 time as compared to 31 March 2022 due to increasing in prepaid expenses of inventories.

As of 30 June 2022, the Company had inventories amounted to THB 899.01 million, decrease by Baht 53.53 million as compared to 31 March 2022 due to increasing in sale volume.

At of 30 June 2022 and 31 March 2022, the Company's debt/equity ratio was 0.71: 0.75.

Please be informed accordingly.

Yours faithfully,

- Signed -

(Mr. Akihiko Emori)

Chief Executive Officer