



Translation

PW-043/CS 2022

August 15, 2022

Subject : Management Discussion and Analysis for the second Quarter of 2022 ended June 30, 2022

To : President

The Stock Exchange of Thailand

Professional Waste Technology (1999) Public Company Limited and its Subsidiaries has submitted the financial statements and the reports of the certified public accountant's report for the periods ended June 30, 2022 and 2021, the operating results of the Company and its subsidiaries for the 3 months of the second quarter of 2022 (Consolidated Financial Statements), total comprehensive loss for the period was 5.88 million baht, compared to the same period of the previous year with a profit of 14.12 million baht. Operating loss increased from the previous year by 20.00 million baht or 141.60%. The conclusion of operation resulted of the company group have been changed significantly as follow.

1. Total revenues

The Company's total revenue (3 months of the second quarter of 2022) was 38.97 million baht, compared with the same period of last year revenues was 75.89 million baht. The revenue was decreased amount of 36.92 million baht or 48.65 %. The details of the income are as follows.

1.1 Total Revenues from sales and services are 38.66 million baht included:

Revenue from the sale of aluminum in the amount to	19.45 million baht.
Income from disposal of industrial waste and landfill amounted to	12.82 million baht.
Revenue from transportation and other service fees amounted to	6.31 million baht.
Revenue from the sale of scrap and scrap separated materials to	0.08 million baht.

Revenue declined as a result of the Department of Industrial Works's order on April 18, 2022 to stop the company from providing hazardous waste landfill services because the Department of Industrial Works has considered that the L4 area has not been approved or passed any approval from the Office of Natural Resources and Environmental Policy and Planning. Therefore, the company could not receive all of the hazardous waste. The major revenue was much decreased. However, the company has fixed as the Department of Industrial Work required and reopen to service disposal of hazardous waste as usual from August 4 2022.

1.2 Other income of 0.30 million baht, including revenue from GSB lottery prize amount of 0.23 million baht, land rental income of 0.05 million baht, and other revenues amount of 0.02 million baht.

2. Total cost of sales and service

In the second Quarter in 2022, the cost of sales and services was 35.72 million baht or 92.39% of the major revenue, compared to the same period of the previous year amount of 45.53 million baht or 60.23% of the major revenue. In the second quarter of 2022, the percentage of the cost of sales and services increased from last year due to the major revenue decrease as inform above.

3. Gross Profit

In the second Quarter in 2022, the primary loss was 2.94 million baht or 7.61% of the gross profit, compared to the same period last year with a gross profit of 30.06 million baht or 39.77%. By the year 2022, the gross profit margin was decreased from the previous year by 27.12 million baht or 90.22% accordance with major revenues was decreased.

4. Cost of distribution, administrative expenses and other expenses

Cost of distribution and administrative expenses were 13.83 million baht or 35.77% of the major revenues, which increased compared to the same period last year. According to major revenues that decreased as inform above.

5. Total comprehensive income for the period

In second Quarter in 2022, the Company's net loss was 5.88 million baht, compared with the same period of last year was a profit of 14.24 million baht. The loss increased by 20.00 million baht or 141.60%.

Please be informed accordingly.

Yours sincerely
(Assoc. Prof.Dr.Vilailuck Skulpakdee)
Chief Executive Officer