



9 November 2022

**No.** KIAT 7/2565  
**Subject** Management Discussion and analysis of the operating performance ending 30 September 2022  
**To** Managing Director  
The Stock Exchange of Thailand

Kiattana Transportation Public Company Limited (the “Company”) would like to explain The Company and its subsidiaries’ operating performance for period ending 30 September 2022, detailed as follows:

**The operating performance for period ending 30 September 2022 compared with 2021**

(Unit: Million Baht)

Profit & Loss	The operating performance of 3 months period ending					
	30 September 2565		30 September 2564		Increase (Decrease)	Percentage
	Actual	Percentage	Actual	Percentage		
<b>Total Revenue</b>	<b>262.91</b>	<b>100.00</b>	<b>186.46</b>	<b>100.00</b>	<b>76.45</b>	<b>41.00</b>
Services-Transportation	174.31	66.30	131.31	70.42	43.00	32.74
Services	18.32	6.97	11.75	6.30	6.57	55.94
Sales	65.62	24.96	39.62	21.25	26.00	65.62
<b>Major Revenue</b>	<b>258.25</b>	<b>98.23</b>	<b>182.68</b>	<b>97.98</b>	<b>75.57</b>	<b>41.37</b>
Costs of service	133.61	50.82	98.23	52.68	35.38	36.01
Costs of sales	47.78	18.17	29.79	15.98	17.99	60.38
<b>Total costs</b>	<b>181.38</b>	<b>68.99</b>	<b>128.02</b>	<b>68.66</b>	<b>53.36</b>	<b>41.68</b>
<b>Gross profit</b>	<b>76.87</b>	<b>29.24</b>	<b>54.66</b>	<b>29.32</b>	<b>22.20</b>	<b>40.62</b>
Selling and administrative expenses	40.85	15.54	42.70	22.90	(1.85)	(4.32)
<b>Profit before interests and tax</b>	<b>40.67</b>	<b>15.47</b>	<b>15.74</b>	<b>8.44</b>	<b>24.93</b>	<b>158.37</b>
Interest + income tax expense	8.18	3.11	4.19	2.25	3.99	95.13
<b>Net Profit</b>	<b>32.49</b>	<b>12.36</b>	<b>11.55</b>	<b>6.19</b>	<b>20.94</b>	<b>181.33</b>

**Remark:** \*the aspect ratio of percentage calculated from total revenue





**Revenues** For quarter 3/2022, The Company and its subsidiaries' total revenue were Baht 262.91 million, increased by Baht 76.45 million or equivalent to 41.00%, compared with the same period of the previous year. The primary cause is the increased revenues from transportation services, the major revenues comprising:

(Unit: Million Baht)

Revenues	Revenues		Revenues	Percentage
	30 September 2022	30 September 2022		
Services-Transportation	174.31	131.31	43.00	32.74
Other Services	18.32	11.75	6.57	55.94
Sales	65.62	39.62	26.00	65.62
<b>Total Major Revenue</b>	<b>258.25</b>	<b>182.68</b>	<b>75.57</b>	<b>41.37</b>

For quarter 3/2022, the company and its subsidiary revenues from transportation service, assets rental, driver behavior monitoring service, and chemicals product sales were Baht 258.25 million, comprising:

- ⊕ Revenues from transportation service which is the company's major income were Baht 174.31 million or 66.30% of total revenue. Increasing from the same period of the previous year by Baht 43.00 million or equivalent to 32.74% owing to the company gaining new domestic and foreign customers, while some contracts of former customers expired.
- ⊕ Revenues from assets rental and driver behavior monitoring services were Baht 18.32 million, equivalent to 6.97% of total revenue, Increasing from the same period of the previous year by Baht 6.57 million or equivalent to 55.94%
- ⊕ Revenues from sales were Baht 65.62 million equivalent to 24.96 of total revenue, increasing from the previous year by Baht 26.00 million or increased by 65.62%. Owing to the increasing orders.

**Total cost** For quarter 3/2022, The Company and its subsidiaries' total cost were Baht 181.38 million, or equivalent to 68.99% of total revenue. Increasing from the same period of the previous year by Baht 53.36 million or increased by 41.68%.





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TRANSPORT



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The total cost is divided into two parts: cost of service and cost of sales. The increased cost of service was related to the increasing services from new contracts comprised with the higher oil price than the previous year. Also, the increased cost of sales related to the increased sales comprise with the increased cost of goods during the quarter.

**Gross profit** For Quarter of 3/2022, The Company and its subsidiaries' gross profit were Baht 76.87 million in total, or equivalent to 29.24% of total revenue. Increasing from the same period of the previous year by Baht 22.20 million or increasing equivalent to 40.62%. Owing to the company's and its subsidiary's increasing revenue despite the increase in overall costs, but still less than the increased income.

**Selling and Administrative expenses** The Company and its subsidiaries' selling and administrative expenses for quarter 3 of 2022 were Baht 40.85 million, decreasing from the previous year by Baht 1.85 million or decreasing equivalent to 4.32%. Because in the same period of the previous year, there were extra expenses from employee termination. As a result of the expiration of one customer's transportation contract.

**Interests & Income Tax expenses** The Company and its subsidiaries' interests and corporate income tax expenses for quarter 3/2022 were Baht 8.18 million or equivalent to 3.11% of total revenue, which increasing from the previous year by Baht 3.99 million or increased by 95.13%. Owing to the increase in the Company and its subsidiary profit.

**Net profit** The Company and its subsidiaries' net profit for quarter 3 of 2022 were Baht 32.49 million or equivalent to 12.36% of total revenue, which increasing from the same period of the previous year by Baht 20.94 million or increasing equivalent to 181.33%.

Please be informed accordingly.

Yours sincerely,

Miss Mintra Monsereenusorn

(Managing Director)

Authorized to disclose the company information

