

November 10, 2022

Re : Management Explanation and Analysis of Operating Results for 3<sup>rd</sup> quarter of 2022

To : The President of the Stock Exchange of Thailand

The company and its subsidiaries ("the Group Company") reported that for the financial statements for 3<sup>rd</sup> quarter of 2022, the Group Company's profit before tax was baht 33.44 million and corporate tax revenue was baht 0.079 million. As a result, the net profit was baht 33.52 million. The comprehensive profit only the part of the parent company was baht 48.30 million. Because of the Group Company sales value had decrease compared to the same period in 2021 while the cost of sales and services had increased so the net profit had decreased accordingly. And comparing the average price of field latex of 2021 and 2022, the price was baht 47.07 per kilogram in 2021 and slightly increased to baht 49.14 per kilogram in 2022, the increase of 4.40% (Source: Rubber Authority of Thailand).

For the 9-month period of 2022, the Group Company had sales and service income of baht 7,199.34 million comparing to the same period of 2021 which was baht 6,672.52 million, the increase of 7.90% or baht 526.82 million. It was mainly from the continuing demand of latex and pre-vulcanized latex product and the Thai baht weaken compare to last year also support the sales increase and the price of field latex was higher than the previous year. Cost of sales and service for the 9-month period of 2022 comparing to the same period last year was baht 6,261 million and baht 5,549.49 million, the increase of 12.82% or baht 711.51 million this was higher than the increase in sales and service revenue. Net profit for the 9-month period was baht 301.43 million lower than net profit for the 9-month period for 2021 which was baht 325.76 million by baht 24.33 million. The net profit attributable to the parent company for the period of 2022 amounted to baht 316.79 million.

The company and its subsidiary companies had financial operating results as follows:

1. For the 9-month period of 2022, latex and pre-vulcanized latex group had profit before tax baht 268 million, was decreased from the 9-month period of 2021 amount to baht 20 million due to the increasing in cost of sales and services from the current global economic slowdown situation, causing the price of raw materials to be increased, such as chemicals.

2. For the 9-month period of 2022, finished product group had profit before tax baht 122 million was decreased from the 9-month period of 2021 amount to baht 46 million while cost of sales and services increase due to the current global economic slowdown situation.

3. For the 9-month period of 2022, rubber plantation group had baht 9 million loss before tax, was decreased from the 9-month period of 2021 amount to baht 6 million, because of starting rubber tapping is speed up and higher price of the latex resulting in higher sales revenue. But still has high production costs such as chemical organic fertilizer. The resulting rubber plantation group still loss but downward trend.

Please be informed accordingly,

Yours faithfully,

(Mr.Vorathep Wongsasuthikul)

Chairman