



MBAX 004/2565

November 11, 2022

Subject: Clarification of the operating results which are deviated more than 20%

To: The Managing Director
The Stock Exchange of Thailand

- ❖ Multibax Public Company Limited would like to clarify the operating results which are deviated more than 20% from the same period last year, for nine months ended September 30, 2022 as follows:

1. Revenue of sales

Total revenue was accounted for 1,485.95 million Baht, increased by 430.40 million Baht or 40.77 percent compared to the same period last year (1,055.55 million Baht).

2. Cost of sales

Total cost of sales was accounted for 1,257.59 million Baht, increased by 299.26 million Baht or 31.23 percent compared to the same period last year (958.33 million Baht).

3. Selling and Administrative Expenses

Total selling and administrative expenses were accounted for 77.43 million Baht, increased by 6.32 million Baht or 8.89 percent compared to the same period last year (71.11 million Baht).

4. Finance costs

Finance costs was accounted for 15.84 million Baht, decreased by 0.38 million Baht or 2.34 percent compared to the same period last year (16.22 million Baht).

5. Other Income

Other incomes were accounted for 12.72 million Baht, decreased by 18.87 million Baht or 59.73 percent compared to the same period last year (31.59 million Baht).

6. Gain & Loss on exchange rate

Gain on exchange rate were accounted for 5.37 million Baht, increased by 18.22 million Baht or 141.79 percent compared to the same period last year (12.85 million Baht).

7. Tax Expenses (Income tax expenses)

Tax expenses was accounted for 24.60 million Baht, increased by 21.02 million Baht or 487.15 percent compared to the same period last year (3.58 million Baht).

8. Net Profit

Net profit was accounted for 128.58 million Baht, increased by 103.53 million Baht or 413.29 percent compared to the same period last year (25.05 million Baht).

Reasons for the increased of the net profit for nine months ended September 30, 2022 were:

1. Revenue from sales increased by 430.40 million baht or 40.77 percent, mainly from the higher sales quantity and the selling prices. In 2022, sales were higher than in 2021 although the shortage of containers and higher freight cost were still existed. However, the current container crisis was gradually improved, so, better sales quantity was noticed. Another significant contributing factor is the weakening of Thai Baht against US\$, thus, the sales revenue in Thai Baht were substantially increased. From these reasons, the unit selling prices for the first nine months of 2022 were higher than those of 2021.

2. Cost of sales increased by 299.26 million baht or 31.23 percent. This is the reflection from the increasing prices of the plastic resins when compared to the same period last year from the weakening of Thai Baht. These factors resulted to the higher production cost and the cost of sales per unit. Nevertheless, the company could continuously control all the relevant costs to match up with the current situation, then, added up by the positive impact from the sales revenue against the cost of sales. As such, the gross profit for the 9 months of 2022 had been recorded at 228.36 million Baht, increased by 131.15 million baht or 134.91 percent.

3. Total selling and administrative expenses were increased by 6.32 million Baht or 8.89 percent from the increasing of the selling and export expenses since the sales quantity were higher. The administrative expenses were also increased from the rebate expenses paid to the customer as the sales motivation.

4. Financial costs decreased by 0.38 million Baht or 2.34 percent, mainly from the lower interest of the short-term loans from the financial institutes.

5. Other income were decreased by 18.87 million Baht or 59.73 percent, from the down trend of customer compensation against the new product sales in this quarter. This compensation was reduced proportionately to the level of the trading responsibility agreement.

6. Gain on exchange rate were increased by 18.22 million Baht or 141.79 percent, from the good management of the foreign currency portfolio. The company did well enough on this topic that in 2022, the gain on exchange rate was 5.37 million Baht against the 2.85 million Baht loss in 2021.

7. Tax expenses were increased by 21.02 million Baht or 487.15 percent. This tallied with the higher profit, while in 2021, the company received reimbursement from the deferred tax assets derived from the net loss.

8. In summary, the revenue of sales was up from the increased sales quantity and the weakening of Thai Baht. The cost of sales and the production cost were increased from the higher prices of plastic resin; thus, the gross profit was recorded at 228.36 million Baht, increased by 131.15 million Baht or 134.91 percent. Combining with all the other factors including the increase of the gain on exchange rate, increasing of the selling & administrative expenses, tax expenses, and decreasing of the other income, altogether provided the net profit for 9 months ended September 30, 2022 at 128.58 million Baht. This net profit was increased by 103.53 million Baht or 413.29 percent when compared to the same period of 2021 at 25.05 million Baht. Nevertheless, if we consider the performance of this quarter only, the net profit was recorded at 68.49 million Baht. When compared with the first & second quarter performance, a significant increase of the net profit was clearly noticed. The main contributing factors were the higher sales quantities and the selling prices, enhancing by the weakening of Thai baht starting from the early of this year and continuing up to this quarter as explained above.

For your acknowledgement.

Yours Sincerely,

Signature_____

(Mr. Pisuth Lertvilai)
Deputy Managing Director