

Date 11 October 2022

Subject Management's Discussion and Analysis of the Financial Statements for the third quarter ended 30 September 2022.

To Managing Director of The Stock Exchange of Thailand

Enclosure Management's Discussion and Analysis of the Financial Statements for the third quarter ended 30 September 2022, both Thai and English, 1 set for each

Mena Transport Public Company Limited ("MENA") would like to submit the Company's reviewed financial statements for the third quarter ended 30 September 2022 to the Stock Exchange of Thailand.

The operation result of MENA for the third quarter ended 30 September 2022 registered a net profit amounting to 31.5 million Baht. Please see further details in the Management's Discussion and Analysis of the financial statements for the third quarter ended 30 September 2022 as attached.

Best regards,



(Mrs. Suwanna Kajonwuttidet)
Chief Executive Officer

Mena Transport Public Company Limited

Management Discussion and Analysis for the third quarter ended 30 September 2022

Mena Transport Public Company Limited (“MENA”) would like to report the operating result of 3-month and 9-month periods ended 30 September 2022 according to the Company’s financial statement which the details are as follows:

(Unit : Million Baht)

Statement of comprehensive income	For the three-month period				For the nine-month period			
	Quarter 3 2022	Quarter 3 2021	Increase/ decrease	%	2022	2021	Increase/ decrease	%
Revenue from transportation and concrete transportation services	180.3	112.7	67.6	60	487.3	392.4	94.9	24
Revenue from sales	5.4	4.9	0.5	10	21.7	19.4	2.3	12
Total revenue	185.7	117.6	68.2	58	509.0	411.8	97.2	24
Cost of transportation and concrete transportation services	(154.5)	(101.8)	(52.7)	52	(410.2)	(331.8)	(78.5)	24
Cost of sales	(5.2)	(4.6)	(0.5)	12	(20.8)	(18.4)	(2.4)	13
Total cost	(159.7)	(106.5)	(53.2)	50	(431.0)	(350.1)	(80.9)	23
Gross profit	26.1	11.1	14.9	134	78.0	61.7	16.3	26
Other income	2.5	2.3	0.2	8	7.4	9.1	(1.7)	(19)
Selling expenses	(0.2)	(0.1)	(0.1)	110	(0.6)	(0.3)	(0.3)	88
Administrative expenses	(13.4)	(13.9)	0.6	(4)	(43.5)	(41.9)	(1.6)	4
Finance cost	(1.7)	(1.9)	0.2	(8)	(5.0)	(6.4)	1.5	(23)
Income tax expense	(1.8)	1.3	(3.1)	(234)	(4.9)	(1.5)	(3.4)	230
Profit for the period	11.4	(1.8)	13.2	739	31.5	20.0	11.5	57

Performance Overview

The third quarter is in the rainy season. The demand for concrete and cement has dropped since construction halted while it is raining. This makes the revenue from concrete and cement industries in the third quarter lower than the revenue of the previous quarter.

In year 2022, MENA’s revenue increases from the same period of prior year because the closure of construction workers during the third quarter of 2021 made the demand for concrete and cement unusually drop, whilst the service rate in 2022 increased which is in-line with the increase in fuel price, and the expansion of transportation services which are distribution of consumption products, specialty products and temperature-controlled transportation.

Revenue from concrete transportation services (Mixer)

Revenue from concrete transportation services is the revenue derived from mixer trucks which are vehicles that transport ready-mixed concrete to customers and revenue from fleet management. The mixer trucks will be stationed at ready-mixed concrete factory, which are more convenient to operate both concrete delivering and concrete pouring for customers.

Service income for the third quarter of 2022 (three months) was 115.6 million Baht, increased by 34.7 million Baht from the same period last year, reflecting a 43 percent increase. This was result from the increase in the

volume of the ready-mixed concrete MENA delivered because of the closure of construction workers during the third quarter of 2021, and the increase in service rate in accordance with the increase in fuel price.

Service income for the nine-month period of 2022 was 324.6 million Baht, increased by 31.4 million Baht from the same period last year, reflecting a 11 percent incline. This was due to the same reasons mentioned in previous paragraph.

Revenue from transportation

The revenue from transportation is derived from the service by trailers, which can change the type of semi-trailer depending on the usage, trucks for distribution of consumption products, trucks for specialty products, and temperature-controlled trucks, and revenue from fleet management.

The customers of transportation business are manufacturers who hire MENA to deliver products to end users such as cement powder companies, construction materials companies and customers who are intermediaries in the transportation of goods such as consumer products and construction materials. In 2022, MENA provides distribution services of consumption products using 4-wheel trucks, 6-wheel trucks, 10-wheel trucks, tow trucks that deliver animal food, and temperature-controlled trucks.

Transportation income for the third quarter of 2022 (three months) was 64.7 million Baht, increased of 33.1 million Baht from the same period last year, reflecting a 104 percent growth because MENA has revenue from new service in 2022, and the transportation rate increased in accordance with the increase in fuel price.

Transportation income for the nine-month period of 2022 was 162.7 million Baht, increased of 63.5 million Baht from the same period last year, reflecting a 64 percent growth due to the reason mentioned in previous paragraph.

Revenue from sales

Revenue from sales is the revenue generated by the selling of concrete, fly ash, and construction materials. MENA purchases and deliver construction products to the customer right away. So, MENA has no inventory.

Sales revenue in the third quarter of 2022 were 5.4 million Baht, increased 0.5 million Baht from the same period last year, marking a 10 percent increase because of the closure of construction workers during the third quarter of 2021.

Sales revenue for the nine-month period of 2022 were 21.7 million Baht, increased 2.3 million Baht from the same period last year, marking a 12 percent increase due to the economic recovery.

Gross profit

Gross profit for the third quarter of 2022 (three months) was 14% increased by 5% from the same period of prior year. The closure of construction workers during the third quarter of 2021 leads MENA's revenue decline significantly. In addition, MENA had the cost of protection MENA's drivers and staff from COVID-19 in that period.

Gross profit for the nine-month of 2022 was 15% which was equal to the same period of prior year. Although the oil price increases during the month, the depreciation expense decreased from the same period of prior year because some vehicles reached their useful life.

Profit for the period

The net profit for the third quarter of 2022 (three months) was 11.4 million Baht, increased 13.2 million Baht or 739 percent over the same period the previous year, which was mainly from the increase in gross profit of 15.0 million Baht.

The net profit for the nine-month of 2022 was 31.5 million Baht, increased 11.5 million Baht or 57 percent over the same period the previous year, which was mainly from the increase in gross profit of 16.3 million Baht.

Financial ratio

Debt-to-Equity ratio (D/E ratio)

The debt-to-equity ratio (D/E ratio) increased from 0.29 times as of 31 December 2021 to 0.40 times as of 30 September 2022 because of the increase in lease liabilities from the investment in new vehicles and the dividend payment of 22.0 million Baht. MENA has a loan agreement with a financial institution requires debt to equity ratio of not more than 2.5 times and must not be less than 0, and not to have loss more than the capital throughout the term of the loan agreement. From the end of 31 December 2021 to 30 September 2022, MENA has been able to comply with financial covenants stated in the agreement.