



Ref. OS 2022/023

November 11, 2022

Subject : Management Discussion and Analysis for Quarter 3/2022

To : The Director and Manager of The Stock Exchange of Thailand

SiS Distribution (Thailand) Public Company Limited and its subsidiaries would like to announce the Financial Report for the Third Quarter ended September 30, 2022, which has been reviewed by certified Auditors. The details are as follows:

1) Total Revenue

Total revenue of the Company and its subsidiaries for the Third Quarter of 2022 was 6,761 million Baht, a decrease of 1,737 million Baht or 20.4% from the same period of last year from

Revenue by Business unit	3 months period				9 months period			
	Ended 30 September				Ended 30 September			
	2022	2021	Inc. (Dec.)		2565	2564	Inc. (Dec.)	
	MB.	MB.	MB.	%	MB.	MB.	MB.	%
Commercial	2,031	1,720	311	18.1	5,307	4,696	611	13.0
Consumer	2,140	3,021	(881)	(29.2)	7,209	7,502	(293)	(3.9)
Value Added	936	913	23	2.5	2,963	2,734	229	8.4
Phone	1,091	2,325	(1,234)	(53.1)	5,379	7,512	(2,133)	(28.4)
Others	517	479	38	7.9	1,434	1,244	190	15.3
Total	6,715	8,458	(1,743)	(20.6)	22,292	23,688	(1,396)	(5.9)

For the three and nine month periods, Two main Business Units that directly related to consumer products had a significant decrease in revenue compared to the same period of last year. The reasons were the economic slowdown, rising inflation, a weaker in Baht currency makes IT products more expensive. These are factors that forces consumers to cut back on spending luxury goods and delay their purchases. Also, there were the Thai government's 50:50 co-payment scheme in the previous year which had to be run through mobile payment application, including allowing employees to work from home and online learning to stimulate large number of Smartphone purchasing volume in that period.

Revenues from Commercial, Value Added and Other products sold to the organization increased when compared to the previous year. Due to the situation of the COVID-19 outbreak, the Company has begun to allow employees return to work. As a result, the company has to spend more equipment.



2) Net Profit

Net Profit of the Company and its subsidiaries for the Third Quarter of 2022 was 186 million Baht, a decrease of 29 million Baht or 13.6% from the same period of last year mainly due to

- Gross profit decreased by 10 MB due to lower sales. However, the proportion of profit decrease is less than sales.
- Selling and distribution expenses and Administrative expenses increased by 13 MB mainly from employee expenses.
- Finance cost increased by 5 MB following an increase in interest rates.

Yours sincerely,

Mr. Somchai Sittichaisrichart
Managing Director