

AD. 09/2022

November 11<sup>th</sup>, 2022

Subject: Management's Discussion and Analysis of Business Performance for covering the Third quarter of the year 2022, ending on September 30, 2022.

To: The President of the Stock Exchange of Thailand

According to Salee Colour Public Company Limited ("COLOR") financial statement report for the Third quarter of the year 2022, ending on September 30, 2022 to the Stock Exchange of Thailand. The company performance resulted NET PROFIT of 17.57 Million THB which increased by 2.87 Million THB, comparing to the same period of last year which has NET PROFIT of 14.70 Million THB equivalent to 20% increased.

Company would like to summarize the highlights for those results as follows: -

1. Company achieved 322 Million THB of total revenue during the Third quarter of the year 2022, which increased to 23 Million THB under 299 Million THB at the same period counted last year 2021 equivalent to 8% increased, The outturned of the company was able to market more new products.
2. Company sought to improve production process to reduce costs and develop new high-demand products. Furthermore, company aimed to find ways to cut reduction cost, resulting in increased gross profit margin of 20%, comparing to the same period of last year.
3. Company had 46.83 Million THB of selling and administrative expenses increased by 1.3 Million THB, on the Third quarter of the year 2022. In comparison to the same period of last year which has selling and administrative expenses 45.49 Million THB which equivalent to 3% increased due to expenses that vary with sales increase.
4. Company had 2.04 Million THB of finance costs during the Third quarter of the year 2022 increased by 0.67 Million THB, in comparison to the same period of last year which has a finance costs of 1.37 Million THB and equivalent to 49% increased due to the amount of short-term loans from financial institutions with interest rate adjustments to inflation and long-term loans from investments in fixed assets to support business expansion.
5. Company had 1.98 Million THB of expense Tax during the Third quarter of the year 2022 which increased by 0.11 Million THB, in comparison to the same period of last year which has expense Tax of 1.87 Million THB, due to profit increase.

Please be informed accordingly.

Sincerely,

Mr. Peerapun Chivapornthip  
Managing Director