

November 11, 2022

Subject: Management discussion and analysis of the operating results for the quarter
3/2022

Attn: President
The Stock Exchange of Thailand

Please find the reviewed Financial Statement for the Quarter 3/2022 ending 30 September 2022 which had been reviewed by Certified Auditor and has been approved by the Board of Director.

Food and Drinks Public Company Limited operating result in the Quarter 3/2022 compare to the Quarter 3/2021 and Statement of financial position as at 30 September 2022 compare to as at 31 December 2021 can be summarized the important essence as follows:

Operating Result

Company's Financial Statement in the Quarter 3/2022 has net profit amount to Baht 11.12 million or Baht 0.63 per share (2021 : net loss at Baht 0.08 per share) which net profit increased by Baht 12.50 million (2021 : net loss of Baht 1.40 million). Our book value per share as at 30 September 2022 stood at 67.92 Baht. (as at 30 September 2021 : at 61.83 Baht)

Significant changes are as follows:

- 1) Revenue from sale Baht 204.69 million increased by Baht 47.91 million, or 30.56% year-over-year (2021 Revenue from sales Baht 156.78 million).
- 2) Cost of sales increased by Baht 34.73 million due to price of raw materials and packaging increasing. Cost of sales ratio at 83.46% (2021 : at 86.81%) which results in gross profit of Baht 33.86 million increasing from last year 63.78%.
- 3) Company record profit sharing in joint-venture by equity method of Baht 1.91 million increase from last year by Baht 2.11 million (2021 : loss amounting of Baht 0.19 million).

Statement of Financial Position

Statement of Financial Position as at 30 September 2022, the company has total asset of Baht 1,584.05 million decreased from end of 2021 by Baht 1.25 million, total liabilities in Baht 386.93 million decreased from end of 2021 by Baht 21.67 million and shareholders' equity of Baht 1,197.12 million increased from end of 2021 by Baht 20.42 million or 1.74%. The important essence detail of changing in asset, liabilities and shareholders' equity are as follows:

Assets

- Cash and cash equivalent increase by Baht 11.37 million or 97.89% from cash net received from operation.
- Trade and other current receivable increase by Baht 7.50 million from normal business without long overdue receivable.

- Other non-current financial assets decrease 100.00% from the redemption of deposits used as collateral from finance institution.
- Investment in associate decrease by Baht 7.83 million or 8.60% due to dividend received from associate company amounting of Baht 13.64 million.

Liabilities

- Short-term loans from financial institutions decrease by Baht 7.70 million or 26.37% from loan repayment.
- Other current financial liabilities increase by Baht 3.85 million or 339.33% due to losses from derivative instruments which recognized losses as of September 30, 2022.
- Long-term loans from financial institutions decrease by Baht 27.06 million or 62.16% from loan repayment.

Shareholders' Equity

- Deficit decrease by 20.42 million or 37.70% due profit from financial results in Q3/2022.

Cash Flow Statement

Cash Flow Statement for the nine months period ended 30 September 2022, the company has cash and cash equivalent transaction net increased from 31 December 2021 in Baht 11.37 million as follows:

- The Company has net cash flows from operating results amounting of Baht 34.58 million.
- Cash flow from dividend received amounting of Baht 13.64 million
- Cash flows used for loans from financial institutions repayment amounting of Baht 34.76 million.

Please be informed accordingly.

Sincerely yours,

(Ms. Huai Hui, Lee)
Chief Operating Officer