



# **THAI MITSUWA PUBLIC COMPANY LIMITED.**

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14 November 2022

Subject : Operating results for the three-month period (the second quarter) and for the six-month period (the first quarter and the second quarter) for the year 2022

To : President of The Stock Exchange of Thailand

Thai Mitsuwa Public Company Limited (TMW) has summarized the operating results for the three-month periods from 1 July 2022 to 30 September 2022 and for the six-month periods compared from 1 April 2022 to 30 September 2022 with the same period of 2021 as follows :

**Comparing the operating results for the period of six months - 2022 / 2021** (unit in thousand)

Income Statement ( April - September )	2022		2021		Change
Revenue from sales – plastic products	848,514	100.00%	702,746	100.00%	20.74%
Revenue from sales – magnesium products	875,341	100.00%	708,122	100.00%	23.61%
Revenue from sales – mold	56,021	100.00%	81,113	100.00%	-30.93%
Total revenue from sales	1,779,876	100.00%	1,491,981	100.00%	19.30%
Cost of sales – plastic products	762,851	89.90%	632,900	90.06%	20.53%
Cost of sales – magnesium products	705,640	80.61%	561,505	79.29%	25.67%
Cost of sales – molds	39,490	70.49%	49,088	60.52%	-19.55%
Total cost of sales	1,507,981	84.72%	1,243,493	83.35%	21.27%
Gross profit – plastic products	85,663	10.10%	69,846	9.94%	22.65%
Gross profit – magnesium products	169,701	19.39%	146,617	20.71%	15.74%
Gross profit – molds	16,531	29.51%	32,025	39.48%	-48.38%
Total gross profit	271,895	15.28%	248,488	16.65%	9.42%
Other income	10,992	0.62%	10,375	0.70%	5.95%
Selling expenses	50,674	2.85%	36,972	2.48%	37.06%
Administrative expenses	120,085	6.75%	113,317	7.60%	5.97%

Finance cost	488	0.03%	2,002	0.13%	-75.62%
Income tax expenses	15,419	0.87%	17,268	1.16%	-10.71%
Net profit	96,221	5.41%	89,304	5.99%	7.75%

Comparing Quarter 2- 2022 / with Quarter 2 -2021

(unit in thousand)

Income Statement (July - September )	2022		2021		Change
Revenue from sales – plastic products	460,792	100.00%	331,472	100.00%	39.01%
Revenue from sales–magnesium products	461,023	100.00%	409,460	100.00%	12.59%
Revenue from sales – mold	18,449	100.00%	39,494	100.00%	-53.29%
Total revenue from sales	940,264	100.00%	780,426	100.00%	20.48%
Cost of sales – plastic products	410,769	89.14%	308,734	93.14%	33.05%
Cost of sales – magnesium products	354,407	76.87%	320,517	78.28%	10.57%
Cost of sales – molds	12,518	67.85%	24,672	62.47%	-49.26%
Total cost of sales	777,694	82.71%	653,923	83.79%	18.93%
Gross profit – plastic products	50,023	10.86%	22,738	6.86%	120.00%
Gross profit – magnesium products	106,616	23.13%	88,943	21.72%	19.87%
Gross profit – molds	5,931	32.15%	14,822	37.53%	-59.99%
Total gross profit	162,570	17.29%	126,503	16.21%	28.51%
Other income	7,594	0.81%	5,287	0.68%	43.64%
Selling expenses	27,507	2.93%	19,390	2.48%	41.86%
Administrative expenses	60,313	6.41%	55,162	7.07%	9.34%
Finance cost	188	0.02%	906	0.12%	-79.25%
Income tax expenses	9,205	0.98%	11,447	1.47%	-19.59%
Net profit	72,951	7.76%	44,885	5.75%	62.53%

Comparing Quarter 2 with Quarter 2- 2022

(unit in thousand)

Income statement	Q2 / 2022		Q1 / 2022		Change
Revenue from sales – plastic products	460,792	100.00%	387,722	100.00%	18.85%
Revenue from sales–magnesium products	461,023	100.00%	414,318	100.00%	11.27%
Revenue from sales – mold	18,449	100.00%	37,572	100.00%	-50.90%
Total revenue from sales	940,264	100.00%	839,612	100.00%	11.99%
Cost of sales – plastic products	410,769	89.14%	354,082	91.32%	16.01%
Cost of sales – magnesium products	354,407	76.87%	351,233	84.77%	0.90%
Cost of sales – molds	12,518	67.85%	26,972	71.79%	-53.59%
Total cost of sales	777,694	82.71%	730,287	86.98%	6.49%
Gross profit – plastic products	50,023	10.86%	33,640	8.68%	48.70%
Gross profit – magnesium products	106,616	23.13%	63,085	15.23%	69.00%
Gross profit – molds	5,931	32.15%	10,600	28.21%	-44.05%
Total gross profit	162,570	17.29%	109,325	13.02%	48.70%
Other income	7,594	0.81%	3,398	0.40%	123.48%
Selling expenses	27,507	2.93%	23,167	2.76%	18.73%
Administrative expenses	60,313	6.41%	59,772	7.12%	0.91%
Finance cost	188	0.02%	300	0.04%	-37.33%
Income tax expenses	9,205	0.98%	6,214	0.74%	48.13%
Net profit	72,951	7.76%	23,270	2.77%	213.50%

In the past 6 months from April 1, 2022 to September 30, 2022, the revenue from sales increased by 19.30% (as in Table 1) when compared with the same period of the previous year. (from April 1, 2021 to September 30, 2021) and increased by 11.99% (see table 3) when comparing the second quarter with the first quarter of 2022, while the cost of sales rose 21.27%, more than the increase in the revenue from sales about 2%.

The revenue from sales of plastic products increased by 20.74%, consisting of approximately 20% increase in domestic sales and approximately 52% increase in exports while the cost of sales of plastic products increased by 20.53%, the cost of sales to revenue from sales decreased. The gross margin

increased slightly from 90.06% to 89.90%, and the gross profit to revenue from sales increased slightly from 9.94% to 10.10%, resulting in the gross profit up 22.65%.

The revenue from sales of magnesium products increased by 23.61%, consisting of an increase of approximately 11% in domestic sales and 69% increase in exports. While the cost of sales of magnesium products increased by 25.67%; the cost of sales to revenue from sales increased from 79.29% to 80.61%.resulting in a 15.74% increase in the gross profit.

The revenue from mold sales decreased 31% consisted of the revenue from domestic sales decreased by approximately 64% and the exports decreased by approximately 31%. While the mold costs decreased by 19.55%. The cost of sales to the revenue from sales increased significantly from 60.52. % to 70.49%, resulting in a 48.38% decrease in the gross profit.

The selling expenses increased by 37.06%, proportional to the revenue from sales increased from 2.48% to 2.85%. The significant items were transportation-related expenses accounting for 77.15% of the selling expenses and employee-related expenses accounting for 21.58% of selling expenses. The total of these two items accounted for 98.73% of selling expenses.

The administrative expenses increased by 5.97%, proportional to the revenue from sales decreased from 7.60% to 6.75%. The significant items were employee-related expenses accounting for 68.20% of the administrative expenses. The depreciation and amortization charges accounted for 10.39% of the administrative expenses. The total of these two items accounted for 78.59% of administrative expenses.

Considering the above-mentioned operating expenses in the six-month period from April 1, 2022 to September 30, 2022, employee-related expenses accounted for approximately 54%.

#### Financial ratio

<u>Liquidity ratios</u>	As of 30/09/2022	As of 30/06/2022	As of 31/03/2022
Liquidity ratios (times)	2.17	2.29	2.19
Quick ratios (times)	1.78	1.85	1.67
<u>Profitability ratios</u>	-		
Gross profit margin (%)	15.28%	13.02%	14.56%
Operating profit margin (%)	5.68%	3.14%	4.30%
Cash-to-profit ratio (%)	261.95%	421.94%	276.57%
Net profit margin (%)	5.37%	2.76%	3.86%
<u>Financial policy ratio</u>	-		
Debt to equity ratio (times)	0.31	0.27	0.27

As of September 30, 2022, the second quarter compared to the first quarter and the beginning of the period as of March 31, 2022, the liquidity ratio of 2.17 times, and the quick ratio of 1.52 times. The overall

liquidity over the past six months has been at the same level approximately. Gross profit margin of 15.28%, the operating profit margin of 5.68%, the cash-to-profit ratio 261.95% and the net profit margin of 5.37% showed that profitability improved from the first quarter and the debt to equity ratio was 0.31 times, slightly increased compared with the first quarter.

The operating results from April 1, 2022 to September 30, 2022, the company had a net profit of 95.93 million baht, an increase of 7.75% when compared with a net profit base in the same period of last year 89.30 million baht ( from April 1, 2021 to 30 September 2021).

Please be informed accordingly.

Signature

Mr.Tetsuji Takeguchi  
Account and Finance Manager