



## FANCY WOOD INDUSTRIES PUBLIC CO., LTD.

357 MU 12 SOI SUKSAWAT84, SUKSAWAT RD., PRASAMUTJADEE, SAMUTPRAKARN 10290, THAILAND

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REF.SET: 65-7

November 14<sup>th</sup>, 2022

Subject: Management Discussion and Analysis for the quarter of 3/2022

To: The President of the Stock Exchange of Thailand

We, Fancy Wood Industries Public Co., Ltd. would like to clarify the overall operations of the Company and its subsidiary company for the third quarter of 2022 between Junly to September 2022 with the details below.

	Summary of Income Statement for 3 months period		(Unit: Million Baht)	
	For the Year		Changes	
	Year 2022	Year 2021	Amount	Percent
<b>Revenue from Sales and Services</b>	47.40	45.79	1.61	3.52
<b>rental income</b>	11.72	13.07	(1.35)	(10.33)
<b>Other income</b>	1.71	2.95	(1.24)	(42.03)
<b>Total income</b>	60.83	61.81	(0.98)	(1.59)
<b>Cost of Sales and Services</b>	51.94	52.77	(0.83)	(1.57)
<b>Distribution costs</b>	5.56	5.58	(0.02)	(0.36)
<b>Administrative expenses</b>	13.29	12.51	0.78	6.24
<b>Financial cost</b>	0.31	0.28	0.03	10.71
<b>Profit and Loss</b>	(10.27)	(9.33)	(0.94)	10.08

In the third quarter of 2022 The Company and its subsidiaries had total revenues of 60.83 million Baht, a decrease of 0.98 million Baht from the year 2021, which had total revenues of 61.81 million baht or a decrease of 1.59 percent. and from the business of processing rubber wood which is the main income of the company has expanded exports and increase production capacity. But in terms of leasing assets from non-operating areas One lease was terminated, resulting in the business having more revenue from sales. However, rental income decreased when compared to the same period last year. Resulting in a decrease in total income.

The Company and its subsidiaries had sales and service in 2022 in the amount of 71.10 million baht, a decrease of 0.04 million baht from the year 2021 cost of Sales and Services of 71.14 million baht or a decrease of 0.06 percent.



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For various reasons, in the third quarter of 2022, the Company and its subsidiaries had a loss operating results of 10.27 million baht, while in the third quarter of 2021 the Company and its subsidiaries had a loss operating results of 9.33 million baht, an increase of 0.04 million baht or a decrease of 10.08 percent

Fancy Wood Industries Public Co., Ltd. would like to clarify the overall operations of the Company and its subsidiary company for 2022 between January to September 2022 with the details below.

Summary of Income Statement for 9 months period			(Unit: Million Baht)	
Description	For the year		Changes	
	Year 2022	Year 2021	Amount	Percent
Revenue from Sales and Services	155.08	125.91	29.17	23.17
Cost of Sales and Services	37.40	34.07	3.33	9.77
rental income	5.75	7.63	(1.88)	(24.64)
Other income	198.23	167.61	30.62	18.27
Total income	177.93	145.78	32.15	22.05
Distribution costs	18.79	16.34	2.45	14.99
Administrative expenses	38.74	46.54	(7.80)	(16.76)
Financial cost	0.99	1.00	(0.01)	(1.00)
Profit and Loss	(38.22)	(42.05)	3.83	(9.11)

From overall operations in the third quarter of 2022, the Company and its subsidiaries reported total revenues for the nine month period ended September 30<sup>th</sup>, 2022 equivalent to 198.23 million Baht, an increase of 30.62 million Baht from the same period of 2021 which had the total revenue 167.61 million Baht or an increase of 18.27 percent and had a loss of 38.22 million baht, While in the third quarter of 2021, the operating results showed a loss of 42.05 million baht, a decrease of 3.83 million baht or a decrease of 9.11 percent.

Please kindly be informed accordingly,

Yours Faithfully

(Mr.Viboon Kosoltanawong)

CEO