



เคียงข้างคุณภาพชีวิตที่ดี

Ref: MOONG022/2022

November 14, 2022

Subject: Management Discussion and Analysis for the third quarter of 2022 Ended September 30, 2022

**To: President
The Stock Exchange of Thailand**

Moong Pattana International Public Company Limited. (the “**Company**”) would like to report the operating results for the third quarter, ended September 30, 2022 which have already been reviewed by the Independent Auditor. Significant changes are summarized as the following:

- 1) Sales revenue in Q3/2022 was 186.2 million Baht, an increase of 2.9 million Baht from 183.3 million Baht in Q3/2021, or an increase of 1.6%. Even though the economy continues to slow down, but sales revenue continued to grow. The increase in sales revenue due to the rise of new products due to the company has been appointed to be a distributor of more products. The increase in sales revenue is mainly from the Modern trade channel and e-commerce channel.
- 2) Cost of Sales in Q3/2022 increased by 5.4 million Baht from 110.6 million Baht in Q3/2021 to 116.0 million Baht or increase of 4.8% mainly from product costs increased from price adjustment and sales contribution of high-cost products increased
- 3) Selling and administrative expense in Q3/2022 was 83.0 million Baht, an increase of 6.6 million Baht from 76.4 million Baht in Q3/2021 or an increase of 8.6%. In Q3/2021, the epidemic situation of COVID was quite severe and the lock-down measure was applied which directly affects the Company’s sales thus the Company therefore has a strictly expenses control policy to comply with the decrease in sales. However, as the government sector began to gradually relax various in Q3/2022 the company has organized sales promotion activities and advertising campaign to promote our product and lift-up sales. Moreover, the transportation cost jumped due to the oil price increased. Therefore, the selling and administrative expenses increased from the previous year but the company still focusing on cost efficiency and continued to manage the selling and advertising expenses to be in line with sales.
- 4) Share of income from investment in associated company decreased 10.8 million Baht or 69.0% from 15.6 million Baht in Q3/2021 to 4.9 million Baht in Q3/2022 mainly from the income of the associated company has dropped due to the declined of current world economic. Moreover, the raw material cost of associated company was increased impact from the oil price and the fluctuation of the exchange rate.

From the above factors, the company’s net profit (Equity method) decreased from 18.0 million Baht in Q3/2021 to 0.5 million Baht in Q3/2022, a decrease of 17.5 million Baht or 97.2% from last year.

Please kindly be informed.

Sincerely yours,

(-Signature-)

Mrs. Sureeporn Anuvatudom
Joint Chief Executive Officer

Company Secretary Office
02 020 8999 ext 803
company.secretary@moongpattana.com