



บริษัท โพรเฟสชันแนล เวสต์ เทคโนโลยี (1999) จำกัด (มหาชน)
PROFESSIONAL WASTE TECHNOLOGY (1999) PUBLIC COMPANY LIMITED

Translation

AT PW-056/CS 2022

November 14, 2022

Subject : Management Discussion and Analysis for the 3rd. Quarter of 2022 ended September 30, 2022

To : President

The Stock Exchange of Thailand

Professional Waste Technology (1999) Public Company Limited and its Subsidiaries has submitted the financial statements and the reports of the certified public accountant's report for the periods ended September 30, 2022 and 2021, the operating results of the Company and its subsidiaries for the 3 months of the 3rd Quarter of 2022 (Consolidated Financial Statements), had a total comprehensive loss for the period of 14.16 million baht, compared to the same period of the previous year with a profit of 9.85 million baht. The operating results showed an increase loss of 24.01 million baht from the previous year or 243.75%. Significant changes in the work of the group it can be summarized as follows.

1. Total revenues

The Company has revenue (3 months of 3rd. Quarter of 2022) totaling 39.54 million baht, compared to the same period of the previous year with revenue of 73.65 million baht, which has decreased revenue of 34.11 million baht or 46.31%. Details of income are as follows:

1.1 Total Revenues from sales and services are 39.54 million baht included:

Revenue from the sale of aluminum in the amount	to 18.12	million baht.
Income from disposal of industrial waste and landfill amounted	to 17.86	million baht.
Revenue from transportation and other service fees amounted	to 1.41	million baht.
Income from sales of scrap and sorted scrap amounted	to 2.15	million baht.

The revenues decreased in the period of 3rd Quarter of 2022 due to Department of Industrial Works order the Company (PRO) to temporary close to service hazardous landfill. The cause of the foul smell was due to the rainy season causing trouble to the community. Currently in the process of editing

1.2 Other income of 0.17 million baht, consisting of income from GSB lottery prizes of 0.12 million baht, land rental income of 0.05 million baht.

2. Total cost of sales and services

In 3rd Quarter of 2022, the cost of sales and service costs amounted to 44.95 million baht, accounting for 113.68% of the main revenue. Compared to the same period of the previous year amounted to 45.27 million baht or 61.47% of the main revenue. In 3rd Quarter of 2022, the percentage cost of sales and cost of service increased from last year. Due to the main revenue have decreased and fixed cost have not fluctuated follow sales was decreased such as wages, depreciation of buildings and equipment including the rental of various tools and equipment, etc.

3. Gross Profit (loss)

In 3rd Quarter of 2022, the gross loss was 5.41 million baht, or 13.68 % of the gross loss. Compared to the same period last year, the gross profit was 28.38 million baht or 38.53 %. The year 2022, the gross loss was decrease from last year 33.79 million baht or 119.06 % involve the main revenues was decreased and fixed cost as explain as above.

4. Cost of distribution, administrative expenses and other expenses

Cost of distribution and administrative expenses were 12.57 million baht or 31.79 % of the major revenues that decreased in same period last year. Due to the major revenues was decreased as explain as above
Other expenses in 3rd Quarter of 2022 was decreased, compared to the same period last year 11.62 million baht, and because in 3rd Quarter of 2021, the company recorded damages from lawsuits in the amount of 11.69 million baht.

5. Total comprehensive income for the period

In 3rd Quarter of 2022, The Company had a loss of 14.16 million baht compared to the same period of the previous year with a profit of 9.85 million baht, an increase of loss 24.01 million baht or 243.76%.

Kindly be informed accordingly

Sincerely yours,
(Assoc. Prof. Dr.Vilailuck Skulpakdee)
Chief Executive Officer