



President
Stock Exchange of Thailand

14 November 2022

Dear Sir,

Explanation and Analysis of Financial Statements for the Quarter Ended 30 September 2022

We enclose herewith the consolidated financial statements of Thai Rung Union Car Public Company Limited (“the Company”) for the quarter ended 30 September 2022, duly reviewed by the Company’s auditors and approved by the Company’s Board of Directors, for onward distribution to investors.

General overview of the Thai automotive industry

Unit: vehicles	Q.3			Q.1 - Q.3		
	2022	2021	Change	2022	2021	Change
Production	493,926	367,345	34%	1,364,037	1,211,946	13%
Domestic sales	206,391	156,215	32%	633,687	531,931	19%
Export sales	256,800	203,992	26%	706,444	677,481	4%

In the third quarter of 2022 vehicle production, at 493,926 units, was up by 34% on the same quarter of the previous year. Exports of 256,800 units, an increase of 26% due to parts and semiconductors (chips) in the production of some car models. began to deliver more This makes it possible to produce and export more cars in almost every region. except European market. Domestic car sales of 206,391 units, an increase of 32% due to the recovering domestic economy. Opening the country to more tourists and investors more agricultural exports and the government's economic stimulus measures have boosted confidence in the industrial sector. Improved consumer confidence. Including more new cars coming out for sale. For the cumulative sales for the third quarter of 2022, total vehicle production was 1,364,037 units, an increase of 13%, with domestic sales increasing 19% and exports abroad increasing 4%.

Overview of the year 2022 from the shortage of chips for production began to improve. The Federation of Thai Industries (FTI) is assessing the situation and may consider adjusting the production target from 1.75 million units back to the original target of 1.8 million units.

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Company results

Management has the following comments on the Company's results for the quarter ended 30 September 2022 compared with the same quarter of the previous year and the financial position at 30 September 2022 compared with that at 31 December 2021. These comments are intended to be read in conjunction with the consolidated financial statements.

Consolidated Income Statement for the quarter ended 30 September 2022

THB millions		Q3'2022	Q2'2021	Change	
Item					
	Operating revenues	792	454	338	74%
	Other income	23	9	14	145%
1.1	Total revenues	815	464	352	76%
1.2	Cost of sales & services	593	386	208	54%
1.3	Selling & administrative expenses	75	58	17	30%
1.4	Share in profit/(loss) of associates (joint ventures)	15	(0.1)	15	12,789%
	Profit/(loss) before tax	161	20	141	721%
	Income tax income (expense)	(29)	(7)	(22)	(332%)
1.5	Profit/(loss) for the period	132	13	119	920%

THB millions		Q3'2022	Q2'2022	Change	
Item					
Attribution of profit/(loss)					
	To owners of the parent company	131	12	119	965%
	To non-controlling interests	1.0	0.6	0.4	64%

1. Overview of Results for the Year

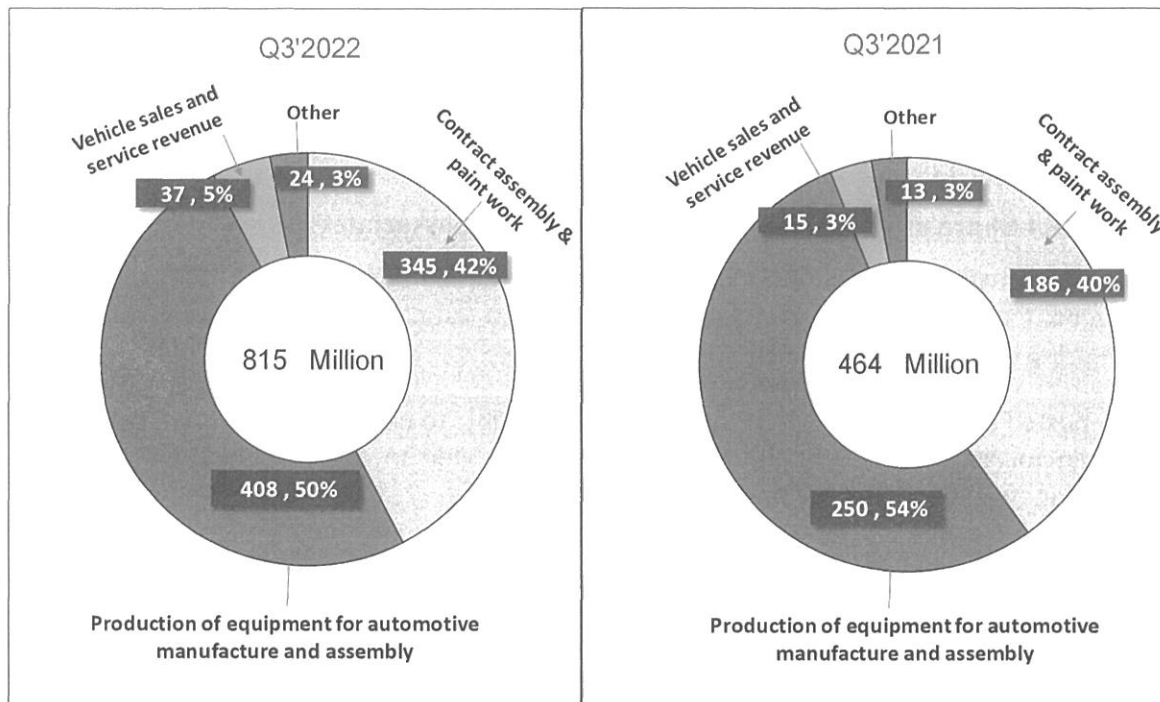
The Company's business is production and distribution in the automotive industry. Its consolidated results for Q3 2022, compared with those for Q3 2021, were as follows

1.1 Consolidated Revenues

Total revenue for Q3 2022 excluding share of profit/(loss) in associated companies amounted to 815 million baht, an increase of 352 million baht or 76%, increasing in line with the overall Thai automotive industry. from supporting factors for loosening the lockdown and stimulating the government's economy.

Operating revenues by type of business

Q3'22 / Q3'21 = +352 , +76%



- Revenue from the manufacture of automotive manufacturing equipment. (Moulds and jigs plus production and distribution, both OEM and spare parts) amounted to 408 million baht or 50% of total sales and service revenue, an increase of 158 million baht or 63% from the 3rd quarter of last year due to increased consumer purchases Strength and lifting restrictions related to COVID
- Revenue from car assembly and other contract work. related to cars, equal to 345 million baht, representing 42% of total sales and service income of 160 million baht, or an increase of 86% compared to the same quarter of the previous year. due to increased purchasing power of the agricultural machinery sector and new projects
- Revenue from sales of cars and services from car service 37 million baht or 5% from sales of goods and services. increased from the same quarter of the previous year by 22 million baht or 146% due to increased consumer demand for cars.
- Other income 24 million baht or 3% from sales of goods and services. This increased from the same quarter of the previous year by 12 million baht or 90% from the lease of land and buildings.

1.2 Cost of sales and service

Consolidated cost of sales and services for Q3 2022 was 593 million baht. The proportion of sales and service revenue for the quarter was 75% compared to 85% in Q3 2021, a decrease of 10%, and the company's permanent measures to increase efficiency and control production costs.

1.3 Selling and administrative expenses

Consolidated selling and administrative expenses for Q3 2022 amounted to 75 million baht or 10% of revenue, compared to 13% in Q3 2021, a decrease of 3%.

1.4 Share of profit/(loss) from investments in associates

Share of profit from investments in joint venture companies in the third quarter of 2022 amounted to 14.6 million baht, an increase of 14.7 million baht from the same quarter of the previous year.

1.5 Net profit/(loss)

The Company posted a net profit of 131 million baht attributable to owners of the parent company for Q3 2022, an increase of 119 million baht in Q3 2021 due to higher sales and efficient production efficiency and cost-saving measures.

2. Analysis of Consolidated Balance Sheet at 30 September 2022 compared with 31 December 2021 (Bt. Millions)

THB millions ITEM	30-Sep-22	31-Dec-21	Change	%
Total Assets	4,254	3,850	404	10%
Total Liabilities	630	503	127	25%
Total Equity	3,624	3,347	277	8%

2.1 Assets

As of September 30, 2022, total assets were 4,254 million baht, an increase of 404 million baht from 31 December 2021, mainly from trade accounts receivable 189 million baht, cash and cash equivalents of 124 million baht. Current financial assets 75 million baht, investment in associates 37 million baht. Inventories 13 million baht, assets for operating and investment 57 million baht and depreciation expense in the year 87 million baht.

2.2 Liabilities

As of September 30, 2022, total liabilities were 630 million baht, increased from December 31, 2021, in the amount of 127 million baht, mainly from trade accounts payable from customer purchase orders and income tax payable from operating results incurred in the year.

2.2 Equity

As of September 30, 2022, total shareholders' equity was 3,624 million baht, increased when compared to December 31, 2021, amounting to 277 million baht, an increase from an increase in operating results in the year. and recognize the share of profit from the joint venture company

3. Financial ratio

Financial ratios		Q3'22	Q3'21
Net profit margin	%	15.80%	2.66%
Liquidity ratio	times	3.00	3.01
Debt to Equity Ratio	times	0.17	0.14

The business is highly liquid and well able to meet its commitments as they fall due.

The debt/equity ratio has increased slightly due to increased purchases of raw materials for production but is still very low and the Company is not at risk financially.

As for the Company's profitability, the profit margin increased, reflecting increased operating revenues and successful control of costs.

4. Auditor's Report

The auditor's have issued qualified opinion on the Company's consolidated financial statements due to the fact that the financial statements of one of the joint venture companies have not yet been audited.

Trusting this meets your requirements we remain,

Yours faithfully,



Phakkawat Suwanmajo
Company Secretary

