



February 27, 2023

To : Managing Director  
The Stock Exchange of Thailand

Subject : Performance for year 2022 is better compared to the same period of last year more than 20 %

T. Krungthai Industries Public Co., Ltd. operation analysis for the year 2022 ended 31<sup>th</sup> December 2022 posted a net profit of 17.61 million Baht compared to the same period of prior year higher 4.02 million Baht or more than 20% (Y2021 net profit was 13.59 million Baht) due to the following reasons:

1. There is an increase in sales revenue of Baht 185.27 million or 15.29 % comparing to the same period of prior year. The increase is due to the increase of sales of plastic parts 15.82% or 168.05 million Baht and increase of the sales of mold service 11.53% or 17.22 million Baht as the result of the vehicle production volume of Thailand of year 2022 higher than year 2021 11.24% or increase from 1.69 million cars in year 2021 to 1.88 million cars in year 2022.

2. Cost of goods sold and service increases in the amount of 165.06 million Baht or 16.12 %. The increase of costs is related to the increase of sales. Anyhow the increasing cost value is less than the increasing sales value due to higher utilization of resources (saving from economy of scale) However the gross margin rate is a bit lower than the previous year gross margin rate due to the company receiving a lot of new model parts in the second half year, which the defect rate would be higher than the current model parts.

With the results of item 1 and 2, the gross profit increase 20.21 million Baht due to increasing of sales volume better than plan from increasing of automotive production volume and economy of scale ,which the company can utilize resources more efficiently. This result made sales increasing higher than production costs increasing when compared with the same period of prior year.

3. Sales and administrative expenses increases by 6.99 million Baht or about 12.94 % of sales while sales and administrative expenses of prior year was about 14.34% of sales. Increasing of those expenses complied with increasing of sales volume. In addition to, company still can control cost and

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expenses well and it can utilize resources more efficiently. Thus, proportion of selling and administration expenses compare with sales is lower than the last year.

In conclusion from item 1 to 3 it has given the company operating profit of 13.22 million Baht and when adding up the decrease of other revenue amounting to 3.56 million Baht, the decrease of interest expenses amounting to 0.18 million Baht and the increase of tax expense amounting to 5.82 million Baht from last year, resulting to the net profit increase 4.02 million Baht or more than 20 %.

Please be informed accordingly.

Respectfully yours,

A handwritten signature in blue ink, appearing to be 'Chumpol Techakraisri', written in a cursive style.

Chumpol Techakraisri

Asst. Managing Director