

AD 02/2023

February 27, 2023

Subject Management Discussions and Analysis of Business Performance covering of the year 202, ending on December 31, 2022.

Attn. The President of the Stock Exchange of Thailand.

According to Salee Colour Public Company Limited (“COLOR”) report for financial statement of the year 2022 ending December 31, 2022 to the Stock Exchange of Thailand, the Company Performance resulted to NET PROFIT of 59.10 Million THB which increased by 1.59 Million THB, comparing to the same period of 2021 which had NET PROFIT of 57.51 Million THB equivalent to 2.76% profit increased. Company would like to summarize the highlights of the following results: -

1. Company achieved 1.26 Billion THB of total sales and services income during the year 2022, which increased by 67 Million THB. This in comparison to year 2021 at the same period counted date which was 1.19 Billion equivalent to 5.63% increased. This resulted to the outcome of new developed improved products, market demands and received production services that includes renewable energy business.
2. Due to the continued price increased of the following: Oil prices from the global market, Plastic pellets price, The company’s main raw materials and other raw materials. Also in line with the oil prices increased at the beginning of the year and the fluctuations of exchange rate. This affects the price of raw materials imported abroad. However, the company has improved its production process as well as the use of renewable energy from solar cells. The company follow various measures that has been put in place to reduce production costs and the possibility maintaining the gross margins which reduced significantly. Gross margin of 2022 was 19.0%, decreased by 1.6% comparison to the same period of the year 2021 which has 20.6%
3. Company had Selling, General and Administrative (SG&A) during the year 2022 had a total expense of 178 Million THB decreased by 5 Million THB, in comparison to the same period of 2021 SG&A 183 Million THB which decreased to an equivalent to 2.73%. This due to company set an effective spending control measures.
4. Company had 8.25 Million THB of interest during the year 2022 increased by 2.79 Million THB, in comparison to the same period of the year 2021 which increased equivalent to 51% with increased an interest of 5.46 Million THB. This added loan used for additional investment in renewable energy business.

Please be informed accordingly.

Your sincerely,

Mr. Peerapun Chivapornthip

Managing Director

Salee Colour Public Company Limited