



บริษัท ที เอส ฟลาวมิลล์ จำกัด (มหาชน)
T S FLOUR MILL PUBLIC COMPANY LIMITED

“เราคือผู้ผลิตแป้งสาลีชั้นนำ โดยมุ่งเน้นการพัฒนาสู่ความเป็นเลิศ ทั้งในด้านพาณิชย์และคุณภาพผลิตภัณฑ์อย่างยั่งยืนมืออาชีพ”

February 28, 2023

Subject: Clarification on the cause of changes in operating results.

To: Director and Manager
The Stock Exchange of Thailand

According to T S Flour Mill Public Company Limited ("the Company"), the financial statements for the year 2022 Ended on December 31, 2022. The company's financial statement showed net profit of 109.40 million baht. Compared to the year 2021, net profit decreased by 3.28 million baht or 2.9%. The Company would like to clarify as follows :

Unit : Baht

Description	2022		2021		2022 compare with 2021	
	Amount	%	Amount	%	More (Less) Amount	%
<u>Average Capacity Utilization</u>		69.59%		72.19%		(2.60%)
Revenue from sales	1,965,195,913	100.0%	1,483,162,697	100.0%	482,033,216	32.5%
Cost of sales	(1,668,099,881)	(84.9%)	(1,199,346,499)	(80.9%)	468,753,382	39.1%
Gross Profit	297,096,032	15.1%	283,816,198	19.1%	13,279,834	4.7%
Gain from Exchange Rate	17,976,426	0.9%	(683,821)	(0.0%)	18,660,247	(2,728.8%)
Gain on Derivatives	(13,372,517)	(0.7%)	7,486,363	0.5%	(20,858,880)	(278.6%)
Other income	841,643	0.0%	2,449,590	0.2%	(1,607,947)	(65.6%)
Selling expenses	(38,123,656)	(1.9%)	(39,328,810)	(2.7%)	(1,205,154)	(3.1%)
Administrative expenses	(111,805,154)	(5.7%)	(102,629,238)	(6.9%)	9,175,916	8.9%
Finance cost	(14,337,530)	(0.7%)	(9,447,548)	(0.6%)	4,889,982	51.8%
Profit before income tax	138,275,244	7.0%	141,662,734	9.6%	(3,387,490)	(2.4%)
Income tax expenses	(28,871,681)	(1.5%)	(28,981,126)	(2.0%)	(109,445)	(0.4%)
Profit for the period	109,403,563	5.6%	112,681,608	7.6%	(3,278,045)	(2.9%)
Basic earnings per share	0.27	Baht	0.28	Baht	(0.01)	(3.6%)

The company's sales revenue in the year 2022 increased by 32.5% compared to the last year with 30.8% increase in sales of wheat flour and 1.7% increase in wheat bran sales. Although sales volume of wheat flour and wheat bran



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decreased by 3.8% and 3.2% but the average selling price of wheat flour and wheat bran increased by 42.2% and 14.1% in line with the market price of wheat.

Cost of sales in the year 2022 increased and gross profit decreased 4.0% compared to the last year. This is due to the increase in the average cost of wheat used in 2022, which is more than the increase in wheat flour selling prices.

The average capacity utilization rate in the year 2022 was 69.59%, decrease of 2.6% compared to the last year. Due to the company has adjusted the strategy to limit the distribution of flour from the impact of a very strong rise in wheat prices.

Current situation

As wheat market prices have risen about 50%, having continued to rise since 2021. As a result, the selling price of wheat flour was adjusted upward. The Company had to bear some of the higher costs. To help mitigate the impact on customers and end consumers not to be too severe As a result, the gross profit margin has decreased compared to the previous year.

However, the company still has to adjust its strategy in terms of production and distribution. to maintain profitability As a result, the results exceeded the target set in 2022, which can be seen that in the second half of the year, the selling price of wheat flour has been adjusted to be close to the higher cost. As a result, the gross profit margin began to increase more than the first two quarters.

The company remains committed to creating good returns for shareholders. The Board of Directors has approved the interim dividend payment of 0.08 baht per share on November 24, 2022. And also resolved to propose a dividend payment of 0.13 baht per share at the annual general meeting of shareholders on April 27, 2023.

In addition, the company will try to generate good financial returns for shareholders There are still activities to give back to society regularly for the sustainability of business operations It is a stable investment choice for investors forever.

Please be informed accordingly.

Yours sincerely,

Waewta Kullachotthada

(Ms. Waewta Kullachotthada)

Deputy Finance & Accounting Director / Company Secretary