

CWTACC2023/001

28th February 2023

Subject: Managing Discussion and Analysis for Year 2022

To : Managing Director

The Stock Exchange of Thailand

Operating results for the three-month period ended 31 December 2022 and 2021

	Consolidated		Change	
	Year 2022	Year 2021	Million Baht	%
Revenue from Sales and Services	1,863.92	1,755.26	108.66	6.19%
Gain(loss) on exchange rate	2.13	(11.96)	14.09	117.81%
Share of gain from investment in associated company	5.65	5.46	0.19	3.48%
Gain on sale of investment in indirect subsidiary	37.32	0.00	37.32	100.00%
Other income	31.41	31.71	(0.30)	(0.95%)
Total Revenue	1,940.43	1,780.47	159.96	8.98%
Cost of slaes and services	1,424.18	1,299.05	125.13	9.63%
Selling and administrative expenses	260.38	211.91	48.47	22.87%
Total Expenses	1,684.56	1,510.96	173.60	11.49%
Finance Costs	58.00	77.45	(19.45)	(25.11%)
Income tax expenses	45.35	40.27	5.08	12.61%
Net profit for the year	152.52	151.78	0.74	0.49%
Profit attributable of the parent	180.06	172.15	7.91	4.59%
Basic earning per share (Baht per share)	0.29	0.27	0.02	7.41%

The company would like to report the operation results for the company and subsidiary for the year ended 31 December 2022 has a profit based on profit attributable to the company, showing a net profit of 180.06 million baht, compared to the year 2021 of 172.15 million baht, an increase of 7.91 million baht or 4.59%. The details of the net profit which has changed from the previous year are showed as follows:

1. The company has income from sales and services of 1,863.92 million baht, increase when compared to the year 2021 which had total sales and services of 1,755.26 million baht, or increased by 6.19% due to the revenue from tanning service and the revenue from the sale of leather for car seats increased in line with the number of cars produced according to the model received. Revenue from electricity sales is based on the MW total

received by the company 9.90 MW. For the revenue from sales of boats and minibus in 2022, the amount was 65.15 million baht, an increased to the previous year with sales revenue of 21.87 million baht. The company has gain from exchange rate of 2.13 million baht, share of gain from investment in associated company of 5.65 million baht, gain on sale of investment in indirect subsidiary of 37.32 million baht. The company has other income of 31.41 million baht. The company has total revenue for the year 2022 presented at the amount of 1,940.43 million baht compared to the year 2021 with total income of 1,780.47 million baht, increase of 159.96 million baht, or 8.98%.

2. The company and its subsidiaries has cost of sales and services for the year 2022 presented at the amount of 1,424.18 million baht, compared with the year 2021 of 1,299.05 million baht, an increase of 125.13 million baht or an increase of 9.63%. Increased due to rising raw material prices. For selling and administrative expenses this period presented at the amount of 260.38 million baht, compared to the year 2021 of 211.91 million baht, an increase of 48.47 million baht, or 22.87%. Due to the new structure for employees. Including improving work process. Total expenses of the company and its subsidiaries for the year 2022 presented at the amount of 1,684.56 million baht, compared to the year 2021 of 1,510.96 million baht, an increase of 173.60 million baht, or 11.49%.

3. Finance costs in the consolidated financial statement for the year 2022 presented at the amount of 58.00 million baht, compared to the year 2021 of 77.45 million baht, a decrease of 19.45 million baht or 25.11% due to repayment from financial institutions.

Financial position as at 31 December 2021 and 2022

	Consolidated (Unit: Million Baht)		Change	
	31 December 2022	31 December 2021	Million Baht	%
Current Assets	835.44	862.70	(27.26)	(3.16%)
Non-Current Assets	2,654.36	2,694.80	(40.44)	(1.50%)
Total Assets	3,489.80	3,557.50	(67.70)	(1.90%)
Current Liabilities	759.67	891.87	(132.20)	(14.82%)
Non-Current Liabilities	651.25	812.66	(161.41)	(19.86%)
Total Liabilities	1,410.93	1,704.53	(293.61)	(17.23%)
Total Shareholders' Equity	2,078.88	1,852.97	225.91	12.19%

Total Assets

The company and its subsidiaries' current assets as of 31 December 2022 presented at the amount of 835.44 million baht, non-current assets at the amount of 2,654.36 million baht, total assets at the amount of 3,489.80 million baht, compared with current assets as of December 31, 2021 presented at the amount of 862.70 million

baht, non-current assets at the amount of 2,694.80 million baht, total assets at the amount of 3,557.50 million baht, with current assets decreased of 27.26 million baht or 3.16%. Non-current assets decreased of 40.44 million baht or 1.50%. Total assets decreased of 67.70 million baht or 1.90%. The main reason for the decrease in total assets was due to the adjustment of production processes causing the reduction in inventory storage.

Total Liabilities

The company and its subsidiaries' current liabilities as of 31 December 2022 presented at the amount of 759.67 million baht, non-current liabilities of 651.25 million baht, total liabilities at the amount of 1,410.93 million baht, compared with current liabilities as at 31st December 2021 presented at the amount of 891.87 million baht, non-current liabilities of 812.66million baht, total liabilities of 1,704.53 million baht, with current liabilities decreased of 132.20 million baht or decrease of 14.82%. Non-current liabilities increase of 161.41 million baht or 19.86%. Total liabilities decreased of 293.61 million baht or 17.23%, mainly due to the repayment of long-term loans from financial institutions.

Shareholders' Equity

The company and its subsidiaries' shareholders' equity as of 31 December 2022 presented at the amount of 2,078.88 million baht, compared with shareholders' equity as of 31st December 2021 presented at the amount of 1,852.97 million baht, an increase of 225.91 million baht, or 12.91% due to the increase in unappropriated retained earnings and the increase in the revaluation surplus on land.

The company's financial ratios as of 31 December 2022 and 31st December 2021 have current ratio of 1.09 times and 0.96 times total debt to equity ratio of 0.67 times and 0.91 times respectively. Of the company has decreased this is caused by repayment of both short-term and long-term debts to financial institutions.

Please be informed accordingly.

Sincerely yours,

(Mr. Weerapon Chaiteerath)

Managing Director