

Clarification of Operating Results and Financial Position

D.T.C. Industries Public Company Limited and Subsidiary Companies

For the period ended Dec 31, 2022

D.T.C. Industries Plc. And subsidiary companies have the total sales for the year ended Dec 31, 2022 amounting of 158.85 million baht respectively (2021: amounting to 145.18 million baht.). The total sales increased by 15.05 million baht. Total sale increase in ratio 10.47 of total sale revenue as a result of local sale increased by 18.92 million baht, Export Sale decreased by 3.22 million baht, estimated return good increased by 0.10 million baht, rental income increased by 0.55 million baht, other income decreased 1.10 million baht and total revenue increased by 15.05 million baht.

Cost of sales for the year ended Dec 31, 2022 amounted to 98.18 million baht (2021: amounting to 94.84 million baht). The cost of sales increased by 3.34 million baht, representing a gross profit margin at Dec 31, 2022 in ratio 35.93 (2021: ratio 31.10) increased cost due to raw material used and cost of production increased by 3.94 million baht, deteriorated product reserve decreased by 2.42 million baht. Allowance for discounted products decrease decreased by 0.33 million baht, salary and welfare increased by 0.56 million baht. , electricity expense increased by 1.59 million baht. Total cost decreased by 3.34 million baht.

The cost of distribution for the year ended Dec 31, 2022 amounted to 19.10 million baht. (2021: amounting to 17.24 million baht) cost of sales increased by 3.32 million baht (ratio 20.43). Advertising and sales promotion costs increased by 3.32 million baht, salary and benefits are decreased by 0.28 million baht, insurance and transportation expenses increased by 0.20 million baht. The expenses increased according to increased sales.

The cost of administration for the year ended Dec 31, 2022 amounting to

21.03 million baht (2022: Baht 21.29million baht). Administrative expenses decreased by 0.26 million baht due to salary and welfare decreased by 0.49 million baht. Professional service fee decreased by 0.61 million baht. Patent and trademark costs increased by 0.12 million baht. Categorize travel expenses as an allowance for doubtful account increased to 1.54 million baht , Public Utility and other expenses decreased by 0.82 million baht.

Therefore, D.T.C. Industries Plc. and subsidiary companies had the net (Loss) profit for the year ended Dec 31, 2022, net profit amounting to 10.50 million baht (2021: net profit of 6.58 million baht.) The net profit increased 3.92 million baht.

The net profit per share for the year ended Dec 31, 2022 net profit 1.05 baht per share (2021 : net profit amounting 0.66 baht.), the net profit per share increased by 0.39 baht.

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