

28 February 2023

Re: Management Discussion and Analysis for the year ended 31 December 2022

To: Director and Manager of the Stock Exchange of Thailand

Patkol Public Company Limited and its subsidiaries (“the Group”) report the operating results for the year ended 31 December 2022 and 2021 as follows:

STATEMENTS OF COMPREHENSIVE INCOME (Consolidated) (Million Baht)	Year	Year	Change	
	2022	2021	Amount	%
Revenue from sales and services	2,978.8	3,207.5	(228.7)	(7%)
Cost of goods sold and services	(2,509.7)	(2,514.7)	5.0	(0%)
Gross profit	469.1	692.9	(223.7)	(32%)
Other income	91.4	97.0	(5.7)	(6%)
Distribution costs	(337.7)	(302.5)	(35.1)	12%
Administrative expenses	(323.6)	(318.5)	(5.1)	2%
Finance cost	(51.1)	(30.0)	(21.1)	71%
Profit (Loss) before income tax	(152.0)	138.9	(290.9)	(209%)
Income (expense) tax	23.3	(40.4)	63.8	(158%)
Profit (Loss) for the period	(128.7)	98.5	(227.1)	(231%)
Profit (loss) attributable to				
Owners of the parent	(130.4)	96.9	(227.3)	(235%)
Non - controlling interest	1.8	1.6	0.2	11%
Basis Profit (loss) per share of the parent (Baht)	(0.250)	0.195	(0.445)	(228%)
Diluted Profit (loss) per share of the parent (Baht)	(0.250)	0.195	(0.445)	(228%)

Revenue from sales and services

For 2022, revenue from sales and services was Baht 2,978.8 million, decreased by Baht 228.8 million or 7% compared to 2021. The decreasing of revenue was mainly from ice machine and industrial refrigeration system due to economic circumstance.

Gross Profit

Gross profit of the Group was Baht 469.1 million, decreased by Baht 223.8 million or 32% compared to 2021. Gross profit margin in 2022 was 15.7% whereas 2021 was 21.6% or decreased by 5.9% as a result of higher material cost and loss from projects which were delivered in year 2022.

Other income

Other income was income from other businesses such as interest income and gain from foreign exchange rate. In 2022, the Group had other income Baht 91.4 million which was similar to 2021.

Distribution costs

For 2022, the Group had distribution costs of Baht 337.7 million, increased by Baht 35.2 million or 12% when compared to 2021 which mainly resulted from travelling expense Baht 15 million, marketing expense Baht 5 million, claim expense Baht 7 million and commission Baht 4 million.

Administrative expenses

For 2022, the Group had administrative expenses of Baht 323.6 million, increased by Baht 5.1 million or 2% when compared to 2021 which was similar to 2021.

Finance cost

For 2022, the Group had finance cost of Baht 51.2 million, increased Baht 21.2 million or 71% when compared to 2021. The Group draw down loan from financial institution since late of year 2021 for projects.

Income tax

For 2022, the Group had income tax of Baht 23.3 million, increased Baht 63.8 million or 158% due to the Group recorded additional deferred tax assets in 2022 since it was expected to use for tax benefit in the future.

Yours faithfully,
PATKOL PUBLIC COMPANY LIMITED

(Mr.Panet Chongvatana)
Chief Executive Officer