

11 May 2023

Re: Management Discussion and Analysis for 1<sup>st</sup> Quarter 2023 (31 March 2023)

To: Director and Manager of the Stock Exchange of Thailand

Patkol Public Company Limited and its subsidiaries (“the Group”) report the operating results for 1<sup>st</sup> Quarter 2023 ended 31 March 2023 and 2022 as follows:

STATEMENTS OF COMPREHENSIVE INCOME (Consolidated) (Million Baht)	Q1	Q1	Change	
	2023	2022	Amount	%
Revenue from sales and services	513.6	648.4	(134.8)	(21%)
Cost of goods sold and services	(347.5)	(549.8)	202.3	(37%)
Gross profit	166.1	98.6	67.5	(68%)
Other income	23.6	24.8	(1.3)	(5%)
Distribution costs	(92.8)	(60.1)	(32.7)	54%
Administrative expenses	(78.7)	(71.0)	(7.7)	11%
Finance cost	(13.2)	(11.2)	(2.0)	18%
<b>Profit (Loss) before income tax</b>	<b>5.0</b>	<b>(18.9)</b>	<b>23.9</b>	<b>(126%)</b>
Income (expense) tax	1.3	(7.8)	9.1	(117%)
<b>Profit (Loss) for the period</b>	<b>6.3</b>	<b>(26.7)</b>	<b>32.9</b>	<b>(124%)</b>
<b>Profit (loss) attributable to</b>				
Owners of the parent	8.1	(27.9)	36.0	(129%)
Non - controlling interest	(1.9)	1.2	(3.1)	(254%)
Basis Profit (loss) per share of the parent (Baht)	0.012	(0.054)	(0.05)	(122%)
Diluted Profit (loss) per share of the parent (Baht)	0.012	(0.054)	(0.05)	(122)%

### Revenue from sales and services

Revenue from sales and services in Q1 2023 was Baht 513.6 million, decreased by Baht 134.8 million or 21% compared to Q1 2022 due to customers postponed investment in project.

### Gross Profit

Gross profit of the Group was Baht 166.1 million, increased by Baht 67.5 million or 68% compared to Q1 2022. Gross profit margin in Q1 2023 was 32.3% whereas Q1 2022 was 15.2% or increased by 17.1% due to company delivered large project with higher gross profit than previous year.

**Other income**

Other income was income from other businesses such as interest income and gain from foreign exchange rate. Other income in Q1 2023 was Baht 23.6 million which was similar to previous year.

**Distribution costs**

For Q1 2023, the Group had distribution costs of Baht 92.8.0 million, increased by Baht 32.7 million or 54% when compared to Q1 2022 mainly from marketing expenses, travelling expense and transportation.

**Administrative expenses**

For Q1 2023, the Group had administrative expenses of Baht 78.7 million, increased 7.7 million baht or 11% mainly from reversal of employee expenses in Q1 2022.

**Finance cost**

For Q1 2023, the Group had finance cost of Baht 13.2 million, increased Baht 2.0 million or 18% when compared to Q1 2022 due to higher interest rate in Q1 2023.

**Income tax**

The Group recorded increased deferred tax assets that it expected to use for a future tax benefit, increasing their deferred tax assets by 9.1 million Baht or 117%, which led to income tax of Baht 1.3 million for Q1 2023.

Yours faithfully,  
PATKOL PUBLIC COMPANY LIMITED

(Mr.Panet Chongvatana)  
Chief Executive Officer