

Ref: PCL 2023/009

May 15, 2023

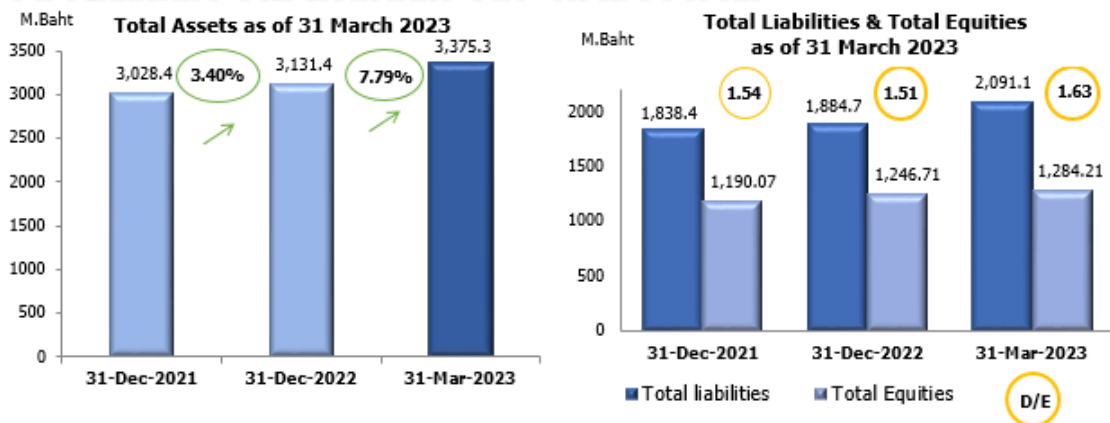
Subject: Management Discussion and Analysis for the 3-month period ended 31 March 2023

To: The President of the Stock Exchange of Thailand

Panjawattana Plastic Public Company Limited and its subsidiaries ("the Company") would like to clarify herewith the financial position and operating result for the 3-month period ended 31 March 2023 as follows: -

**Financial Position**

**STATEMENT OF FINANCIAL POSITION**



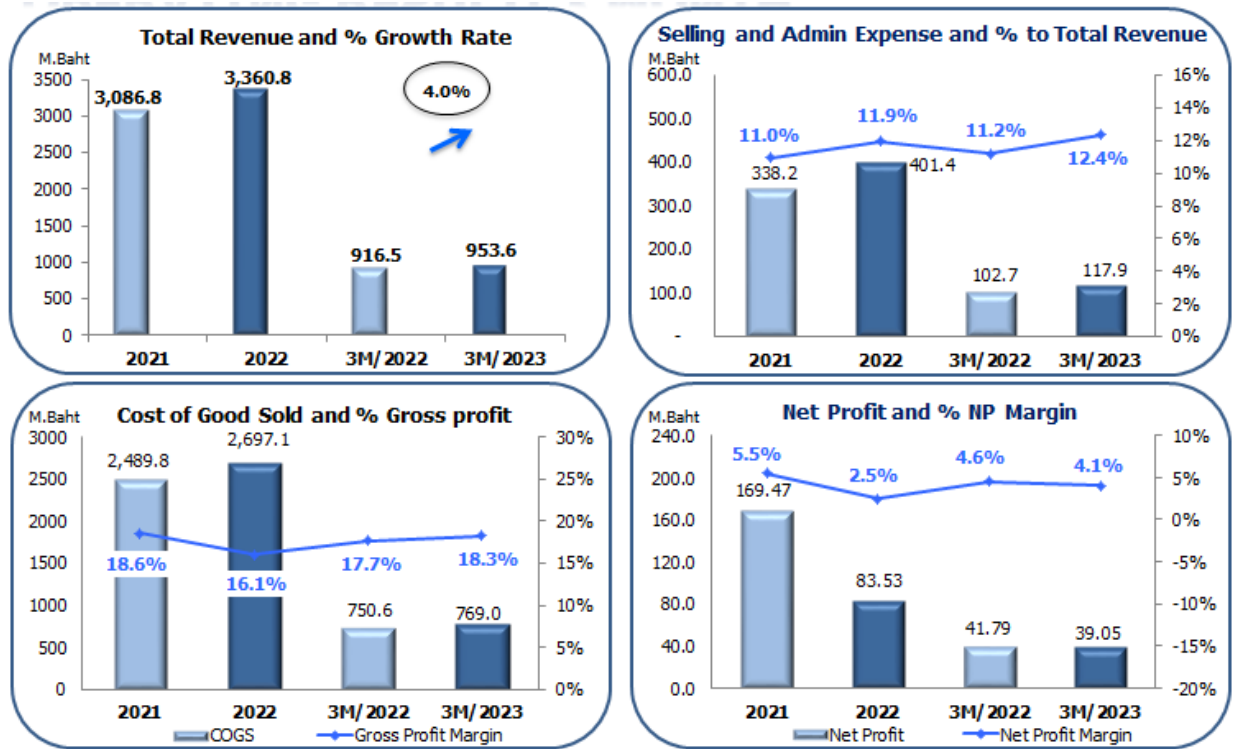
As of 31 March 2023, the consolidated financial statements of the Company and its subsidiaries showed total assets increased by 243.89 million baht or 7.79 percent compared to the previous year. As for current assets, an increase of 235.99 million baht was an increase from trade receivables, other receivables, including trade receivables recognized under contracts of 300 million baht, resulting from higher sales compared to the last quarter of the last year. While cash and cash equivalents decreased by 50.31 million baht and inventories decreased by 9.5 million baht.

As of 31 March 2023, the consolidated financial statements of the Company and its subsidiaries showed total liabilities increased by 206.39 million baht or 10.95 percent compared to the previous year. It was an increase from current liabilities of 314.47 million baht, mainly from trade payables, other payables and increased short-term loans to support higher sales including the purchase value that increases according to the price of raw materials. In terms of long-term loans and lease liabilities decreased by 108.08 million baht.

The Company's debt to equity ratio as at 31 March 2023 is 1.63 times (as at 31 December 2022 is 1.51 times).



**Operating result**



The consolidated net profit of the Company and its subsidiary for the period 3-month ended 31 March 2023 was Baht 41.79 million, decreased by Baht 2.74 million or by 6.56% compare with same quarter of last year. The main reasons were as follows: -

1. Total revenues increased by 37.09 million baht, or 4.05 percent, resulting from sales in the automotive industry, both in the parts of plastic automotive parts and painting increased from the new model event that began to sell commercially at the beginning of the quarter. In addition, the semiconductor shortage has resolved, causing automakers to increase production capacity. In addition, in the packaging of milk and yoghurt industry groups and packaging of consumer products increased due to increased consumption. However, packaging for lubricant group decreased slightly in line with customer orders.
2. The total gross profit margin was 18.3%, an increase from the previous year at 17.7%. Although during the period the Company was affected by energy costs from the increase in Ft, but the Company was able to manage production costs to maintain the gross profit margin.
3. Total net profit margin was 4.1%, decreased from 4.6% in the same quarter last year due to administrative expenses and increasing financial costs.

Sincerely yours

(Mrs. Prim Chaiyawat)

Company's Secretary