



August 8, 2023

Re : Management Discussion and Analysis Quarter 2 Ending 30 June 2023

To : Director and Manager of the Stock Exchange of Thailand

Revenue from Sale of Goods and Rendering of Services.

The company has revenue from sale of goods and rendering of services 636 million Baht, a decrease of 190 million Baht or 23% from previous year. This was largely attributable to the adverse sales to the US market resulting from strong competition and declining purchasing power caused by the economic and financial problems in the country. Moreover, a few domestic projects were delayed and postponed to upcoming quarters.

Profit for The Quarter

The company recorded a net loss of 17.9 million Baht compared to the net profit of 10.3 million Baht a year earlier, a decrease of 28.2 million Baht, primarily due to :

- Gross Profit and Other Income decreased by 22.0 million Baht or decreased by 11% due mainly to the decreased sales, despite the fact that the gross profit margins had improved from 24.3% in 2022 to 28.0% in 2023. This is due mainly to the lower margins of the products sold to the US market.
- Marketing and Administrative Expenses including Interest Expense increased by 10.7 million Baht or increased by 5%, this is mainly due to the market expansion and the marketing promotion, the development of supply chain to reduce production cost, the annual salary adjustment, and higher interest expense resulting from the increase in average interest rate from 2.79% in 2022 to 3.83% in 2023.
- Corporate Tax Credit increased by 4.5 million Baht.

Yours sincerely,

A handwritten signature in black ink, appearing to read 'Napaporn V.', with a stylized flourish at the end.

Mrs. Napaporn Vimananupong
Managing Director