



Management Discussion and Analysis  
For Q3/2023

**Financial Position**

Unit: Million Baht	2023 As of Jun 30, 2023	2022 As of Jun 30, 2022
Current Asset	1,034.24	1,106.39
Total Assets	2,173.82	2,231.46
Current Liabilities	544.07	630.73
Total Liabilities	676.03	763.15
Total Equity	1,497.79	1,468.31

Ratio	2023 (Apr 1 – Jun 30, 2023)	2022 (Apr 1 – Jun 30, 2022)
Gross Profit Ratio	18.83	15.63
ROE	4.61	4.03
Current Ratio	1.90	1.75
Debt/Equity Ratio	0.45	0.52

**Gross Profit Ratio** of Q3/2023 increased 3.20% from the same period of last year due to increase in sales, whilst the material costs decreased 1.79%, the labor costs decreased by 1.06% and the overhead costs decreased 0.35%.

**Return on Equity** of Q3/2023 increased 0.58% from the same period of last year as the result of growth in net profit.

**Current Ratio** of Q3/2023 increased 0.15 times, because the account receivable amount increased from sales.

**Debt/Equity Ratio** of Q3/2023 decreased 0.07 times because liability decreased from account payable payment.



**Performance**

Unit: Million Baht	Q3/2023 (Apr 1 – Jun 30, 2023)	% on sale	Q3/2022 (Apr 1 – Jun 30, 2022)	% on sale
Revenue from sales	656.72	100.00%	620.82	100.00%
Other income	3.99	0.61%	21.98	3.54%
Cost of goods sold	-533.05	-81.17%	-523.76	-84.37%
Selling & admin expenses	-59.41	-9.05%	-58.59	-9.44%
Gain on exchange rate	2.14	0.33%	1.84	0.30%
Finance cost	-0.05	-0.01%	-0.32	-0.05%
Income tax	-1.31	-0.20%	-2.80	-0.45%
Net profit	69.04	10.51%	59.17	9.53%
Gain (loss) from value of investment in equity	-0.10	-0.02%	-0.42	-0.07%
Total comprehensive income	68.93	10.50%	58.75	9.46%

Sales revenue in Q3/2023 was 656.72 million Baht, increased 35.90 million Baht or 5.78% compared to the same period last year. This is due to the recovery of the automotive industry after many obstacles during the past several years.

The comprehensive income of Q3/2023 was 68.93 million Baht. The increase of 10.18 million Baht from the same quarter last year due to increased sales and a lower of cost of goods sold from company's activities.

Federation of Thai Industries informed that the production of passenger cars in May 2023 was 150,532 units, an increase of 16.48% from the same period of last year. In brief, the national output in first 5 months of 2023 was 775,955 units or 6.72% increased.

The consequences of the pandemic, Shanghai lock down in China, war between Russia and Ukraine resulted in the shortage in microchips and semiconductors for automotive industry. The lower of consuming handicapped the recovery to reach its full capacity.

The company continues to closely monitor the situation and adjust the action plan to keep up with every situation.