



August 9, 2023

**No** KIAT 07/2023  
**Subject** Management Discussion and analysis of the operating performance ending 30 June 2023.  
**To** Managing Director  
The Stock Exchange of Thailand

Kiattana Transportation Public Company Limited (the “**Company**”) would like to explain the Company and subsidiary’s operating performance for the ending 30 June 2023, detailed as follows:

The operating performance of the ending 30 June 2023 compared with 2022.

(Unit: Million Baht)

Profit & Loss	The operating performance of period ending					
	30 June 2023		30 June 2022		Increase (Decrease)	Percentage
	Actual	Percentage	Actual	Percentage		
<b>Total Revenue</b>	<b>179.60</b>	<b>100.00</b>	<b>220.41</b>	<b>100.00</b>	<b>(40.81)</b>	<b>(18.52)</b>
Services-Transportation	146.39	81.51	171.85	77.97	(25.46)	(14.82)
Services	18.51	10.31	13.71	6.22	4.80	35.03
Sales	7.94	4.42	28.22	12.80	(20.28)	(71.88)
<b>Major Revenue</b>	<b>172.84</b>	<b>96.24</b>	<b>213.78</b>	<b>96.99</b>	<b>(40.94)</b>	<b>(19.15)</b>
Costs of service	114.20	63.59	128.38	58.25	(14.18)	(11.04)
Costs of sales	3.94	2.19	19.43	8.81	(15.49)	(79.72)
<b>Total costs</b>	<b>118.15</b>	<b>65.78</b>	<b>147.81</b>	<b>67.06</b>	<b>(29.67)</b>	<b>(20.07)</b>
<b>Gross profit</b>	<b>54.69</b>	<b>30.45</b>	<b>65.97</b>	<b>29.93</b>	<b>(11.28)</b>	<b>(17.10)</b>
Selling and administrative expenses	36.71	20.44	36.57	16.59	0.14	0.38
<b>Profit before interests and tax</b>	<b>24.74</b>	<b>13.78</b>	<b>36.03</b>	<b>16.35</b>	<b>(11.29)</b>	<b>(31.33)</b>
Interest + income tax expense	5.68	3.16	7.83	3.55	(2.15)	(27.50)
<b>Net Profit</b>	<b>19.07</b>	<b>10.62</b>	<b>28.20</b>	<b>12.79</b>	<b>(9.13)</b>	<b>(32.39)</b>

**Remark:** \*the aspect ratio of percentage calculated from total revenue





**Revenues** For quarter 2/2023, the company and subsidiary's total revenue was Baht 179.60 million, decreased by Baht 40.81 million or equivalent to 18.52%, compared with the same period of the previous year. The primary cause is the decreasing revenues from transportation service and chemical tradings the major revenues comprise of:

(Unit: Million Baht)

Revenues	Revenues		Increase (Decrease)	Percentage
	30 June 2023	30 June 2022		
Services-Transportation	146.39	171.85	(25.46)	(14.82)
Other Services	18.51	13.71	4.80	35.03
Sales	7.94	28.22	(20.28)	(71.88)
<b>Total Major Revenue</b>	<b>172.84</b>	<b>213.78</b>	<b>(40.94)</b>	<b>(19.15)</b>

For quarter 2/2023, the company and subsidiary's revenues from transportation service, assets rental, driver behavior monitoring service, hire-purchase interest and chemical tradings were Baht 172.84 million, comprise of:

- ⊕ Revenues from transportation service, which is the company's major income were Baht 146.39 million or 81.51 % of total revenue, decreasing from the same period of the previous year by Baht 25.46 million or equivalent to 14.82% resulting from some contracts expired.
- ⊕ Revenues from other service as revenues from assets rental, driver behavior monitoring services and hire-purchase interest were Baht 18.51 million, equivalent to 10.31% of total revenue, increasing from the same period of the previous year by Baht 4.80 million or equivalent to 35.03% resulting from contracts renewals from existing customers.
- ⊕ Revenues from sales were Baht 7.94 million, equivalent to 4.42% of total revenue, decreasing from the previous year by Baht 20.28 million or decreased by 71.88% resulting from customers' slowing down consumption and orders.

**Total cost** For quarter 2/2023, the company and subsidiary's total cost was Baht 118.15 million or equivalent to 65.78 % of total revenue, decreasing from the same period of the previous year by Baht 29.67 million or decreasing by 20.07 %, which is in line with the decreased in revenues.





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TRANSPORT



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**Gross profit** For Q2/2023, the company and subsidiary's gross profit were Baht 54.69 million in total, or equivalent to 30.45% of total revenue, decreasing from the same period of the previous year by Baht 11.28 million or decreasing equivalent to 17.10% owing to the company's and its subsidiary's decreasing revenue.

**Selling and Administrative expenses** The Company and subsidiary's selling and administrative expenses for quarter 2/2023 were Baht 36.71 million, increasing from the previous year by Baht 0.14 million or increasing equivalent to 0.38%.

**Interests & Income Tax expenses** The Company and subsidiary's interests and corporate income tax expenses for quarter 2/2023 were Baht 5.68 million or equivalent to 3.16% of total revenue.

**Net profit** The Company and its subsidiary's net profit for quarter 2/2023 were Baht 19.07 million or equivalent to 10.62% of total revenue, which decreased from the same period of the previous year by Baht 9.13 million or decreasing equivalent to 32.39%, resulting from the economic slowdown, customers' decreased order and consumption, and expired contracts.

Please be informed accordingly.

Yours sincerely,

(Miss Mintra Monsereenusorn)

Managing Director

Authorized to disclose the company information

