



บริษัท นามขง เทอร์มินัล จำกัด (มหาชน)  
NAMYONG TERMINAL PUBLIC COMPANY LIMITED

**Namyong Terminal Public Company Limited**

**Management analysis for the 6-month period ended 30 June 2023**

**Overall**

Namyong Terminal Public Company Limited and its subsidiary ("the Group") reported the consolidated net profit for the second quarter and the 6-month period ended 30 June 2023 amounting Baht 96.5 million and Baht 187.4 million, respectively; increasing by Baht 64.0 million or 197.2% and Baht 113.7 million or 154.1% compared to the corresponding periods of previous year. The Company would like to clarify the major courses of the change in the Company's operating results as follow.

**Revenue**

In the current year, the Company reported Baht 424.9 million total revenue for the second quarter, increasing by 34.0%, and for the 6-month period Baht 859.8 million, increasing by 28.4% from the corresponding periods of previous year as details below.

Unit: Thousand Baht	2 <sup>nd</sup> Quarter				6-month cumulative			
	2023	2022	Variance	%	2023	2022	Variance	%
Service revenue	337,625	228,277	109,348	47.9%	676,091	495,893	180,198	36.3%
Other service revenue	84,361	87,957	(3,596)	(4.1%)	167,116	170,954	(3,838)	(2.2%)
Other income	2,949	940	2,009	213.7%	16,599	2,528	14,071	556.6%
<b>Total revenue</b>	<b>424,935</b>	<b>317,174</b>	<b>107,761</b>	<b>34.0%</b>	<b>859,806</b>	<b>669,375</b>	<b>190,431</b>	<b>28.4%</b>

1. Revenues from terminal services and related services for the second quarter of 2023 valued Baht 337.6 million, increasing by Baht 109.3 million or 47.9%, and for the 6-month period of 2023 was Baht 676.1 million, increasing by Baht 180.2 million or 36.3% when compared to the corresponding periods of previous year. These mainly due to COVID-19 pandemic and microchip shortage that have gradually relieved since last year, reflecting in the recovery of worldwide car sales. As a result, the number of cars shipped through the Company's terminal increased by 86,458 units or 19.6%. Moreover, the Company's yards are more occupied from higher import and export throughputs.
2. Revenue from warehousing services for the second quarter and the 6-month period of 2023 amounted Baht 84.4 million and Baht 167.1 million; decreasing Baht 3.6 million or 4.1% and Baht 3.8 million or 2.2% when compared to the corresponding periods of previous year. There was some expired contract.

3. Other income increased by Baht 14.1 million from gain on cancellation of a lease contract (difference between the lease liability and right-of-use asset).

#### **Expenses**

1. Cost of services for the second quarter 2023 amounting Baht 246.1 million, increasing Baht 40.7 million or 19.8%, while the cumulative 6-month amounting Baht 494.1 million, increasing Baht 64.8 million or 15.1% from the comparing periods. The Company's cost of services increased from direct costs of terminal services that in line with increase in the terminal throughputs.
2. Administrative expenses of Baht 39.3 million for the second quarter and Baht 78.2 million for the 6-month period of 2023 increased mainly from employee costs.
3. The Company occurred losses from devalue of investments amounting Baht 4.7 million and Baht 6.0 million in the second quarter and the 6-month period of 2023, respectively. The devalue were resulted from SET performance due to political situation in Thailand.

#### **Gain (loss) sharing from investment in associates**

The Company realized Baht 11.4 million and Baht 7.2 million, gain from investment in associate for the second quarter and for the 6-month period of 2023. These were from the recovery of economic that driving the increasing port service utilization.

Please be informed accordingly.

Sincerely yours,



(Miss Pimkam Leungsuwan)

Chief Financial Officer