

August 10, 2023

Subject : Management Discussion and Analysis for Six-month and 2<sup>nd</sup> quarter ended June 30, 2023

Attention : President

The Stock Exchange of Thailand

Operating Performance

1. Revenues

Consolidated financial statements							(Thousands Baht)	
	Six-month		Change		2 <sup>nd</sup> Quarter		Change	
	2023	2022	Amount	%	2023	2022	Amount	%
Revenue from sales	1,618,358	1,959,453	-341,095	-17.41%	883,975	912,262	-28,287	-3.10%
Other income	12,966	12,800	166	1.30%	7,522	1,004	6,518	649.20%
Total Revenue	1,631,324	1,972,253	-340,929	-17.29%	891,497	913,266	-21,769	-2.38%

Revenue from sales for the six-month and 2<sup>nd</sup> quarter of 2023 slightly decreased 17.41 and 3.10 percent from the same period of last year, main attributions are decrease in sale price and significant drop in sea freight price. Other income for the six-month and 2<sup>nd</sup> quarter of 2023 increased 1.30 and 649.20 percent from the same period of last year, mainly due to interest received, gain in foreign exchange respectively. As a result, total revenue for the six-month and 2<sup>nd</sup> quarter of 2023 slightly decreased 17.29 and 2.38 percent from the same period of last year.

## 2. Cost of goods sold and expenses

Consolidated financial statements							(Thousands Baht)	
	Six-month		Change		2 <sup>nd</sup> Quarter		Change	
	2023	2022	Amount	%	2023	2022	Amount	%
Cost of goods sold	-1,143,482	-1,106,582	-36,900	3.33%	-584,506	-539,757	-44,749	8.29%
Selling expenses	-221,910	-369,657	147,747	-39.97%	-125,452	-166,791	41,339	-24.78%
Administrative expenses	-64,880	-72,581	7,701	-10.61%	-36,149	-34,608	-1,541	4.45%
Finance Costs	-1,856	-2,135	279	-13.07%	-888	-887	-1	0.11%
Total	-1,432,128	-1,550,955	118,827	-7.66%	-746,995	-742,043	-4,952	0.67%

Cost of goods sold for six-month and 2<sup>nd</sup> quarter of 2023 slightly increased 3.33 and 8.29 percent from the same period of last year, mainly due to higher price of electricity and slightly increase in sale volume. As a result, the cost of goods sold increased slightly.

Selling expenses for six-month and 2<sup>nd</sup> quarter of 2023 significantly decreased 39.97 and 24.78 percent from the same period of last year, caused by considerably lower in freight prices.

Administrative expenses for six-month of 2023 slightly decreased 10.61 percent and 2<sup>nd</sup> quarter of 2023 slightly increased 4.45 percent from the same period of last year, mainly due to estimated employee compensation and increase in general and administrative expenses.

Financial cost of changing on the period of 2023 compared to the same period of last year, mainly due to long-term loan repayment. As a result, the six-month decreased slightly 13.07 percent from the same period of last year and the 2<sup>nd</sup> quarter slightly increased 0.11 percent from the same period of last year.

As a result, cost of goods sold and expenses on six-month of 2023 slightly decreased 7.66 percent from the same period of last year. And 2<sup>nd</sup> quarter of 2023 slightly increased 0.67 percent from the same period of last year.

### 3. Profit

Consolidated financial statements							(Thousands Baht)	
	Six-month		Change		2 <sup>nd</sup> Quarter		Change	
	2023	2022	Amount	%	2023	2022	Amount	%
Gross profit	474,876	852,871	-377,995	-44.32%	299,469	372,505	-73,036	-19.61%
Profit before income tax	199,196	421,298	-222,102	-52.72%	144,502	171,223	-26,721	-15.61%
Net profit for period	181,351	373,105	-191,754	-51.39%	130,356	148,607	-18,251	-12.28%

From revenues, cost of goods sold and expenses factors, company profit before income tax of six-month and 2<sup>nd</sup> quarter of 2023 was 199 and 145 million baht decreased 52.72 and 15.61 percent from the same period of last year. The net profit for six-month and 2<sup>nd</sup> quarter ended June 30, 2023 was 181 and 130 million baht decreased 51.39 and 12.28 percent from the same period of last year.

Sincerely Yours,

(Ms.Orawan Sangwongkit)

Chief Financial Officer