

- Translation -

TPLAS 007/2023

August 10, 2023

Subject: Management discussion and analysis for the quarter ending 30 June 2023

To: President

The Stock Exchange of Thailand

Thai Plastic Industrial (1994) Public Company Limited (“the Company”) would like to clarify the results of the operating performance for the quarter ending 30 June 2023. The details are as follows:

FOR THE QUARTER ENDING 30 JUNE	2023 (BAHT)	2022 (BAHT)	+ / (-) (BAHT)	%
SALES REVENUE	128,160,491	142,862,226	(14,701,735)	(10.29)
OTHER INCOME	478,139	1,393,588	(915,449)	(65.69)
COST OF GOODS SOLD	112,190,400	116,159,681	(3,969,281)	(3.42)
SELLING, GENERAL, AND ADMINISTRATIVE EXPENSES	14,995,005	15,836,027	(841,022)	(5.31)
FINANCIAL COSTS	86,507	6,798	79,709	1,172.54
GROSS PROFIT	15,970,091	26,702,545	(10,732,454)	(40.19)
NET INCOME	1,202,528	9,911,006	(8,708,478)	(87.87)

### Sales Revenue

For the quarter ended 30 June 2023 and 2022, the Company has sales revenue of 128.16 million THB and 142.86 million THB, respectively, decreased by 14.70 million THB or equivalent to 10.29 percent. This is mainly due to the decrease in average price of products that caused by the decrease in average price of raw materials. The sales volume of plastic bags and food paper box were increased, while the sales volume of wrapping film slightly decreased.

### Other Income

For the quarter ended 30 June 2023 and 2022, the Company has other income of 0.48 million THB and 1.39 million THB, respectively, decreased by 0.91 million THB or equivalent to 65.69 percent. The main reason is the revenue from selling scrap (waste from the production process) decreased.

### **Cost of Goods Sold**

For the quarter ended 30 June 2023 and 2022, the Company has cost of goods sold of 112.19 million THB and 116.16 million THB, respectively, decreased by 3.97 million THB or equivalent to 3.42 percent. This is mainly due to the decrease in the average price of raw materials.

### **Selling, General and Administrative Expenses**

For the quarter ended 30 June 2023 and 2022, the Company has selling, general and administrative expenses of 15.00 million THB and 15.84 million THB, respectively, decreased by 0.84 million THB or equivalent to 5.31 percent. This is mainly due to the decrease in provision for doubtful debt and allowance for declining of inventories.

### **Financial Costs**

For the quarter ended 30 June 2023 and 2022, the Company has financial costs of 0.09 million THB and 0.01 million THB, respectively, increased by 0.08 million THB or equivalent to 1,172.54 percent. This is mainly due to an increase in the interest from financial lease agreements and purchase of assets.

### **Gross Profit**

For the quarter ended 30 June 2023 and 2022, the Company has gross profit of 15.97 million THB and 26.70 million THB, respectively, decreased by 10.73 million THB or equivalent to 40.19 percent. This is mainly due to the decrease in price difference between selling price and cost of raw materials.

### **Net Income**

For the quarter ended 30 June 2023 and 2022, the Company has net income of 1.20 million THB and 9.91 million THB, respectively, decreased by 8.71 million THB or equivalent to 87.87 percent. This is mainly due to the decrease in gross profit.

Please be informed accordingly.

Yours sincerely,

Mr. Teerachai Teerarujiwon

Managing Director

Thai Plastic Industrial (1994) Public Company Limited