



Goodyear (Thailand) Public Company Limited
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บริษัท กู๊ดเยียร์ (ประเทศไทย) จำกัด (มหาชน)
50/9 หมู่ที่ 3 ถนนพหลโยธิน ก.ม. 36
ตำบลคลองหนึ่ง อำเภอคลองหลวง
จังหวัดปทุมธานี 12120
เลขประจำตัวผู้เสียภาษี 0107537001188
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Management discussion and analysis for the three-month period and nine-month period ended 30 September 2023

Goodyear (Thailand) Public Company Limited (the “Company”) would like to explain the reasons for the more than 20% change in revenue and/or net profit for the three-month period and nine-month period ended 30 September 2023 when compared to the same period of the year 2022:

1. Revenue from Sales:
 - 1.1) The Company’s Net Sales for the three-month period ended 30 September 2023 was Baht 1,636 Million – an increase when compared to the same period of 2022 of Baht 1,547 Million or 6%.
 - 1.2) The Company’s Net Sales for the nine-month period ended 30 September 2023 was Baht 4,776 Million - an increase when compared to the same period of 2022 of Baht 4,006 Million or 19%.
2. Cost of Sales:
 - 2.1) The Company’s Cost of Goods Sold for the three-month period ended 30 September 2023 represented 86.51% of net sales which was lower when compared to the same period of 2022, which was 88.62% of net sales.
 - 2.2) The Company’s Cost of Goods Sold for the nine-month period ended 30 September 2023 represented 85.42% of net sales and similar when compared to the same period of 2022, which was 87.74% of net sales.
3. Selling and Administration Expenses: The Company’s Selling and Administration Expenses for the three-month period and nine-month period ended 30 September 2023 was Baht 180.95 Million and Baht 503.43 Million, respectively.
4. Assets: The Company’s Total Assets for the nine-month period ended 30 September 2023 was Baht 8,368 Million an increase of Baht 9 Million from the year ended period ended 31 December 2022 or 0.01%. This was due to the decreasing of cash and inventories offsetting with the increasing of the investment in building and machines.
5. Net Profit (Loss): The Company’s net profit for the three-month period ended 30 September 2023 was Baht 15.88 Million, an improvement when compared to the same period of 2022 of loss in Baht 18.42 Million or 186% improvement. This was improved by the aviation industry recovery.

The Company’s net profit for the nine-month period ended 30 September 2023 was Baht 105.10 Million, an increase when compared to the same period of 2022 of loss in Baht 25.97 Million. This was improved by the aviation industry recovery.