

13 November 2023

The Director and Manager
The Stock Exchange of Thailand
93 Rachadapisek Road
Dindaeng, Dindaeng, Bangkok

Dear Sir:-

Subject: Management's Discussion and Analysis of Financial Results for Q3'2023

The company would like to disclose the information concerning the operating result for the 3rd quarter of 2023 compared to the same period of previous year. The details are as follows:-

1. The Business Operation

1.1 Net Sales

For Q3'2023, the company's net sales amounted to Baht 430.33 million, a decrease of Baht 78.30 million or 15.39% compared to Q3'2022. The decrease in sales resulted from sales price decreased while sales volume increased from both domestic and export sale. Selling price decreased due to the decrease of raw material price and price competition. The proportion of sales: 83.97% came from domestic and 16.03% came from export.

1.2 Cost of sales

In Q3'2023, cost of sales was Baht 445.46 million, a decrease of Baht 51.11 million or 10.29% compared to Q3'2022. This was because sale volume decreased and raw material prices were lower than the same period last year.

1.3 The operating expenses in Q3'2023 amounted of Baht 29.62 million, a decrease of Baht 22.00 million or 42.62% compared to Q3'2022, mainly due to the employee expenses and allowance for decline in value and slow-moving inventories decreased.

1.4 Financial costs in Q3'2023 amounted of Baht 1.62 million, a decrease of Baht 2.56 million or 42.62% due to short-term loans from financial institutions decreased.

2. The Financial Position

2.1 Assets

As at 30 September 2023, the total assets are worth Baht 1,827.65 million, representing a decrease of Baht 328.47 million or 15.23% from 31 December 2022. The main reason was inventories decreased from both quantity and price while trade receivables increased from sales that were not due for payment.

2.2 Liabilities

Liabilities as at 30 September 2023, the total liabilities are Baht 413.90 million, a decrease of Baht 264.31 million baht or 38.97% from the previous year. The reason was due to repayment of trade payable and short-term loans from financial institution (Trust receipts) while provision for employee benefit decreased because of actuarial gain.

2.3 Debt to Equity Ratio

As at 30 September 2023, the company's debt to equity ratio was 0.29 down from the previous year due to the decrease of trade payable and short-term loans from financial institution (Trust receipts).

Yours faithfully,

(Mr.Akamin Nganthavee)

Managing Director