



November 14, 2023

Subject: Management discussion and analysis of the operating results for the quarter 3/2023

Attn: President

The Stock Exchange of Thailand

Please find the reviewed Financial Statement for the Quarter 3/2023 ending 30 September 2023 which had been reviewed by Certified Auditor and has been approved by the Board of Director.

Food and Drinks Public Company Limited operating result in the Quarter 3/2023 compare to the Quarter 3/2022 and Statement of financial position as at 30 September 2023 compare to as at 31 December 2022 can be summarized the important essence as follows:

Operating Result

Company's Financial Statement in the Quarter 3/2023 has net profit amount to Baht 25.95 million or Baht 1.47 per share (2022 : net profit at Baht 0.63 per share) which net profit increased by Baht 14.83 million compared to the net profit of Baht 11.12 million in the Quarter 3/2022. Our book value per share as at 30 September 2023 stood at 70.63 Baht. (as at 30 September 2022 : at 67.92 Baht)

Significant changing is as follows:

- 1) Revenue from sale Baht 210.35 million increased by Baht 5.54 million, or 2.70% year-over-year (2022 : Revenue from sales Baht 204.81 million).
- 2) Cost of sales decreased by Baht 12.84 million. Cost of sales ratio at 75.12% (2022 : at 83.41%) which results in gross profit of Baht 52.34 million increasing from last year 54.07%.
- 3) Distribution costs Baht 13.78 million increase by Baht 3.90 million or 39.47% (2022 : Distribution costs amounting of Baht 9.88 million).
- 4) Company record profit sharing in joint-venture by equity method of Baht 4.65 million increase from last year by Baht 2.74 million (2022 : profit amounting of Baht 1.91 million).
- 5) Income tax expense Baht 5.39 million increased by 5.38 million (2022 : Income tax income Baht 0.01 million).

Statement of Financial Position

Statement of Financial Position as at 30 September 2023, the company has total asset of Baht 1,639.04 million increased from last year by Baht 66.63 million, total liabilities in Baht 394.19 million increased from last year by Baht 24.55 million and shareholders' equity of Baht 1,244.85 million increased from last year by Baht 42.08 million or 3.50%. The important essence detail of changing in asset, liabilities and shareholders' equity are as follows:

Assets

- Cash and cash equivalents increase amounting of Baht 16.97 million from operating cash flow.
- Trade and other receivables decrease amounting of Baht 6.42 million, from normal operation.



- Other current financial assets decrease amounting of Baht 1.72 million, as of Q3/2023, the company has unrealized loss from derivative instruments amounting of Baht 2.54 million. (as at 31 December 2022, unrealized gain derivative instruments amounting of Baht 1.72 million)
- Other current assets increase amounting of Baht 9.93 million or 97.14%.
- Other non-current assets decrease amounting of Baht 17.08 million or 92.83%.

Liabilities

- Short-term loans from financial institutions decrease by Baht 21.50 million or 100.00% from loan repayment.
- Trade and other current payables increase 18.93 million from normal operation.
- Other current financial liabilities increase by Baht 2.54 million or 100.00% due to loss from derivative instruments which recognized loss as of September 30, 2023.
- Corporate tax payable increase amounting of Baht 4.59 million or 100.00%.
- Long-term loans from financial institutions increase by Baht 22.45 million or 159.02% received loan amounting of Baht 32.00 million. The debt due within 1 year amounted to Bath 17.02 million.

Shareholders' Equity

- Deficit decrease by Baht 42.08 million or 150.16% due profit from financial results in Q3/2023.

Cash Flow Statement

Cash Flow Statement for the nine months period ended 30 September 2023, the company has cash and cash equivalent transaction net increased from 31 December 2022 in Baht 16.97 million as follows:

- The Company has net cash flows from operating results amounting of Baht 59.36 million.
- Cash flow spent on investment of assets amounting of Baht 41.60 million.
- Dividend received amounting of Baht 8.18 million.
- Cash flows used for loans from financial institutions repayment amounting of Baht 31.05 million.
- Receive long-term loans from financial institutions Baht 32.00 million.

Please be informed accordingly.

Sincerely yours,

(Ms. Huai Hui, Lee)

Chief Executive Officer