



THAI MITSUWA PUBLIC COMPANY LIMITED.

31 Moo 2, Banchang, Amphur Muang Pathumthani 12000 Thailand.

Tel :0-2581-5558-60,0-2581-2157-61 Fax :0-25816160,0-2581-3796

13 November 2023

Subject Operating results for the three-month period (the second quarter) and for the six-month period (the first quarter and the second quarter) for the year 2023

To President of The Stock Exchange of Thailand

Thai Mitsuwa Public Company Limited (TMW) has summarized the operating results for the three-month periods from 1 July 2023 to 30 September 2023 and for the six-month periods compared from 1 April 2023 to 30 September 2023 with the same period of 2022 as follows :

Comparing the operating results for the period of six months - 2023 / 2022 (unit in thousand)

Income Statement (April - September)	2023		2022		Change
Revenue from sales – plastic products	859,643	100.00%	848,514	100.00%	1.31%
Revenue from sales – magnesium products	1,115,720	100.00%	875,341	100.00%	27.46%
Revenue from sales – molds	44,132	100.00%	56,021	100.00%	-21.22%
Total revenue from sales	2,019,495	100.00%	1,779,876	100.00%	13.46%
Cost of sales – plastic products	747,167	86.92%	762,851	89.90%	-2.06%
Cost of sales – magnesium products	823,957	73.85%	705,640	80.61%	16.77%
Cost of sales – molds	28,577	64.75%	39,490	70.49%	-27.63%
Total cost of sales	1,599,701	79.21%	1,507,981	84.72%	6.08%
Gross profit – plastic products	112,476	13.08%	85,663	10.10%	31.30%
Gross profit – magnesium products	291,763	26.15%	169,701	19.39%	71.93%
Gross profit – molds	15,555	35.25%	16,531	29.51%	-5.90%
Total gross profit	419,794	20.79%	271,895	15.28%	54.40%
Other income	23,790	1.18%	10,992	0.62%	116.43%
Selling expenses	42,955	2.13%	50,674	2.85%	-15.23%
Administrative expenses	123,868	6.13%	120,085	6.75%	3.15%

Finance cost	179	0.01%	488	0.03%	-63.32%
Income tax expenses	25,986	1.29%	15,419	0.87%	68.53%
Net profit	250,596	12.41%	96,221	5.41%	160.44%

Comparing Quarter 2/2023 with Quarter 2/2022

(unit in thousand)

Income Statement (July - September)	Q2/2023		Q2/2022		Change
Revenue from sales – plastic products	437,826	100.00%	460,792	100.00%	-4.98%
Revenue from sales – magnesium products	605,699	100.00%	461,023	100.00%	31.38%
Revenue from sales – molds	17,996	100.00%	18,449	100.00%	-2.46%
Total revenue from sales	1,061,521	100.00%	940,264	100.00%	12.90%
Cost of sales – plastic products	368,894	84.26%	410,769	89.14%	-10.19%
Cost of sales – magnesium products	440,503	72.73%	354,407	76.87%	24.29%
Cost of sales – molds	11,135	61.87%	12,518	67.85%	-11.05%
Total cost of sales	820,532	77.30%	777,694	82.71%	5.51%
Gross profit – plastic products	68,932	15.74%	50,023	10.86%	37.80%
Gross profit – magnesium products	165,196	27.27%	106,616	23.13%	54.94%
Gross profit – molds	6,861	38.13%	5,931	32.15%	15.68%
Total gross profit	240,989	22.70%	162,570	17.29%	48.24%
Other income	3,235	0.30%	7,594	0.81%	-57.40%
Selling expenses	22,931	2.16%	27,507	2.93%	-16.64%
Administrative expenses	64,737	6.10%	60,313	6.41%	7.34%
Finance cost	88	0.01%	188	0.02%	6946.28%
Income tax expenses	13,247	1.25%	9,205	0.98%	43.91%
Net profit	143,221	13.49%	72,951	7.76%	96.32%

Comparing Quarter 2/2023 with Quarter 1/2023

(unit in thousand)

Income statement	Q2 / 2023		Q1 / 2023		Change
Revenue from sales – plastic products	437,826	100.00%	421,817	100.00%	3.80%
Revenue from sales – magnesium products	605,699	100.00%	510,021	100.00%	18.76%
Revenue from sales – molds	17,996	100.00%	26,136	100.00%	-31.14%
Total revenue from sales	1,061,521	100.00%	957,974	100.00%	10.81%
Cost of sales – plastic products	368,894	84.26%	378,273	89.68%	-2.48%
Cost of sales – magnesium products	440,503	72.73%	383,454	75.18%	14.88%
Cost of sales – molds	11,135	61.87%	17,442	66.74%	-36.16%
Total cost of sales	820,532	77.30%	779,169	81.34%	5.31%
Gross profit – plastic products	68,932	15.74%	43,544	10.32%	58.30%
Gross profit – magnesium products	165,196	27.27%	126,567	24.82%	30.52%
Gross profit – molds	6,861	38.13%	8,694	33.26%	-21.08%
Total gross profit	240,989	22.70%	178,805	18.66%	34.78%
Other income	3,235	0.30%	20,788	2.17%	-84.44%
Selling expenses	22,931	2.16%	20,024	2.09%	14.52%
Administrative expenses	64,737	6.10%	59,364	6.20%	9.05%
Finance cost	88	0.01%	91	0.01%	-3.30%
Income tax expenses	13,247	1.25%	12,739	1.33%	3.99%
Net profit	143,221	13.49%	107,375	11.21%	33.38%

The operating results for the past 6 month period From 1 April 2023 - 30 September 2023, compared to the same period of the previous year were as follows.

Revenue from sales increased by 13.46% and total expenses increased by 5.23%, resulting in the operating profit increasing by 146.83% .

Revenue from sales can be separated into three segments as follows:

1. Revenue from sales of plastic products increased by 1.31%, which can be separated as follows:

- Domestic sales increased by 1.40%, for the products from the Pathum Thani factory increased by 8.66% and those products from the Chokchai factory decreased by 26.14%.

- Export sales decreased by 0.90%, for the products from the Pathum Thani factory increased by 8.14% and those products from the Chokchai factory decreased by 50.72%.

2. Revenue from sales of magnesium products increased by 27.46%, which can be separated as follows:

- Domestic sales increased by 26.84% for the products from the Chokchai factory.
- Export sales increased by 28.92% for the products of the Chokchai factory.

3. Revenue from mold sales decreased by 21.22%, which can be separated as follows:

- Domestic sales increased 70.15% for the products from the Pathum Thani factor increased by 58.82% and those products from the Chokchai factory increased by 111.62%.
- Export sales decreased by 29.16% for the products from the Pathum Thani factory decreased by 42.01% and those products from the Chokchai factory increased 1.82%

Other income increased 116.43% including the interest income of 2.18 million baht, the miscellaneous income of 5.19 million baht and the gain on exchange rate of 16.38 million baht.

Cost of sales increased by 6.08%, which was lower than the increase rate of the revenue from sales at 13.46% and the proportion to the revenue from sales decreased from 84.72% to 79.21%. When examining the conversion costs, the high proportions of them were ranked into the top three as follows :

- the expenses related to employees increased by 11.13%, accounting for 21.35% of cost of sales, increasing from the last year which was at 20.38%.
- the depreciation and amortization decreased by 1.76%, accounting for 7.09% of the cost of sales, decreasing from the last year which was at 7.66%.
- the energy and fuel increased by 3.13% of cost of sales, accounting for 6.53% of cost of sales, decreasing from the last year which was at 6.72%.

These three items accounted for 34.97% of the cost of sales.

Selling expenses decreased by 15.23% with its proportion to revenue from sales decreasing from 2.85% to 2.13%. The important items were as follows :

- the expenses related to transportation decreased 20.97%, accounting for 71.93% of the selling expenses, decreasing from the same period last year which was at 77.15% of the selling expenses
- the expenses related to employee expenses increased 3.75%, accounting for 26.41% of the selling expenses, increasing from the same period last year which was at 21.58% of selling expenses.

These two items accounted for 98.34% of the selling expenses.

Administrative expenses increased by 3.15% with its proportion to revenue from sales decreasing from 6.75% to 6.13%. The important items were as follows :

- the expenses related to employee increased 4.39%, accounting for 69.09% of the administrative expenses, increasing from the same period last year which was at 68.27% of the administrative expenses

- the depreciation and amortization decreased 16.46%, accounting for 8.40% of the administrative expenses, decreasing from the same period last year which was at 10.37% of the administrative expenses.

These two items accounted for 77.49% of the administrative expenses.

When considering the expenses related to employee in the past six-month period from April 1, 2023 to September 30, 2023, it was found that it accounted for approximately 58% of the operating expenses and accounted for approximately 25% of the cost of sales plus the operating expenses.

Financial ratios

<u>Liquidity ratios</u>	As of 30/09/2023	As of 30/06/2023	As of 31/03/2023
Liquidity ratios (times)	2.65	2.51	2.27
Quick ratios (times)	1.85	1.76	1.57
<u>Profitability ratios</u>			
Gross profit margin (%)	20.79%	18.66%	15.66%
Operating profit margin (%)	13.70%	12.55%	6.79%
Cash-to-profit ratio (%)	82.01%	86.28%	193.89%
Net profit margin (%)	12.41%	11.21%	6.06%
<u>Financial policy ratio</u>			
Debt to equity ratio (times)	0.27	0.28	0.31

Comparative analysis of financial ratios as of 30 September 2023 and as of 31 June 2023 and as of 31 March 2023 as follows.

Liquidity increased from 2.27 times to 2.65 times and the quick ratio increased from 1.57 times to 1.85 times, showing that the company's liquidity trend has improved.

The gross profit margin increased from 15.66% to 20.79%, the operating margin increased from 6.79% to 13.70%, the cash-to-profitability ratio decreased from 193.89% to 82.01%, and the net profit margin increased from 6.06% to 12.41%, showing that the overall trend of ability to earn the profit has improved.

Debt to equity ratio decreased from 0.31 times to 0.27 times, trending downward.

From the information mentioned above for the operating results from 1 April 2023 to 30 September 2023 was compared to the same period of the previous year. The company's total income increased by 252.42 million baht, accounting for 14.09%. Total expenses increased by 98.04 million baht, accounting for 5.79%. Net profits increased by 154.38 million baht, accounting for 160.44%, together with the analysis and

evaluation of financial ratios as of date. 30 September 2023, initially said Operating results and financial position has improved.

Please be informed accordingly.

Signature

Mr.Tetsuji Takeguchi
Account and Finance Manager