

ที่ RPCG/HO-SET/0010/2566

14 November 2023

Subject: Management Discussion and Analysis for Q3/2023
Attention: President
The Stock Exchange of Thailand

RPCG Public Company Limited (the "Company") has changed the type of investment in Sammakorn Public Company Limited, which operates a real estate development business. From an associate company is a subsidiary company. Since January 1, 2023, because the company has de facto control (De Facto Control). As for the financial performance for third quarter of the year 2023, the company and its subsidiaries had net loss 5 million Baht, decreased by 13 million Baht or 162.50%, compared to the third quarter of the year 2022 with the net profit of 8 million Baht.

In the third quarter of the year 2023, the Company's core revenue was retail sales of oil through Pure Thai Energy Co., Ltd. (PTEC) gas service station, which is the core company of the Company. The Revenues from sales was of 2,017.34 million Baht, decreased by 63.79 million Baht or 3.06% compared to 2,081.13 million Baht in the third quarter of 2022. This is because an increasing in Sales Volume of 2 million liters. The cost of sales has also decreased in proportion to the revenue. In the third quarter of the year 2023, the cost of sales has the figure of 1,917.32 million Baht which equaled to an decrease of 43.86 million Baht or 2.24% compared to the previous year, which was 1,961.18 million Baht and from the change of investment type of Sammakorn Public Company Limited in the third quarter of the year 2023, resulting in the Company's revenue increasing from real estate sales revenue of 427.55 million Baht, service income, rental and revenue from food and bakery sales of 58.82 million Baht. And there is a cost of selling real estate increased by 319.41 million Baht, the cost of services and rental, revenue from food and bakery by 45.22 million Baht.

The Company had selling and administrative expense in the third quarter of the year 2023 of 206.35 million Baht, increased by 104.84 million Baht or 103.28% compared to 101.51 million Baht in the third quarter of the year 2022, As a result of selling expenses, employee expense, and gas service station rental. In addition, there are sales expenses, marketing and management of the real estate business group have increased from changing the type of investment of Sammakorn Public Company Limited.

As ended at 30 September 2023, the Company has Total Assets of 8,876.70 million Baht, Total Liabilities of 5,072.35 million Baht and Shareholders' Equity of 3,804.35 million Baht.

Please be informed accordingly,

Sincerely Yours,

(Mrs.Supannee Tanchaisrinakorn)
Company Secretary