

Translation

November 10, 2023

Subject: Management explanation and analysis for the period ended 30 September 2023

Attn: The Managing Director, the Stock Exchange of Thailand

Pacific Pipe Public Company Limited would like to clarify the operating results of the period that ended September 30, 2023, which has a net loss of Baht 33.05 million, which decreased from the same period of the previous year that has a net loss of Baht 213.52 million or 84.52 % as follows:

1. Revenue from sales and service was Baht 2,042.06 million, a decrease of Baht 216.72 million or 9.59% compared to last year. This is because the average selling price was lower than in the same quarter of last year, although sales volume increased from the same quarter of last year. The downward trend in world market prices was affected by the global economic slowdown, China's property sector has yet to recover, and a continued interest rate hike by FED.
2. Gross profit margin was 2.79% of sales and service income, increased from last year when gross profit margin was negative 4.15%. As a result of inventory management, the high price inventory has been sold and the steel market prices trend has passed the lowest point during this quarter.
3. Selling expenses were Baht 34.76 million, which decreased by Baht 2.68 million or 7.15% from last year. As a result of effective control of sales and marketing expenses.
4. Administrative expenses were Baht 62.52 million, which decreased baht 20.43 million or 24.63% from last year. As a result of last year, the Company recorded impairment loss of fixed assets and the reduced allowance for expected credit losses.
5. Finance cost was Baht 12.63 million, increased by Baht 3.54 million or 38.89% because of the increase in interest rate

Yours faithfully

- Signed by -

(Mr. Pert Leevilaikunratt)

Chief Financial Officer

Pacific Pipe Public Company Limited