



November 11, 2023

Subject: Management Discussions & Analysis for the Quarter 3rd of 2023

To President
The stock exchange of Thailand

Salee Printing Public Company Limited (SLP) would like to clarify the company operating result for the third quarter of 2023 on Sep 30, 2023 as follows

Performance and Profitability

Revenues

For the third quarter of 2023, The Company generated revenue of 129.45 million baht, a increase of 14.06 million baht or 12% compared to the same quarter from the previous year. However, The company has increased sales from its main customers. The new products received are mainly body care products.

Other Income

In the third quarter of 2023, The company in curred other income of to 1.45 million baht, a increase of 0.50 million baht or 55% compared to the same quarter from the previous year. The income comes from interest on fixed deposits and investments in debentures.

Cost of Goods Sold

In the third quarter of 2023, The company has cost of goods sold of 113.85 million baht, a increase of 7.34 million baht or about 7% compared to the same quarter from the previous year. However, The increased costs are due to increased raw material costs.

Selling and Administration expenses

In the third quarter, The company in cuerred of 2023, selling and administrative expenses amounted to 23.93 million baht, a decrease of 0.04 million baht or about 0.2% compared to the same quarter from the previous year. However, The company manages sales and administrative expenses, such as transportation costs, overtime costs, to be appropriate. As a result, sales and administrative expenses remain constant.

Net Profit (loss) for the period

In the third quarter of 2023, The company had a net loss after finance costs and income tax of 7.14 million baht, a decrease of 7.54 million baht or about 51% compared to the same quarter from the previous year.

Please kindly be informed accordingly

Yours Faithfully



Mr. Praput Chivapornthip
Managing Director
Salee Printing Public Company Limited