

No. FTI-SET-2566/020

Nov 13, 2023

Re: Management Discussion and Analysis for the Q3/2023

To: The President  
 The Stock Exchange of Thailand

Function International Public Company Limited (the Company) would like to clarify the operating results for Quarter 3 ended Sep 30, 2023 which was reviewed by a certified public accountant (CPA) as follows:

The operating results for the Quarter 3 of 2023, the Company has total revenue Baht 594.22 million, increased by Baht 66.39 million or 13 percent and Profit owners of the parent for the period Baht 42.41 million, increased Baht 14.85 million or 54 percent, mainly are from as follows:

Operating Results	9M/2023		9M/2022		Movement	
	Amount	%	Amount	%	Amount	%
Revenues from sales and services	594.22	100.00%	527.83	100.00%	66.39	13%
Cost of sales and services	426.99	71.86%	377.96	71.61%	49.03	13%
Gross profit	167.23	28.14%	149.87	28.39%	17.36	12%
Other revenues	7.06	1.19%	1.78	0.34%	5.28	297%
Distribution cost	56.13	9.45%	50.72	9.61%	5.41	11%
Administrative expenses	63.08	10.62%	67.77	12.84%	(4.69)	-7%
Financial cost - Interest	2.60	0.44%	1.91	0.36%	0.69	36%
Profit before income tax expenses	52.48	8.83%	31.25	5.92%	21.23	68%
Income tax expenses	10.56	1.78%	3.69	0.70%	6.87	186%
Profit for the Period	41.92	6.97%	27.56	5.20%	14.36	52%
Profit owners of the parent	42.41	7.05%	27.56	5.20%	14.85	54%

## Revenues from sales and services

In the 3Q/2023, the Company has revenues from sales and services Baht 594.22 million, increased from the same period of the previous year Baht 66.39 million or 13 percent from the expansion of Aquatek distributors (12 branches in 2023 from the 3 branches in 2022) and the expansion of wholesale agents for general stores. and introducing new products Entering the market more and more.

## Cost of sales and services

In the 3Q/2023, the Company has cost of sales and services Baht 426.99 million, increased from the same period of the previous year Baht 49.03 million, in line with the increase in revenues.

## Gross Profit

In the 3Q/2023, the Company has gross profit Baht 167.23 million, increased from the same period of the previous year Baht 17.36 million, in line with the increase in revenues.

## Distribution cost

The Company has distribution cost Baht 56.13 million increased from the same period of the previous year Baht 5.41 million or 11 percent because of the increase was mainly from travel expenses to meet customers and commissions.

## Administrative expenses

In the 3Q/2023, the Company has administrative expenses Baht 63.08 million decreased from the same period of the previous year Baht 4.69 million or 7 percent because of the employee expense.

## Profit

In the 3Q/2023, the Company has profit for the period at Baht 42.41 million increased Baht 14.85 million or 54 percent.

## Financial position

### Total assets

As at Sep 30, 2023, the Company has total assets Baht 1,033.28 million, increased Baht 162.32 million or 19 percent from the end of pervious year at percent, mainly from the increased, Trade and other current receivables Baht 20 million, Inventories increased Baht 100 million, increased the property, plant, and equipment. Baht 43 million.

### Total liabilities

As at Sep 30, 2023, the Company has total liabilities Baht 320.37 million, increased from the end of previous year at Baht 159 million or 98 percent, mainly from increased Trade and other current payables for goods.

### Shareholder's equity

As at Sep 30, 2023, the Company has shareholder's equity Baht 712.91 million, increased from the end of previous year at Baht 3.26 million or 0.46 percent, mainly from the profit from operation and decreased from dividend payment

Please be informed accordingly.

Yours sincerely,

(Mr. Kaweewat Siriwongmongkol)

Chief Financial Officer