



November 13, 2023

Subject Management Discussion and Analysis for the 9-month period ending on September 30, 2023

 To Director and Manager  
 Stock Exchange of Thailand

Window Asia Public Company Limited would like to clarify the operating results for the 9-month period ending on September 30, 2023 as follows:

Profit and Loss	9-month 2022		9-month 2023		Change	
	Amount	%	Amount	%	Amount	%
Revenue from sales	710.99	100.0	730.90	100.0	19.91	2.8
Cost of goods sold	(519.77)	73.1	(506.89)	69.4	12.88	(2.5)
<b>Gross profits</b>	<b>191.22</b>	<b>26.9</b>	<b>224.01</b>	<b>30.6</b>	<b>32.79</b>	<b>17.1</b>
Other revenue	14.25	2.0	10.99	1.5	(3.26)	(22.9)
<b>Profit before expenses</b>	<b>205.47</b>	<b>28.9</b>	<b>235.00</b>	<b>32.1</b>	<b>29.53</b>	<b>14.4</b>
Selling expenses	(81.77)	11.5	(97.96)	13.4	(16.19)	19.8
Administrative expenses	(37.79)	5.3	(44.50)	6.1	(6.71)	17.8
Other profit (loss)	6.41	0.9	1.11	0.2	(5.30)	(82.7)
Financial expenses	(7.78)	1.1	(10.20)	1.4	(2.42)	31.1
Share of losses from investment in JV	(5.41)	0.8	(14.43)	2.0	(9.02)	166.7
<b>Total expense</b>	<b>(126.34)</b>	<b>17.8</b>	<b>(165.98)</b>	<b>22.7</b>	<b>(39.64)</b>	<b>31.4</b>
<b>Profit before income tax</b>	<b>79.13</b>	<b>11.1</b>	<b>69.02</b>	<b>9.4</b>	<b>(10.11)</b>	<b>(12.8)</b>
Income tax	(9.98)	1.4	(14.42)	2.0	(4.44)	(44.5)
<b>Net profits</b>	<b>69.15</b>	<b>9.7</b>	<b>54.60</b>	<b>7.4</b>	<b>(14.55)</b>	<b>(21.0)</b>

### Management Discussion and Analysis of financial position and performance

For the first 9-month period ending on September 30, 2022 and 2023, the total revenue of the Company amounted to THB 725.24 million and THB 741.89 million, respectively. This includes revenue from sales and other income. In the third quarter of 2022 and 2023, the revenue from sales of the company was THB 710.99 million and THB 730.90 million, respectively. The main factors contributing to the increase in revenue were the new products. For other income of the Company during that period, it amounted to THB 14.25 million and THB 10.99 million, respectively. This was primarily income from the sales of aluminum and UPVC scraps, which are residual raw materials from the production process. This change in sales revenue mentioned above resulted in



the Company having gross profit of THB 191.22 million and THB 224.01 million, respectively, or a gross profit margin of 26.9% and 30.6%, respectively. The increase in gross profit was due to a decrease in the cost of raw materials for products in the global market, and the net profit amounted to THB 69.15 million and THB 54.60 million, respectively, or a net profit margin of 9.5% and 7.4%, respectively. The decrease in net profit was due to an increase in selling expenses in relation to the Company's advertisement, along with recognizing the share of losses from the investments in Keha Sukpracha Public Company Limited.

#### Revenue from sales

For the first 9-month period of 2023, revenue from sales decreased by THB 19.91 million, or a decrease in a rate of 2.8% compared to the same period in the previous years. This increase in revenue were the new products, which led to increase in sales volume.

#### Other revenue

For the first 9-month period of 2023, revenue from sales of aluminum and UPVC scraps amounted to THB 6.95 million, which decreased by THB 4.24 million when compared to the same period in the previous year. This reduction is attributed to the Company's improved efficiency in the product manufacturing process through adjustments in the raw materials cutting method, resulting in a decrease in leftover aluminum scraps from the production process.

#### Gross profits

For the first 9-month period of 2023, the Company's gross profit increased by THB 32.79 million, or an increase in a rate of 17.1% compared to the same period of the previous year due to a decrease in costs of goods sold during that period. The gross profit margin for the first 9 months of 2023 is 30.6%

#### Selling expenses

For the first 9-month period of 2023, the selling expenses increased by THB 16.19 million, or an increase in a rate of 19.8% compared to the same period of the previous year. This increase is attributed to higher expenses related to the Company's public relations activities.

#### Administration expenses

For the first 9-month period of 2023, administrative expenses increased by THB 6.71 million, or an increase in a rate of 17.8% compared to the same period of the previous year. This increase is a result of higher depreciation and amortization expenses from the new office building.

#### Net profits



For the first 9-month period of 2023, the Company has net profit decreased by THB 14.55 million, or a decrease in a rate of 21.0% compared to the same period of the previous year. This decrease in net profit is a result of increased expenses in selling and administrative costs related to public relations activities as well as recognizing a higher depreciation and amortization expenses. Additionally, the Company recognized the share of losses from the investment in Keha Sukpracha Public Company Limited, amounting to THB 14.43 million.

Balance sheet	December 31, 2022		June 30, 2023		Change	
	Amount	%	Amount	%	Amount	%
Total Assets	1,061.49	100.0	1,177.19	100.0	115.70	10.9
Total Liabilities	564.07	53.1	773.24	65.7	209.17	37.1
Total equity	497.42	46.9	403.95	34.3	(93.47)	(18.8)

As of September 30, 2023, the Company's total assets amounted to THB 1,117.19 million, an increase of THB 115.70 million compared to the end of 2022. The main reasons are attributed to the construction of a new factory building and an increase in account receivables as the revenue from sales mainly increased from modern trades channel. Regarding the total liabilities of the Company, it amounted to THB 733.24 million, an increase of THB 209.17 million. The Company reported higher trade payables and other payables, along with long-term loans from financial institutions due to the additional borrowing for construction of the factory building. For the shareholders' equity, it amounted to THB 403.95 million, which was a decrease of THB 93.47 million. This decrease was a result of the Company's dividend during the period.

Please be informed accordingly.

Yours sincerely,

-Patinun Tuntivasin-

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(Miss Patinun Tuntivasin)

Chief Financial Officer

Window Asia Public Company Limited