

Ref: PCL 2024/002

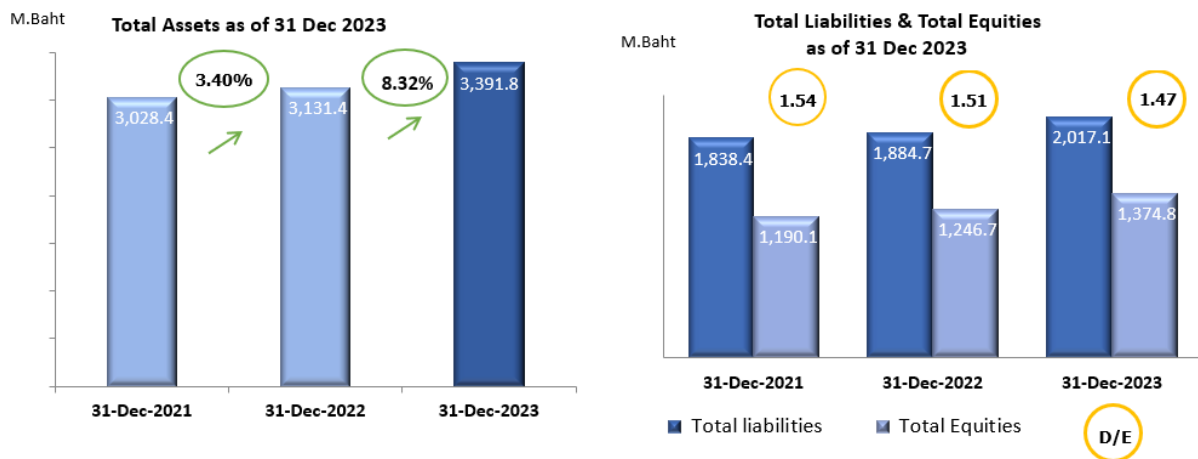
February 27, 2024

Subject: Management Discussion and Analysis for the year ended 31 December 2023

To: The President of the Stock Exchange of Thailand

Panjawattana Plastic Public Company Limited and its subsidiaries ("the Company") would like to clarify herewith the financial position and operating result for the year ended 31 December 2023 as follows: -

Financial Position



As of December 31, 2023, the consolidated financial statements of the Company and its subsidiaries showed total assets increased by 260.38 million baht or 8.32 percent compared to the previous year. As for current assets, it increased by 199.01 million baht, which was an increase from trade receivables, other receivables, including trade receivables recognized under contracts of 133.13 million baht, resulting from higher sales compared to the last quarter of the previous year. Inventories decreased by 59.84 million baht. Non-current assets increased by 61.38 million baht from fixed assets.

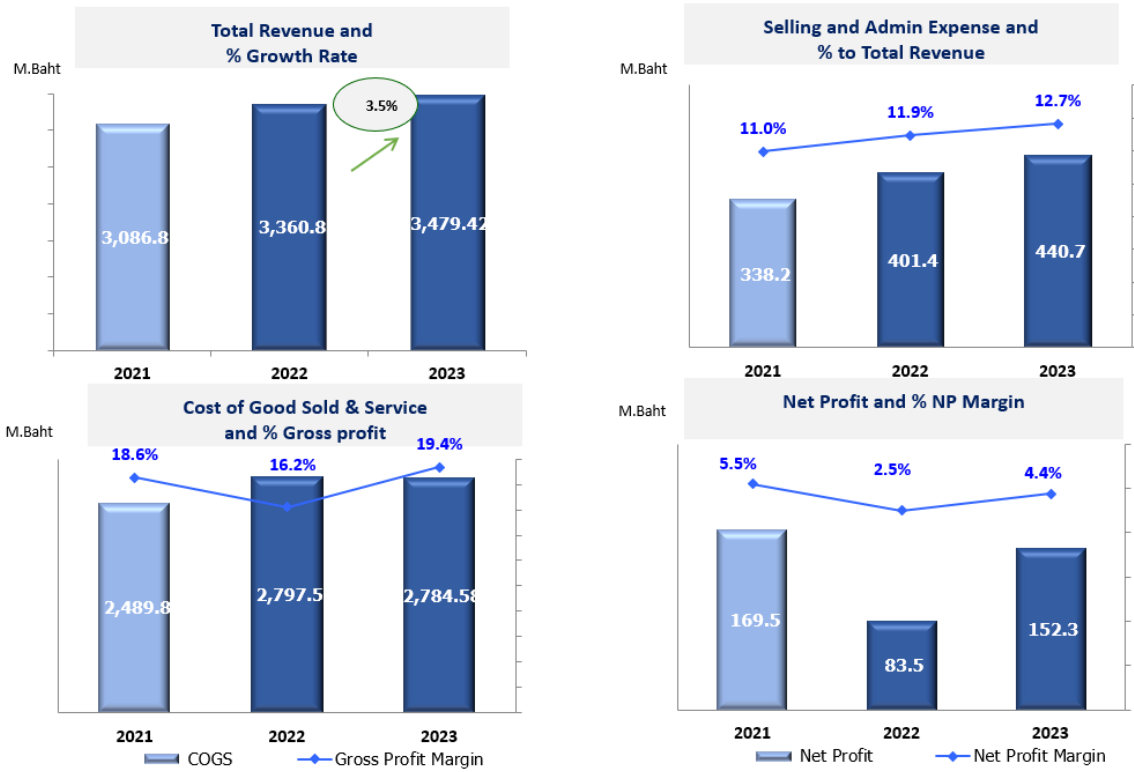
As of December 31, 2023, the consolidated financial statements of the Company and its subsidiaries showed total liabilities increased by 132.32 million baht or 7.00 percent compared to the previous year. It was an increase from current liabilities of 53.55 million baht due to accounts payable. Also, it was an increase from non-current liabilities of 78.77 million baht, mainly from long-term loans.

The Company's debt to equity ratio as of December 31, 2023, is 1.47 times. (As at 31 December 2021 is 1.54 times).



Operating result

OPERATING RESULT : 12 MONTHS



The consolidated net profit of the Company and its subsidiary for the year ended 31 December 2023 was Baht 152.3 million or increased by Baht 68.76 million from last year. The main reasons were as follows:

1. Total revenue increased by 118.64 million baht, or 3.5%, due to sales in packaging for milk and yogurt, packaging of consumer products and automotive parts and painting segment increase from previous year. Whereas packaging for lubricants decreased in line with customer orders. While revenue from industrial laundry services increased as the customer base expanded.
2. Total gross profit margin was 19.4%, an increase of 16.2% from the previous year due to lower plastic resin and energy prices in the second quarter of this year. In addition, the company has better management of production costs resulting in higher gross profit margins.
3. Total net profit margin was 4.4%, an increase from the same quarter last year that the total net profit margin was 2.5% due to higher gross profit as mentioned.

Sincerely yours

(Mrs. Prim Chaiyawat)

Company's Secretary