



Ref.No. TMC\_CS-004/2567

22 February 2024

Subject: Management's Discussion and Analysis (MD&A) Consolidated Financial Results: Year 2023

To: President

The Stock Exchange of Thailand

T.M.C. Industrial Public Company Limited (the "Company") would like to inform on operating results and the financial position which changed more than 20% for the Year 2023 ended on 31 December 2023, of the company with main substance as follows:

**Operating Result Year 2023**

(Unit: Millions)	Q4/2023	Q4/2022	Changed YoY	%	12M/2023	12M/2022	Changed YoY	%
Operating Revenue	92.38	83.15	9.23	11.10%	326.61	334.74	(8.13)	-2.43%
Cost of Sales	(80.25)	(56.80)	(23.45)	41.28%	(266.15)	(261.83)	(4.33)	1.65%
<b>Gross Profit</b>	<b>12.12</b>	<b>26.34</b>	<b>(14.22)</b>	<b>-53.98%</b>	<b>60.46</b>	<b>72.92</b>	<b>(12.46)</b>	<b>-17.08%</b>
% Gross Profit	13.12%	31.69%			18.51%	21.78%		
Reverse Impairment	-	-	-	-	-	66.79	(66.79)	-100%
Profit from Sales of Assets	1.06	171.44	(170.38)	-99.38%	1.06	171.44	(170.39)	-99.38%
Other Income	0.27	5.65	(5.38)	-95.18%	11.50	29.35	(17.85)	-60.83%
Selling Expense	(4.30)	(4.06)	(0.24)	5.90%	(14.57)	(14.41)	(163)	1.13%
Administrative Expense	(10.78)	(3.16)	(7.62)	240.99%	(40.81)	(48.80)	7.99	-16.38%
Financial Cost	(0.21)	(1.37)	1.16	-84.47%	(0.21)	(10.65)	10.44	-97.96%
Profit before Tax	(1.18)	194.83	(196.67)	-100.94%	17.43	266.64	(249.21)	93.46%
Corporate Income Tax	(0.34)	0.00	(0.34)	100%	(2.70)	0.00	(2.70)	100%
<b>Net Profit (Loss)</b>	<b>(2.18)</b>	<b>194.83</b>	<b>(197.01)</b>	<b>-101.12%</b>	<b>14.74</b>	<b>266.64</b>	<b>(251.90)</b>	<b>94.47%</b>

Overall, the Company has a net profit in Year 2023 in amount of 14.74 MB which decreased from Year 2022 in amount of 251.90 MB or 94.47%, however in Year 2022, the Company had a profit from sales of assets in amount of 171.44 MB and a profit from normal transactions in amount of 95.92 MB. The following significant changes in the Company's operational results are as follows.

**Revenue**

The Company has operating revenue in amount of 326.61 in Year 2023 which decreased from Year 2022 in amount of 8.13 MB or 2.43%

**Gross Profit**

The Company has gross profit in amount of 60.46 MB in Year 2023 which decreased from Year 2022 in amount of 12.46 MB or 17.08% according to the decrease in operating revenue. The percentage of gross profit in Year 2023 is 18.51% which decreased compared to Year 2022 that was 21.78%.



### Cost of Sales and Services

The Company has costs of sales and services in amount of 266.15 MB in Year 2023 which increased from Year 2022 in amount of 4.33 MB or 1.65% according to the decrease in production of products which inconsistent with the machine capacity and the sales of some products with low GP.

### Selling and Administrative Expenses

The Company has selling expenses in Year 2023 in amount of 14.57 MB which are not much different compared to Year 2022

The Company has administrative expenses in Year 2023 in amount of 40.81 MB which decreased from Year 2022 in amount of 7.99 MB or 16.38%. The main reason is the decrease of depreciation from selling the factory.

### Financial Cost

The Company has financial cost in Year 2023 in amount of 0.21 MB compared to Year 2022 which decreased in amount of 10.44 MB or 97.96% since the Company paid all debts at the end of Year 2022.

## Financial Position as of 31 December 2023

### Assets

The Company has total assets as of 31 December 2023 in amount of 735.84 MB which increased from year 2022 in amount of 1.31 MB or 0.18%

### Liabilities

The Company has total liabilities as of 31 December 2023 in amount of 118.81 MB which decreased from year 2022 in amount of 20.56 MB or 14.75% due to the decrease in trade account payables.

### Shareholders' equity

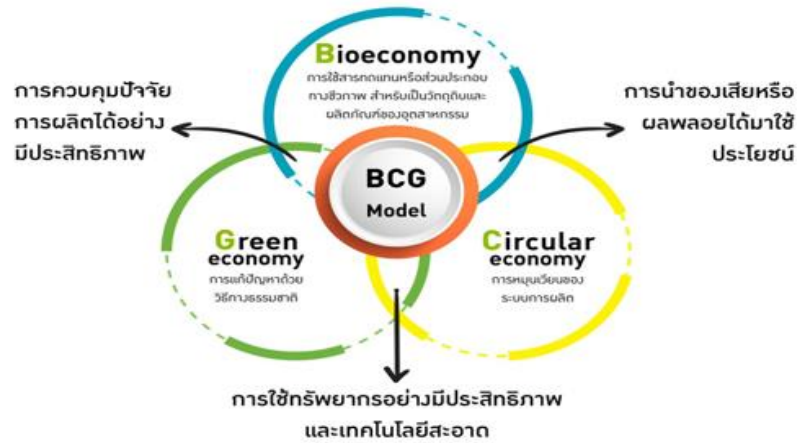
The Company has shareholders' equity as of 31 December 2023 in amount of 617.03 MB which increased from year 2022 in amount of 21.86 MB or 3.67%

## Financial Ratio

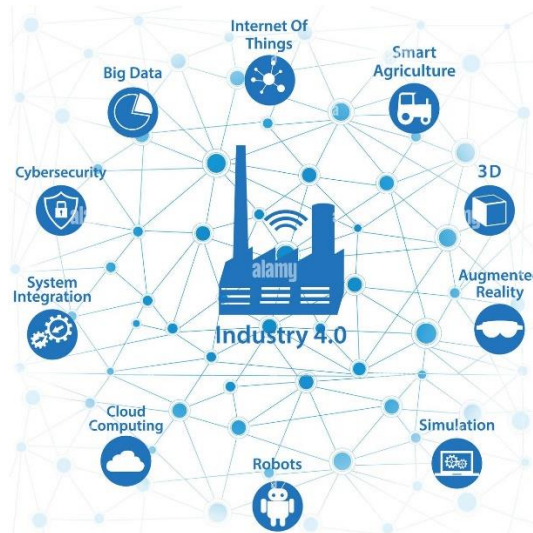
Ratio	As of 31 December 2023	As of 31 December 2022
Current Ratio (Times)	7.87	5.65
Debt to Equity Ratio (Times)	0.19	0.23
Return on Equity (%)	2.39	44.80

## The Company's Strategy for the Year 2024

1. Transformation Technology by using waste materials from households and the agricultural sector to create innovations that focus on developing 3 areas including Bio Economy which aims to create added value of biological resources, linked to the Circular Economy to realize the maximum value of the resources, and Green Economy according to the principles of the BCG Model.



- Transformation Technology by combining and applying automatic technology with System Integrator (SI) into Cyber-Physical-System (CPS) to achieve true modernity. CPS currently responds well to customer needs for both current and new production lines.



Please be informed accordingly.

Yours sincerely,

-signed-

(Mr. Thaweemit Kamolmongkolsuk)

Chairman of Executive Committee