

February 27, 2024

Subject: Management Discussions & Analysis for the Year 2023 financial statement as 31 December 2023

To President
The Stock Exchange of Thailand

Salee Printing Public Company Limited (SLP) would like to clarify the company's operating result for the year ending December 31, 2023.

Performance and Profitability

Revenues

We are introducing new products to customers. As a result, the company has more customers and more income. In 2023, the company generated revenue of 523.81 million Baht, an increase of 6.19 million Baht, or a 1% increase from the previous year, due to recent sales and marketing strategies.

Other Income

In 2023, The company incurred Other Income of 5.10 million Baht, an increase of 1.02 million Baht, or a 0.2% increase from the previous year, due to interest income of fixed deposits and debt instruments, mainly debentures

Cost of Goods Sold

In 2023, the company incurred a cost of 448.74 million Baht, a decrease of 17.14 million Baht or a 3.7% increase from the previous year due to company having reduced production costs more efficiently.

Selling and Administration expenses

In 2023, the company incurred selling and administration expenses of 93.83 million Baht, a decrease of 3.10 million Baht or 3% compared to last year. The company has managed and controlled operating expenses, resulting in reduction of sales and administrative costs.

Net loss for the period

In 2023, The net loss was 16.54 million Baht, a loss decrease of 26.01 million Baht or a 61% decrease compared with the previous year, due to company Adjusted deferred income tax items of 1.66 million Baht. The company increases sales and reduces costs efficiently. As a result, the company's losses were significantly reduced.

In 2023, The Company adjusted the employee benefit expenses according to Actuarial at 0.77 million Baht, which made a total comprehensive expense for the year loss of 15.77 million Baht.

Please kindly be informed accordingly

Yours Faithfully



Mr. Praput Chivaporntip

Managing Director

Salee Printing Public Company Limited