

27 February 2024
Bangkok Ranch Public Company Limited
Management Discussion and Analysis
Business overview
For the year ended 31 December 2023

	For the year ended		
	31 December 2023	31 December 2022	Change
	Million Baht	Million Baht	%
Sales	8,000	8,520	(6)
Cost of sales	(6,364)	(6,715)	(5)
Gross profit	1,636	1,805	(9)
<i>% Gross profit</i>	<i>20%</i>	<i>21%</i>	
Other income	34	44	(23)
Selling and administrative expenses	(965)	(1,106)	(13)
Operating profit	705	743	(5)
Share of gain (loss) from investments in joint ventures	7	11	(36)
Profit before finance cost and income tax income (expense)	712	754	(6)
Finance cost	(282)	(211)	34
Income tax income (expense)	(136)	(154)	(12)
Net profit (loss) for the period	294	389	(24)
Attributable to non-controlling interests of subsidiaries	6	(3)	300
Net profit (loss) for the period attributable to equity holders of the Company	300	386	(22)
EBITDA	1,142	1,138	0

Operating results continue to improve fundamentally. Management implemented strategies have worked well in response to global economic inflation and high raw material prices.

The Group's operating results for the year ended 31 December 2023 with total sales of 8,000 million Baht and net profit for the period attributable to equity holders of the Company of 300 million Baht.

EBIDTA increased from 1,138 million Baht to 1,142 million Baht.

Financial position

	As at		Change %
	31 December 2023 Million Baht	31 December 2022 Million Baht	
Total current assets	2,745	2,738	0
Total non-current assets	8,022	7,884	2
Total assets	10,767	10,622	1
Total current liabilities	3,176	2,872	11
Total non-current liabilities	2,853	3,342	(15)
Total liabilities	6,029	6,214	(3)
Total Shareholders' Equity	4,738	4,408	7
Total Liabilities and Shareholders' Equity	10,767	10,622	1

As of 31 December 2023, the Group's total assets is 10,767 million Baht, an increase of 145 million Baht from 31 December 2022, mainly from property plant and equipment along side inventories.

Total shareholders' equity increased from profit for the year ended 31 December 2023.

Financial Ratios

Liquidity Ratios	31 December 2023	31 December 2022
Current Ratio (times)	0.86	0.95
Quick Ratio (times)	0.27	0.45
Activity Ratios	31 December 2023	31 December 2022
Trade and Other Receivables Turnover (times)	11.38	12.34
Average Collection Period (days)	32	30
Fixed Asset Turnover (times)	1.73	1.88
Trade and Other Payables Turnover (times)	11.99	10.62
Average Payment Period (days)	30	34
Cash Cycle (days)	91	74
Inventory Turnover (times)	4.07	4.62
Inventory Turnover Period (days)	90	79
Total Assets Turnover (times)	0.75	0.80
Leverage Ratios		
Interest Coverage (times)	2.52	3.58
	31 December 2023	31 December 2022
Debt / Equity Ratio (times)	1.27	1.41
Profitability Ratios	31 December 2023	31 December 2022
Gross Profit Margin (%)	20.5%	21.2%
Net Profit Margin (%)	3.7%	4.5%
Return on Assets or ROA (%)	2.8%	3.6%
Return on Equity or ROE (%)	6.4%	9.2%

Factors affecting the Group's performance in the future

The uncertainty of bank interest rates, inflation, and high energy cost continue to be factors affecting the performance of the Group. On the other hand, positive EBITDA growth this year was due to successful sales strategies and stronger internal control.

With most measures related to Covid-19 lifted globally; the group still continues to place high importance on taking care of employees and creating a safe working environment. We strive to continue implementing strict measures on controlling the possible spread of dangerous diseases.

Yours sincerely,



Mr. Joseph Suchaovanich

Chief Executive Officer