



Ref. TPBI-EXC 006/2024

20 February 2024

Subject: Interim Management Discussion & Analysis of financial statements for the fourth quarter of 2023

To: The President & Directors
The Stock Exchange of Thailand

In compliance with the regulations of the SET, dated 19 November 1993, TPBI Public Company Limited (the “Company”) would like to present the operating results and financial position of the Company for the fourth quarter ended December 31, 2023 as follows.

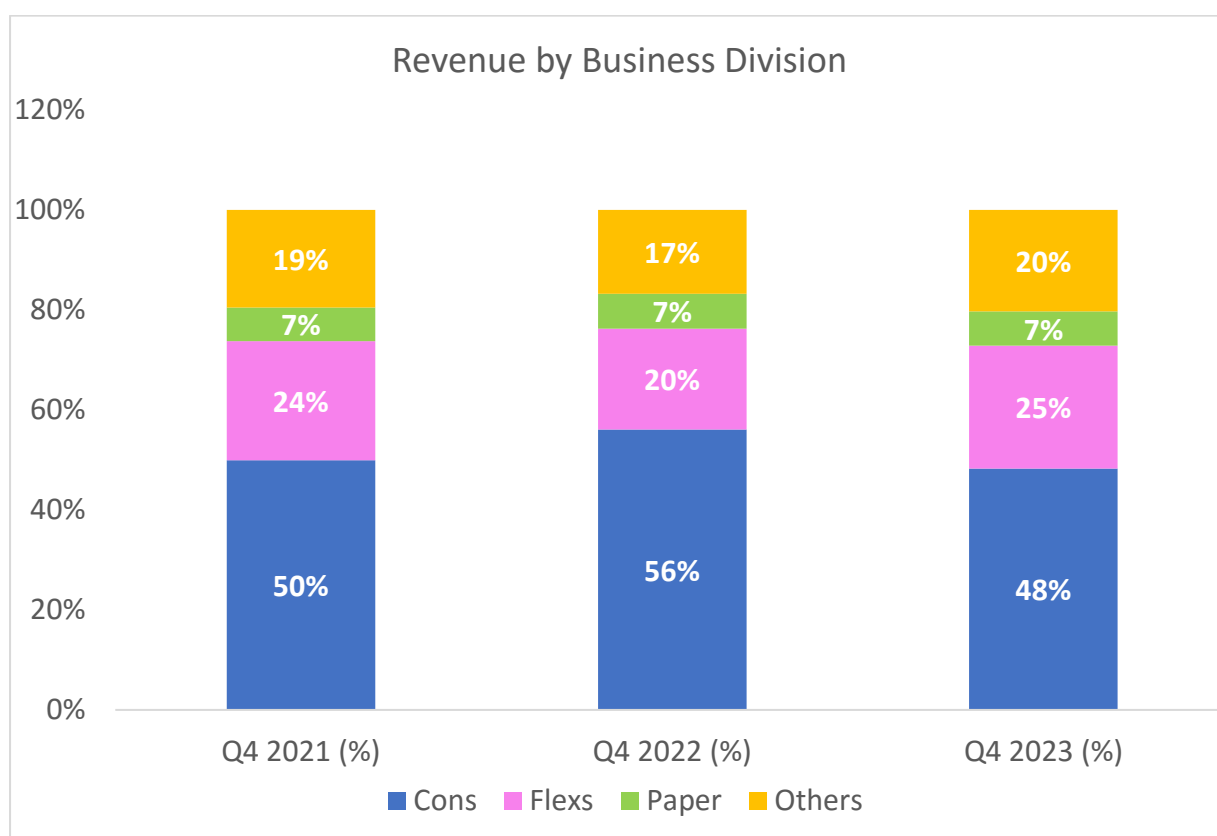
Respectfully yours,

(Mr. Kamol Borrisuttanakul)
Chief Financial Officer

Sales

In 4Q23, the Company posted THB 1,462.21 million in sales, decreased by THB 245.17 million or 14.36% from the same period last year. Majority of sales (62.45%) came from exports to international markets and sales from foreign subsidiaries of the Company (Myanmar, United Kingdom and Australia).

Cons was 48%, Flexs was 25%, Paper was 7%, and Trading was 20% of Total revenue in 4Q23.



Cost and Expenses

Cost of Sales of 4Q23 was THB 1,198.28 million, decreased from prior year THB 265.41 million or 18.13%, resulted from lower raw material price and sales decreased.

SG&A in 4Q23 decreased from the same period last year by 8.22% from THB 138.43 million to THB 127.05 million. SG&A in 4Q23 was 8.69% of total revenue compared to 8.11% the same period last year.

Profitability of the Company

The Company recorded its profit at THB 109.12 million increased from THB 30.39 million the same period of last year.

EBITDA increased by THB 14.35 million or by 7.80% YoY, resulted from the decrease in total cost of sales and higher gross profit. The Company intends to increase sales to strengthen utilisation rate and operating results of the Company.

In THB mm	4Q23	4Q22	YoY	
			THB mm	%
Sales	1,467.48	1,711.82	(244.34)	(14.27%)
Cost of Sales	1,198.86	1,464.28	(265.42)	(18.13%)
Other income	7.12	7.41	(0.29)	(4.02%)
SG&A	127.05	138.42	(11.37)	(8.22%)
EBITDA	198.38	184.03	14.35	7.80%
NPAT	109.12	78.73	30.39	38.61%
EPS (THB)	0.49	0.53	(0.04)	(7.81%)

Operating Results (For the financial year of 2023 compared to the financial year of 2022)

The company's sales in 2023 is decline as most customers maintain high levels of inventory after the Covid situation began to subside and there were many orders coming in at the end of 2022. For the financial year of 2023, Company's Net profit is decreased. the Company accounted a net profit of THB 205.20 million, decreasing from net profit of THB 6.48 million or decreased by 3.06% comparing the year earlier.

In terms of top line, the Company's total revenue decreased to THB 5,273.55 million from THB 6,843.15 million, or 23.23% decreased. The cost of sales decreased to THB 4,522.54 million from THB 6,020.54 million in the year earlier while SG&A is at THB 452.16 million in 2023, decreased from THB 511.42 million in 2022.

EBITDA decreased by THB 63.43 million or 10.25% YoY from THB 618.68 million to THB 555.25 million, compared to in 2022.

For the long-term outlook, the Company has policy to strengthen product portfolio by increasing sales of sustainable and higher value-added products.

<i>In THB mm</i>	2023	2022	YoY	
			THB mm	%
Sales	5,273.55	6,843.15	(1,569.60)	(22.94%)
Cost of Sales	4,522.54	6,020.53	(1,497.99)	(24.88%)
Other income	34.33	28.70	5.63	19.63%
SG&A	452.16	511.42	(59.26)	(11.59%)
EBITDA	555.25	618.68	(63.43)	(10.25%)
NPAT	205.20	211.68	(6.48)	(3.06%)
EPS (<i>THB</i>)	0.49	0.53	(0.04)	(7.81%)

Financial Position

Assets

Total assets of the Company as of 4Q23 was THB 4,533.59 million, decreased by THB 285.55 million or 5.93% from the end of 4Q22. The Company had total current assets of THB 2,064.44 million, decreased by THB 153.12 million or 6.90% which was composed of decreased trade and other receivable of THB 68.39 million or 6.99%, decreased inventories of THB 46.51 million or 4.94% and decreased cash and cash equivalents of THB 36.92 million or 13.89%. Besides, the Company had decreased other non-current assets of THB 132.43 million or 5.09%, mainly came from a decreased PP&E of the Company by THB 144.57 million or 6.58%.

Liabilities and Shareholders' Equity

As of 4Q23, total liabilities of the Company were THB 1,668.19 million, decreased by THB 426.70 million or 20.37% from end of 4Q22 due to the decreased short-term borrowing, which decreased by THB 252.50 million or 32.82% and Current portion of long-term loans from financial institutions, which decreased by THB 87.67 million or 50.99%.

Shareholders' equity as of 4Q23 amounts to THB 2,865.40 million, increased by THB 141.15 million from end of 4Q22 due to the increased retained earnings by THB 123.99 million, the increased non-controlling interests of subsidiaries by THB 1.28 million, and the increased other components of shareholders' equity by THB 15.88 million.

	4Q23	4Q22
Gross Profit Margin (%)	18.01%	14.24%
Net Profit Margin (%)	7.44%	4.60%
Current Ratio (x)	1.53x	1.31x
Quick Ratio (x)	0.87x	0.75x
D/E Ratio (x)	0.58x	0.77x
EPS (THB/SHARE)	0.49	0.53
BVPS (THB/SHARE)	6.87	6.53