

February 27, 2024

Subject : Management Discussion and Analysis for year and 4th quarter ended December 31, 2023

Attention : President

The Stock Exchange of Thailand

Operating Performance

1. Revenues

Consolidated financial statements							(Thousands Baht)	
	Year		Change		4 th Quarter		Change	
	2023	2022	Amount	%	2023	2022	Amount	%
Revenue from sales	3,268,653	4,174,951	-906,298	-21.71%	722,855	1,342,797	-619,942	-46.17%
Other income	17,265	13,022	4,243	32.58%	6,559	4,050	2,509	61.95%
Total Revenue	3,285,918	4,187,973	-902,055	-21.54%	729,414	1,346,847	-617,433	-45.84%

Revenue from sales for year 2023 and 4th quarter of 2023 significantly decreased 21.71 and 46.17 percent from the same period of last year. For year 2023, main attributions are decrease in sale price and drop in sea freight price. For 4th quarter of 2023, main attributions are drop in sea freight price and decreased in sales volume. Other income for the year and 4th quarter of 2023 increased 32.58 and 61.95 percent from the same period of last year, mainly due to interest received. As a result, total revenue for the year and 4th quarter of 2023 significantly decreased 21.54 and 45.84 percent from the same period of last year.

2. Cost of goods sold and expenses

Consolidated financial statements							(Thousands Baht)	
	Year		Change		4 th Quarter		Change	
	2023	2022	Amount	%	2023	2022	Amount	%
Cost of goods sold	-2,236,152	-2,495,412	259,260	-10.39%	-499,094	-877,098	378,004	-43.10%
Selling expenses	-433,684	-778,820	345,136	-44.32%	-83,550	-224,491	140,941	-62.78%
Administrative expenses	-142,077	-171,111	29,034	-16.97%	-30,609	-56,630	26,021	-45.95%
Finance Costs	-3,558	-3,931	373	-9.49%	-952	-911	-41	4.50%
Total	-2,815,471	-3,449,274	633,803	-18.37%	-614,205	-1,159,130	544,925	-47.01%

Cost of goods sold for year 2023 slightly decreased 10.39 percent from the same period of last year, due to drop in raw material price and Cost of goods sold for 4th quarter of 2023 materially decreased 43.10 percent from the same period of last year, due to decrease in sale volume and drop in raw material price.

Selling expenses for the year and 4th quarter of 2023 significantly decreased 44.32 and 62.78 percent from the same period of last year, caused by considerably lower in freight prices.

Administrative expenses for the year and 4th quarter of 2023 significantly decreased 16.97 and 45.95 percent from the same period of last year, due to decrease in estimated employee compensation. In addition, the previous year recognized losses from foreign exchange rates. As a result, the administrative expenses decreased significantly.

Financial cost of changing on the period of 2023 compared to the same period of last year, mainly due to long-term loan repayment. As a result, the year of 2023 decreased slightly by 9.49 percent and 4th quarter of 2023 increased slightly by 4.50 percent from the same period of last year.

As a result, cost of goods sold and expenses for year and 4th quarter of 2023 significantly decreased 18.37 and 47.01 percent from the same period of last year.

3. Profit

Consolidated financial statements							(Thousands Baht)	
	Year		Change		4 th Quarter		Change	
	2023	2022	Amount	%	2023	2022	Amount	%
Gross profit	1,032,501	1,679,539	-647,038	-38.52%	223,761	465,699	-241,938	-51.95%
Profit before income tax	470,446	738,699	-268,253	-36.31%	115,209	187,717	-72,508	-38.63%
Net profit for period	424,752	680,988	-256,236	-37.63%	101,030	182,830	-81,800	-44.74%

From revenues, cost of goods sold and expenses factors, company profit before income tax for the year and 4th quarter of 2023 was 470.45 and 115.21 million baht decreased 36.31 and 38.63 percent from the same period of last year. The net profit for the year and 4th quarter ended December 31, 2023 was 424.75 and 101.03 million baht decreased 37.63 and 44.74 percent from the same period of last year.

Sincerely Yours,

(Ms.Orawan Sangwongkit)

Chief Financial Officer