

Ref. SF028/2024

27 February 2024

Re Management Discussion and Analysis which are deviated more than 20% for the 12 month period ended 31 December, 2023

Attn. The President

The Stock Exchange of Thailand (SET)

Starflex Public Company Limited would like to notify the operating results stated in financial statements for year ended 31 December 2023. The details will be shown as follows.

Operational reports

Unit: Million Baht

Financial information	CONSOLIDATED		CHANGE (YOY)	
	2023	2022	AMT	%
Total Revenues	1,820.5	1,696.1	124.4	7.3%
Gross profit (GP)	429.8	210.9	218.9	103.8%
Selling Expenses	46.3	37.6	8.7	23.1%
Admin Expenses	176.5	132.9	43.6	32.8%
Financial costs	9.7	2.9	6.8	234.5%
Taxes	38.9	9.6	29.3	305.2%
Total Cost and Exp.	1,636.2	1,641.0	(4.8)	(0.3%)
Net Profits (NP)	184.3	55.1	129.2	234.5%

Revenue and Profitability

In 2023, total revenues were 1,820.5 million, increased by 7.3% compared to total revenues 1,696.1 million in 2022. And company's gross profits were 429.8 million increased by 103.8% from 210.9 million in 2022. As such, the net profit were 184.3 million (=NP margin 10.1%) and 55.1 million (=NP margin 3.2%) in 2023 and 2022 consecutively. Due to the company has managed the production cost more effectively, in both; efficiency in management of the raw materials and supplies sourcing, as well as, efficiency down to the lines of productions.

Expenses

In 2023, selling expenses were 46.3 million increased by 23.1% compared to 37.6 million in 2022. The mainly increased in selling expenses were the transportation expenses.

The company's administrative expenses were 176.5 million in 2023, increased by 32.8% compared to 132.9 million in 2022. The main reason of increasing in these expenses were the consulting fees which mostly related to the investment project in Vietnam, allowance for reduction inventories value and travelling expenses.

In 2023, financial expenses were 9.7 million, increased by 234.5% compared to 2.9 million in 2022. Due to the company has engaged more in short-term and long term loans in order to invest in Starprint Vietnam.

Statement of Financial Position

Unit: Million Baht

Balance sheet	At the date		CHANGE (YOY)	
	31-Dec-23	31-Dec-22	AMT	%
Total assets	2,036.1	1,601.9	434.2	27.1%
Total liabilities	1,035.6	616.5	419.1	68.0%
Total shareholder's equity	1,000.5	985.4	15.1	1.5%

Assets

In 2023, the company had total assets of 2,036.1 million, increased 27.1% from 1,601.9 million in 2022, where the increasing assets mainly comprised of increasing in trade and other receivables 58.3 million and Investment in Starprint Vietnam 345.8 million. All these increasing incurred from new investment for supporting the company's future businesses.

Liabilities

In 2023, the company had total liabilities of 1,035.6 million, increased 68.0% from 616.5 million in 2022. The liabilities had mainly increased from account payable and borrowing related to investment in Starprint Vietnam

Equities

In 2023, the company had the equities of 1,000.5 million, increased 1.5 % from 985.4 million from year ended 2022. However, the company had paid the dividend of 59.4 million during the year 2023 and reserved for treasury stock 100.1 million.

Yours Sincerely,

Somchai Wongrassamee

Chief Financial Officer

Starflex Public Company Limited