



20 February 2024

To Director and Manager

The Stock Exchange of Thailand

Subject Management Discussion and Analysis for the year ended December 31, 2023

President Automobile Industries Public Company Limited's operating result for the year ending December 31, 2023 and financial statement as of December 31, 2023 with detail as follows:

### Operating results

Income Statement	For the year ended					
	31 December 2023		31 December 2022		Change Increase (decrease)	
	Million Baht	Percentage	Million Baht	Percentage	Million Baht	Percentage
<u>Revenues</u>						
Sales	1,026.97	97.36	892.07	97.12	134.9	15.12
Gain on exchange	2.80	0.27	4.74	0.52	(1.94)	(40.93)
Other Income	25.00	2.37	21.67	2.36	3.33	15.37
<b>Total revenues</b>	<b>1,054.77</b>	<b>100.00</b>	<b>918.48</b>	<b>100</b>	<b>136.29</b>	<b>14.84%</b>
<u>Expense</u>						
Cost of sales	877.55	83.20	754.85	82.18	122.7	16.25
Selling and distribution expense	27.86	2.64	25.25	2.75	2.61	10.34
Administrative expense	44.49	4.22	47.86	5.21	(3.37)	(7.04)
<b>Total Expense</b>	<b>949.90</b>	<b>90.06</b>	<b>827.96</b>	<b>90.14</b>	<b>121.94</b>	<b>14.73%</b>
<b>Operation Profit</b>	<b>104.87</b>	<b>9.94</b>	<b>90.52</b>	<b>9.86</b>	<b>14.35</b>	<b>15.85</b>
Financial Cost	13.43	1.27	7.54	0.65	5.89	78.12
<b>Profit before income tax expense</b>	<b>91.44</b>	<b>8.67</b>	<b>82.98</b>	<b>9.21</b>	<b>8.46</b>	<b>10.20</b>
Income Tax expense	18.24	1.73	0.48	0.05	17.76	3,700.00
<b>Profit for the year</b>	<b>73.20</b>	<b>6.94</b>	<b>82.50</b>	<b>9.16</b>	<b>(9.30)</b>	<b>(11.27%)</b>

### Sale income

Sale income for the year ending December 31, 2023 is 1,026.97 million Baht, increase by 134.9 million Baht, or increase 15.12% as compared to the previous year. The company has increased labor capacity to increase production capacity to support the increase in demand from oversea customer which results in the increase sale income

### Gain on exchange

Gain on exchange for the year ending December 31, 2023 is 2.8 million Baht, decrease by 1.94 million Baht, or decrease 40.93% as compared to the previous year. This is result of the exchange rate at the end of 2023 is appreciating.



#### Other income

Other income for the year ending December 31, 2023 is 25.00 million Baht, increase 3.33 million Baht, or increase 15.37% as compared to the previous year. This is mainly due to increase in sale of scrap and gain on revaluation of financial instrument.

#### Cost of sales

Cost of sale for the year ending December 31, 2023 is 877.55 million Baht, increase 122.7 million Baht, or increase 16.25% as compared to the previous year. Cost of sale increase is in line with the increase in sales.

For the year ending December 31, 2023, the company has a gross profit of 149.42 million Baht, or gross profit margin 14.55% of the sales revenue (gross profit margin for the year ending December 31, 2022 equals to 15.38%) increase 12.20 million Baht, or increase 8.89% as compared to the previous year.

#### Selling and distribution expense

Selling and distribution expense for the year ending December 31, 2023 is 27.86 million Baht increase 2.61 million Baht, or increase 10.34% as compared to the previous year. This due to the increase in transport expense.

#### Administrative expense

Administrative expense for the year ending December 31, 2023 is 44.49 million Baht, decrease by 3.37 million Baht, or decrease 7.04% as compared to the previous year. This is mainly due to the recognition of losses from financial derivative instruments at the end of 2022 and the reversal of the allowance for impairment of assets in 2023.

#### Financial cost

Financial cost for the year ending December 31, 2023 is 13.43 million Baht, increase by 5.89 million, or 78.12% as compared to the previous year. This is due to the short-term and long-term loans for the working capital as well as increase in interest rate by the government, causing the financial cost to increase.

#### Income tax expense

Income tax expense for the year ending December 31, 2023 is 18.24 million Baht increase 17.76 million Baht, or increase 3700% as compared to the previous year. This is because in 2022, the Company received a BOI incentive for corporation income tax reduction resulting in a significant increase this year as compared to the previous year.



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## Net Profit

Net profit for the year ending December 31 ,2023 is 73.20 million Baht, decrease by 9.30 million Baht, or 11.27% as compared to the previous year. This is mainly from the increase in financial cost and income tax expense.

## Statement of Financial Position

Financial Position	As of					
	31 December 2023		31 December 2022		Change increase (decrease)	
	Million Baht	Percentage	Million Baht	Percentage	Million Baht	Percentage
Total Asset	1,361.55	100.00	1,414.58	100	(53.03)	(3.75)
Total Liabilities	354.54	26.04	480.77	33.99	(126.23)	(26.26)
Total Shareholder's equity	1,007.01	73.96	933.81	66.01	73.20	7.84

## Asset

As of December 31, 2023, the Company has total assets 1,361.55 million Baht, decrease by 53.03 million Baht, or 3.75% from December 31, 2022. The was due to a decrease in the raw material inventory and decrease in Property, Plant and Equipment value from depreciation during the year.

## Liabilities

As of December 31, 2023, the Company has total liabilities 354.54 million Baht, decrease 126.23 million Baht, or decrease 26.26% from December 31, 2022. This is mainly from repayment of short-term and long-term loans to financial institutions during the year.

## Shareholder's equity

As of December 31, 2023, the Company has total equity 1,007.01 million Baht, increase by 73.20 million Baht, or 7.84% from December 31, 2022. This increase is from the Net Profit increase during the year.

Please be informed accordingly

Sincerely yours,

Mr.Somchai Lertkajornkitti  
Chief Executive Officer