

Goodyear (Thailand) Public Company Limited 50/9 Moo 3, Paholyothin Road KM 36, Klong Nueng Sub-District, Klong Luang District, Pathumthani 12120, Thailand.

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บริษัท กู๊ดเยียร์ (ประเทศไทย) จำกัด (มหาชน) 50/9 หมู่ที่ 3 ถนนพหลโยธิน ก.ม. 36 ตำบลคลองหนึ่ง อำเภอคลองหลวง จังหวัดปทุมธานี 12120 เลขประจำตัวผู้เสียภาษี 0107537001188 โทรศัพท์ 0 2909 8080

# Management discussion and analysis for the three-month period ended 31 March 2024

Goodyear (Thailand) Public Company Limited (the "Company") would like to explain the reasons for the more than 20% change in revenue and/or net profit for the three-month period ended 31 March 2024 when compared to the same period of the year 2023:

#### 1. Revenue from Sales:

The Company's Net Sales for the three-month period ended 31 March 2024 was Baht 1,643 Million – an increase when compared to the same period of 2023 of Baht 137 Million or 9.13%.

#### 2. Cost of Sales:

The Company's Cost of Goods Sold for the three-month period ended 31 March 2024 represented 84.6% of net sales which compared to the same period of 2023, which was 87.9% of net sales.

#### 3. Selling and Administration Expenses:

The Company's Selling and Administration Expenses for the three-month period ended 31 March 2024 was Baht 218.4 Million, compared to the same period of 2023, which was Baht 141.9 Million.

## 4. Assets:

The Company's Total Assets as of 31 March 2024 was Baht 8,201 Million an increase of Baht 180 Million from the year ended period ended 31 December 2023 or 2.24%. This was due to an increasing of machines and equipment from new investment.

### 5. Net Profit:

The Company's net profit for the three-month period ended 31 March 2024 was Baht 4.7 Million, a decrease when compared to the same period of 2023 of profit in Baht 13.06 Million or 64%.