

14 May 2024

The Director and Manager
The Stock Exchange of Thailand
93 Rachadapisek Road
Dindaeng, Dindaeng, Bangkok

Dear Sir:-

Subject: Management's Discussion and Analysis of Financial Results for Q1'2024

The company would like to disclose the information concerning the operating result for the 1st quarter of 2024 compared to the same period of previous year. The details are as follows:-

1. The Business Operation

1.1 Net Sales

For Q1'2024, the company's net sales amounted to Baht 441.44 million, a decrease of Baht 20.50 million or 4.44% compared to Q1'2023. The decrease in sales resulted from sales price while sales volume increased slightly.

The proportion of sales: 88.08% came from domestic and 11.92% came from export.

1.2 Cost of sales

In Q1'2024, cost of sales was Baht 408.98 million, a decrease of Baht 69.00 million or 14.43% compared to Q1'2023. This was because raw material prices were lower than the same period last year.

1.3 Other Income

Other income was Baht 17.49 million in Q1'2024, an increase of Baht 2.91 million or 19.96% compared to Q1'2023. The reason was due to gain on fair value of derivative contract.

1.4 The operating expenses in Q1'2024 amounted of Baht 35.47 million, an increase of Baht 7.24 million or 25.65% compared to Q1'2023, mainly due to the allowance for decline in value and slow-moving inventories increased.

1.5 Financial costs in Q1'2024 amounted of Baht 1.88 million, a decrease of Baht 0.58 million or 23.58% due to interest from short-term loans from financial decreased.

2. The Financial Position

2.1 Assets

As at 31 March 2024, the total assets are worth Baht 2,014.06 million, representing an increase of Baht 172.58 million or 9.37% from 31 December 2023. The main reason was inventories increased of Baht 115.07 million from quantity and trade receivables increased of Baht 58.02 million from sale that were not yet due for payment.

2.2 Liabilities

Liabilities as at 31 March 2024, the total liabilities are Baht 616.17 million, an increase of Baht 158.19 million baht or 34.54% from the previous year. The reason was due to trade payable and short-term loans from financial institution (Trust receipts) increased from importing raw materials.

2.3 Debt to Equity Ratio

As at 31 March 2024, the company's debt to equity ratio was 0.44 times up from the previous year 0.11 times due to trade payable and short-term loans from financial institution (Trust receipts) increased.

Yours faithfully,

(Mr.Akamin Nganthavee)

Managing Director