

May 14, 2024

President Bakery Public Company Limited would like to submit the report of Management Discussion and Analysis (MD&A) for Operating Result in Q1/2024 ended on March 31, 2024 which has been reviewed by the auditor. The financial statement of the Company, as shown by Consolidated financial statements. The Company would like to clarify such significant changes as below,

Performance of the Company

(Unit: million Baht)

	Q1/2024	%	Q1/2023	%	Increase (Decrease)	
					Amount	%
Sales	1,805.73	98.91	1,785.27	98.87	20.46	1.15
Total revenues	1,825.57	100	1,805.73	100	19.84	1.10
Cost of Sales	951.45	52.69	979.14	54.85	(27.69)	(2.83)
Gross Profit	854.28	47.31	806.13	45.15	48.15	5.97
Selling and Administrative expenses	429.42	23.52	399.96	22.15	29.46	7.37
Profit for the period	416.18	22.80	388.20	21.50	27.98	7.21
Profit for the period (Baht)	0.92		0.86		0.06	6.98

Remark: Percentage in Statement of comprehensive income derived from total revenues, while percentage of cost of sales and gross profit from sales

1. Operating Results

1.1 Sales Revenue

The Company recorded total sales of Baht 1,805.73 million and Baht 1,785.27 million in Q1/2024 and Q1/2023 respectively, or increasing by 1.15%.

1.2 Cost of Sales

The cost of sales of the Company in Q1/2024 stood at Baht 951.45 million, or decreasing by 2.83% from the same quarter of 2023, The cost of sales to total sales ratio to be at 52.69% decreasing from 54.85% in the previous year from raw material prices decreased. As a result, the gross profit margin of the Company stood at 47.31% increasing from 45.15% in the same quarter last year.

1.3 Selling and Administrative Expenses

The selling and administrative expenses in Q1/2024 amounted to Baht 429.42 million, accounting for 23.52% of total revenues, increasing by 7.37% from the same quarter last year³ This was mainly due to depreciation of newly purchased transportation vehicles to replace the old ones that had a long service life, and the increase in promotional advertising costs to stimulate sales.

1.4 Profit for the period

The Company had the profit for the period of Baht 416.18 million for the three month period ended 31 March 2024, or increasing by 7.21% from the same period last year. Moreover, the Company has recognized the share of profit from investment in joint venture for the 1st quarter of year 2024 in the amount of Baht 1.11 million.

Financial Position of the Company

(Unit: million Baht)

	March 31, 2024	%	December 31, 2023	%	Increase (Decrease)	
					Amount	%
Total Assets	13,297.85	100	12,916.41	100	381.44	2.95
Total Liabilities	1,139.19	8.57	1,174.73	9.09	(35.54)	(3.03)
Shareholders' Equity	12,158.66	91.43	11,741.68	90.91	416.98	3.55
Total Liabilities and Shareholders' Equity	13,297.85	100	12,916.41	100	381.44	2.95

2. Financial Position

2.1 Assets

The total assets of the Company as of March 31, 2024 amounted to Baht 13,297.85 million, increasing by Baht 381.44 million from December 31, 2023. Main asset of the Company comprised of current assets by 59.22% of total assets and non-current assets by 40.78% of total assets. The increase in current assets resulted from increasing cash and cash equivalents by Baht 246.89 million and increasing other financial assets by Baht 123 million.

The trade and other receivables of the Company accounted for 7.41% of total assets, decreasing by Baht 45.22 million from December 31, 2023.

2.2 Liabilities

The liabilities of the Company as of March 31, 2024 totaled to Baht 1,139.19 million, accounting for 8.57% of total Liabilities and Shareholders' Equity and decreasing by 3.03 from of December 31, 2023. As a result, the debt to equity ratio of the Company was at 0.09 times decrease from 0.10 times as of December 31, 2023.

2.3 Shareholders' Equity

The Shareholders' Equity of the Company as of March 31, 2024 amounted to Baht 12,158.66 million, accounting for 91.43% of Liabilities and Shareholders' Equity and increasing by Baht 416.98 million from December 31, 2023. As a result, the book value of the Company stood at 27.02 Baht per share, increasing from 26.09 Baht per share in 2023.

3. Liquidity Position

The net cash from operating activities of the Company in Q1/2024 ended on March 31, 2024 amounted to Baht 496.03 million, decreasing by Baht 252.43 million or by 33.73%, resulting from the debtor postponing payment.

Net cash used in investing activities totaled to Baht 245.31 resulting from investments in other financial assets and purchase transport vehicles.

The net cash used in financing activities totaled to Baht 3.82 million, increasing by Baht 0.08 million, due to payment of lease liabilities.

As a result, the Company recorded cash and cash equivalents of Baht 816.05 million as of March 31, 2024, increasing by Baht 249.89 million.

As of March 31, 2024, the Company maintained the current ratio at 7.67 times, and the average days sales at 1 day. Meanwhile, the average days of debt collection of the Company stood at 49 days, and the average days of debt repayment was at 71 days. As a result, the cash cycle of the Company was at 21 days.

This is to be informed for your acknowledgement

.....
(Miss Petcharat Anantawichai)

Director and Senior Management Accounting Department
and Finance Department Manager
Company Secretary