



MBAX 002/2024

May 9, 2024

Subject : Clarification of the operating results which are deviated more than 20%

To : The Managing Director
The Stock Exchange of Thailand

- ❖ Multibax Public Company Limited would like to clarify the operating results which are deviated more than 20% from the same period last year, for three months ended March 31, 2024 as follows:

1. Revenue of sales

Total revenue was accounted for 299.85 million Baht, increased by 23.43 million Baht or 8.48 percent compared to the same period last year (276.42 million Baht).

2. Cost of sales

Total cost of sales was accounted for 270.61 million Baht, decreased by 20.65 million Baht or 7.09 percent compared to the same period last year (291.26 million Baht).

3. Selling and Administrative Expenses

Total selling and administrative expenses were accounted for 19.72 million Baht, decreased by 2.39 million Baht or 10.81 percent compared to the same period last year (22.11 million Baht).

4. Finance costs

Finance costs was accounted for 7.09 million Baht, increased by 1.51 million Baht or 27.06 percent compared to the same period last year (5.58 million Baht).

5. Other Income

Other incomes were accounted for 1.58 million Baht, decreased by 1.37 million Baht or 46.44 percent compared to the same period last year (2.95 million Baht).

6. Gain & Loss on exchange rate

Loss on exchange rate were accounted for 0.94 million Baht, decreased by 1.08 million Baht or 771.43 percent compared to the same period last year (Gain on exchange rate 0.14 million Baht).

7. Tax Expenses (Income tax expenses)

Income tax expenses was accounted for 0.60 million Baht, decreased by 7.89 million Baht or 92.93 percent compared to the same period last year (8.49 million Baht).

8. Net (Loss) Profit

Net profit was accounted for 3.68 million Baht, increased by 34.63 million Baht or 111.89 percent compared to the same period last year (Net loss 30.95 million Baht).

Reasons for the increased of the net profit for three months ended March 31, 2024 were:

1. Revenue from sales increased by 23.43 million baht or 8.48 percent, this positive impact came from the fact that in 2023 the customers had to struggle to manage the inventories by destocking the more than normal quantity, resulting to the lower orderings. In the present time, this situation has been resolved and resulted to the additional orders since the 4th quarter of 2023. As the consequence, the sales quantity of the 1st quarter of 2024 were increased when compared with the same period of 2023.
- 2.. Cost of sales decreased from 105.37 percent in 2023 to 90.25 percent in 2024 from the positive impact of more sales orders in 2024, therefore, the production and sales costs were also proportionately decreased. Together that the company has implemented various measures from 2023 to control the expenses especially the number of employees , therefore, the wages and overhead cost per unit were decreased, resulted to the substantially reduced in the overall cost of production and sales. As a result, the gross profit for the first quarter of 2024 had been recorded at 29.24 million Baht, increased by 44.08 million baht or 297.04 percent.
3. Total selling and administrative expenses were decreased by 2.39 million Baht or 10.81 percent, mainly from the administrative expenses namely the ERP system that has been reduced for the number of License Users to match with the adjusted requirement.
4. Finance costs increased by 1.51 million Baht or 27.06 percent, this is from the impact of higher interest rates for the loans from financial institutes.
5. Other income were decreased by 1.37 million Baht or 46.44 percent, from the completed receiving on the compensation of the trade agreements.
6. Gain on exchange rate were decreased by 1.08 million Baht or 771.43 percent, from the high volatility of Thai baht against US dollar. Actually, the forex management under the current circumstance was profoundly difficult where we can see the loss in 2024 but 0.14 million baht of gain on exchange rate in 2023.
7. Income tax expenses were decreased by 7.89 million Baht or 92.93 percent. This came from the fact that in the first quarter of 2024, the company recorded certain amount of tax profit while it was tax reimbursement in 2023 from the deferred tax assets derived from the tax loss.
8. In summary, from the increasing of the orders, the sales revenue was increased. The cost of sales and production cost decreased from the proper wages and overheads cost management. The gross profit was recorded at 29.24 million Baht, increased by 44.08 million Baht or 297.04 percent when compare with the loss at 14.84 million Baht for the same period last year. Combining with all other factors including the decreasing of the selling and administrative expense, increased of the finance costs and the adding up of the decreasing other income, income tax expenses and gain on exchange rate, the company recorded a net profit for the first three months ended March 31, 2024 at 3.68 million Baht. This net profit was increased by 34.63 million Baht or 111.89 percent when compared with the net loss of 30.95 million Baht for the same period of 2023.

For your acknowledgement.

Yours Sincerely,

Signature _____
(Mr. Pisuth Lertvilai)
Deputy Managing Director