

**BRINGING
GOOD VALUE
TO EVERYONE
EVERYDAY**

Industry Overview

Business Overview

In the first quarter of 2024, domestic economy expanded at a slow pace supported by a continuing growth in tourism sector especially the resumption of Chinese tourist arrivals. This has led to an expansion of the service sector and related employment, while overall exports have remained stagnant due to weak global demand and structural factors.

The overall glass packaging industry has benefited from the decline in natural gas and soda ash prices, as well as the downward trend in raw material costs for other packaging businesses, such as polyethylene resin, films, and kraft paper. However, high interest rates continue to impact the financial cost of business and consumer purchasing power.

Sales revenue in the first quarter of 2024 declined compared to the same period in the previous year. This decrease is attributed to a slowdown in sales volume within the glass packaging business for the beer segment. The primary factor contributing to this slowdown is the reduced purchasing power of consumers. However, the other packaging business continued to exhibit growth, particularly in flexible plastic packaging, driven by acquisitions made in the second quarter of the previous year.

The energy prices and the cost of raw materials, such as soda ash, polyethylene resin, film, and kraft paper, as well as the electricity rate, have declined. Over the past period, the Company has been actively managing costs by focusing on cost optimization and adjusting production formulas to reduce unit production costs. The company has also adopted appropriate alternative energy sources to manage costs effectively and flexibly in response to changing circumstances. Additionally, the Company has enhanced production efficiency by expanding the use of advanced technologies in the production process and increasing its business competitiveness. As a result of these efforts, the company's net profit attributable to shareholders was THB 97 million, an increase of THB 22 million or 29% YoY.



○ Company Milestone of Quarter 3/2023

● February

The Company has invested in the acquisition of 5% of common shares, or approximately THB 98 million in Bangkok Can Manufacturing Co., Ltd, a manufacturer of aluminum can and can lid. To promote being the provider of total packaging solutions, this investment aims to expand the customer base toward more product diversity and new sources of income, while expanding business by merger and acquisition or building alliances (M&A/P) to increase strengths, expand risks, seek mutual benefits in the Company's current businesses.

● 20 March

The Company participated in Opportunity Day to present its financial results for the year ended 31 December 2023, hosted by the Stock Exchange of Thailand in an online format.





Financial Performance



Income Statement

Earnings Result

Unit: THB Million	1 st Quarter		
	Mar. - 24	Mar. - 23	VS. LY
Sales ^{/1}	3,789	3,814	-1%
Cost of Goods Sold - Cash	(2,804)	(3,069)	-9%
Cost of Goods Sold - Non-Cash	(393)	(352)	+12%
Gross Profits	592	393	+51%
<i>%GP</i>	15.6%	10.3%	+532 bps
Selling and Administrative expenses	(402)	(285)	+41%
Other Income ^{/2}	27	24	+9%
Non-Recurring item - Net	-	14	-100%
Earnings before Interest and Tax	217	147	+48%
Financial Cost	(91)	(55)	+66%
Net Profit before Tax	126	92	+37%
Income Taxes	(26)	(13)	+90%
Net Profit after Tax	100	79	+28%
Net Profit to Non-Controlling Interest	3	3	-5%
Net Profit to Equity holders of the Company	97	75	+29%
EBITDA	643	513	+25%

^{/1} Sales included transportation revenue and trading income.

^{/2} Other Income included share of profit from investments in associates and net exchange profit (loss).



Sales Revenue, 1Q24 sales revenue of THB 3,789 million, a decrease of THB 25 million or 1% YoY, mainly due to

○ Sales Revenue

	Q1		
<i>Unit: THB Million</i>	Mar. - 24	Mar. - 23	VS. LY
Revenue from Sales	3,789	3,814	-1%
Glass packaging business	3,085	3,345	-8%
Other packaging business	765	532	+44%
Elimination	(61)	(63)	

Glass packaging business



- Quarter 1/2024
Sales revenue was THB 3,085 million, a decrease of THB 260 million or 8% YoY resulted from the slowdown in domestic sales of local beer products.

Other packaging business



- Quarter 1/2024
Sales revenue was THB 765 million, an increase of THB 233 million or 44% YoY. This growth is attributed to the acquisition of the flexible packaging business in the second quarter of the previous year, as well as the trading of plastic packaging.



Gross Profits, 1Q24 gross profits of THB 592 million, an increase THB 199 million or 51% YoY, with a gross profit margin of 15.6% increase 532 bps YoY, mainly due to

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	Q1		
<i>Unit: THB Million</i>	Mar. - 24	Mar. - 23	VS. LY
Gross Profit	592	393	+51%
Glass packaging business	524	352	+49%
Other packaging business	69	43	+61%
Elimination	(1)	(2)	

Glass packaging business



- Quarter 1/2024

Gross profit was THB 524 million, an increase of THB 172 million or 49% YoY. The gross profit margin was 17.0%, an increase of 650 bps YoY. The main reason for this was the decrease in raw material costs, energy prices, and electricity costs, coupled with enhanced production efficiency following the cold repair of the glass melting furnace conducted last year.

Other packaging business



- Quarter 1/2024

Gross profit was THB 69 million, an increase of THB 26 million or 61% YoY, driven by higher sales. The gross profit margin was 9.1%, an increase of 100 bps YoY, reflecting the continued strong profitability of the paper packaging business.



Selling and administrative expenses:

Quarter 1/2024, selling and administrative expenses amounted to THB 402 million, an increase of THB 114 million or 40% YoY. This was mainly due to higher administrative expenses from reserving obsolete inventory and warehouse rental costs.

Tax expense:

Quarter 1/2024, tax expenses amounted to THB 26 million, an increase of THB 12 million or 90% YoY due to the adjustment of tax assets of the subsidiaries.

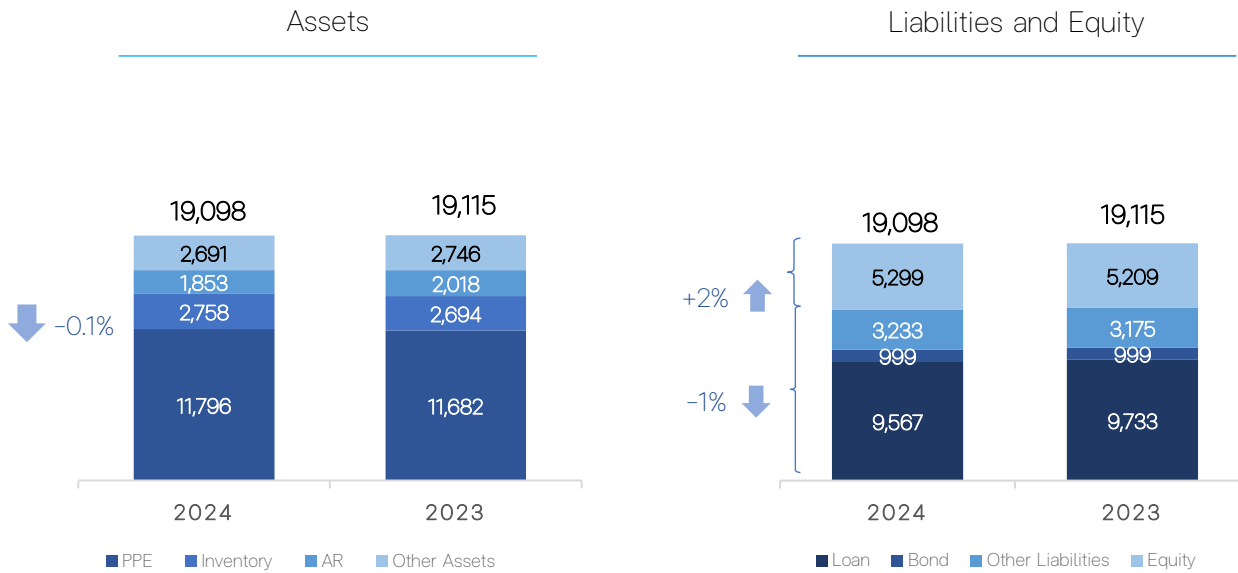
Net Profit to Equity holders of the Company:

The declining raw material and energy prices, the Company's focus on maintaining profit margins, effective cost management, and the successful implementation of advanced technologies in its production processes have resulted in a net profit attributable to shareholders of THB 97 million, an increased by THB 22 million or 29% YoY.



Statement of Financial Position As of 31 March 2024

(Unit: THB Million)



Total Assets

As of 31 March 2024, the Group's total assets amounted to THB 19,098 million, a decrease of THB 17 million or 0.1% YoY. The main reasons for the decrease were trade receivables - related parties.

Total Liabilities

As of 31 March 2024, the Group's total liabilities amounted to THB 13,800 million, a decrease of THB 107 million or 1% YoY due to the repayments for short-term borrowings from financial institutions.

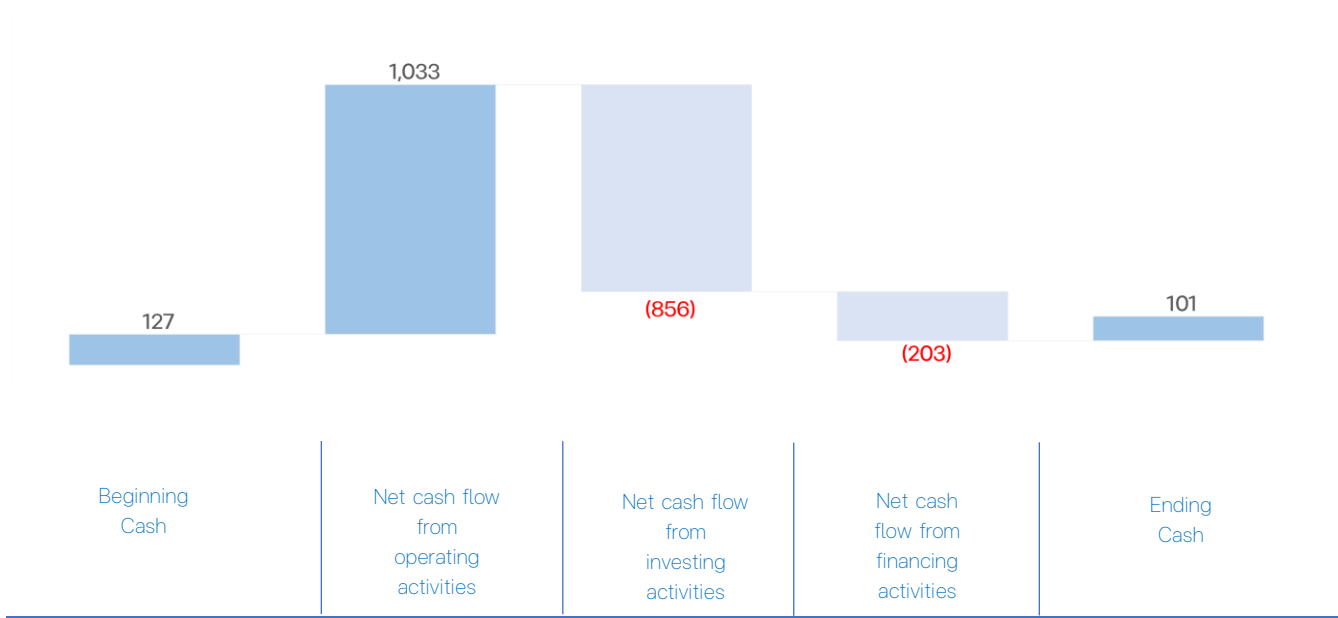
Shareholders' equity

As of 31 March 2024, the Company Group had total shareholders' equity of THB 5,299 million, an increase of THB 90 million or 2% YoY driven by higher earnings.



Cash Flows

(Unit: THB Million)



Net cash from operating activities increased by THB 1,033 million, which came from an increase in operating profit of THB 1,117 million, an increase in non-cash items of THB 446 million, and an increase in working capital changes of THB 470 million.

Net cash from investing activities decreased by THB 856 million, which came from payments for the purchase of land, buildings, equipment, and intangible assets of THB 731 million, payment for the acquisition of equity securities of listed company of THB 81 million, cash received from the sale of equipment of THB 1 million, and dividends received of THB 3 million.

Net cash from financing activities decreased by THB 203 million. This primarily stemmed from loans repayment from financial institutions of THB 10,097 million, proceeds from borrowings from financial institutions THB 9,931 million, and payments for lease liabilities THB 37 million.

Key Financial Ratios

Financial Ratios	Period Ending		
	Mar. - 24	Dec. - 23	Ch. +(-)
Collection period (days)	43.9	42.7	1.2
Inventory turnover (days)	38.4	42.6	(4.2)
Payment period (days)	52.4	51.1	1.3
Operating Working Capital (days)	29.9	34.2	(4.3)
Debt to Equity (times)	2.6	2.7	(0.1)
Net Debt to EBITDA (times)	4.3	4.6	(0.3)
DSCR (times)	0.5	1.6	(1.1)

As of 31 March 2024, the Group had a cash conversion cycle of 29.9 days, a decrease of 4.3 days from 31 December 2023. This was due to a decrease in the Company's inventory turnover and the increase in payment periods.

The Company group's debt to equity ratio was 2.6 times, a decrease of 0.1 times from 31 December 2023. Similarly, the Net Debt to EBITDA ratio stood at 4.3 times, a decrease of 0.3 times.