



No. INGRS121

13th June 2024

Subject : Management Discussion & Analysis (MD&A) for the Consolidated Financial Statements for the 1st quarter ended 30th April 2024.

To : The President,
The Stock Exchange of Thailand.

Ingress Industrial (Thailand) Public Company Limited (“**the Company**”) would like to provide the explanations on the Consolidated Financial Statements of the Company for the 1st quarter ended 30th April 2024 (“**Q1 FY2024/25**”):

1. Sales Revenue

For Q1 FY2024/25, the Group registered sales revenue of Baht 1,739.0 million, an increase of Baht 235.8 million or 15.7% compared to the same period last year of Baht 1,503.2 million.

Sales Revenue Breakdown by Countries are as follows:

Countries	Q1 FY2024/25 Baht million	Q1 FY2023/24 Baht million	Variance Baht million	Variance (%)
Thailand	216.8	226.1	(9.3)	(4.1)%
Malaysia	1,072.3	905.1	167.2	18.5%
Indonesia	316.6	257.9	58.7	22.8%
India	133.3	114.1	19.2	16.8%
Total	1,739.0	1,503.2	235.8	15.7%

The Total Industry Production (“**TIP**”) for the respective countries are as follows:

Countries	Feb 24-Apr24 Thousand units	Feb 23-Apr23 Thousand units	Variance Thousand units	Variance (%)
Thailand	376.7	463.1	(86.4)	(18.7)%
Malaysia	190.3	181.0	9.3	5.1%
Indonesia	261.6	332.7	(71.1)	(21.4)%
India	1,219.8	1,509.9	(290.1)	(19.2)%
Total	2,048.4	2,486.7	(438.3)	(17.6)%

The growth in sales revenue for our Malaysian operation was driven by the overall improvement in the industry sales volume and TIP, especially from Perodua models. The sales revenue from the Malaysian operation increased by 18.5% compared to the same period last year.

The Indonesian operation registered higher sales revenue by 22.8% compared to the same period last year, mainly due to an increase in Hyundai volume for the quarter despite an overall decrease in the TIP. The Indian operation also registered better sales revenue with an increase of 16.8% compared to the same period last year.

Thailand experienced a decline in sales revenue, primarily due to reduced production of pickup trucks. This reduction was influenced by heightened competition from imported electric vehicles (EVs) and stricter loan approval processes resulting from tightening regulations by financial institutions.

2. Profit After Taxation (“PAT”)

(Unit : Million Baht)	Q1 FY2024/25	Q1 FY2023/24	Change Amount	Change %
Sales and services income	1,739.0	1,503.2	235.8	15.7%
Gain on exchange	0.2	95.6	(95.4)	(99.8)%
Other income	57.9	45.0	12.9	28.7%
Cost of sales and services	(1,496.1)	(1,337.5)	(158.6)	11.9%
Gross Profit	242.9	165.7	77.2	46.6%
Gross Profit Margin (%)	14.0%	11.0%		3.0%
SG&A expenses	(205.2)	(174.9)	(30.3)	17.3%
Earnings before interest and tax	95.8	131.4	-	
Share of profits from investment in associate	21.7	-	21.7	100%
Finance cost	(48.9)	(44.4)	(4.5)	10.1%
Profit before income tax	68.6	87.0	(18.4)	21.1%
Tax expenses	(11.6)	(10.9)	(0.7)	6.4%
Profit for the period	57.0	76.1	(19.1)	(25.1)%

The Group registered PAT of Baht 57.0 million compared to PAT of Baht 76.1 million for the same period last year. Included in the prior period profits was a significant **gain on exchange rate** of Baht 95.6 million, primarily caused by the appreciation of the Indonesian Rupiah, the functional currency of the Company's subsidiaries, against foreign currency denominated trade payables and borrowings.

In Q1 FY2024/25, the **gross margin** improved to 14.0% compared to the same period last year's margin of 11.0%. This improvement was primarily attributed to enhanced controls over the manufacturing costs across the Group and a higher volume and sales revenue generated from Hyundai in Indonesia contributed to the improved margin during the quarter.

Selling and administrative expenses increased by Baht 30.3 million or 17.3% from the same period last year, mainly attributable to salary increments and the maintenance of machinery, both of which are aligned with the Group's overall sales revenue growth.

The **share of profits from investment in associate**, Autokeen Sdn Bhd, contributed Baht 21.7 million to the Group in Q1 FY2024/25.

The **finance costs** in Q1 FY2024/25 experienced an increase of 10.1% or Baht 4.5 million compared to the same period last year due to additional borrowings undertaken to finance the capital expenditures and working capital of the Group.

3. Profit after Taxation and Minority Interests (“PATMI”)

The Group registered PATMI of Baht 30.6 million in Q1 FY2024/25 as compared to the same period last year with PATMI of Baht 46.6 million.

4. Financial Position

Financial Position	30 th April 2024 Baht million	31 st January 2024 Baht million	Variance	
			Baht million	%
Total Assets	6,966.9	6,875.2	91.7	1.3%
Total Liabilities	5,118.9	5,102.8	16.1	0.3%
Total Equities	1,848.0	1,772.4	75.6	4.3%

As of 30th April 2024, total assets increased by Baht 91.7 million, while total liabilities showed an increase of Baht 16.1 million, representing a 0.3% increase compared to 31st January 2024. Total equities registered an increase of Baht 75.6 million or 4.3% compared to 31st January 2024, mainly due to the profits generated during the current period and the gain arising from exchange differences on the translation of financial statements in foreign currencies (increased in foreign exchange reserved”).

Please be informed accordingly.

Yours sincerely,



Hamidi Bin Maulod
Chief Executive Officer

