

13 August 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 Q2'2024

The company would like to disclose the information concerning the operating result for the 2nd 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 Q2'2024, the company's net sales amounted to Baht 417.42 million, a decrease of Baht 68.55 million or 14.11% compared to Q2'2023. The decrease in sales resulted from both sales volume and sales price decreased. Sales volume decreased from both domestic sale and export sale, while selling price decreased due to the decrease of raw material price and price competition. The proportion of sales: 83.59% came from domestic and 16.41% came from export.

1.2 Cost of sales

In Q2'2024, cost of sales was Baht 433.63 million, a decrease of Baht 47.44 million or 9.86% compared to Q2'2023. This was because sale volume decreased and raw material prices were lower than the same period last year.

1.3 Other Income

Other income was Baht 8.76 million in Q2'2024, a decrease of Baht 8.83 million or 50.20% compared to Q2'2023. The reason was due to exchange gain and gain on fair value of derivative contract decreased.

1.4 The operating expenses in Q2'2024 amounted of Baht 32.95 million, an increase of Baht 1.22 million or 3.84% compared to Q2'2023, mainly due to the reversal of allowance for decline in value and slow-moving inventories decreased.

1.5 Financial costs in Q2'2024 amounted of Baht 1.54 million, a decrease of Baht 0.39 million or 20.21% due to short-term loans from financial institutions decreased.

2. The Financial Position

2.1 Assets

As at 30 June 2024, the total assets are worth Baht 1,832.59 million, representing a decrease of Baht 8.89 million or 0.48% from 31 December 2023. The main reason was inventories decreased from both quantity and price, fixed assets decreased from depreciation while trade receivables increased from sales that were not yet due for payment.

2.2 Liabilities

Liabilities as at 30 June 2024, the total liabilities are Baht 474.35 million, an increase of Baht 16.37 million baht or 3.57% from the previous year. The reason was due to trade payable increased due to the import of raw materials.

2.3 Debt to Equity Ratio

As at 30 June 2024, the company's debt to equity ratio was 0.35, similar to the end of the previous year.

Yours faithfully,

(Mr.Akamin Nganthavee)

Managing Director