



A.J. Plast Public Company Limited

95 Thakarm Rd., Samaedam, Bangkhuntien, Bangkok 10150 Thailand.
Tel. 415-0035, 415-6059 Fax : (662) 415-3795
Public Company Limited. Registration No. 375



14 August 2024

Subject: Management Discussion and Analysis for three-month period ended 30 June 2024

To: The Managing Director

The Stock Exchange of Thailand

Unit: Million Baht

Operating Results	Consolidation	
	2024	2023
Sales	1,660.26	1,968.29
Other incomes	19.92	21.80
Total Revenue	1,680.18	1,990.09
Cost of sales	(1,579.05)	(1,965.54)
Selling and administrative expenses	(167.25)	(164.10)
Total Expenses	1,746.30	2,129.64
Finance cost	(71.94)	(31.03)
Other gains (losses)	28.09	57.70
Profit (loss) for the year	(109.97)	(112.88)
EBITDA	69.74	(48.93)
Profit (loss) attributable to the equity holders of the parent	(94.72)	(104.81)
Basic earnings (loss) per share	(0.20)	(0.24)

The Company would like to explain of the changes as follows:

- Sales in Q2 2024 were at Baht 1,660.26 million, decreased by Baht 308.03 million or equivalent to 15.65% from Baht 1,968.29 million in Q2 2023. This was because there had been maintenance for several production lines during the period. In addition, one BOPET line was stopped to prepare for demolition and sales. This resulted in a decrease in production and sales volume in the second quarter of 2024 when compared to the same period of last year.
- Other incomes, which consists of scrap sales and tax cards income, were at Baht 19.92 million, decreasing by Baht 1.88 million when compared to Q2 2023 which were at Baht 21.80 million.
- Cost of sales to revenue ratio decreased by 4.75% (from 99.86% in Q2 2023 to 95.11%). This was because of the higher efficiency of new machines and the lower cost of energy when compared to the same period of last year. In addition, the Company has continuously managed its production costs at an efficient level, which has resulted in lower costs per unit. As a result, the Company had gross profit margin of Baht 81.21 million, increased by Baht 78.46 million, when compared to last year (the Company reported gross profit margin of Baht 2.75 million in Q2 2023).



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- Selling and administrative expenses were at Baht 167.25 million, increasing by Baht 3.15 million or equivalent to 1.92% from Baht 164.10 million in Q2 2023. This was mainly from the increase in freight costs for export sales when compared to last year.
- Finance costs, which consist of bank fees and interest expenses, were at Baht 71.94 million, increasing by Baht 40.91 million when compared to last year. This was because the Company and its subsidiary in Vietnam had new loans for expanding its production capacity and using in operations. The Company has constructed a new factory building and invested in new machinery. Currently, the factory buildings and installment of machinery have been partially completed. However, the Company repaid loans and interest on a regular basis.
- Other gains (losses), which mainly consist of gain (losses) on exchange rate and tax income (expenses), were at Baht 28.09 million, decreased by Baht 29.61 million from Baht 57.70 million in Q2 2024. However, the company has entered into some forward contracts to minimize risks related to exchange rate fluctuation.
- In Q2 2024, the Company had EBITDA of Baht 69.74 million compared to losses of Baht 48.93 million in the same period of last year. In addition, the Company, in this period, reported losses attributable to the equity holders of the parent of Baht 94.72 million when compared to reported losses of Baht 104.81 million in Q2 2023. These were because of the reasons mentioned above.

Yours Sincerely,



(Mr. Kittiphat Suthisamphat)

Executive Vice President