

Overview

Unit:MB

	Q2/2024	Q2/2023	Increased (Decreased)	% YoY	6M/2024	6M/2023	Increased (Decreased)	% YoY
Revenue from sales	231.87	235.30	(3.43)	-1.46%	481.50	470.50	11.00	2.34%
Revenue from rendering of services	5.31	3.70	1.62	43.67%	15.00	9.43	5.57	59.11%
Total revenues	237.18	239.00	(1.82)	-0.76%	496.49	479.93	16.57	3.45%
Cost of sales	(173.05)	(172.54)	0.51	0.29%	(354.27)	(343.59)	10.68	3.11%
Cost of services	(3.79)	(2.39)	1.40	58.43%	(11.92)	(6.99)	4.94	70.66%
Total costs	(176.84)	(174.93)	1.90	1.09%	(366.19)	(350.58)	15.61	4.45%
Gross profit	60.35	64.07	(3.72)	-5.80%	130.30	129.35	0.95	0.74%
Gross profit margin (%)	25.44%	26.81%		-1.36%	26.24%	26.95%		-0.71%
Other income	0.49	3.49	(3.00)	-85.85%	1.50	3.83	(2.33)	-60.78%
Total distribution costs and administrative expenses	(47.64)	(48.43)	(0.78)	-1.62%	(97.04)	(97.98)	(0.94)	-0.96%
Gain (Loss) on exchange rate	0.43	(1.50)	1.93	128.46%	(1.53)	(1.15)	0.39	33.89%
Profit before finance costs and income taxes	13.63	17.62	(4.00)	-22.68%	33.23	34.06	(0.82)	-2.42%
Profit before finance costs and income taxes (%)	5.73%	7.27%		-1.53%	6.67%	7.04%		-0.37%
Finance costs	(0.74)	(0.45)	0.29	63.70%	(1.49)	(1.08)	0.42	38.63%
Share of profit(Loss) form investment in joint ventures	(0.01)	0.61			(0.20)	0.80		
Income tax	3.51	(3.73)			0.40	(7.08)		
Profit attributable to equity holders	16.40	14.06	2.34	16.65%	31.95	26.71	5.24	19.62%
Net profit margin (%)	6.90%	5.80%		1.10%	6.42%	5.52%		0.89%
Basic earnings per share (Baht)	0.08	0.07	0.012	16.65%	0.16	0.13	0.026	19.62%

Referring to the operating performance in the consolidated financial statement for the second quarter, ending June 30, 2024, Phol Dhanya PCL (the Company)'s total revenue from sales and services were 237.18 MB, similar to the revenue from sales and services of 239 MB in the same quarter of the previous year, which decreased by 1.82 MB or 0.76% YoY. Revenue from Occupational Safety, Health and Environment Products or 'SAFETY' was similar to the same quarter of the previous year and revenue from Water Solution Products or WATER was increase due to the construction projects, water treatment system installation services and revenue from selling related products and equipment. In addition, revenue from Healthcare Products increase from expanding into new product markets. However, revenue from Control Environment Products or 'CE' decreased due to the slowdown in the industry of main customers in electronic segment. In quarter 2/2024, the company's gross profit was 60.35 MB, representing gross profit margin of 25.44%, gross profit decreased by 3.72 MB or 5.80% YoY in line with lower sales revenue and lower gross profit in the rubber glove and nitrile glove in line with market prices. Distribution costs and administrative expenses were similar, compared to the same quarter of the previous year.

In quarter 2/2024, the Company has restructured of the shareholding structure in the subsidiaries to enhance the managerial efficiency within the group, by divesting the investment capital in a subsidiary; Phol Water, to another subsidiary; Phol Palladium. Such divestment does not have any impact on the operating results as shown in the consolidated statement of financial position, though a loss was incurred from the divestment following a corporate income tax calculation, resulting in no income tax for the current period, and hence an income tax expense reversal of 3.51 MB was booked. As the result, the Company's net profit for the quarter 2/2024 was 16.40 MB, representing net profit margin of 6.90%, increased by 2.34 MB or 16.65% YoY compared to the net profit of 14.06 MB, representing net profit margin of 5.80% in the same quarter of previous year.

For the six months period, ending June 30, 2024, the Company's total revenue from sales and services were 496.49 MB, increased by 16.57 MB or 3.45% YoY compared to the revenue from sales and services of 479.93 MB in the same period of previous year. The Company's consolidated net profit attributable to equity holders of 31.95 MB, representing a net profit margin of 6.42%, increased by 5.24 MB or 19.62% YoY compared to the net profit of 26.71 MB, representing net profit margin of 5.52% in the same period of previous year.

Revenue from Sales and Services

Revenue Structure	Q2/2024		Q2/2023		Increased (Decreased)		6M/2024		6M/2023		Increased (Decreased)		Unit : MB
	Q2/2024	%	Q2/2023	%	(Decreased)	% YoY	6M/2024	%	6M/2023	%	(Decreased)	% YoY	
Occupational Safety, Health and Environment Products (SAFETY)	179.44	75.65%	178.55	74.71%	0.89	0.50%	369.24	74.37%	360.41	75.10%	8.84	2.45%	
Control Environment Products (CE)	41.35	17.44%	51.56	21.58%	(10.21)	-19.80%	85.63	17.25%	104.07	21.68%	(18.44)	-17.72%	
Water Solution Products (WATER)	9.61	4.05%	7.69	3.22%	1.92	25.00%	29.29	5.90%	13.28	2.77%	16.01	120.56%	
Medical and Healthcare Products	6.78	2.86%	1.20	0.50%	5.58	466.91%	12.33	2.48%	2.17	0.45%	10.16	469.22%	
Total revenue from sales and services	237.18	100%	239.00	100%	(1.82)	-0.76%	496.49	100%	479.93	100%	16.57	3.45%	

Note * reclassified of product group in some product items.

In quarter 2/2024, the total revenue from sales and services provision were 237.18 MB, with 179.44 MB of Occupational Safety, Health and Environment Products or SAFETY accounting for 75.65%, 41.35 MB of Control Environment Products or CE accounting for 17.44%, 9.61 MB of Water Solution Products or WATER accounting for 4.05%, and 6.78 MB of Medical and Healthcare Products accounting for 2.86%.

The revenue from sales and services provision in SAFETY products was reported at 179.44 MB, which is about the same as in the same quarter of previous year, increasing by 0.89 MB or 0.50%. For the personal protective equipment, the Company has developed new product models, leading to higher sales both from existing and new customers in the industrial sector, as well as from the development of online and tele-sales channels, boosting sales from SMEs and individual customers. However, revenue decreased for products in the rubber gloves and nitrile gloves, in line with the decrease in market prices. Sales revenue of the technical and engineering product for safety workplace increased compare to the same quarter of previous year.

The revenue from sales and services provision in CE products was 41.35 MB, decreased 10.21 MB or 19.80% compared to the same quarter of previous year. Major customers in the electronics industry have decreased production according to the slowdown in the electronics industry.

The revenue from sales and services provision in the WATER products was 9.61 MB, increased 1.92 MB or 25% compared to the same quarter of previous year, mainly due to the number of construction projects and water treatment system installation services increased compared to the same period of the previous year, and sale of related products, machinery and equipment increased.

And revenue from sales provision in Medical and Healthcare Products was 6.78 MB increased by 5.58 MB or 466.91% compared to the same quarter of previous year, mainly from the sales of adult diaper and healthcare products.

Cost of Sales and Services

The Company's total costs in quarter 2/2024 were 176.84 MB, comprising of 173.05 MB cost of sales and 3.79 MB cost of rendering of services, costs of sales and services accounted for 74.56% of revenue from sales and services.

Resulted in the Company's gross profit of 60.35 MB, representing gross profit margin of 25.44%, gross profit decreased by 3.72 MB or 5.80% in line with lower sales revenue and lower gross profit in the rubber gloves and nitrile gloves, in line with market prices, compared with gross profit of 64.07 MB, representing gross profit margin of 26.81% in the same quarter of previous year.

Distribution Costs and Administrative Expenses

In quarter 2/2024, Distribution costs and administrative expenses were 47.64 MB, consisting distribution costs of 25.52 MB and administrative expenses of 22.13 MB. Distribution costs and administrative expenses were similar compared to the same quarter of the last year, the expenses were increase, mainly from marketing expenses, advertising and promotion expenses and transportation expenses. Meanwhile, employee expenses and other administrative expenses were decrease.

In quarter 2/2024, the company had the gain on exchange rate of 0.43 MB, while there was the loss on exchange rate of 1.50 MB in the same quarter of the previous year.

The company's financial cost was 0.74 MB, increased by 0.29 MB or 63.70% compared to financial cost of 0.45 MB in the same quarter of previous year due to the increased in short-term loans from financial institutions.

Net Profit

Given the restructuring of the shareholding structure in the subsidiaries by way of investment capital divestment of Phol Water to Phol Palladium, the loss from corporate income tax calculation was incurred, resulting in no income tax for the current period. Hence, the income tax expense reversal of 3.51 million Baht was subsequently booked. As the result, the Company's net profit for the quarter 2/2024 was 16.40 MB, representing net profit margin of 6.90%, increased by 2.34 MB or 16.65% YoY compared to the net profit of 14.06 MB, representing net profit margin of 5.80% in the same quarter of previous year.

Financial Position

Unit : MB

	June 30, 2024		December 31, 2023		Increased	%
	Amount	%	Amount	%	(Decreased)	changed
Current Assets	489.30	74.80%	468.44	72.81%	20.86	4.45%
Non-Current Assets	164.87	25.20%	174.95	27.19%	(10.08)	-5.76%
Total Assets	654.17	100.00%	643.39	100.00%	10.78	1.68%
Current Liabilities	236.47	36.16%	234.39	36.44%	2.08	0.89%
Non-Current Liabilities	35.75	5.47%	34.60	5.38%	1.15	3.33%
Total Liabilities	272.23	41.62%	268.99	41.82%	3.23	1.20%
Shareholder's Equity of the Company	381.83	58.38%	374.28	58.18%	7.55	2.02%

Assets

As of June 30, 2024, the Company's total assets were 654.17 MB, increased by 10.78 MB or 1.68% from December 31, 2023. The assets increased from current assets, which increased by 20.86 MB or 4.45% mainly from net-inventories increased 14.65 MB and other current receivables-net increased mainly from advance payment for inventories of 3.56 MB. However, cash and cash equivalents decreased 2.30 MB

Non-current assets decreased 10.08 MB or 5.76%, mainly from return of investment in joint ventures 7.94 MB and property, plant and equipment-net decreased mainly from depreciation for the period of 3.66 MB, however, increase in the purchase of office equipment of 0.93 MB.

Liabilities

As of June 30, 2024, the Company's total liabilities were 272.23 MB, increased by 3.23 MB or 1.20% from December 31, 2023. The current liabilities increased mainly from short-term loans from financial institutions of 6.10 MB and trade payables increased 10.24 MB. However, other current payables decreased by 9.02 MB and current income tax payable decreased by 5.86 MB.

Shareholder's equity

As of June 30, 2024, Shareholders' equity of the Company was 381.83 MB, increased 7.55 MB or 2.02% from December 31, 2023. Shareholders' equity increased from 31.95 MB of net profit for the period, while shareholders' equity decreased from dividend payment of 24.30 MB.

Cash flows

	Unit:MB	
Cash flows	June 30, 2024	June 30, 2023
Cash flow from (used in) operating activities	13.54	67.23
Cash flow from (used in) investing activities	5.17	(3.65)
Cash flow from (used in) financing activities	(20.91)	(71.85)
Net increase (decrease) in cash and cash equivalents	(2.20)	(8.27)
Cash and cash equivalents at the end of the period	59.38	45.25

For the six month period, ending June 30, 2024, the Company's net cash from the operating activities was 13.54 MB, with operating profits prior to changes in the operating assets and liabilities of 42.59 MB. Cash flow decreased from inventories increased 16.10 MB, trade and other receivables increased 6.31 MB, payment of trade and other current payables of 0.69 MB and payment of income tax of 6.56 MB. However, cash flow received from income tax refund of 0.61 MB.

Cash flow from investment activities was 5.17 MB mainly from the return of investment in a joint ventures of 8 MB and interest received of 0.24 MB. While, cash flow decreased from short-term loan to joint venture partner of 2 MB and purchase fix assets of 0.98 MB.

Cash flow used in financing activities was 20.91 MB to repayment of liabilities under lease agreement of 1.28 MB, interest expense of 1.44 MB and dividend payment of 24.30 MB. However, cash flow received from short-term loan from financial institutions of 6.10 MB.