



Multibax Public Company Limited
211 Moo 3 Thungsukla, Sriracha,
Chonburi 20230

MBAX 002/2563

May 13, 2020

Subject : Clarification of the operating results which are deviated more than 20%

To : The Managing Director
The Stock Exchange of Thailand

- ❖ Multibax Public Company Limited would like to clarify the operating results which are deviated more than 20% from the same period last year, for three months ended March 31, 2020 as follows:

1. Revenue of sales

Total revenue was accounted for 403.22 million Baht, increased by 68.47 million Baht or 20.45 percent compared to the same period last year (334.75 million Baht).

2. Cost of sales

Total cost of sales was accounted for 335.45 million Baht, increased by 36.22 million Baht or 12.10 percent compared to the same period last year (299.23 million Baht).

3. Selling and Administrative Expenses

Total selling and administrative expenses were accounted for 22.67 million Baht, increased by 0.24 million Baht or 1.07 percent compared to the same period last year (22.43 million Baht).

4. Finance costs

Finance costs was accounted for 2.23 million Baht, decreased by 0.34 million Baht or 13.23 percent compared to the same period last year (2.57 million Baht).

5. Other Income and Gain(Loss) on exchange rate

Other income and loss on exchange rate were accounted for 0.63 million Baht and (4.54) million Baht, respectively. Decreased by 9.43 million Baht or 170.83 percent compared to the same period last year (5.52 million Baht).

6. Tax Expenses

Tax expenses was accounted for 5.42 million Baht, increased by 4.53 million Baht or 508.99 percent compared to the same period last year (0.89 million Baht).

7. Net Profit

Net profit was accounted for 33.55 million Baht, increased by 18.38 million Baht or 121.16 percent compared to the same period last year (net profit 15.17 million Baht).

Reasons for the increase of net profit for three months ended March 31, 2020 were:

1. Revenue from sales increased by 68.47 million baht or 20.45 percent, from the higher sales quantity and the selling prices per unit. This is mainly a consequence of the new product developed with the customer and launched to the market from 4th quarter of 2019. Since this new item is with the special features, therefore the selling prices is higher than the conventional one. The product has been well accepted by the consumer and the sales quantity were increased substantially. As such, the sales revenue for this first quarter was up significantly.
2. Cost of sales decreased from 89.39 percent in 2019 to 83.19 percent in 2020, reflected from the lower price of plastic resin. As well, the company continuously control the production cost, other expenses and variable costs well enough, so have observed the downtrend of all relevant cost in all products produced. From the above reason the gross profit for this year had been recorded at 67.78 million Baht, increased by 32.26 million baht or 90.82 percent.
3. Total selling and administrative expenses were increased by 0.24 million Baht or 1.07 percent, from the increasing of the selling and export expenses since the sales quantity were higher. Anyway, the administrative expenses were somehow decreased.
4. Finance costs decreased by 0.34 million Baht or 13.23 percent, from the decent management of the short-term loans.
5. Other income and gain on exchange rate were decreased by 9.43 million Baht or 170.83 percent, from the volatile fluctuation of Thai baht. The company has seen a loss on exchange rate from our hedging activity while in 2019 we did some gains.
6. Tax expenses were increased by 4.53 million Baht or 508.99 percent. This is tally with higher earnings and no absorbance from the accumulated loss.
7. In summary, the revenue of sales increased from higher sales quantity and selling price, the cost of sales decreased from good controls of the production costs, so gross profit was recorded at 67.78 million Baht, increased by 32.26 million Baht or 90.82 percent. Combining with all other factors including the increased of the selling-administrative and tax expenses, decreasing of the other income and gain on exchange rate, still, the outcome of the net profit for three months ends March 31, 2020 was recorded at 33.55 million Baht. This net profit was increased by 18.38 million Baht or 121.16 percent when compared to the same period of 2019 (15.17 million Baht).

For your acknowledgement.

Yours Sincerely,

Signature _____
(Mr. Pisuth Lertvilai)
Deputy Managing Director