



Management Discussion and Analysis
For Q3/2024

Financial Position

Unit : Million Baht	2024 As of Jun 30, 2024	2023 As of Jun 30, 2023
Current Asset	1,026.08	1,034.24
Total Assets	2,101.96	2,173.82
Current Liabilities	457.11	544.07
Total Liabilities	598.07	676.03
Total Equity	1,503.89	1,497.79

Ratio	2024 (Apr 1 – Jun 30, 2024)	2023 (Apr 1 – Jun 30, 2023)
Gross Profit Ratio	21.72	18.83
ROE	5.58	4.61
Current Ratio	2.24	1.90
Debt/Equity Ratio	0.40	0.45

Gross Profit Ratio of Q3/2024 increased 2.89% compared with the same period of last year due to material cost decreased 2.67% and overhead cost decreased 0.22%

Return on Equity of Q3/2024 increased 0.97% compared with the same period of last year as per the higher in net profit.

Current Ratio of Q3/2024 increased 0.34 times due to the decreased of current liabilities.

Debt/Equity Ratio of Q3/2024 decreased 0.05 times due to the decreased of total liabilities.



Performance

Unit: Million Baht	Q3/2024 (Apr 1 – Jun 30, 2024)	% of sale	Q3/2023 (Apr 1 – Jun 30, 2023)	% of sale
Revenue from sales	625.49	100.00%	656.72	100.00%
Other Income	8.73	1.40%	3.99	0.61%
Cost of goods sold	(489.62)	(78.28%)	(533.05)	(81.17%)
Selling & Admin expenses	(61.66)	(9.86%)	(59.41)	(9.05%)
Gain (Loss) on exchange rate	1.95	0.31%	2.14	0.33%
Finance cost	(0.04)	(0.01%)	(0.05)	(0.01%)
Income tax	(0.93)	(0.15%)	(1.31)	(0.20%)
Net Profit	83.92	13.42%	69.03	10.51%
Gain (loss) from value of investment in equity	-	-	(0.10)	(0.02%)
Total comprehensive income	83.92	13.42%	68.93	10.50%

Sales revenue of Q3/2024 was 625.49 million Baht, decreased 31.23 million Baht or 4.76% compared to the same period last year. This is the effect from the automotive industry slow down due to the global economic situation.

Comprehensive income of Q3/2024 was 83.92 million Baht, the increase of 14.99 million Baht from the same quarter last year base on the efficiency of cost management policy. The price of raw materials has decreased and the rental income has increased.

Federation of Thai Industries reported performance of last 8 months that car production was decreased 15.6% (YoY) and motorcycle production was decreased 9.6% (YoY).

Thai automotive industry have been slow down from negative factors about the slowly recovering of domestic economy, the political uncertainty, the lack of liquidity from loan's approval and the effectiveness from international trade conflicts and wars.

The company shall closely monitor the situation and adjust the action plan to keep up with every change.