



Operation analysis for 3rd quarter 2024

Operation analysis for the 3rd Quarter for year 2024 ended 30 September 2024 posted a net profit of 4.74 million Baht representing a significant improvement of 15.71 million baht or over 20% compared to a net loss of 10.96 million baht in the same period of the previous year mainly due to the following reasons:

1. Although The company's total sales decreased by 21.29 million baht, or 6.95% compared to the previous year. This decline was primarily due to an 11.52% or 33.13 million baht decrease in plastic parts sales. While mold sales increased by 63.6% or 11.84 million baht. The decrease in plastic parts sales was attributed to a decline in domestic automobile production and sales, as well as an increase of competition from electric vehicles with imported components. The significant increase in mold sales was driven by accelerated production to meet customer delivery schedules, coupled with new projects. As mold service sales increased, the utilization of fixed costs of mold services became more efficient, resulting in reduced idle capacity and higher gross profit.

2. Cost of goods sold and service costs decreased by 30.71 million baht or 11.42%, resulting in a 9.42 million baht increase in gross profit. This improvement was due to better control of defects compared to the same period in 2023, as well as more efficient management of manpower, production costs and other expenses to align with sales.

In year 2024, the company invested in machine and equipment for producing plastic parts and molds approximately 66 million baht to replace the old machines, which helps improve quality of goods and productivity with advanced technology and reduce the maintenance costs.

3. Selling and administrative expenses decreased by 7.11 million baht or 15.56% compared to same period of the previous year. Moreover, when compared as a percentage of sales, they decreased from 14.9% to only 13.5% as the result of more efficient management of transportation expenses.

Combining the results from points 1 to 3, operating profit increased by 16.53 million baht, along with an increase of 0.55 million baht in other income, an increase of 0.39 million baht in interest expense from increasing market interest rate, and an increase of 0.98 million baht in income tax expense. Compared to the previous year, net profit increased by 15.71 million baht, representing a growth of over 20% compared to the same period of last year.