



(Translate)

NO. 002 / 2025

28 February 2025

Subject : Management discussion and analysis of the company performance
for the year ended December 31,2024

Attention : Managing Director , The Stock Exchange of Thailand

Enclosure : One Copy of Financial Statement for the year ended December 31,2024

Saha Pathanapibul Public Company Limited would like to notify for the operation results of the company for the year ended December 31,2024, the Company and subsidiaries had net profit of 2,709.65 million baht. Comparatively, with the year 2023, had net profit of 2,234.69 million baht, net profit increasing amount of 474.96 million baht or 21.25 percent. The increase in net profit was driven by the sale of products with higher profit margins, which positively impacted the overall performance and contributed to increased sales. Additionally, the following factors contributed to this result

1. The Company and subsidiaries had total income amount of 41,594.67 million baht. Comparatively, with the year 2023, had total income amount of 38,248.58 million baht, an increased of 3,346.09 million baht or 8.75 percent.

In 2024, the company continuously developed its sales strategy by introducing new and diverse products that align with market demand and adjusting product sizes to better suit consumer preferences. This approach contributed to an expanded customer base and increased sales. Additionally, the company strengthened its sales and marketing initiatives, enabling it to more effectively respond to consumer needs and significantly support sales growth.

2. Selling and distribution expenses and administrative expenses of the company and subsidiaries totaled 4,670.41 million baht, Comparatively, with the year 2023, had selling and distribution expenses and administrative expenses amount of 3,915.24 million baht, increasing by 755.17 million baht or 19.29 percent. The increase in expenses was driven by the rise in sales and is a key factor in expanding the market and continually increasing sales.

3. The company's dividend income increased by 187.74 million baht, which was another contributing factor to the growth in profits.

Yours sincerely,

(Mr.Vathit Chokwatana, Mrs.Chailada Tantivejakul)

Director