



(Translate)

NO. 20 / 2023

10 November 2023

Subject : Management discussion and analysis of the company performance  
for the nine months ended Sep 30,2023

Attention : Managing Director  
The Stock Exchange of Thailand

Saha Pathanapibul Public Company Limited would like to notify for the operation results of the company for the nine months ended Sep 30,2023, the Company and subsidiaries had net profit of 1,447.06 million baht. Comparatively, with the same period of the year 2022, had net profit of 1,177.48 million baht, net profit increasing amount of 269.58 million baht or 22.89 percent which result from the key factor as following :

1.The Company and subsidiaries had total income amount of 28,590.54 million baht. Comparatively, with the same period of the year 2022, had total income amount of 26,741.95 million baht, an increased of 1,848.59 million baht or 6.92 percent.

2. Distribution costs and administrative expenses of the company and subsidiaries totaled 3,311 27million baht, Comparatively, with the same period of the year 2022 ,had distribution costs and administrative expenses amount of 3,103.71 million baht , increasing by 207.56 million baht or 6.69 percent.

An increase of the profit result from an increase of sales which result from the continuous expansion of Thai economy with the recovery of the tourism and service sectors resulting in a lower unemployment rate ,a higher purchase of the consumer, due to the Company's products is a consumer goods which is necessary good , and also the Company has policy for stimulating in sales by increasing of the new selling channel, In addition ,the Company had dividend income increasing by amount of 130.41 million baht.

Yours sincerely,

บริษัท สหพัฒน์ปิบูล จำกัด (มหาชน)  
SAHA PATHANAPIBUL PLC.

( Mr.Vathit Chokwatana , Mrs.Chailada Tantivejakul )

Director

สำนักงานใหญ่ : 2156 ถนนเพชรบุรีตัดใหม่ แขวงบางกะปิ เขตห้วยขวาง กรุงเทพฯ 10310  
Head Office : 2156 New Petchburi Road, Bang Kapi, Huai Khwang, Bangkok 10310, Thailand  
Tel. 66 (0) 2318 0062 Fax. 66 (0) 2319 1678 www.sahapat.com

