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SPC
SAHA PAT

(Translate)

29 February 2024

Subject : Management discussion and analysis of the company performance
for the year of 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 year of 2023, the Company and subsidiaries had net profit of 2,249.52 million baht. Comparatively, with the same period of the previous year had net profit of 1,205.57 million baht, net profit increasing amount of 1,043.95 million baht or 86.59 percent which result from the key factor as following :

1.The Company and subsidiaries had total income amount of 38,248.58 million baht. Comparatively, with the same period of the previous year had total income amount of 35,455.28 million baht, an increased of 2,793.30 million baht or 7.88 percent.

In addition, total income improved from previous year according to an increase in economic activities with the recovery of the tourism due to the Company's products is a consumer goods which is necessary good. Dividend income and financial income increased by 252.66 million baht.

2.Cost of Goods sold, Distribution costs and administrative expenses of the company and subsidiaries totaled 35,645.41 million baht, Comparatively, with the same period of the previous year had amount of 33,638.54 million baht , increasing by 2,006.87 million baht or 5.97 percent.

However, the company still able to tightly manage distribution costs and administrative expenses and continuously reduce unnecessary expenses.

3. Gains on investment in equity designated at fair value increasing by 419.11 million baht or 105.26 percent.

The Company attach importance to sustainable growth. The Company committed to developing and conducting business that being honest along with taking care of the environment, socially and good governance, by committed to selling quality products along with customer retention and customer acquisition, including managing costs and expenses to be as efficiently as possible.

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Yours sincerely,

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Director

