



(Translate)

NO. 26 / 2024

13 November 2024

Subject : Management discussion and analysis of the company performance
for the nine months ended September 30,2024

Attention : Managing Director
The Stock Exchange of Thailand

Enclosure : One copy of Financial Statements for the nine months ended September 30,2024

Saha Pathanapibul Public Company Limited would like to notify for the Company and subsidiaries' performance for the nine-month period of 2024. The Company and subsidiaries had net profit of 2,031.84 million Baht, an increase of 584.77 million Baht, or 40.41%, compared to a net profit of 1,447.07 million Baht in 2023. This increase in net profit was driven by higher sales and other contributing factors as outlined below:

1. The Company and its subsidiaries generated total revenue of 30,856.92 million Baht during this period, compared to 28,453.15 million Baht in the same period of 2023, an increase of 2,403.77 million Baht, or 8.45%. The revenue growth was attributed to an increase in sales, driven by the expansion of distribution channels, the development of new products, and various promotional activities such as special events and offers, which helped attract new customers and increase interest.

2. The Company and subsidiaries incurred selling, distribution, and administrative expenses totaling 3,435.06 million Baht, compared to 3,180.82 million Baht in 2023, an increase of 254.24 million Baht, or 7.99%. The increase in expenses is in line with the higher sales and played a key role in driving continued sales growth.

3. The Company's dividend income increased by 139.91 million Baht, further contributing to the overall growth in profit for the period.

The improved performance of the company is a result of expanding and increasing distribution channels, developing new products, expenses managing, and the increase in dividend income. These factors have collectively contributed to the strong performance and growth of the company.

Yours sincerely,

(Mrs.Chailada Tantivejakul, Mr.Petch Paniangvait)

บริษัท สหพัฒน์ปิบูล จำกัด (มหาชน)
SAHA PATHANAPIBUL PLC.

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

