



บริษัท น้ำตาลขอนแก่น จำกัด (มหาชน)
坤敬糖廠有限公司 (大眾)
KHON KAEN SUGAR INDUSTRY PUBLIC COMPANY LIMITED

No. AC 045/2021

10 September 2021

SUBJECT MANAGEMENT DISCUSSION AND ANALYSIS OF THE FINANCIAL PERFORMANCE
FOR THE 3rd QUARTER 2021

ATTENTION PRESIDENT, THE STOCK EXCHANGE OF THAILAND

Khon Kaen Sugar Industry Public Company Limited and its subsidiaries ("KSL") would like to report our financial performance for the nine-month period ended July 31, 2021, the company had a net profit attributed to owners of the parent in the amount of THB 467 million which increased by THB 646 million comparison with the net loss for the previous year's corresponding period in the amount of THB 179 million.

For the 3rd quarter of fiscal year 2021 (the three-month period from May 1, 2021 to July 31, 2021), the company had a net profit attributed to owners of the parent in the amount of THB 56 million which decreased by THB 140 million comparison with the net profit for the 3rd quarter of fiscal year 2020 in the amount of THB 196 million. The operating performance and major changes are summarized as follows:

Revenues from Sales and Rendering of Services

(Unit : Million THB)

Structure of Revenues	THE 3 rd QUARTER 2021	THE 3 rd QUARTER 2020	Increase (decrease)
Revenues from sales	3,273	2,984	289
Sugar and molasses	2,820	2,565	255
Electricity	325	319	6
Fertilizer, fuels and others	128	100	28
Revenues from services	31	40	(9)
Total revenues from sales and services	3,304	3,024	280

For the 3rd quarter of FY2021 (Q3/2021), total revenues from sales and services increased by THB 280 million or 9%, was mainly due to increase in sugar sales revenue. Total sugar sales volume for Q3/2021 of 156,366 tons was decreased by 4% comparison with Q3/2020 sale volume, whereas the average sugar sale price for the quarter was increased by 12% due to inclining of world sugar price.

Gross Profit

Gross profit decreased from THB 475 million to THB 352 million, 26% decrease, and gross profit margin decreased from 16% in Q3/2020 to 11% in Q3/2021 was mainly due to significant increase in raw material price, both sugarcane price supplied for sugar production and fuel material price supplied for electricity production.

Distribution Costs

Distribution costs increased from THB 88 million to THB 95 million, 7% increase, that was resulted from increase in transportation expense and other exportation costs.

Administrative expense and other expenses

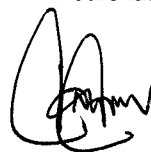
The administrative expenses and other expenses for Q3/2021 was increased from THB 131 million to THB 214 million or 62% increase. The significant change consisted of increase in loss from foreign exchange rate amounted to THB 33 million and increase in loss from sugar price hedging contract amounted to THB 50 million.

Financial Costs

Financial costs decreased from THB 118 million to THB 108 million, 8% decrease, was mainly due to repayment of long-term loans and debenture, and decrease in average interest rate.

In the overview of the company's financial status as of July 31, 2021, the company had total assets of THB 43,904 million, total liabilities of THB 23,951 million and total shareholders' equity of THB 19,953 million. Interest bearing debt to equity ratio (IBD/E ratio) as of July 31, 2021 represented at 1.03.

Yours faithfully,



Mr. Chalush Chinthammit

President

Khon Kaen Sugar Industry Public Company Limited