



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

No. AC 065/2022

23 December 2022

SUBJECT MANAGEMENT DISCUSSION AND ANALYSIS OF THE FINANCIAL PERFORMANCE
FOR THE YEAR 2022
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 fiscal year 2022 (from November 1, 2021 to October 31, 2022). The company had a net profit attributed to owners of the parent of THB 1,321 million which increased in the amount of THB 705 million in comparison with the net profit for the fiscal year 2021 of THB 616 million.

The operating performance and major changes are summarized as follows:

Revenues from Sales and Rendering of Services

(Unit : Million THB)

Structure of Revenues	Year 2022	Year 2021	Increase (decrease)
Revenues from sales	16,178	10,326	5,852
Sugar and molasses	14,188	8,720	5,468
Electricity	1,348	1,178	170
Fertilizer, fuels and others	642	428	214
Revenues from services	151	144	7
Total revenues from sales and services	16,329	10,470	5,859

(i) Revenues from sales of sugar and molasses for FY 2022 in the amount of THB 14,188 million that increased by THB 5,468 million or 63% compared with FY2021, was mainly due to significant increase in volume of sugar sale and inclining of export sale price. The total sugar sales volume for FY2022 was increases 220,157 tons that increased by 44% , and the average sugar sale price of all distribution channels was increased by 14% comparison with the previous year's due to inclining of world sugar price. The proportion of export sale per total sale in FY2022 was 80% which higher than 67% of FY2021 export sale proportion.

(ii) Revenue from sale of electricity was increased from THB 1,178 million to THB 1,348 million, 14% increase, due to increase in electricity volume and the average electric sale price from FT price.

(iii) Increase in revenues from other sugar-related businesses of THB 214 million or 50% increase was mainly due to enhancing farmer activities to support sugar cane output improvement in the upcoming crop harvests.

Gross Profit

Gross profit increased from THB 1,240 million in FY2021 to THB 2,789 million in FY2022, 125% increase, is derived from significant increase in sale volume and inclining of export sale price. Gross profit margin increased from 12% in FY2021 to 17% in FY2022 was mainly due to inclining increase in average sale price at the higher rate than cost of raw material (sugar cane) increase and the average electric sale price from FT price.

Distribution costs

Distribution costs increased from THB 294 million to THB 434 million, 48% increase, was mainly from transportation and exportation expenses that derived from increase in export sale volume of sugar.

Share of gains of associates

Share of gains of associates decreased from THB 511 million to THB 76 million, 85% decrease, was mainly a decrease in the operating results of associated company.

For the year 2022 financial status overview, the company had total assets of THB 41,650 million, total liabilities of THB 20,287 million and total shareholders' equity of THB 21,363 million. Interest bearing debt to equity ratio (IBD/E ratio) as at October 31, 2022 represented at 0.78.

Yours faithfully,



Mr. Chalush Chinthammit

Chief Executive Officer and President

Khon Kaen Sugar Industry Public Company Limited