



OCEAN GLASS PUBLIC COMPANY LIMITED

**Management Discussion and Analysis
Consolidated Financial Results
For the period ended March 31, 2022**

Strategies and Business Directions

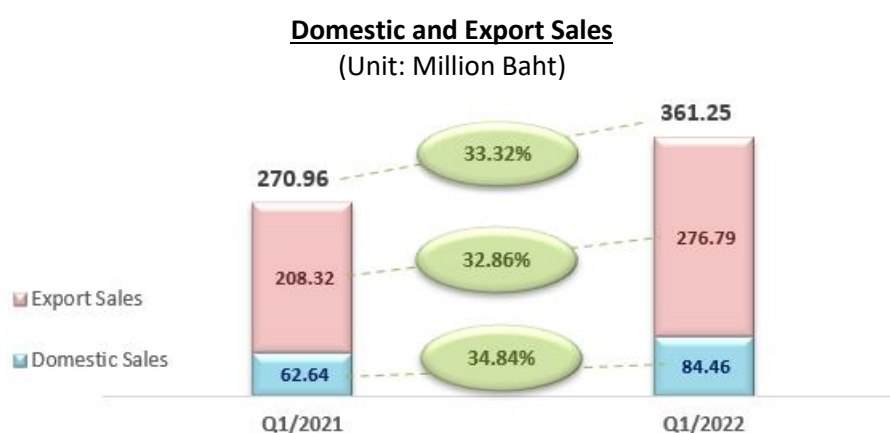
In 2022, the Company plans to recover the lost sales from COVID-19 pandemic by focusing on selling products to HORECA and Retails customers in domestic and export markets. However, in the first quarter, the Company faced with challenges due to a sudden increase in energy and raw material prices. The Company, therefore, has implemented the measurement to control expenses throughout the organization in order to mitigate risks.

Quarterly Operating Results

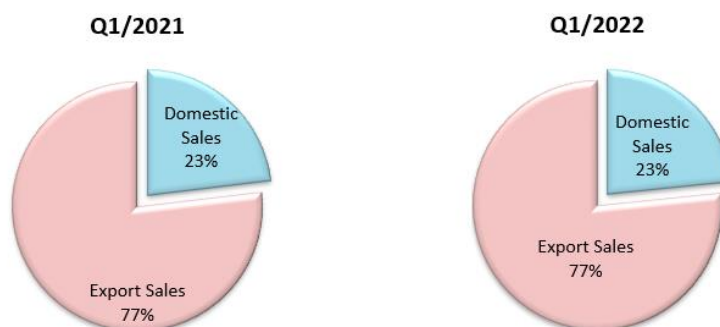
Statement of Comprehensive Income	Quarterly		Change (%)
	1/2022	1/2021	
Revenue from sales	361.25	270.96	33.32
<u>Domestic Sales</u>	84.46	62.64	34.84
- Domestic Sales - Traditional Offline	78.49	60.97	28.75
- Domestic Sales - E-Commerce	5.97	1.67	257.52
<u>Export Sales</u>	276.79	208.32	32.86
Foreign exchange gain	3.52	-	N.A.
Other income	10.12	1.13	794.78
Total revenues	374.89	272.09	37.78
Cost of goods sold	254.19	172.00	47.78
Temporary shutdown expenses	39.41	56.39	-30.11
Loss (reversal) on the decline in value of inventory	3.60	(6.48)	-155.63
Selling expenses	67.98	49.11	38.44
Administrative expenses	25.60	25.42	0.72
Foreign exchange loss	-	7.02	(100.00)
Total expenses	390.78	303.46	28.78
Profit (loss) from operating activities	(15.89)	(31.37)	(49.32)
Finance cost	5.59	6.57	(14.84)
Profit (loss) before income tax	(21.48)	(37.94)	(43.35)
Income tax expenses (income)	(2.84)	(4.66)	(38.94)
Profit (loss) for the year	(18.64)	(33.28)	(43.96)
Other comprehensive income (loss) for the year	(0.17)	0.55	(131.74)
Total Other comprehensive income (loss) for the year	(18.81)	(32.73)	(42.50)
Basic earnings (loss) per share (Baht)	(0.87)	(1.56)	(43.96)

1. Revenues

- Ocean Glass Public Company Limited and its subsidiaries (“the Company”) reported consolidated revenues of Baht 374.89 million, increased by 37.78%. Sales revenues reported at Baht 361.25 million, increased by 33.32% compared to the same quarter last year from the recovery of economic and tourism industry both domestically and internationally causing demand increased in the markets.
- Export sales increased by 32.86% compared to the same quarter last year, mainly from export sales increment in India, South Asia, Middle East, America, and Europe; while domestic sales increased by 34.84% from the increased demand in HORECA and growth of sales from E-Commerce channel.
- Domestic and export sales proportion reported at 23:77 same as Q1’21.

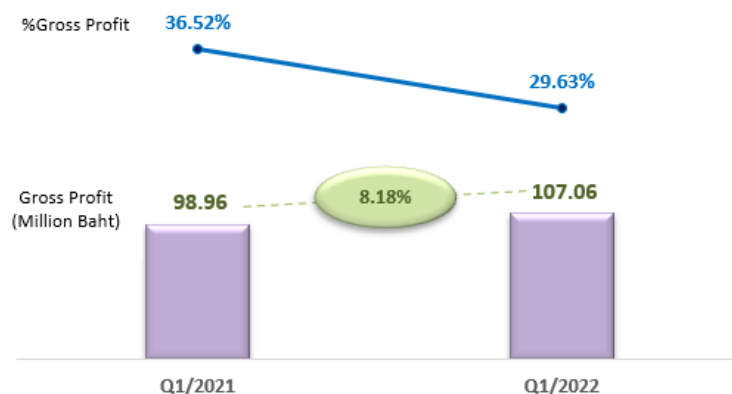


Proportion of domestic and foreign sales



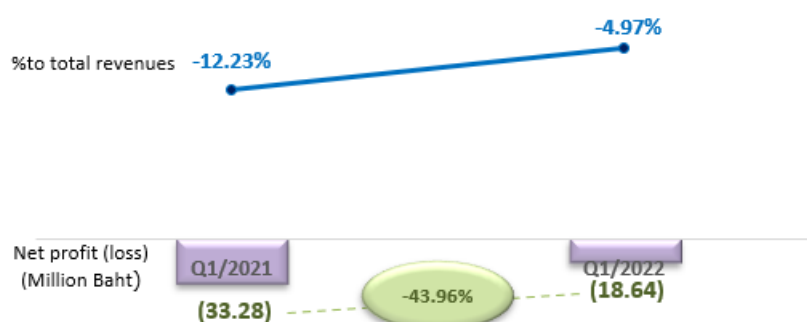
2. Gross Profit and Gross Profit Margin

The Company’s gross profit was Baht 107.06 million increased by 8.18% compared to same quarter last year, while gross profit margins decreased from 36.52% to 29.63% due to the increasing of energy and raw material prices.



3. Net Profit and Net Profit Margin

The Company reported net loss of Baht 18.64 million better than Q1'21. Net profit margin reached 4.97% of total revenues.



4. Cost of goods sold

Total cost of goods sold presented at Baht 254.19 million, increased by 47.78% compared to the same quarter last year along with the increased of sales, energy and raw material price.

5. Temporary Shutdown Expenses

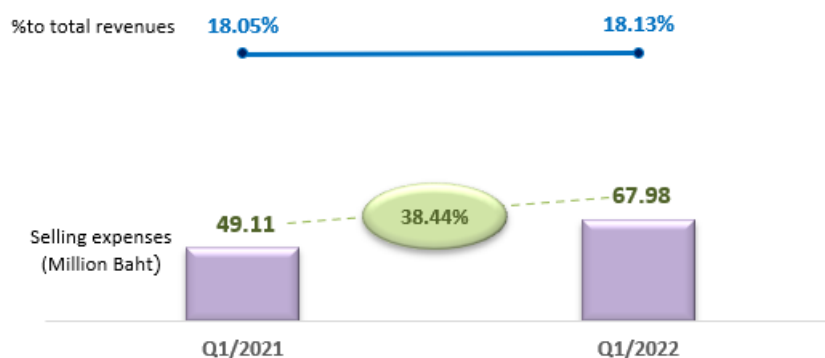
Temporary shutdown for maintenance and inventory management causing expenses of Baht 39.41 million, decreased by 30.11% compared to same quarter last year due to the increased of sales volume.

6. Loss (reversal) on the decline in value of inventory

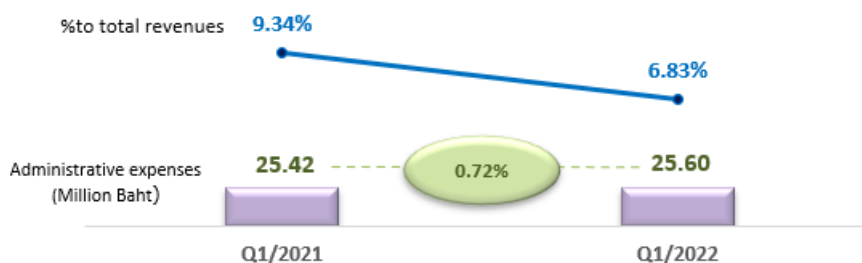
Loss on the decline in value of inventory presented at Baht 3.60 million, primarily due to provision of obsolete for long-aged finished products and raw materials.

7. Selling and Administrative Expenses

Selling expenses presented at Baht 67.98 million, increased by 38.44% due to the increment of transportation costs and promotion expenses for support sales performance in Thailand and core markets.



For administrative expenses, as the continuing of expenses control measurement, the administrative expenses reported Baht 25.60 million, slightly decreased by 0.72% compared to the same quarter last year.



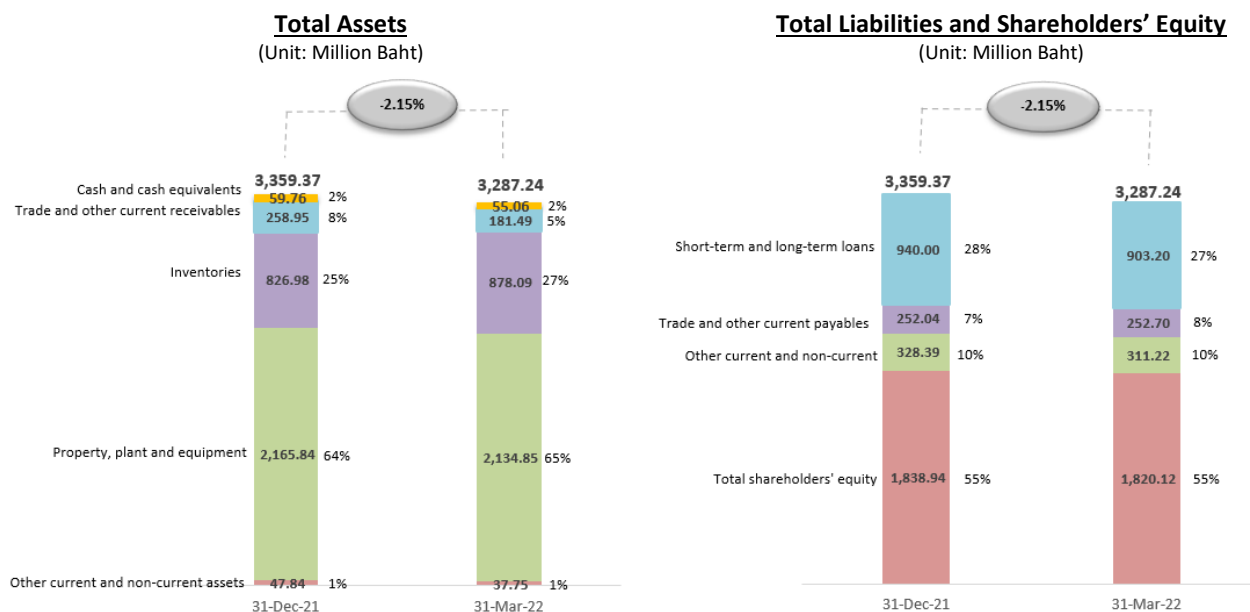
8. Finance Costs

Finance costs presented at Baht 5.59 million, decreased by 14.84% due to the repayment of loans.

Statements of Financial Position as at March 31, 2022

(Million Baht)

	March 31, 2022	December 31, 2021	Change (%)
Current Assets	1,126.16	1,162.56	(3.13)
Non-Current Assets	2,161.08	2,196.81	(1.63)
Total Assets	3,287.24	3,359.37	(2.15)
Current Liabilities	958.57	993.66	(3.53)
Non-Current Liabilities	508.55	526.77	(3.46)
Total Liabilities	1,467.12	1,520.43	(3.51)
Total Shareholders' Equity	1,820.12	1,838.94	(1.02)
Total Liabilities and Shareholders' Equity	3,287.24	3,359.37	(2.15)
Current Ratio (times)	1.17	1.17	
Debt to Equity Ratio (times)	0.81	0.83	



Total Assets

As of March 31, 2022, total assets presented at Baht 3,287.24 million, decreased by 2.15%. Current assets were Baht 1,126.16 million, decreased by 3.13% from trade accounts receivable. Non-current assets presented at Bath 2,161.08 million, decrease by 1.63% from the depreciation net with investment in machine and equipment during the period.

Total Liabilities

Total liabilities presented at Baht 1,467.12 million, decreased by 3.51% from repayment of short-term and long-term loans.

Total Shareholders' Equity

Total shareholders' equity presented at Baht 1,820.12 million, decreased by 1.02% from the recognition of operating loss during the period.