



OCEAN GLASS PUBLIC COMPANY LIMITED

**Management Discussion and Analysis
Consolidated Financial Results
For the period ended June 30, 2023**

Strategies and Business Directions

Ocean Glass Public Company (“the Company”) Limited conducts business in accordance with sustainability development principles covering 3 perspectives which are Environmental, Social, and Governance (ESG). The Company is committed to responsible business practices as well as promoting well-being to society and efficient use of resources to minimize impacts on the environment.

In 2023, the Company continues to focus on implementing strategies to respond to the recovery of the tourism industry in domestic and international markets by reaching out to HoReCa segment through online and offline channels. Moreover, the Company has further expanded distribution of Crystalline products through branded and private label.

Quarterly Operating Results: As of 30 June 2023

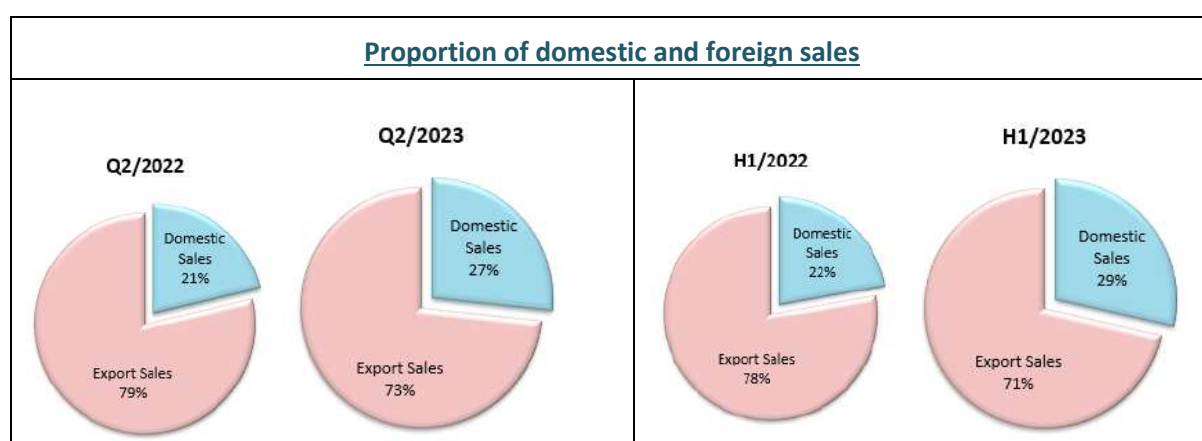
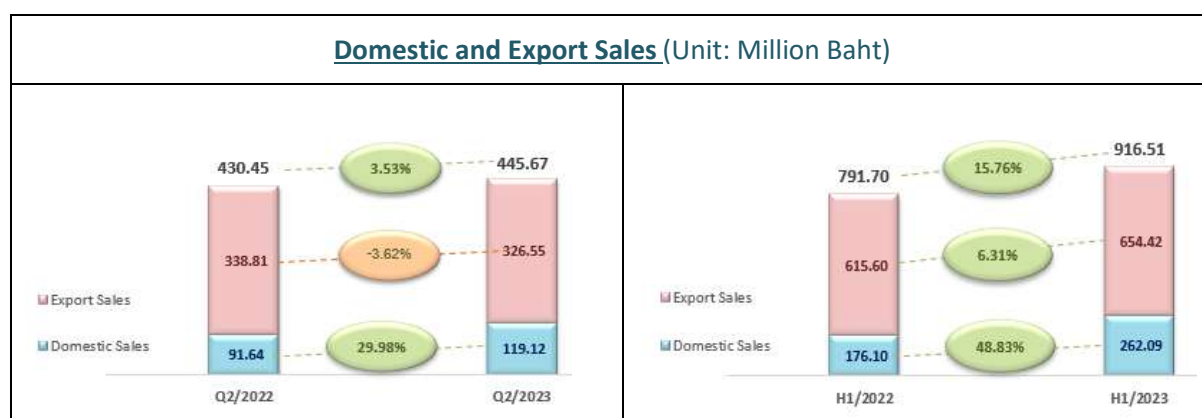
Statement of Comprehensive Income	Quarterly		Change (%)	Six-month End June 30,		Change (%)
	2/2023	2/2022		2023	2022	
Revenue from sales	445.67	430.45	3.53	916.51	791.70	15.76
<i>Domestic Sales</i>	119.12	91.64	29.98	262.09	176.10	48.83
- Domestic Sales - Traditional Offline	113.03	84.85	33.20	248.41	163.35	52.07
- Domestic Sales - E-Commerce	6.09	6.79	(10.24)	13.68	12.75	7.26
<i>Export Sales</i>	326.55	338.81	(3.62)	654.42	615.60	6.31
Foreign exchange gain	0.65	-	N/A	0.79	2.88	(72.55)
Other income	1.99	5.16	(61.44)	4.59	15.28	(69.96)
- Freight income	0.76	4.58	(83.35)	1.77	13.87	(87.27)
- Other	1.23	0.58	111.36	2.83	1.41	99.93
Total revenues	448.31	435.61	2.91	921.89	809.86	13.83
Cost of goods sold	325.57	328.90	(1.01)	641.27	583.09	9.98
Temporary shutdown expenses	39.81	26.70	49.08	52.53	66.11	(20.54)
Loss on the decline in value of inventory	7.10	5.09	39.59	19.20	8.69	120.91
Selling expenses	74.44	69.33	7.37	148.86	137.31	8.41
Administrative expenses	30.31	31.13	(2.65)	60.89	56.73	7.33
Foreign exchange loss	-	0.63	(100.00)	-	-	N/A
Total expenses	477.23	461.78	3.34	922.75	851.93	8.31
Profit (loss) from operating activities	(28.92)	(26.17)	10.49	(0.86)	(42.07)	(97.96)
Finance cost	8.94	5.60	59.53	16.40	11.20	46.52
Profit (loss) before income tax	(37.86)	(31.77)	19.14	(17.26)	(53.27)	(67.59)
Income tax expenses (income)	(6.93)	(6.05)	14.44	(3.06)	(8.90)	(65.63)
Profit (loss) for the period	(30.93)	(25.72)	20.25	(14.20)	(44.37)	(67.99)
Other comprehensive income (loss) for the period	0.34	0.23	48.03	88.75	0.06	158,375.00
Total Other comprehensive income (loss) for the period	(30.59)	(25.49)	20.00	74.55	(44.31)	(268.22)
Basic earnings (loss) per share (Baht)	(1.45)	(1.21)	19.83	(0.67)	(2.08)	(67.79)

1. Revenues

In Q2/2023, Ocean Glass Public Company Limited and its subsidiaries (“the Company”) reported consolidated revenues of Baht 448.31 million, increased by 2.91% compared to the same quarter last year. Sales revenues reported at Baht 445.67 million, increased by 3.53%. Domestic sales increased by 29.98% as a result of ongoing recovery in tourism industry both domestically and internationally that led for a higher demand in the marketplace especially in tourism area; while export sales decreased by 3.62% compared to the same quarter last year, mainly from lower demand in ASEAN, China, and Americas. Domestic and export sales proportion stood at 27:73, while Q2/2022 reported at 21:79 respectively.

The Company reported gains of Baht 0.65 million from the foreign exchange, mainly through forward contract hedging. Other income reported at Baht 1.99 million, mainly from transportation charges and sales of obsolete machine and scraps.

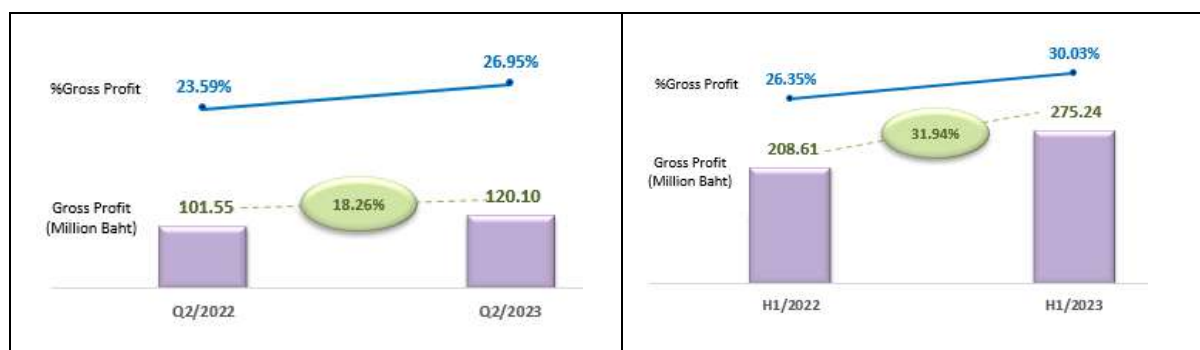
For six-month period, the Company reported consolidated revenues of Baht 921.89 million, an increase of 13.83% for the same period in 2022. Sales revenues reported at Baht 916.51 million, increased by 15.76% compared to the 1st half of the last year. Gain on foreign exchange presented at Baht 0.79 million, mainly through forward contract hedging. Other income reported at Baht 4.59 million, mainly from transportation charges and sales of obsolete machine and scraps. Domestic and export sales proportion reported at 29:71 respectively.



2. Gross Profit and Gross Profit Margin

In Q2/2023, the Company's gross profit reported at Baht 120.10 million increased by 18.26% compared to same quarter last year, while gross profit margins increased from 23.59% to 26.95% due to the Company adjusted the selling price to reduce the impact of the increased cost since Q3/2022 onwards.

For six-month period, gross profit was Baht 275.24 million increased by 31.94% compared to same period last year, while gross profit margins decreased from 26.35% to 30.03%.



3. Cost of goods sold

In Q2/2023, total cost of goods sold presented at Baht 325.57 million, decreased by 1.01% compared to the same quarter last year along with the decrement in volume of sales, while six-month period reported cost of goods sold at Baht 641.27 increased by 9.98 along with the increased of sales, energy and raw material prices.

4. Temporary Shutdown Expenses

In Q2/2023, temporary shutdown was reported at Baht 39.81 million, increased by 49.08% compared to same quarter last year due to the maintenance of furnace and machines; while six-month period temporary shutdown expense was reported at Baht 52.53 million, decreased by 20.54% compared to the same period of last year due to the increasing demand causing shutdown less than planned.

5. Loss on the decline in value of inventory

In Q2/2023, loss on the decline in value of inventory presented at Baht 7.10 million, increased by 39.59% compared to same quarter last year, while six-month period presented at Baht 19.20 million, increased by 120.91% compared to the same period of last year primarily due to provision of obsolete for long-aged finished products and raw materials.

6. Selling Expenses

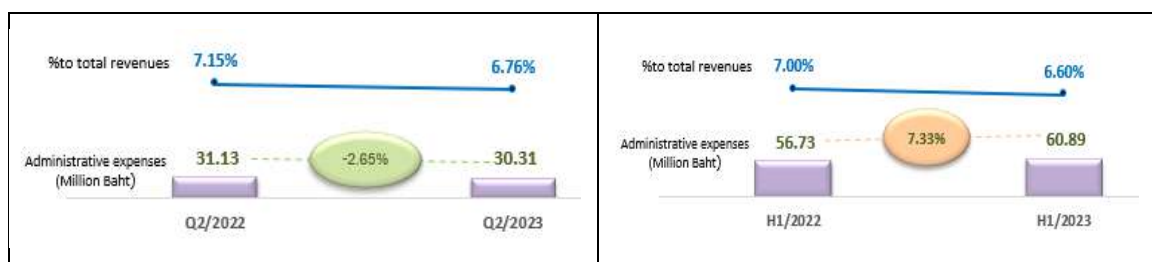
In Q2/2023, selling expenses presented at Baht 74.44 million, increased by 7.37% compared to same quarter last year, while six-month period presented at Baht 148.86 increased by 8.41% compared to same period of last year, primarily due to the recruitment of sales and marketing staff, traveling expenses to visit both domestic and export customers for salespersons and the increment of advertising and promotion expenses to support sales in domestically and internationally.



7. Administrative Expenses

In Q2/2023, administrative expenses presented at Baht 30.31 million, decreased by 2.65% compared to same quarter last year, due to the Company continuously implement measures to control expenses.

In six-month period, administrative expenses reported at Baht 60.89 million, increased by 7.33% compared to the same period last year, due to the recruitment to support sales and marketing expansion. However, the Company continuously implement measures to control expenses

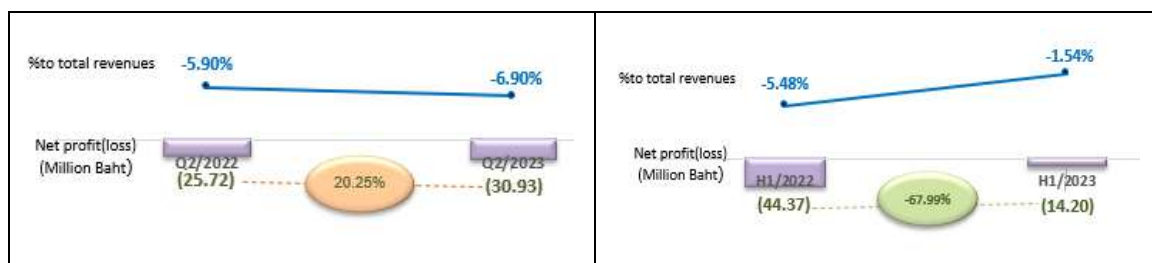


8. Finance Costs

In Q2/2023, finance costs presented at Baht 8.94 million, increased by 59.53%, while six-month period, finance cost reported at Baht 16.40 million, increased by 46.52% compared to the same period last year, due to the increment of interest rate and more financing to support business operating and investing activities.

9. Net Profit (Loss) and Net Profit (Loss)

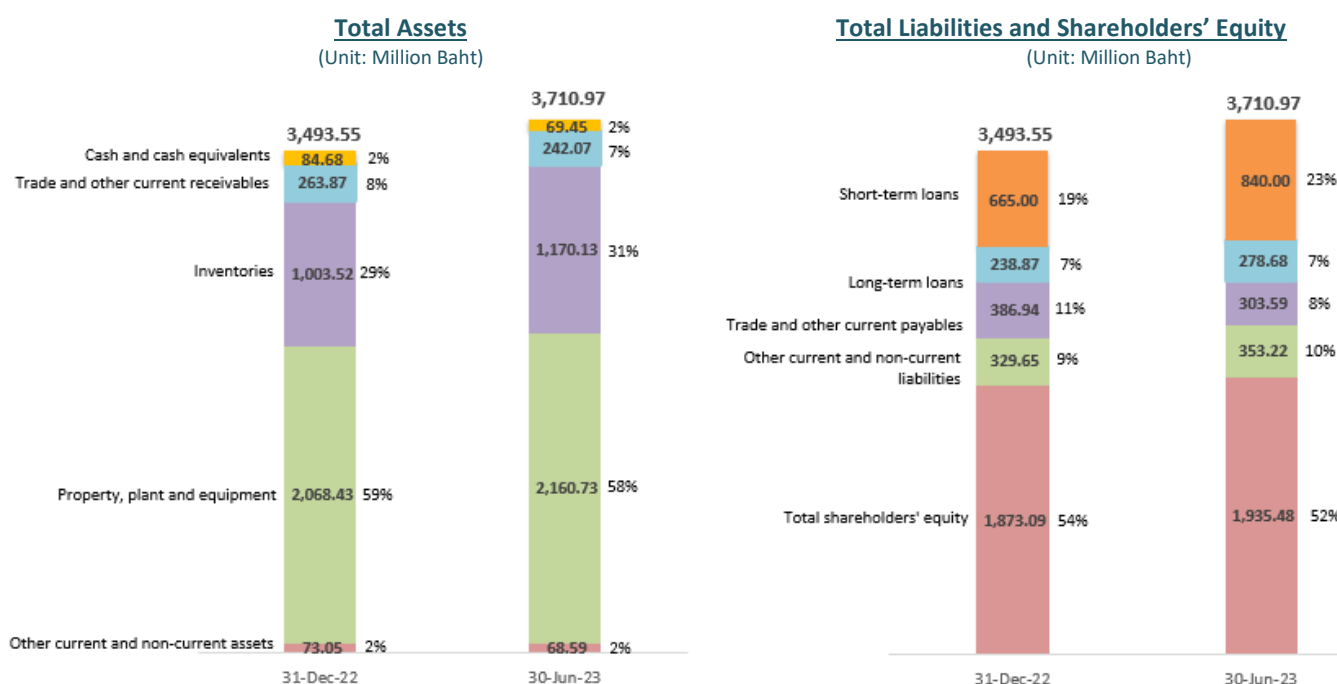
In Q2/2023, the Company reported net loss of Baht 30.93 million. Net loss margin was at 6.90% of total revenues. While six-month period reported net loss 14.20 Baht million. Net loss margin was at 1.54% of total revenues.



Statements of Financial Position as at June 30, 2023

(Million Baht)

	June 30, 2023	December 31, 2022	Change (%)
Current Assets	1,494.19	1,372.24	8.89
Non-Current Assets	2,216.78	2,121.31	4.50
Total Assets	3,710.97	3,493.55	6.22
Current Liabilities	1,241.63	1,142.87	8.64
Non-Current Liabilities	533.86	477.59	11.78
Total Liabilities	1,775.49	1,620.46	9.57
Total Shareholders' Equity	1,935.48	1,873.09	3.33
Total Liabilities and Shareholders' Equity	3,710.97	3,493.55	6.22
Current Ratio (times)	1.20	1.20	
Debt to Equity Ratio (times)	0.92	0.87	



Total Assets

As of June 30, 2023, total assets presented at Baht 3,710.97 million, increased by 6.22% compared to as of December 31, 2022. Current assets were Baht 1,494.19 million increased by 8.89% from inventories increasing for support sales volume and inventory management against production. Non-current assets presented at Bath 2,216.78 million, increase by 4.50% from the recognition of gains on land revaluation during the period.

Total Liabilities

Total liabilities presented at Baht 1,775.49 million, increased by 9.57% from increment of short-term and long-term loans for use in business operating and investing activities and increment of deferred tax liabilities from the recognition gains on land revaluation during the period.

Total Shareholders' Equity

Total shareholders' equity presented at Baht 1,935.48 million, increased by 3.33% from the recognition of net loss and gains on land revaluation, net-off income tax during the period.