

May 14, 2025

President Bakery Public Company Limited would like to submit the report of Management Discussion and Analysis (MD&A) for Operating Result in Q1/2025 ended on March 31, 2025 which has been reviewed by the auditor. The financial statement of the Company, as shown by Consolidated financial statements. The Company would like to clarify such significant changes as below,

### Performance of the Company

(Unit: million Baht)

|                                     | Q1/2025  |        | Q1/2024  |        | Increase (Decrease) |         |
|-------------------------------------|----------|--------|----------|--------|---------------------|---------|
|                                     | Amount   | %      | Amount   | %      | Amount              | %       |
| Sales                               | 1,687.99 | 98.34  | 1,805.73 | 98.91  | (117.74)            | (6.52)  |
| Total revenues                      | 1,716.47 | 100.00 | 1,825.57 | 100.00 | (109.10)            | (5.98)  |
| Cost of Sales                       | 921.45   | 54.59  | 951.45   | 52.69  | (30.00)             | (3.15)  |
| Gross Profit                        | 766.54   | 45.41  | 854.28   | 47.31  | (87.74)             | (10.27) |
| Selling and Administrative expenses | 443.83   | 25.86  | 429.42   | 23.52  | 14.41               | 3.36    |
| Profit for the period               | 341.51   | 19.90  | 416.18   | 22.80  | (74.67)             | (17.94) |
| Profit for the period (Baht)        | 0.76     |        | 0.92     |        |                     |         |

Remark: Percentage in Statement of comprehensive income derived from total revenues, while percentage of cost of sales and gross profit from sales

### Operating Results

#### Sales Revenue

The Company had sales revenue in Q1/2025 of 1,687.99 million baht, decrease of 117.74 million baht or 6.52% compared to the quarter of 2024 due to the sluggish economy and partly due to increased competition.

#### Other income

The Company had Other income in Q1/2025 of 28.48 million baht an increase from the same quarter of 8.64 million baht, resulting from gain from disposals of vehicles and dividends received from investments.

### **Cost of Sales**

The cost of sales of the Company in Q1/2025 amounted to 921.45 million baht, decrease of 30.00 million baht or 3.15% compared to the quarter of 2024. Due to the decrease in the price of main raw materials, some of which increased due to the cost of machinery maintenance, the gross profit margin was 45.41% percent, decreasing from 47.31% in the same quarter last year.

### **Selling and Administrative Expenses**

The selling and administrative expenses in Q1/2025 amounted to 443.83 million baht, increasing by 14.41 million baht, accounting for 25.86% of total revenues, increasing by 3.36% from the same quarter last year. Most of it comes from the depreciation of the vehicles purchased to replace the old ones that have deteriorated due to their age and the fuel costs used to transport goods that increase in price per unit.

### **Profit for the period**

The Company had the profit for the period of 341.51 million baht for the three month period ended 31 March 2025, or decreasing by 17.94% from the same period last year, accounting for 19.90% of Total revenues. Moreover, the Company has recognized the share of profit from investment in joint venture for the first quarter of year 2025 in the amount of Baht 0.19 million.

### **Financial Position of the Company**

(Unit: million Baht)

|   | March 31,<br>2025 |        | December 31,<br>2024 |        | Increase (Decrease) |         |
|---|-------------------|--------|----------------------|--------|---------------------|---------|
|   | Amount            | %      | Amount               | %      | Amount              | %       |
| Total Assets                                  | 14,005.24         | 100.00 | 13,871.43            | 100.00 | 133.81              | 0.96    |
| Total Liabilities                             | 1,242.82          | 8.87   | 1,428.10             | 10.30  | (185.28)            | (12.97) |
| Shareholders' Equity                          | 12,762.42         | 91.13  | 12,443.33            | 89.70  | 319.09              | 2.56    |
| Total Liabilities and<br>Shareholders' Equity | 14,005.24         | 100.00 | 13,871.43            | 100.00 | 133.81              | 0.96    |

## **Financial Position**

### **Assets**

The total assets of the Company as of March 31, 2025 amounted to 14,005.24 million baht, increasing by 133.81 million baht or 0.96% from December 31, 2024. The main reason was that cash and cash equivalents increased by 152.88 million baht from operating results and property, plant and equipment increased by 174.40 million baht from the purchase of land for the construction of 1 distribution center and 4 distribution center buildings.

The trade and other receivables of the Company accounted for 4.30% of total assets, decreasing by 343.44 million baht from December 31, 2024.

### **Liabilities**

The liabilities of the Company as of March 31, 2025 totaled to 1,242.82 million baht, accounting for 8.87% of total Liabilities and Shareholders' Equity and decreasing by 185.28 million baht or 12.97% from of December 31, 2024. The main reason was the decrease in trade and other current payables due to the purchase of less raw materials in line with sales and the payment of some machinery. The average payment period was 72 days and the total debt to equity ratio was 0.10 times.

### **Shareholders' Equity**

The Shareholders' Equity of the Company as of March 31, 2025 amounted to 12,762.42 million baht, accounting for 91.13% of Liabilities and Shareholders' Equity and increasing by 319.09 million baht from December 31, 2024. This increase from an operating profit. As a result, the book value of the Company stood at 28.36 Baht per share, increasing from 27.65 Baht per share in 2024.

## **Liquidity and suitability of investment structure**

### **Liquidity**

The net cash from operating activities of the Company in Q1/2025 ended on March 31, 2025 amounted to 635.48 million baht, increasing by 139.28 million baht or by 28.07%, due to the decrease in Trade and other current receivables compared to the previous year.

Net cash used in investing activities totaled to 478.59 million baht, increasing by 233.10 million baht. Due to the increase in the purchase of working capital compared to the same period of the previous year, the increase included the purchase of land to construct a distribution center and payment for new machinery lines.

The cash flow used in financing activities amounted to 4.01 million baht, increasing by 0.2 million baht or 4.97%, due to payment of lease liabilities.

As a result, the Company recorded cash and cash equivalents of 1,024.64 million baht as of March 31, 2025, increasing by 152.88 million baht.

As of March 31, 2025, the Company maintained the current ratio at 7.42 times, and the average days sales at 1 day. Meanwhile, the average days of debt collection of the Company stood at 41 days, and the average days of debt repayment was at 72 days. As a result, the cash cycle of the Company was at 30 days.

**Suitability of Capital Structure**

As of 31 March 2025, the Company had a debt-to-equity ratio of 0.10 times, which remained low, along with an interest coverage ratio of 1,089.92 times, reflecting stable financial strength and a suitable capital structure. and Debt service coverage.

This is to be informed for your acknowledgement

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(Miss Petcharat Anantawichai)

Director and Senior Management Accounting Department

and Finance Department Manager

Company Secretary