



No. INGRS073

14 June 2021

Subject : Management Discussion & Analysis (MD&A) for the consolidated financial statements for the 3 months period ended 30 April 2021

To : The President
The Stock Exchange of Thailand

Ingress Industrial (Thailand) Public Company Limited (“**INGRS**”) would like to provide an explanation on the consolidated financial statements of INGRS for the 3 months’ period ended 30 April 2021 (“**Q1 FY2021/22**”).

1. Sales Revenue

For Q1 FY2021/22, INGRS registered sales revenue of Baht 803.24 million, an increase of Baht 369.62 million or 85.24% as compared to the period from 1 February 2020 to 30 April 2020 (“**Q1 FY2020/21**”).

The breakdown of the sales revenue by countries is as follows:

Countries	Q1 FY2021/22 Baht million	Q1 FY2020/21 Baht million	Variance Baht million	Variance (%)
Thailand	287.36	194.53	92.83	47.71
Malaysia	415.18	160.84	254.34	158.13
Indonesia	42.11	34.99	7.12	20.35
India	58.59	43.26	15.33	35.44
Total	803.24	433.62	369.62	85.24

Overall sales revenue Q1 FY2021/22 reflected significant recovery resulting from the improvement of economies in every country especially Malaysia and the Total Industry Production (“TIP”) in all countries. The growth of TIP is as tabulated below:

Countries	Feb 21-Apr 21 Million units	Feb 20-Apr 20 Million units	Variance Million Units	Variance (%)
Thailand	0.42	0.32	0.1	31.25
Malaysia	0.16	0.06	0.1	166.67
Indonesia	0.27	0.24	0.03	12.50
India	1.27	0.58	0.69	118.96
Total	2.12	1.20	0.92	76.67

2. Loss After Taxation (“LAT”)

For Q1 FY2021/22, INGRS registered LAT of Baht 2.80 million as compared to LAT of Baht 82.73 million from Q1 FY2020/21.

The recovery of sales revenue as well as the improvement of gross margin at 15.4% in Q1 FY2021/22 as compared to 11.2% for Q1 FY2020/21 had significantly improved the bottom line.

Selling and distribution expenses has increased from Q1 last year by Baht 3.09 million, in tandem with the increasing in revenue.

Administrative expenses in Q1 FY2021/22 shown a decrease of Baht 5.36 million as compared to Q1 last year. The continuous cost reduction activities and enhanced austerity drive are the main reasons for the savings to further improve the bottom line. This improvement was mainly due to decrease of personnel cost by 13.3%.

Finance costs in Q1 FY2021/22 showed an increase by 43.5% or by Baht 6.29 million, as compared to Q1 FY2020/21 due to additional borrowings to finance the development costs and capital expenditures for the new high tensile project in IATSB and the new Hyundai project in Indonesia under PT Ingress Industrial Indonesia (“PTIII”).

3. Loss after Taxation and Minority Interests (“LATMI”)

INGRS registered LATMI of Baht 0.85 million for Q1 FY2021/22 as compared to LATMI of Baht 64.44 million in Q1 FY2020/21.

The improvement of the losses was due to the overall improvement in sales revenue and gross margin.

4. Financial Position

Financial Position	30 April 2021 Baht million	30 April 2020 Baht million	Variance	
			Baht million	%
Total Assets	5,117.84	4,430.44	687.40	15.51
Total Liabilities	2,853.00	2,082.88	770.12	36.97
Total Equities	2,264.84	2,347.56	(82.72)	(3.52)

As at 30 April 2021, total assets rose by Baht 687.40 million as compared to 30 April 2020 largely attributable by the additional capital investment in new projects by IATSB, PTIII.

Total liabilities also increased by Baht 770.12 million or 36.97% from 30 April 2020 from additional borrowings and trade payables to support the capital investments.

Please be informed accordingly.

Yours sincerely,


Hamidi Bin Maulod
 Chief Executive Officer

