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Subject Clarification on Operating Results of the Third Quarter of Year 2022
Attention Director and manager, The Stock Exchange of Thailand

TCM Corporation Public Company Limited and its subsidiaries (together referred to as "Corporate Group") would like to clarify the operating result and financial statement of the third quarter of the year 2022 compared to the third quarter of the year 2021 as follows.

The Corporate Group has net profit of 16.66 million baht at the end of the third quarter of the year 2022 compared to net loss of 1.79 million baht at the same period of year 2021. The performance was increased by 18.45 million baht, or 1,031.27 percent. Details of the changes are described in the Management Discussion and Analysis as attached herewith.

Please be informed accordingly.

Your faithfully,
For and on behalf of TCM Corporation Public Company Limited

A handwritten signature in blue ink that reads "Noppaporn A.".

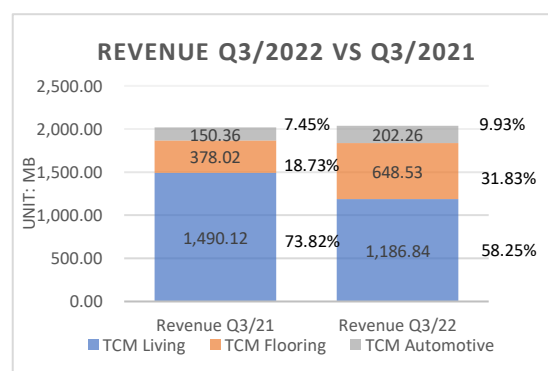
(Mrs.Noppaporn Aphiwatthanakul)
Financial Director

Overview

TCM Corporation Public Company Limited and its subsidiaries (collectively referred to as the "Corporate Group") announced revenue from sales and services of THB 2,037.63 million for the third quarter of the year 2022, increased from THB 2,018.50 million or by 0.95 percent compared to the same period of the previous year. EBITDA was THB 128.50 million, increased from the previous year by 19.95 percent. Net profit recorded at THB 16.66 million compared to the net loss of THB 1.79 million of the previous year. Net profit attributable to owners of the parent recorded at THB 16.46 million. This was contributed mainly by the recovery in TCM Surface business as covid situation globally becomes more under control, the effort in cost saving, and working efficiency improvement of all businesses.

Q3/2022 Performance

As of Q3/2022, Revenue contribution from TCM Living was 58.25 percent decreased from 73.28 percent in the previous year. Revenue contribution from TCM Surface was 31.83 percent increased from 18.73 percent in the previous year. Whereas, revenue contribution from TCM Automotive was 9.93 percent increased from 7.45 percent in the previous year.



Highlight from each business

Business Group	Highlights
TCM Living	<ul style="list-style-type: none"> - Revenue decreased in Q3 as summer is the low season of the business. Moreover, financial result for Q3/2022 was substantially affected by the depreciation of British pound sterling, increasing foam price, as well as the higher transportation costs. - Revenue decreased by 20.35% YoY, mainly due to the maturity in customer demand and market movement was in downward trend. Gross profit margin decreased from the same period in previous year as a result of the increasing transportation costs and raw material costs, and the weakening British pound against Euro and US dollar. - The percentage of selling and administrative expenses to sales was higher compared to the same period of the previous year, due to higher expenses from inflation. - After taking out the inter-company expenses, financial costs, taxes, and exchange rates related, the Group reported a net loss of THB 55.81 million.
TCM Surface	<ul style="list-style-type: none"> - Market has shown a substantial recovery. Significant net profit growth from the implementation of cost control. - TCM Flooring business is re-named and currently known as TCM Surface to align with growth strategy and future business of the Group. - Revenue increased by 71.56% from the same period of the previous year as hospitality sector has started to recover. Volume of the incoming sales orders was higher than those in the previous year. - Cost of goods sold ratio was recorded lower than the previous year as sales order volume was growing. Additionally, the effort in cost control exercise has led to the

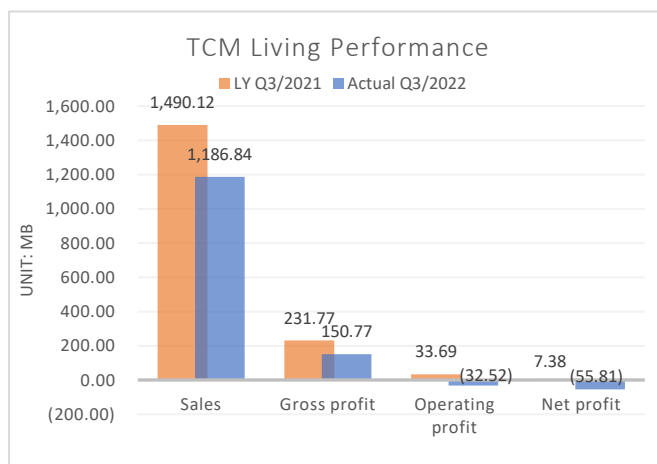
Business Group	Highlights
	<p>lower operating costs. This also included saving in utility costs from the usage of solar power in our production site.</p> <ul style="list-style-type: none"> - Percentage of selling and administrative expenses to sales also decreased YoY due to the tight cost control which help improved operating cash flow. - After taking out the inter-company expenses, financial costs, and taxes, the Group reported a net profit of THB 54.21 million, or 356.32% higher than previous year.
TCM Automotive	<ul style="list-style-type: none"> - Market movement was at slower pace due to the longer lead time in product delivery. - Revenue increased by 34.52% YoY, due to global demand has been risen. However, most of the leading automobile manufacturers still suffered from the shortage of semi-conductor, hiccup in production volume caused by COVID pandemic, and the situation between Ukraine-Russia. - Cost ratio increased slightly resulted from sales mix. Sales volume of lower margin products was growing and brought up the higher cost ratio. - The percentage of selling and administrative expenses to sales decreased YoY due to internal management restructuring. - After taking out the inter-company expenses, financial costs, and taxes, the Group reported a net profit of THB 18.27 million, increased from the same period of the previous year by 52.54%

Performance by Group of Business

TCM Living

Unit: MB

Details	Actual Q3/2022	Last Year Q3/2021	Diff % YoY	Actual 9M/2022	Last Year 9M/2021	Diff % YoY
Revenue from Sales and Services	1,186.84	1,490.12	-20.35%	4,707.04	4,010.60	17.37%
Cost of Sales and Services	(1,036.06)	(1,258.35)		(4,007.91)	(3,393.66)	
Gross Profit	150.77	231.77	-34.95%	699.13	616.94	13.32%
% Margin	12.70%	15.55%		14.85%	15.38%	
Other incomes	(0.47)	0.00	-19905.87%	30.38	0.01	281454.30%
Selling expenses	(98.40)	(104.69)	-6.00%	(317.42)	(279.45)	13.59%
Administrative expenses	(84.42)	(96.03)	-12.09%	(260.92)	(263.45)	-0.96%
Profit (Loss) from Exchange Rate	0.00	2.63	-100.00%	0.00	0.00	0.00%
Operating Income (EBIT)	(32.52)	33.69	-196.53%	151.17	74.05	104.15%
% EBIT to Total Sales	-2.74%	2.26%		3.21%	1.85%	
EBITDA	(14.49)	52.51	-127.59%	201.96	130.93	54.24%
Amortization - Intangible assets	(11.21)	(16.47)	31.92%	(34.16)	(34.34)	0.53%
Fair Value Adjustments to Derivatives (Forex)	0.63	27.59	97.73%	8.14	37.90	78.51%
Financial Costs	(15.34)	(12.56)	22.09%	(40.49)	(34.87)	16.10%
Tax Income (Expenses)	9.66	(19.17)	-150.38%	(11.15)	(32.99)	-66.20%
Corporate Expenses (Shared)	(7.04)	(5.69)	23.72%	(17.91)	(13.19)	35.79%
Net Profit (Loss) for the Period	(55.81)	7.38	-856.10%	55.60	(3.45)	1713.54%
% to Total Sales	-4.70%	0.50%		1.18%	-0.09%	



TCM Living

UK market has been adversely affected by economic recession. Inflation rate has been remarkably higher following by rising interest rates, energy prices, and utility costs. Many businesses suffered from significant sales drop, and some businesses shut down their operations. However, furniture retailers have put their best effort to cope with the downturn market environment and the low season of furniture business as people spent their budget on travelling rather than shopping during summer. Higher transportation costs and supply chain problem still remained and had a major impact

on the raw material costs. Adjustment in selling price was reflected by lower customer demand which resulted in sales drop. Production by the new suppliers in Europe haven't met their full capacity. All these factors have led to the deteriorated gross margin and gross profit level was lower than expected.

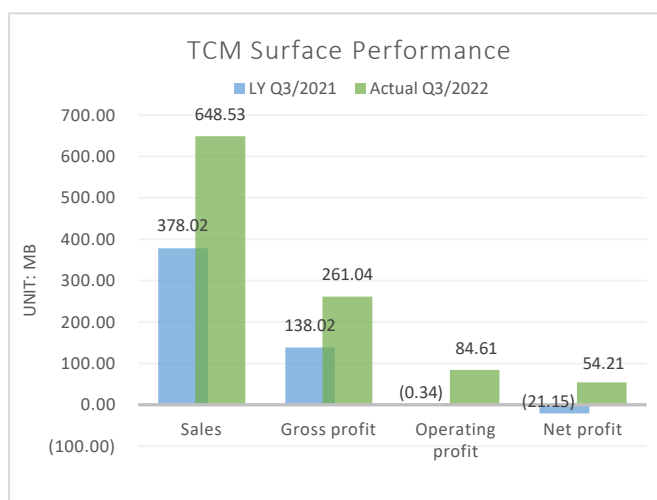
Total selling and administrative expenses were THB 182.82 million, increased from those in Q3/2021. Fixed costs to sales revenue was higher as sales volume was weakening in Q3.

When including Forex gain of THB 0.63 million, inter-company expenses, financial costs, and taxes, the Group reported a net loss of THB 55.81 million, decreased by 856.10 percent from the net profit of THB 7.38 million in the same period of the previous year. EBITDA was THB -14.49 million, decreased by 127.59 percent YoY.

TCM Surface

Unit: MB

Details	Actual Q3/2022	Last Year Q3/2021	Diff % YoY	Actual 9M/2022	Last Year 9M/2021	Diff % YoY
Revenue from Sales and Services	648.53	378.02	71.56%	1,524.83	1,050.72	45.12%
Cost of Sales and Services	(387.49)	(240.00)		(971.19)	(664.74)	
Gross Profit	261.04	138.02	89.13%	553.65	385.98	43.44%
% Margin	40.25%	36.51%		36.31%	36.73%	
Other incomes	2.72	6.43	-57.63%	5.03	18.00	-72.03%
Selling expenses	(89.03)	(69.61)	27.91%	(234.18)	(183.96)	27.30%
Administrative expenses	(109.62)	(85.82)	27.72%	(309.27)	(285.12)	8.47%
Profit (Loss) from Exchange Rate	19.50	10.64	83.15%	34.65	35.64	-2.77%
Operating Income (EBIT)	84.61	(0.34)	24751.94%	49.89	(29.47)	269.30%
% EBIT to Total Sales	13.05%	-0.09%		3.27%	-2.80%	
EBITDA	111.84	25.31	341.79%	125.20	47.01	166.34%
Amortization - Intangible assets	(4.58)	(4.58)	0.00%	(13.73)	(13.73)	0.00%
Fair Value Adjustments to Derivatives (Forex)	(15.89)	(9.70)	63.81%	(32.76)	(25.71)	27.43%
Financial Costs	(18.53)	(23.29)	-20.45%	(55.56)	(68.93)	-19.40%
Tax Income (Expenses)	10.25	17.72	-42.16%	34.29	36.60	-6.30%
Corporate Expenses (Shared)	(1.66)	(0.96)	72.44%	(7.51)	(6.84)	9.79%
Net Profit (Loss) for the Period	54.21	(21.15)	356.32%	(25.38)	(108.08)	76.51%
% to Total Sales	8.36%	-5.59%		-1.66%	-10.29%	



TCM Surface

In order to reflect future business expansion and broader product range of the Group, TCM Flooring was re-named and known as TCM Surface.

In Q3/2022, TCM Surface recorded revenue from sales and service at THB 648.53, increased by 71.56 percent compared to the previous year. Growing sales was mainly driven by the recovery in tourism industry and hospitality sector, the core customers of the business. However, business volume in overall was not fully coming back compared to the pre-COVID time.

Despite the impact from the turbulent world economy, and situation unrest between

Ukraine-Russia, TCM Surface achieved gross profit margin at 40.25 percent in Q3/2022, increased from 36.51 percent of the previous year. Apart from the adjustment in selling price, the major contributions included tight control and cost saving exercise, improvement in production efficiency, and the utilization of solar energy to reduce utility cost at production site.

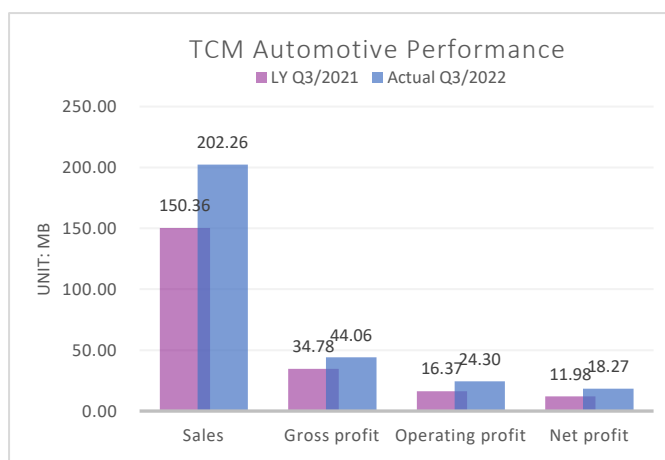
Total Selling and Administrative Expenses was THB 198.65 million, increased from the same period of the previous year which was recorded at THB 155.43 million. However, in term of percentage to sales, the total expenses were 10.49 percent lower than the previous year, as a result of operational restructuring to be lean organization with high efficiency, including strictly expenses control to reserve cash flow.

After taking out the inter-company expenses, financial costs, and taxes, the Group reported a net profit of THB 54.21 million, increased from the net loss of THB 21.15 million in the same period of the previous year.

TCM Automotive

Unit: MB

Details	Actual Q3/2022	Last Year Q3/2021	Diff % YoY	Actual 9M/2022	Last Year 9M/2021	Diff % YoY
Revenue from Sales and Services	202.26	150.36	34.52%	584.68	542.86	7.70%
Cost of Sales and Services	(158.21)	(115.58)		(466.07)	(420.31)	
Gross Profit	44.06	34.78	26.68%	118.61	122.55	-3.22%
% Margin	21.78%	23.13%		20.29%	22.58%	
Other incomes	0.45	1.24	-64.08%	2.49	7.65	-67.45%
Selling expenses	(7.73)	(7.26)	6.46%	(22.75)	(23.68)	-3.90%
Administrative expenses	(13.11)	(12.32)	6.40%	(37.15)	(33.53)	10.81%
Profit (Loss) from Exchange Rate	0.64	(0.07)	1080.26%	1.49	0.98	51.79%
Operating Income (EBIT)	24.30	16.37	48.43%	62.69	73.98	-15.27%
% EBIT to Total Sales	12.01%	10.89%		10.72%	13.63%	
EBITDA	31.15	29.30	6.32%	87.65	112.92	-22.38%
Financial Costs	(0.23)	(0.24)	-2.59%	(0.66)	(0.46)	41.75%
Tax Income (Expenses)	(4.89)	(3.29)	48.598%	(12.60)	(14.71)	-14.348%
Corporate Expenses (Shared)	(0.91)	(0.87)	5.01%	(2.60)	(2.06)	26.13%
Net Profit (Loss) for the Period	18.27	11.98	52.54%	46.84	56.75	-17.47%
% to Total Sales	9.03%	7.97%		8.01%	10.45%	



TCM Automotive

Growing momentum in Thai automotive industry has been in the uptrend throughout the year 2022. However, uncertainties still remained. Shortage of semiconductors continued to lengthen lead time in product delivery and the situation unrest between Ukraine-Russia has slow down the industry recovery and market condition. The revenue from sales and services of the Group was THB 202.26 million, increased 34.52 percent compared to the same period of the previous year. Gross margin was 21.72 percent, decreased from 23.13 percent in the previous year, due to the

incremental costs of raw materials and transportation, plus the larger revenue proportion of high-cost products.

Selling and Administrative expenses slightly increased compared to the same period of the previous year, but considered in line with the increasing sales order volume.

After taking out the inter-company expenses, financial costs, and taxes, the Group reported a net profit of THB 18.27 million or 9.03 percent of the revenue from sales and services. The EBITDA was THB 31.15 million, or 15.40 percent of the revenue from sales and services.

Consolidated Performance

Unit: THB million

Consolidated Statement	Q3/2022	Q3/2021	Diff	9M/2022	9M/2021	Diff
			% YoY			% YoY
Revenue						
Revenue from Sales and Services	2,037.63	2,018.50	0.95%	6,816.56	5,604.18	21.63%
Other Incomes	2.70	7.67	-64.78%	37.90	25.66	100.00%
Gain from exchange rate	20.13	13.21	52.36%	36.14	36.62	40.85%
Gain from fair value adjustments to derivatives	0.00	17.89	-100.00%	0.00	12.18	-100.00%
Total revenue	2,060.47	2,057.27	0.16%	6,890.60	5,678.64	21.34%
Expenses						
Cost of sales and services	(1,581.76)	(1,613.93)	1.99%	(5,445.17)	(4,478.71)	-21.58%
Selling expenses	(195.16)	(181.55)	-7.50%	(574.35)	(487.09)	-17.92%
Administrative & Corporate expenses	(232.54)	(222.74)	-4.40%	(683.24)	(652.26)	-4.75%
Loss from exchange rate	0.00	0.00	0.00%	0.00	0.00	0.00%
Loss from fair value adjustments to derivatives	(15.26)	0.00	-100.00%	(24.62)	0.00	-100.00%
Total expenses	(2,024.73)	(2,018.23)	-0.32%	(6,727.38)	(5,618.06)	-19.75%
Net profit before TAX	35.74	39.04	-8.47%	163.22	60.58	169.40%
Financial costs	(34.10)	(36.09)	5.53%	(96.71)	(104.27)	7.25%
Tax expenses	15.03	(4.74)	417.09%	10.55	(11.09)	195.10%
Profit (loss) for the quarter	16.66	(1.79)	1031.27%	77.06	(54.77)	240.68%
Profit (loss) for TCMC	16.59	(9.19)	280.56%	29.52	(93.15)	131.69%
EBITDA	128.50	107.12	19.95%	414.81	290.87	42.61%
Weighted average number of ordinary shares (shares)	763,201,125	763,201,125		763,201,125	763,201,125	
Basic earnings per share (Baht)	0.02	(0.01)		0.04	(0.12)	

Other Incomes

In Q3/2022, the Corporate Group had other incomes of THB 2.70 million from interests, rental fees, sale of assets, and scrap selling etc. compared to THB 7.67 million in the previous year. The gain from exchange rate was 20.13 which offset with loss from fair value adjustments to derivatives at THB 15.26 million, as a result of advance booking of derivative contracts of TCM Surface and TCM Living.

Financial Costs

The Corporate Group had financial cost of THB 34.10 million, decreased from THB 36.09 million in the previous year, resulted from loan repayment to the bank.

Statement of Financial Position

Statement of consolidated financial position	As of September 30, 2022	As of December 31, 2021	Unit THB million	
			Change	
			Million Baht	%
Total Assets	8,305.44	8,531.74	(226.30)	-2.65%
Total Liabilities	5,727.95	5,844.36	(116.41)	-1.99%
Shareholders' Equity	2,577.48	2,687.38	(109.89)	-4.09%
D/E Ratio	2.22:1	2.17:1		

The Corporate Group's total assets as of 30 September 2022 were lower than the total assets as of 31 December 2021 by THB 226.30 million or 2.65 percent. This was mainly from the decrease in current assets, including trade account receivable and other current receivable. Cash collection from sales and operating cash flow were improved, which benefit to the company's ability to settle its operating expenses. Total liabilities as of 30 September 2022 were lower than the total liabilities as of 31 December 2021 by THB 116.41 million or 1.99 percent. Shareholders' equity as of 30 September 2022 was lower than that as of 31 December 2021 by THB 109.89 million or 4.09 percent. As a result, D/E ratio at the end of the period was at 2.22:1 higher than 2.17:1 as of the year end 2021.

Key Financial Ratios

Key Financial Ratios	Q3/2022	FY 2021
Current ratio (times)	1.12	1.25
Quick ratio (times)	0.73	0.89
Account Receivable Turnover (times)	6.64	5.63
Account Payable Turnover (times)	4.89	4.46
Inventory turnover (times)	7.24	7.12
D/E ratio (times)	2.22	2.17
Return on equity (%)	1.33	(6.57)
Return on assets (%)	0.93	(1.41)
Assets turnover (times)	1.10	0.91

The Group recorded a current ratio at 1.12x and quick ratio at 0.73x as at 30 September 2022, slightly decreased from 1.25x and 0.89x in FY2021 respectively. However, the Group's liquidity and cash cycle still remain healthy as account receivable turnover stood at 6.64, improved from 5.63 in prior year. During the pandemic disruption, the extension of credit term to customers was taken into consideration thoroughly.

Similarly, the Group's ability to meet payments to suppliers still remained strong as can be seen from the account payable turnover of 4.89x as at 30 September 2022 compared to those of 4.46x in previous year. Finished products in stock were lower with the effort to decrease inventory stock. Inventory turnover improved from 7.12 in FY2021 to 7.24 in Q3/2022.

Debt to equity ratio was at 2.22x in Q3/2022, increased from 2.17x in FY2021 as a result of higher account receivable from higher sales and production volume. Return on equity, return on assets, and asset turnover were improved as well as the Group's financial result.