

13 November 2023

Subject Management's Discussion and Analysis of the Financial Statement for the Third Quarter ended 30 September 2023

To Managing Director of The Stock Exchange of Thailand

Enclosure Management's discussion and Analysis of the Financial Statement for the Third Quarter ended 30 September 2023,

1 set each of Thai and English

Nova Organic Public Company Limited ("NV") and its subsidiaries ("the Group") would like to submit the Company's audited Financial Statement for the Third Quarter ended 30 September 2023 to The Stock Exchange of Thailand.

The operation results of NV for the Third Quarter ended 30 September 2023 registered a net loss amounting 33.92 Million Baht. Please see further details in the Management's Discussion and Analysis of the Financial Statement as attached.

Please be informed accordingly.

Best regards,

(Ms. Yupin Chanjuthamard)  
Chief Executive Officer

The Management's discussion and Analysis of the Financial Statement for the Third Quarter ended 30 September 2023

### Summary of operating performance

Million baht

	Q3'23		Q3'22		Increase (Decrease)	
Revenue from sales	468.89	100%	567.32	100%	(98.43)	-17%
Cost of sales	266.67	57%	307.92	54%	(41.25)	-13%
<b>Gross profit</b>	<b>202.22</b>	<b>43%</b>	<b>259.40</b>	<b>46%</b>	<b>(57.18)</b>	<b>-22%</b>
Other income	3.60	1%	1.42	0%	2.18	154%
Selling expenses	178.14	38%	260.69	46%	(82.55)	-32%
Administrative expenses	67.64	14%	63.99	11%	3.65	6%
<b>Profit from operating activities</b>	<b>(39.96)</b>	<b>-9%</b>	<b>(63.86)</b>	<b>-11%</b>	<b>23.90</b>	<b>-37%</b>
Finance income	2.72	1%	2.86	1%	(0.14)	-5%
Reversal of the debt provision	2.08	0%	-	0%	2.08	0%
Gain (loss) from sale of assets	(0.01)	0%	-	0%	(0.01)	100%
Gain(loss) on revaluation of investments	4.06	1%	0.28	0%	3.78	1350%
Finance costs	(0.94)	0%	(0.73)	0%	(0.21)	29%
<b>Profit(loss) before income tax</b>	<b>(32.05)</b>	<b>-7%</b>	<b>(61.45)</b>	<b>-11%</b>	<b>29.40</b>	<b>-48%</b>
Tax income (expense)	(1.87)	0%	3.83	1%	(5.70)	-149%
<b>Profit (loss) for the period</b>	<b>(33.92)</b>	<b>-7%</b>	<b>(57.62)</b>	<b>-10%</b>	<b>23.70</b>	<b>-41%</b>
Actuarial gains for employee benefit plans	-	0%	-	0%	-	0%
Income taxes relate to items that will not be reclassified subsequently to profit or loss.	-	0%	-	0%	-	0%
<b>Total comprehensive income</b>	<b>(33.92)</b>	<b>-7%</b>	<b>(57.62)</b>	<b>-10%</b>	<b>23.70</b>	<b>-41%</b>

### operating performance

The Group's total sales revenue for the Third Quarter ended 30 September 2023 was 468.89 Million Baht, which decreased 98.43 Million Baht or 17 percent from the same period last year. The main reason is coupled with the current economic recession. As a result of this, brings to the decreased of sale order quantity of this product.

### Gross Profit

Gross Profit for the Third Quarter ended 30 September 2023 was 202.22 million Bath, It was decreased 22 percent from the same period last year. Because the production cost of the marketed product group has a high cost. In addition, the company has organized a free product promotion in the sale of a set of products to stimulate consumer purchases. As a result, gross profit has decreased.

### Selling Expenses

Selling expenses for the Third Quarter ended 30 September 2023 were 178.14 million Baht. It was decreased 82.55 million Baht or 32 percent from the same period last year, mainly due to the company cut down the advertising and promotion expenses such as television program broadcast time rent, advertising production cost, actor salary and promotion cost. In line with the current market situation.

### Administrative Expenses

Administrative expenses for the Third d Quarter ended 30 September 2023 were 67.64 million Baht. It was Increase 3.65 million Baht or 6 percent due to increased depreciation and asset disposal losses

### Net Profit

The Company has net loss for the Third Quarter ended 30 September 2023 was 33.92 million Baht, It was decreased of 23.70 Million Baht or equals to 41 percent from the same period last year.

### Financial Position

	30 September 2023	31 December 2022	Increase	% Increase
	Million baht	Million baht	(Decrease)	(Decrease)
Total Assets	1,440.72	1,526.17	(85.45)	-6%
Total Liabilities	159.62	144.77	14.85	10%
Shareholders' equity	1,281.10	1,381.40	(100.30)	-7%

### Total Assets

Total assets as of 30 September 2023 were 1,440.72 million Baht. It was decrease 85.45 Million Baht from 31 December 2022 due to a share repurchase program and the increase in land, buildings, and equipment

### **Total Liabilities**

Total liabilities as of 30 September 2023 were 159.62 Million Baht, It were increased 14.85 Million Baht from 31 December 2022. Mostly increase from trade account payable and others payable.

### **Shareholders' equity**

Shareholders' equity as of 30 September 2023 were 1,281.10 million Baht, It were decreased 100.30 Million Baht from 31 December 2022. by from the loss for the Third quarter of 2023 in the amount of 33.92 million baht and the share repurchase transaction of 66.39 million baht.