



บริษัท เอเชีย อินซูเลเตอร์ จำกัด (มหาชน)

Asian Insulators Public Company Limited.

No. AI 267 / 2567

November 14, 2024

Subject: Management's Discussion and Analysis for the third Quarter Year 2024

To : President The Stock Exchange of Thailand

Asian Insulators Public Company Limited (AI) with a commitment to manufacture and distribute of high quality porcelain insulators products for electricity distribution and transmission lines. The company has invested in the business of manufacturing and distributing Electrical Insulators, Engineering business, manufacturing and distributing vegetable oil and alternative energy biodiesel, as detailed below.

AI Engineering Services Co., Ltd. (AIES), with the objective of operating a construction contracting business and installing substations and high-voltage transmission lines. Asian Insulators Public Company Limited holds a 100.00 percent stake with the total registered capital of 200 million Baht.

AI Energy Public Company Limited (AIE) with registered capital of 1,308.07 million Baht, of which Asian Insulators Public Company Limited holds a 58.38 percent stake. The objective is to operate a business producing and distributing vegetable oil and biodiesel alternative energy.

The third Quarter year 2024 operating results based on the consolidated financial statement for 9 months, ending September 30, 2024.

Unit : Million Baht	THIRD QUARTER				January - September			
	2024	2023	Increase (Decrease)	(%)	2024	2023	Increase (Decrease)	(%)
Operating results (Consolidated)								
Total Revenues	2,437.83	1,912.71	525.11	27.45	6,558.91	6,442.94	115.97	1.80
Total Expenses	2,290.89	1,897.51	393.37	20.73	6,211.89	6,345.35	(133.46)	(2.10)
Profit before Income Tax								
Expenses	146.94	15.20	131.74	866.71	347.02	97.59	249.43	255.59
Income Tax Expenses	22.72	4.06	18.66	459.61	48.72	20.45	28.27	138.24
Net Profit (loss)	124.22	11.14	113.08	1,015.08	298.30	77.14	221.16	286.70
Net Profit(loss) Equity holders of the parent	111.25	13.20	98.05	742.80	259.04	78.50	180.54	229.99



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The Net Profit for the third quarter year 2024 was 111.25 million Baht; while in the third quarter year 2023 Net Profit was 13.20 million Baht. The net profit was increased 98.05 million Baht; or increased 742.80 % realized 2,437.83 million Baht for total revenue in the third quarter year 2024 which compared to revenue of the third quarter year 2023 was 1,912.72 million Baht; increased by 27.45 %, or 525.11 million Baht. While the total expenses was 2,290.89 million Baht in the third quarter year 2024; compared to total expenses was 1,897.52 million Baht in the third quarter year 2023, increased by 20.73 % or 393.37million Baht.

The Net Profit for the nine month year 2024 was 259.04 million Baht; while in the nine months for year 2023 Net Profit was 78.50 million Baht. The net profit was increased 180.54 million Baht; or increased 229.99 % realized 6,558.91 million Baht for total revenue in the nine months for year 2024 which compared to revenue of the nine months for year 2023 was 6,442.94 million Baht; increased by 1.80 %, or 115.97 million Baht. While the total expenses was 6,211.89 million Baht in the nine months for year 2024; compared to total expenses was 6,345.35 million Baht in the nine months for year 2023, decreased by 2.10 % or 133.46 million Baht.

1.Insulators Business

Unit : Million Baht	THIRD QUARTER				January - September			
	2024	2023	Increase (Decrease)	(%)	2024	2023	Increase (Decrease)	(%)
Revenue	267.07	96.34	170.73	177.22	641.01	355.28	285.73	80.42
Cost of goods sold	130.15	57.23	72.92	127.42	320.02	201.20	118.82	59.06
Gross profit	136.92	39.11	97.81	250.09	320.99	154.08	166.91	108.33

The Company realized 267.07million Baht for revenue from selling Porcelain Insulators in the third quarter year 2024 which compared to revenue of the third quarter year 2023 was 96.34 million Baht; increased by 177.22 %, or 170.73 million Baht. While the cost of goods sold was 130.15 million Baht in the third quarter year 2024; compared to cost of goods sold was 57.23 million Baht in the third quarter year 2023, increased by 127.42 % or 72.92 million Baht. The gross profit margin was 136.92 million Baht.

The Company realized 641.01million Baht for revenue from selling Porcelain Insulators in the nine months year 2024 which compared to revenue of the nine months year 2023 was 355.28 million Baht; increased by 80.42 %, or 285.73 million Baht. While the cost of goods sold was 320.02 million Baht in the nine months year 2024; compared to cost of goods sold was 201.20 million Baht in the nine months year 2023, increased by 59.06 % or 118.82 million Baht. The gross profit margin was 320.99 million Baht. This is a result of increased government procurement , with most of the company's products being sold to Provincial Electricity Authority (PEA), Metropolitan Electricity Authority (MEA) and Engineering and Construction business.



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2. Engineering Business

Unit : Million Baht	THIRD QUARTER				January - September			
	2024	2023	Increase (Decrease)	(%)	2024	2023	Increase (Decrease)	(%)
Revenue from the Engineering Construction	16.39	0.80	15.59	1,948.75	25.21	45.17	(19.96)	(44.19)
Cost of construction	15.47	0.53	14.94	2,818.87	24.63	36.59	(11.96)	(32.69)
Gross profit	0.92	0.27	0.65	240.74	0.58	8.58	(8.00)	(93.24)

The Company realized 16.39 million Baht for revenue from the Engineering Construction in the third quarter year 2024 which compared to revenue of the third quarter year 2023 was 0.80 million Baht; increased 15.59 million Baht, or 1,948.75 % while the cost of construction was 15.47 million Baht in the third quarter year 2024; compared to cost of construction in the third quarter year 2023 was 0.53 million Baht; increased by 14.94 million Baht, or 2,818.87 %. The gross profit margin was 0.92 million Baht.

The Company realized 25.21 million Baht for revenue from the Engineering Construction in the nine month year 2024 which compared to revenue of the nine month year 2023 was 45.17 million Baht; decreased 19.96 million Baht, or 44.19 % while the cost of construction was 24.63 million Baht in the nine month year 2024; compared to cost of construction in the nine month year 2023 was 36.59 million Baht; decreased by 11.96 million Baht, or 32.69 %. The gross profit margin was 0.58 million Baht. As it is in the first stage of gradually recognizing revenue from a substation construction project for the Provincial Electricity Authority.

3. Alternative Energy and Vegetable Oil Business

Unit : Million Baht	THIRD QUARTER				January - September			
	2024	2023	Increase (Decrease)	(%)	2024	2023	Increase (Decrease)	(%)
Revenue	2,150.76	1,811.21	339.55	18.75	5,880.62	6,032.06	(151.44)	(2.51)
Cost of goods sold	2,088.95	1,791.36	297.59	16.61	5,704.13	5,955.42	(251.29)	(4.22)
Gross Profit Margin	61.81	19.85	41.96	211.39	176.49	76.64	99.85	130.28

The Company realized the revenue for 2,150.76 million Baht from selling Biodiesel (B100), vegetable oil and it's by products business in the third quarter year 2024 which compared to revenue from selling Biodiesel (B100),



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vegetable oil and it's by products in the third quarter year 2023 was 1,811.21 million Baht; increased 339.55 million Baht or 18.75 %. While the cost of goods sold was 2,088.95 million Baht in the third quarter year 2024; compared to cost of goods sold in the third quarter year 2023 was 1,791.36 million Baht; increased 297.59 million Baht or 16.61 %. The gross profit margin was 61.81 million Baht.

The Company realized the revenue for 5,880.62 million Baht from selling Biodiesel (B100), vegetable oil and it's by products business in the nine months for year 2024 which compared to revenue from selling Biodiesel (B100), vegetable oil and it's by products in the nine months for year 2023 was 6,032.06 million Baht; decreased 151.44 million Baht or 2.51 %. While the cost of goods sold was 5,704.13 million Baht in the nine months for year 2024; compared to cost of goods sold in the nine months for year 2023 was 5,955.42 million Baht; decreased 251.29 million Baht or 4.22 %. The gross profit margin was 176.49 million Baht. This is a result of due to the fluctuation of CPO price during the 9-month period of 2024 within a short period of time, and CPO price was slightly fluctuation with low spread gap as compare to the same period of last year. However, the Company determined the policy that focused on the management of raw material (CPO) by trying to maintain inventories turnover rate between 15 - 25 days for alleviates the impact of the fluctuation of CPO on the Company's performance.

Selling & administration expenses ,Cost of financial expenses,Tax expense

Unit : Million Baht	THIRD QUARTER				January - September			
	2024	2023	Increase (Decrease)	(%)	2024	2023	Increase (Decrease)	(%)
consolidated								
Selling & administration expenses	56.15	47.81	8.34	17.44	162.81	150.89	11.92	7.90
Cost of financial expenses	0.17	0.59	(0.42)	(71.19)	0.30	1.24	(0.94)	(75.81)
Tax expense	22.72	4.06	18.66	459.61	48.72	20.45	28.27	138.24

The Company and subsidiaries had the Selling & administration expenses was 56.15 million Baht in the third quarter year 2024 compared to the third quarter year 2023 which was 47.81 million Baht, increased 8.34 million Baht, or 17.44 %. And for the nine months period ending on September 30, 2024 compared to the nine month period ending on September 30, 2023, there was an increase in selling and administrative expenses of 11.92 million Baht (11.92%)

The Company and subsidiaries had the cost of financial expenses in the third quarter year 2024 which was 0.17 million Baht, decreased 0.42 million Baht.(71.19%) compared to the third quarter year 2023 which was 0.59 million Baht. And for the nine months period ending on September 30, 2024 compared to the nine months period ending on September 30, 2023, there was an decrease in cost of financial expenses of 0.94 million Baht (75.81%)



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The Company and subsidiaries had the tax expense in the third quarter year 2024 which was 22.72 million Baht, increased 18.66 million Baht.(459.61%) compared to the third quarter year 2023 which was 4.06 million Baht. And for the nine months period ending on September 30, 2024 compared to the nine months period ending on September 30, 2023, there was an increase in tax expense of 28.27 million Baht (138.24%)

Financial

Unit : million Baht	As September 30, 2024
Assets	3,851.24
Liabilities and equity	632.35
Equity	3,218.89

Total assets as September 30, 2024 was 3,851.24million Baht which was increased by 323.71 million Baht or 9.18 % compared to September 30, 2023 which was 3,527.53 million Baht. The reason was from the increased cash and cash equivalents , short-term investments , trade and other current receivables ,unbilled completed work , Inventories , other current assets and property, plant and equipment.

Total liabilities as September 30, 2024 was 632.35 million Baht which was increased by 129.52 million Baht or 25.76 % compared to September 30, 2023 which was 502.83 million Baht. The reason was from the increased payment for purchased inventories and purchased of assets.

Total Shareholders' Equity as September 30, 2024 was 3,218.89 million Baht which was increased by 194.19 million Baht or 6.42 % compared to September 30, 2023 which was 3,024.70 million Baht. This is an increase in operating results for the nine month period ending on September 30, 2024 and the Company paid an interim dividend on September 6, 2024 in the amount of 105 million baht.

Cash at the end of Q3 2024 was 432.06 million Baht, while at the end of Q2 2024 it was 336.46 million Baht, an increase due to the continuous profitable operations, including the interim dividend payment.

Liquidity (Consolidated) :

Liquidity ratio for the September 30, 2024 was 3.47 time which compared to the liquidity ratio at the September 30, 2023, which was 3.47 time.

Debt to equity ratio was 0.20 times for the September 30, 2024 compared to the September 30, 2023 which was 0.17 time. increased 0.03 time.



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Factors that may affect operations or future growth

Porcelain Insulators Business

As the market leader, The Company manufactures and distributes Porcelain Insulators which are used in distribution and transmission of electricity. The major clients are Utilities / State Enterprise such as the Provincial Electricity Authority (PEA) and the Metropolitan Electricity Authority (MEA). If there is any change in demand for Porcelain Insulators, it will be reflected in the revenue and profit of the Company.

Regardless the above, Utilities / State Enterprises have the policy and projects to expand the distribution and transmission line network as per National Development Plan. The expansion of the distribution and transmission lines networks shall be in line with the development and expansion of economic and Gross Domestic Products (GDP) of the country, and has indication of continuing growth and demand. Also the Utilities / State Enterprises have a clear policy in the procurement and require the quality products as per international .

Engineering Business

Engineering business for specialize in design, supply and construction of high voltage substation and transmission line is to expose to the business risk, since most of them are turnkey projects which belong to the Utilities / State Enterprise. The Company business has to realize on their expansion power projects network. The Utilities / State Enterprise have the policy to expand the distribution and transmission line network as per the National Development Plan. The expansion of the distribution and transmission line networks shall be in line with the development and expansion of economic and Gross Domestic Products (GDP) of the country, and has indication of continued growth and demand. Also the Utilities / State Enterprises have the clear policy in the contractor which have the qualified past record performance in the same engineering fields.

The Company has the qualification to perform the engineering work according to the requirement of the Utilities / State Enterprise, the company has also given services to private companies which required the engineering services in design, supply and construction of substation and transmission line for their factories and facilities. This has reduced the great deal of the risk in having only one client. All the projects that the Company is involved in shall be insured by damage insurance for all risks.

Alternative Energy and Vegetable Oil Business

AI Energy Public Company Limited operates the business of producing and distributing biodiesel (B100), edible oil, pure glycerin, raw materials and by-products from production, and contract manufacturing. Considering the growth of each product, biodiesel is a product with high growth and competition. This is because the Ministry of Energy, together with the Ministry of Agriculture and Cooperatives, and the Ministry of Finance, have developed an action plan to develop and promote the use of biodiesel (B100) to create tangible strategic development. The company has prepared to cope with



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the competition that may become more intense in the future. The company places importance on continuously developing the efficiency of the production process to enhance the efficiency and effectiveness of production to the utmost. This will enable the company to control production costs and expenses more effectively while still maintaining the quality of biodiesel products according to the specified criteria. The company benefits from economies of scale from the crude palm oil refining capacity of 1,150,000 kilograms of crude palm oil per day. In the past, the company has invested more to increase efficiency and reduce production costs in the biodiesel production by using palm fatty acids, one of the by-products from the refining of crude palm oil, as a raw material for biodiesel production. And expand the biodiesel production capacity to 722,000 liters of biodiesel per day to benefit from economies of scale in the biodiesel production. In addition, the company has invested in the construction of a 99.5% pure glycerin refinery with a production capacity of 100,000 kilograms of pure glycerin per day, which adds value to the by-product, crude glycerin. It is a process of taking crude glycerin and refining it to obtain pure glycerin, which is used as a precursor in the synthesis of other chemicals in downstream industries, which are commonly used in the personal care, food, medicine, and cosmetic industries (Pharmaceutical Grade). The addition of new products and expansion of new customer bases that are not in the highly competitive biodiesel industry and whose sales volume and price are controlled by the government are part of the company's strategy to expand products into other industries to increase revenue from new products in markets with new customer groups and good growth rates, products that are in high demand in foreign markets.

Please be informed accordingly.

Yours sincerely,

(Thanit Thareratanavibool)

Director and Chief Executive Officer