



Q1 >> 2022

OPPORTUNITY DAY

South East Asia's
Largest 2-wheel Tire
Manufacture

ISIN Number

Local : TH0755010Z09 / Foreign : TH0755010Z17

NVDR : TH0755010R17 / Stock Symbol : HFT

AGENDA



Part 1 : COMPANY INTRODUCTION



Part 2 : SALES PERFORMANCE



Part 3 : FINANCIAL HIGHLIGHT



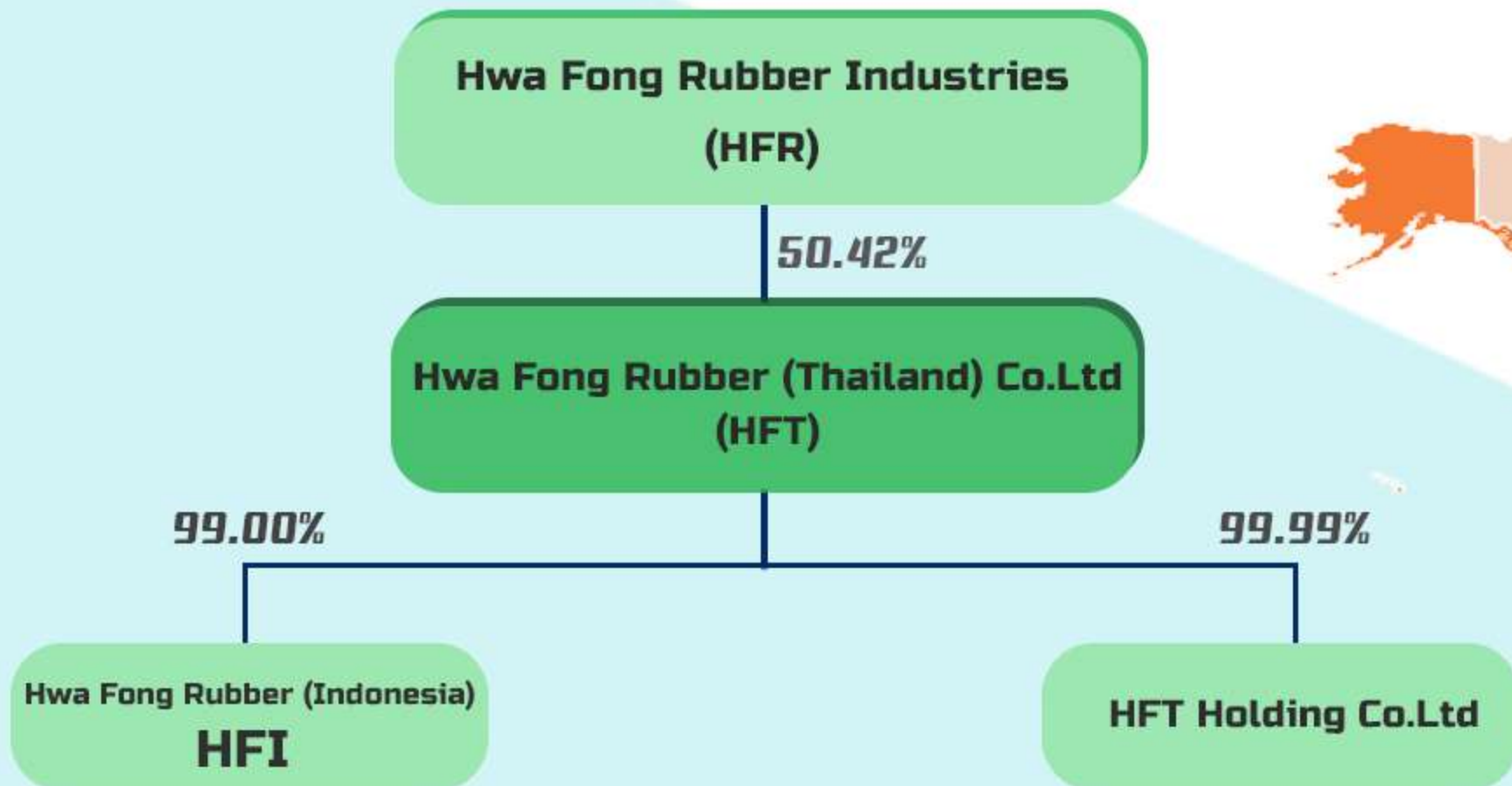
Part 4 : Question & Answer

Company Introduction



Group Structure

Hwa Fong Rubber (Thailand) Co.Ltd ("HFT")
was established in 1987, HFT's majority shareholder is Hwa Fong Rubber Industries Co,Ltd ("HFR")



Group Spread



COMPANY PRODUCTS



Unit : Million Baht

Q1/2021

Q4/2021

Q1/2022

QoQ

YoY

Motorcycle Tire & Tube

401.37

523.54

399.21

-23.75 %

-0.54 %

Bicycle Tire & Tube

307.50

480.56

450.44

-6.27 %

46.48 %

Small logistics equipment vehicle Tire & Tube

32.92

53.52

61.73

-15.34%

87.52 %

OTHER

10.29

14.62

13.99

-4.31 %

35.96 %

Total

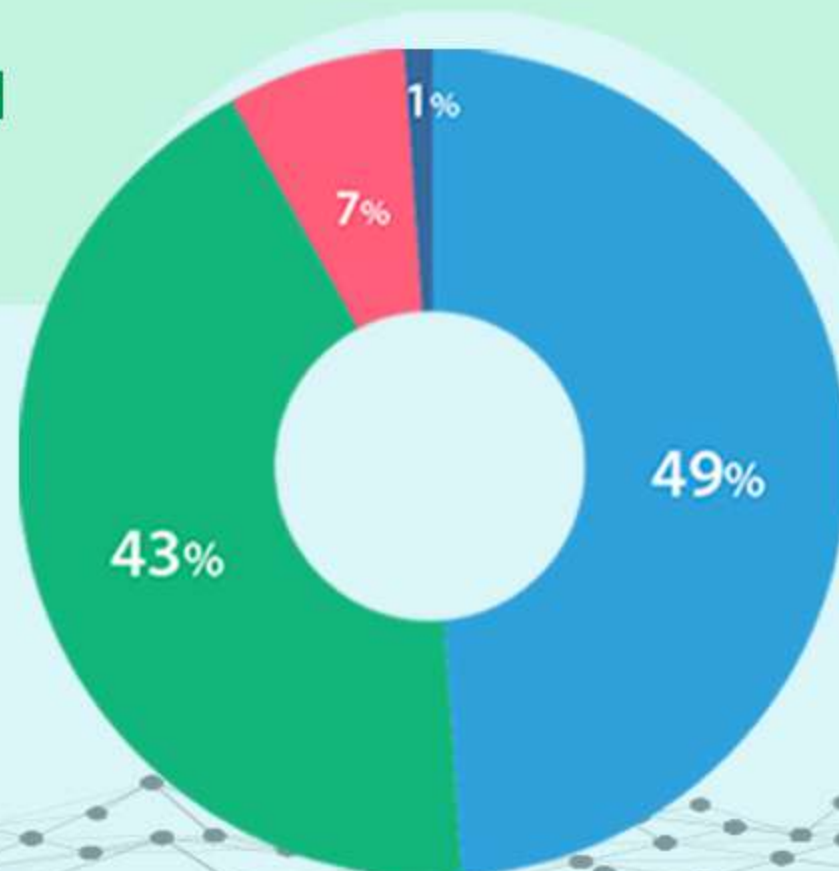
752.08

1,072.24

925.37

-13.70 %

23.04 %



- Motorcycle Tire & Tube
- Bicycle Tire & Tube
- Small logistics equipment vehicle Tire & Tube
- Others

GLOBAL SALE



Unit : Million Baht

Q1/2021

Q4/2021

Q1/2022

QoQ

YoY

THAILAND

175.32

264.52

191.31

-27.68 %

9.12 %

ASIA

224.37

239.95

207.87

-13.37 %

-7.35 %

EUROPE

278.97

450.61

447.35

-0.72 %

60.36 %

AMERICA

62.88

103.17

75.63

-26.69 %

20.28 %

OTHER

10.54

13.99

3.21

-77.06 %

-69.54 %

Total

752.08

1,072.24

925.37

-13.70 %

23.04 %



SALES PERFORMANCE

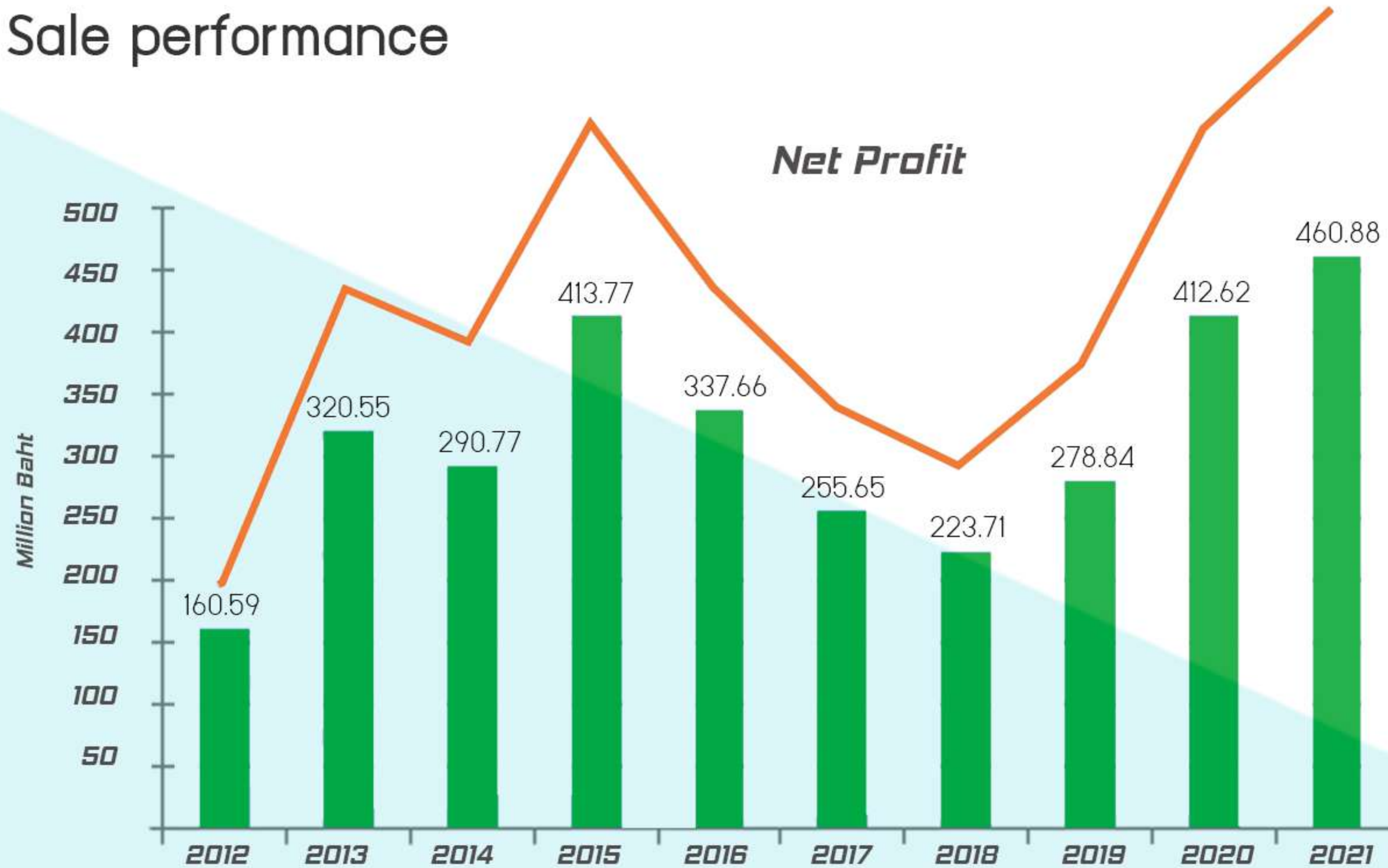


10 Years Sale performance



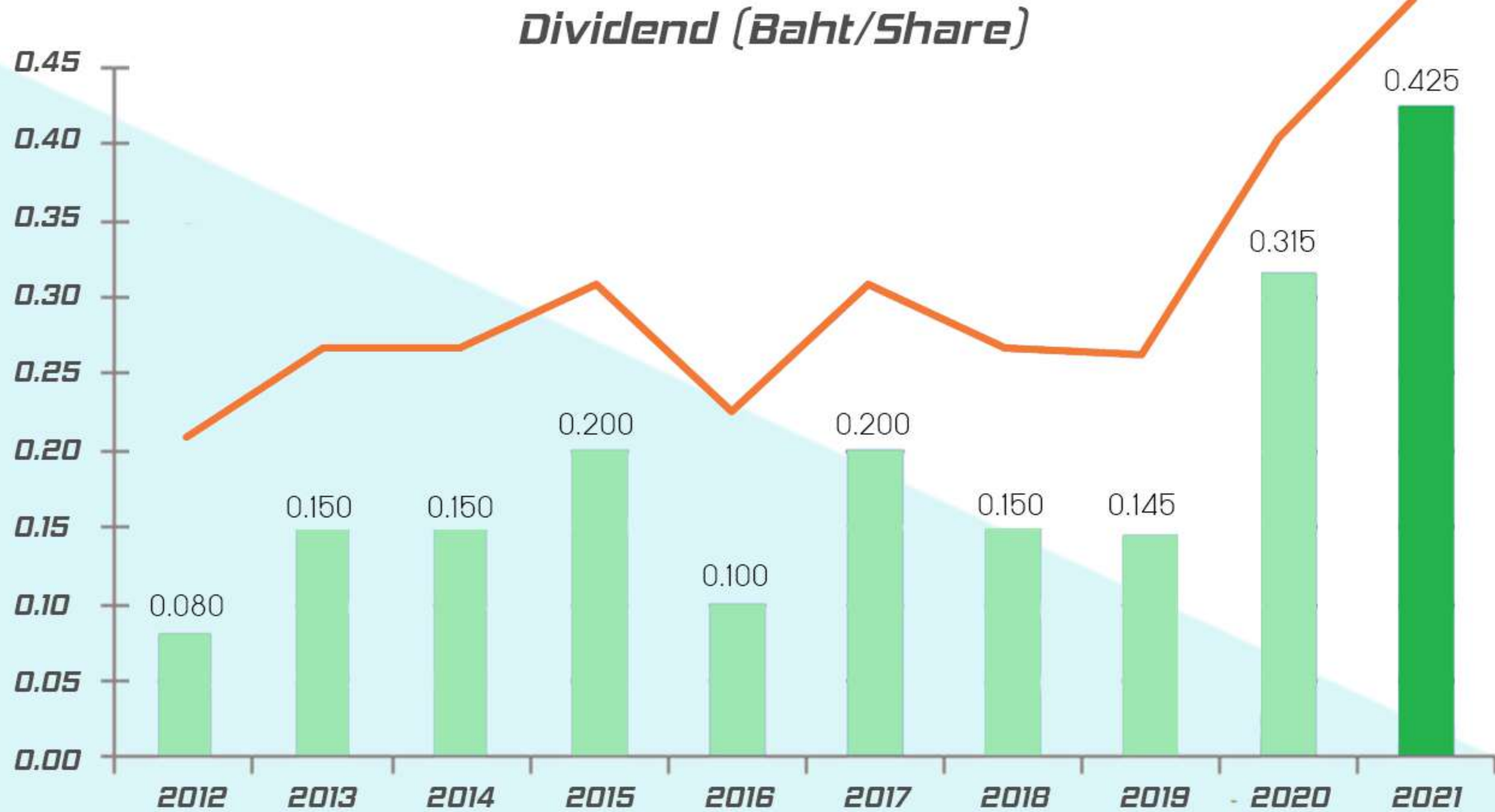
SALES PERFORMANCE

10 Years Sale performance



SALES PERFORMANCE

10 Years Sale performance

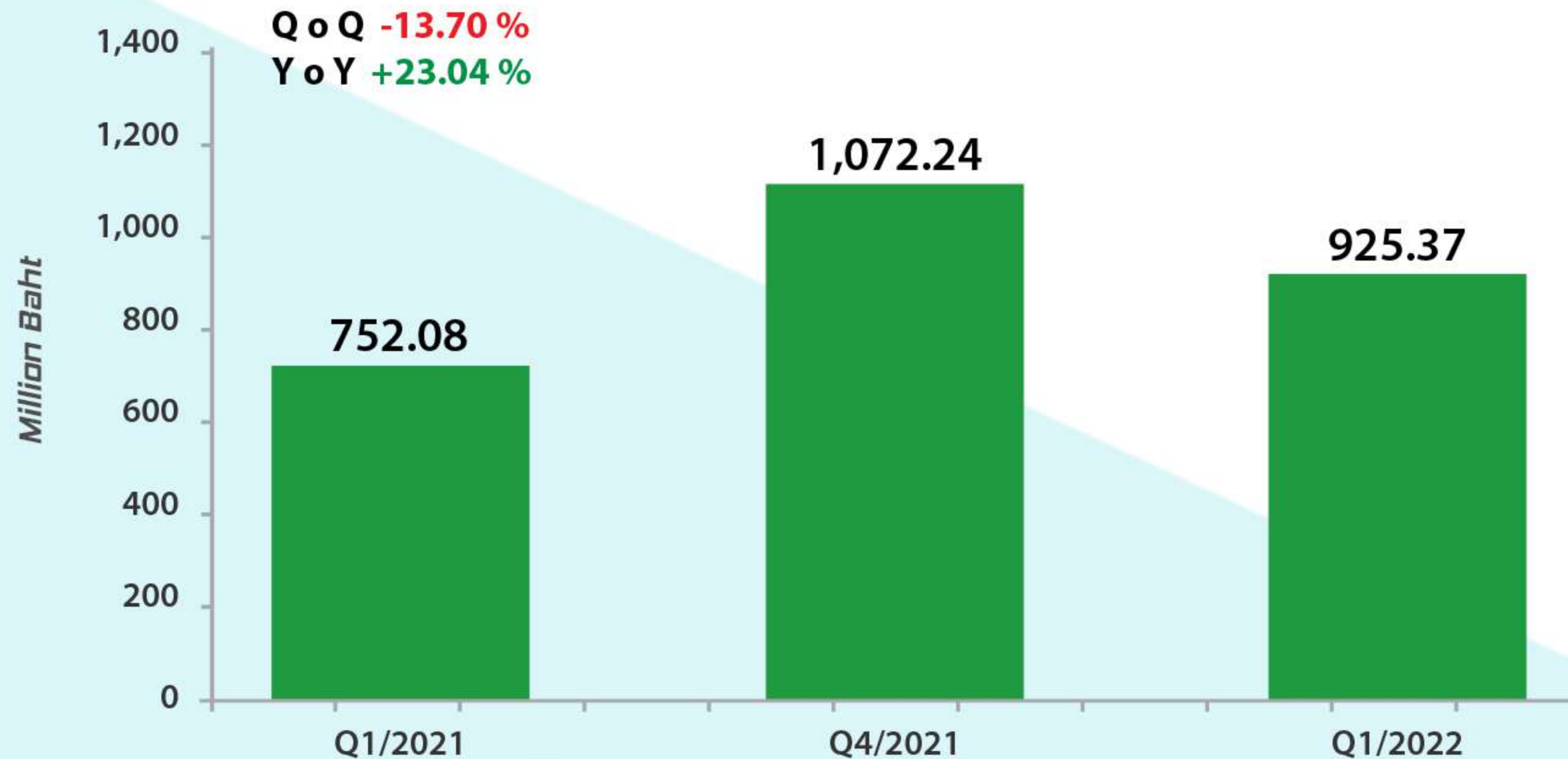


FINANCIAL HIGHLIGHT

Unit : Million Baht	Q1/2022	Q1/2021	% Chg	Q4/2021	% Chg
Net Sale	925.37	752.09	23.04 %	1,072.25	-13.70 %
Cost of goods sold	(774.18)	(570.68)	35.66 %	(882.63)	-12.29 %
Gross profit	151.19	181.41	-16.66%	189.62	-20.27 %
<i>Gross profit %</i>	<i>16.34 %</i>	<i>24.12 %</i>	<i>-7.78 %</i>	<i>17.68 %</i>	<i>-1.35 %</i>
SG & A	(38.42)	(41.93)	-8.37 %	(54.12)	-29.01 %
Gain (loss) on foreign exchange rate	4.42	20.04	-77.94 %	(2.08)	-312.50 %
EBITDA	150.86	184.29	-18.14 %	161.65	-6.67 %
<i>EBITDA %</i>	<i>16.30 %</i>	<i>24.50 %</i>	<i>-8.20 %</i>	<i>15.08 %</i>	<i>1.23 %</i>
Net profit	98.72	135.21	-26.99 %	109.33	-9.70 %
<i>Net Profit %</i>	<i>10.67 %</i>	<i>17.98 %</i>	<i>-7.31 %</i>	<i>10.20 %</i>	<i>0.47 %</i>
<i>EPS (Baht)</i>	<i>0.15</i>	<i>0.21</i>	<i>-28.57 %</i>	<i>0.17</i>	<i>-11.76 %</i>

FINANCIAL HIGHLIGHT

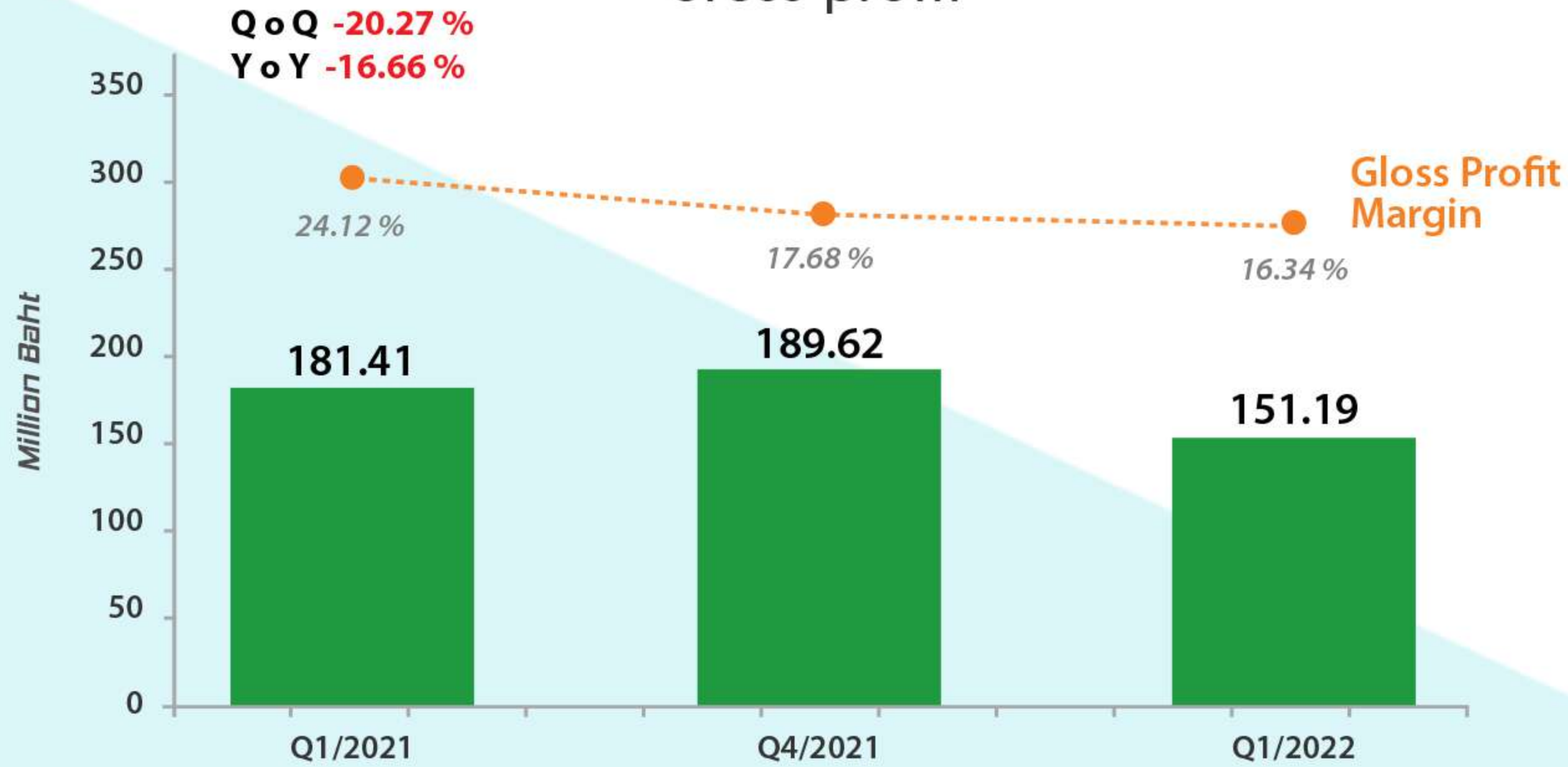
Net Sale



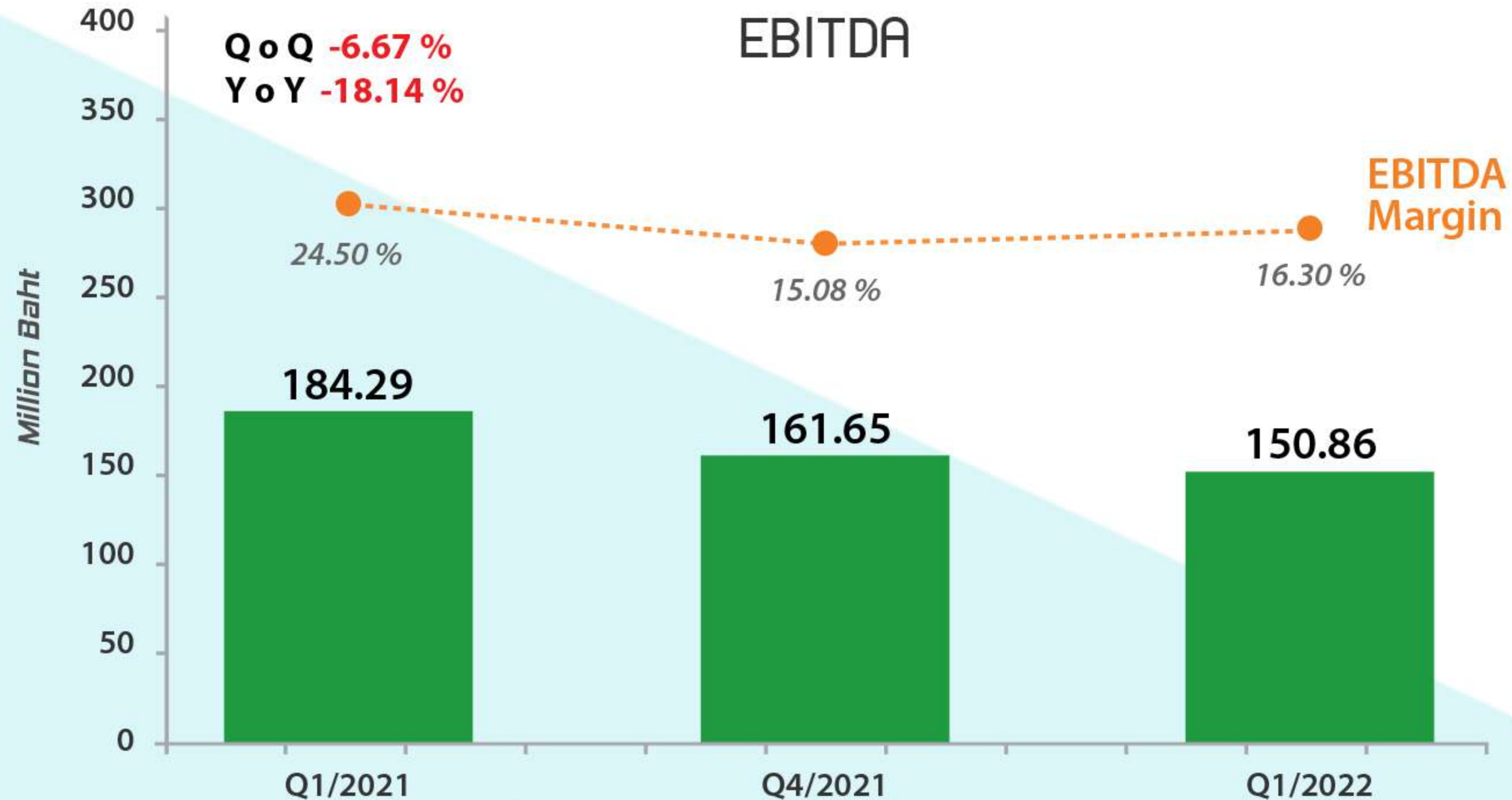
FINANCIAL HIGHLIGHT



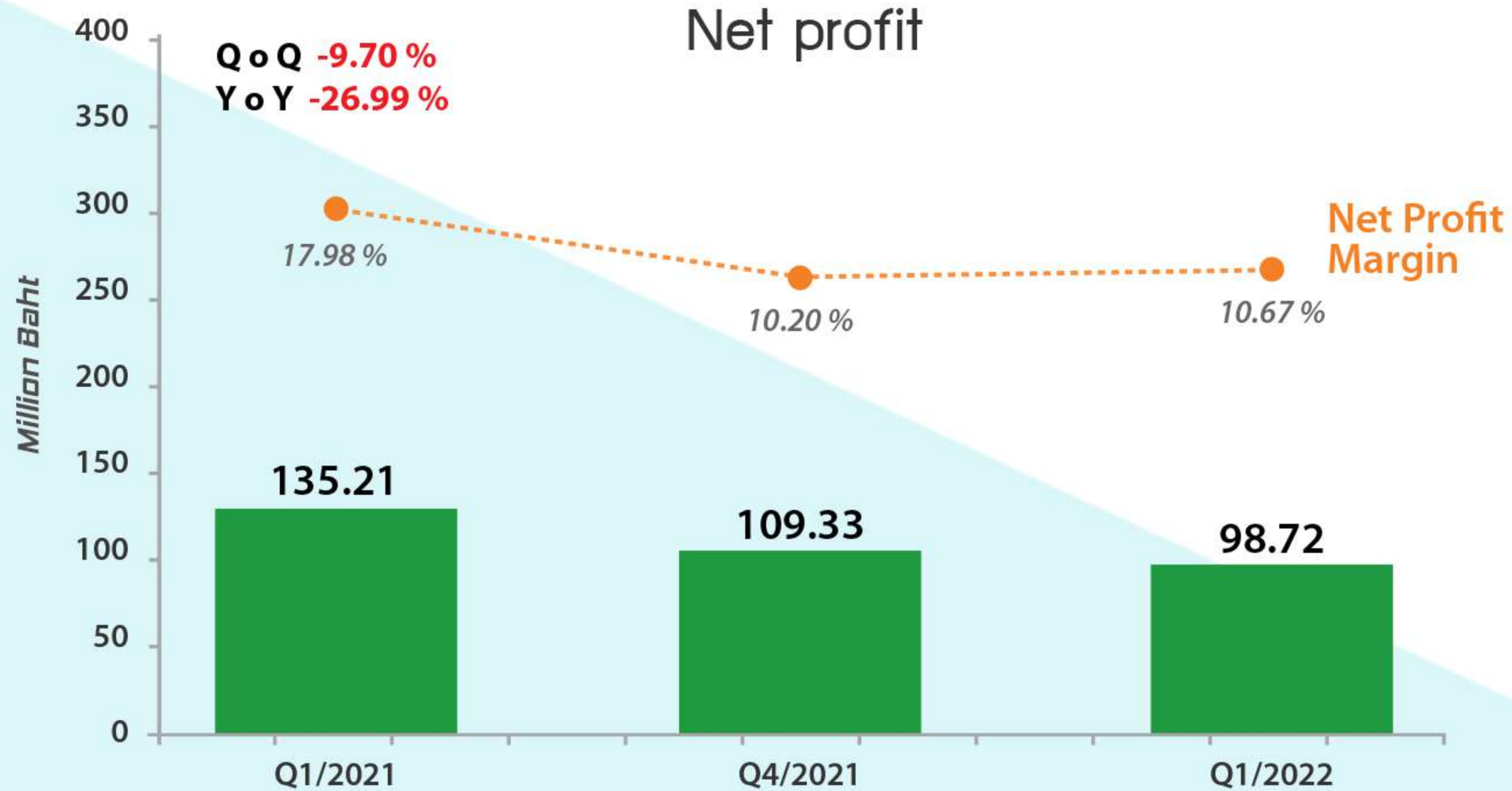
Gross profit



FINANCIAL HIGHLIGHT



FINANCIAL HIGHLIGHT



Question & Answer

THANK YOU FOR YOUR TIME

Q&A



@hftofficial