

## **Pricing Policy**



**THAI AUTO TOOLS AND DIE PUBLIC COMPANY LIMITED**

**(“The Company”) and Subsidiaries (“Group”)**

## Pricing Policy

In order to ensure clarity and consistency in pricing practices in line with the Company's policy and to enhance internal controls, the Company has established this policy to ensure that relevant employees are aware of and understand the correct work procedures according to the policy.

### 1. Purpose

To ensure clarity and consistency in client pricing practices by adhering to the procedures detailed below.

### 2. Sales Pricing Factors

- 2.1 Whenever determining client selling prices, consider setting prices based on cost by calculating the cost plus profit per unit = Unit cost (Cost) + Desired profit (Margin).
- 2.2 Prices can also be set based on client demand, depending on market demand, which may vary according to market conditions.
- 2.3 Prices can also be set based on competitors by evaluating how competitors set prices, with the aim of receiving a purchase order.
- 2.4 Prices can also be set for promotional or marketing purposes (promotional pricing).

The Company's sales prices will be determined based on the following criteria:

Work Type	Pricing Criteria
DIES	Cost + Margin 5-15%
ASSEMBLY JIGS	Cost + Margin 5-15%
CHECKING FIXTURES	Cost + Margin 5-15%
OTHER	Cost + Margin 5-15%
PART STAMPING	Cost + Margin 5-15%

The formula for calculating the selling price based on the type of work is as follows:

Selling price of goods = Cost + Margin (Profit)

However, the Group has established pricing criteria among its subsidiaries as follows:

1. PART STAMPING SALES

Selling price for PART STAMPING = Client's PART selling price – 3%

2. MATERIAL SALES

Selling price for MATERIAL = MATERIAL cost price + 3%

Sales prices are to be approved in accordance with the Company's approval authority table.

This policy was approved by the Board of Directors Meeting No. 4/2025 on 14 November 2025, effective from 14 November 2025 onwards.

- *Dr. Damri Sukhotanang* -

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Chairman of the Board of Directors