

Discount Policy



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THAI AUTO TOOLS AND DIE PUBLIC COMPANY LIMITED

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

Discount Policy

In order to ensure clarity, consistency, and alignment with the Company's policies in the discounting process, as well as to enhance internal controls, the Company has established this policy to ensure that all relevant employees are aware of and understand the correct and clear procedures.

1. Purpose

Offering discounts is part of the Company's business operations. Discounts are a key marketing strategy of the Marketing Department to incentivize customers to purchase products. The establishment of this policy is aimed to ensure clarity and consistent practices in the discounting process and ensure that discount proposals are understood by the relevant authorized approvers.

2. Work Procedures

1. The criteria for considering client discounts are as follows:
 - Clients will immediately make a purchase order upon receiving the discount.
 - Discounts can be offered to clients in certain items provided that calculations of the overall project results in the desired profit.
2. Offering discounts to ensure continuity in the mass production of parts refers to discounts resulting in low profits or even operational losses in the manufacture of metal stamping dies, assembly jigs and checking fixtures with the aim of recovering profits from future mass production. However, these conditions require the prior approval of management.

The discount rate for each type of work is as follows:

Work Type	Initial Discount Rate (%)
DIES	1% -15%
ASSEMBLY JIGS	1% - 15%
CHECKING FIXTURES	1% - 15%
OTHER	1% - 15%
PART STAMPING	1% - 15%

TAT

บริษัท ไทย ออโต ทูลส์ แอนด์ ดาย จำกัด (มหาชน)

THAI AUTO TOOLS AND DIE PUBLIC COMPANY LIMITED

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

Selling price of goods = Cost + Margin (Profit),
resulting in a discount with a margin (profit) of 1% - 15%.

Discounts 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* -

Dr. Damri Sukhotanang

Chairman of the Board of Directors