

No. BT 009/2022

May 11th, 2022

Subject: Management Discussion and Analysis for the first quarter of year 2022
To: President
The Stock Exchange of Thailand

Bliss Intelligence Public Company Limited and subsidiaries (“the company”) have submitted the consolidated financial statements for the first quarter of year 2022 ended March 31, 2022, which reported net profit of Baht 5.03 million, increasing of Baht 94.15 million or 106% as compared to net loss of Baht 89.12 million in the same period of prior year. The company hereby reports the operating result as follows.

1. Total revenues from sales and services

The company’s total revenues were Baht 107.80 million, increasing of Baht 56.97 million or 112% as compared to total revenues of Baht 50.83 million in the same period of prior year. Details were as follows:

- 1.1 Revenue from sales were Baht 0.05 million, decreasing of Baht 3.79 million or 99% as compared to Baht 3.84 million in the same period of prior year as the installation of equipment completed and already recognized in the prior year.
- 1.2 Revenue from services amounted to Baht 50.86 million, increasing by Baht 5.36 million or 12% as compared to Baht 45.50 million from the same period of last year mainly related to the project of service providing high-speed internet in remote area Zone C, Group 2 North 2 Region (USO) which was fully delivered of 2,425 sites.
- 1.3 Other revenues amounted Baht 56.89 million, increasing of Baht 55.40 million or 3,717% due to the reversal of loss allowance for trade receivables after receiving payment.

2. Cost of sale and cost of rendering of services

The Group’s total cost of sale and cost of rendering services amounted to Baht 47.17 million, decreasing of Baht 16.75 million or 26% as compared to total cost of sale and cost of rendering of services of Baht 63.92 million in the same period of prior year. Details were as follows:

- 2.1 Cost of sale amounted to Baht 0.05 million, decreasing by Baht 4.18 million or 99% as compared to Baht 4.23 million YoY in accordance with a decline in revenue from sales.
- 2.2 Cost of services fee amounted to Baht 47.11 million, increasing by Baht 12.58 million or 21% as compared to Baht 59.69 million YoY.

3. Gross profit

The company reported gross profit of Baht 3.73 million, improving from a reported negative gross profit of Baht 14.58 million in the same period of previous year. The company's gross profit margin was 7.34% significant increased as compared to -14.58% in the same period of prior year mainly related to the project of service providing high-speed internet in remote area Zone C, Group 2 North 2 Region (USO).

4. Total expenses

The Group's total expenses amounted to Baht 55.50 million, improved by Baht 20.44 million or 27% YoY as compared to total expenses of Baht 75.94 million in the same period of prior year. Key reasons were:

- 4.1 a decline in loss allowance for trade receivables of Baht 8.90 million
- 4.2 employee expenses decreased of Baht 2.27 million due to the company restructuring.
- 4.3 financial expenses decreased of Baht 7.90 million from short term loan repayment.

Please be informed accordingly.

Your sincerely,

(Petcharat Thongtang)

Managing Director