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(Translation)

12 May 2022

Subject Management's Discussion and Analysis
 Operating results for the three-month period ended March 31, 2022
 To The President
 The Stock Exchange of Thailand

The operating results of Copperwired Public Company Limited and its subsidiary ("the Company") according to the consolidated financial statements for the three-month period ended March 31, 2022 can be summarized below.

OPERATING RESULTS

	For the three-month period ended 31 March (Million Baht)		Increase (Decrease)
	2021	2020	Percent
Revenue from sale of goods and services	1,776.63	1,031.47	72.24
Other income	18.35	7.07	159.55
Total revenue	1,794.98	1,038.54	72.84
Costs of sales of goods and services	1,558.45	889.38	75.23
Selling Expenses	155.62	86.04	80.87
Administrative expenses	42.58	29.46	44.53
Total expenses	1,756.65	1,004.88	74.81
Operating profit	38.33	33.66	13.87
Finance costs	14.40	2.34	515.38
Tax expense	6.19	6.33	(2.21)
Profit for the period	17.74	24.99	(29.01)

During the 1st quarter of 2022, the Company's revenue was 1,794.98 million baht, which increased by 756.44 million baht or 72.84% from the same period of 2021, and net profit was 17.74 million baht, which decreased by 7.25 million baht or 29.01% from the same period of 2021. Q1'2022 expenses relating to the acquisition of business and assets of IBIZ Plus Network Co., Ltd. amounted to 11.14 million baht being interest expenses on long-term loan of 1.85 million baht, interest expense on business acquisition payable of 7.60 million baht, and amortization of intangible assets of 1.69 million baht.

Revenue

As of 31 March 2022, the Company had 106 stores (31 March 2021: 45 stores) as follows:

- 25 .life (Dotlife) stores
- 20 Apple Brand stores (14 iStudio by copperwired, 5 U-store by copperwired, 1 Ai_ store)
- 5 iServe service centers
- 27 AIS Brand stores
- 20 Samsung Brand stores
- 9 Xiaomi Brand stores

Breakdown of the Company's revenue is as follow:

Revenue	For the three-month period ended 31 March			
	2022		2021	
	Million Baht	%	Million Baht	%
Sales	1,761.32	98.13	1,019.34	98.15
Services	15.31	0.85	12.13	1.17
Total revenue from sales and services	1,776.63	98.98	1,031.47	99.32
Other income	18.35	1.02	7.07	0.68
Total revenue	1,794.98	100.00	1,038.54	100.00

Revenue from sales and services for the 1st quarter of 2022 was 1,776.63 million baht, which increased by 745.16 million baht or 72.24% from the previous year as a result of the increase in revenue from smartphone ,computer, tablet and digital lifestyle revenue, compared to 2021. The increase in total revenue in the 1st quarter and the year 2022 was mainly due new sources of revenue from wholesale and retail channels acquired from IBIZ Plus Network Co., Ltd.

Gross profit

Gross profit for the 1st quarter of 2022 was 218.19 million baht, being 12.28% of revenue (2021: 142.09 million baht or 13.78% of revenue). The 2022 gross profit margin decreased from 2021 as a result of the increase, in proportion to total revenue, of revenue from computer and tablet and smartphone of which gross profit margin being lower than other products groups.

Other income

Other income for the 1st quarter of 2022 was 18.35 million baht, being 1.02% of revenue (2021: 7.07 million baht or 0.68% of revenue). The increase in other income was mainly due to service income from AIS business unit relating to retail stores acquired from IBIZ Plus Network Co., Ltd.

Expenses

Selling Expenses

Selling expenses for the 1st quarter of 2022 and 2021 were million 155.62 baht and 86.04 million baht, respectively. The expenses increased to 8.67% of total revenue in 2022 from 8.28% in 2021. The increase in selling expenses were mainly due to the rental and staff expenses relating to retail stores acquired from IBIZ Plus Network Co., Ltd.

Administrative expenses

Administrative expenses for the 1st quarter of 2022 and 2021 were 42.58 million baht and 29.46 million baht, representing 2.37% and 2.84% of total revenue, respectively. The increase in administrative expenses were mainly due to the increase in staff expenses, and amortization intangible assets incurred in relation to the acquisition of business and assets of IBIZ Plus Network Co., Ltd amounting of 1.69 million baht.

Finance costs

Finance costs for the 1st quarter of 2022 and 2021 were 14.40 million baht and 2.34 million baht, representing 0.80% and 0.23% of total revenue, respectively. The increase was mainly due to the interest expenses from long-term loan from financial institution and business acquisition payable.

Net profit and net profit margin

Net profit for the 1st quarter of 2022 was 17.74 million baht. The net profits decreased by 7.25 million baht or 29.01% from 2021. Net profit margin decreased from 2.41% in 2021 to 0.99% of revenue in 2022.

FINANCIAL POSITION

Assets

As of 31 March 2022, total assets were 2,219.20 million baht, increase of 12.35 million baht compared to the end of 2021. The increase was mainly due to the increase inventories caused by raise amount of purchase.

Liabilities

As of 31 March 2022, total liabilities were 1,467.93 million baht, a decrease of 5.39 million baht compared to the end of 2021. The decrease was mainly due to the payment of long-term loan from financial institution.

Shareholders' equity

As of 31 March 2022, shareholders' equity was 751.26 million baht, an increase of 17.74 million baht from 2021. The increase was due to the net profits of the 1st quarter of 2022.

Please be informed accordingly.

Yours sincerely,

(Ms. Rattanakorn Rojvacharapibal)

Chief Financial Officer

Authorized to sign on behalf of the company