

Ref. TPS.SET 2022/0502

May 12, 2022

Subject Interim Management's Discussion and Analysis for 3 months ended 31 March 2022

To The President
The Stock Exchange of Thailand

Management's Discussion and Analysis of The Practical Solution Public Company Limited ("the Company") for 3 months ended 31 March 2022, details are as follows.

Performance	3 Months 2021		3 Months 2022		Change
	MB	%	MB	%	%
Revenue from Sales and Services					
1. Revenue from IT System Sale	77.99	60.82	144.79	71.46	85.65
2. Revenue from Maintenance Services	39.97	31.17	49.89	24.62	24.82
3. Revenue from Other IT Services	8.16	6.36	5.57	2.75	(31.74)
Total Revenue from Sales and Services	126.12	98.35	200.25	98.83	58.78
Interest income	0.82	0.64	1.38	0.68	67.27
Other Revenue*	1.29	1.01	1.00	0.49	(22.61)
Total Revenue	128.24	100.00	202.63	100.00	58.01
Cost of sales and services	89.74	71.15	141.78	70.80	57.99
Selling expenses	6.10	4.76	9.99	4.93	63.67
Administrative expenses	28.80	22.45	34.14	16.85	18.56
Total Cost	124.64	97.19	185.90	91.75	49.16
Gross Profit	36.38	28.85	58.47	29.20	60.73
Operating Profit	3.60	2.81	16.73	8.25	364.63
Financial cost	0.11	0.09	0.10	0.05	(13.58)
Earnings before Taxes	3.49	2.72	16.63	8.21	376.99
Taxes	0.82	23.45	3.75	22.58	359.22
Net Profit	2.67	2.08	12.87	6.35	382.43
Profit (loss) attributable to:					
Shareholders of the parent company	2.80	2.19	14.04	6.93	400.57
Non-controlling interests	(0.13)	-0.10	(1.17)	-0.58	786.01
	2.67	2.08	12.87	6.35	381.60

Note: * Other revenue includes gains from sales of assets and gains from exchange rate etc.



**The Practical Solution
Public Company Limited**

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Type of Customer	3 Months 2021		3 Months 2022		Change %
	MB	%	MB	%	
	1. Private Companies	93.90	74.45	107.78	53.82
2. Government Agencies	32.23	25.55	92.48	46.18	186.94
Total	126.12	100.00	200.25	100.00	58.77

Revenue from sales and services

For the first 3 months period ended March 31st, 2022, the company revenue from sales and services to 200.25 MB increased 74.13 MB or increased 58.78% comparing with the same period last year. The proportion of revenue from IT systems sales included installation and revenue from after-sales services was approximately 71% to 25%. Revenue increasing was mainly due to the closure of large projects worth more than 5MB. The total increased was 73.68 MB or 232%

Cost of sales and services Gross profit and Gross profit margin

For the first 3 months period ended March 31st, 2022, the cost of sales and services increased by 52.04 million Baht or 57.99% from the same period last year in accordance with the increase in revenue from sales and services, As a result, the company's gross profit increased to by 58.47 million baht, with the gross profit margin increased to 29.20%.

Selling and Administrative expenses Operating profit and Operating profit margin

For the first 3 months period ended March 31st, 2022, selling expenses increased 3.88 MB or 63.67% from the same period of the previous year. The main reason came from an increase in commission according to the increase in sales revenue. Administrative expenses increased 5.34 MB or 18.56% from the same period last year caused by increase in employee compensation. As a result, the profit from the company operations increased to 16.73 MB and the operating profit margin increased to 8.25%

Net profit and Net profit margin

For the first 3 months period ended March 31st 2022, the net profit attributable to the parent company was 14.04 MB increasing 400.57% from the previous year due to the increased in revenue.

Please be informed accordingly,

Yours Sincerely,

(Mr. Bunsom Kitkasetsathaporn)
Chief Executive Officer