

12 May 2022

Subject: Management's Discussion and Analysis (MD&A)
Consolidated Financial Results: Q1/2022 and 3M/2022

Attention: Managing Director
The Stock Exchange of Thailand

Executive Summary

In the first quarter of 2022, there are highlights as follows:

Signed MOU for “EEC Silicon Tech Park Project (EECTP)”

Planet Communications Asia Public Co., Ltd. (“the Company”) signed MOU with Silicon Technology Park Company Limited for construction and development of EEC Silicon Tech Park Project (EECTP) and assigned PlanetUtility Company Limited, the Company's subsidiary to manage the project in the scope of designing and building the most advanced Digital City prototype to attract the world's leading technology companies to invest in setting up a research and development (R&D) center at the EEC SILICON TECH PARK project.

This synergy may lead to the Company opportunities in selling digital products of the infrastructure systems and communication systems to customers in both the public and private sectors. EECTP project has the 5,000 MB project value which the Company will earn the revenue 10% of project value in 3 phases over 10 years.



Operating Results

| Operating results of the Company & its subsidiaries (Unit : MB) | Q1/2022 | Q1/2021 | Change +/- |
|--|---------------|---------------|-----------------|
| | | | YoY |
| Operating revenue | 112.94 | 84.36 | 33.88% |
| Cost of sales | (76.51) | (51.36) | 48.98% |
| Gross profit | 36.43 | 33.00 | 10.39% |
| Selling and administrative expenses | (28.50) | (24.35) | 17.02% |
| Other income | 1.08 | 1.34 | -19.10% |
| EBITDA | 9.01 | 9.99 | -9.73% |
| Depreciation and amortization | (3.90) | (3.93) | -0.66% |
| EBIT | 5.11 | 6.06 | -15.61% |
| Finance cost | (1.91) | (2.67) | -28.31% |
| Income tax expenses | (1.40) | (3.26) | -57.00% |
| Share of profit (loss) from investment in J/V | 0.33 | - | 100.00% |
| Net profit | 2.13 | 0.13 | 1514.39% |
| Net profit for the Company | 0.50 | 3.85 | -87.05% |
| Gross profit margin (%) | 32.25% | 39.12% | -6.87% |
| Net profit margin (%) | 1.58% | 0.15% | 1.43% |

Revenue

In the first quarter of 2022, revenue from sales and services was 112.94 MB, a significant increase from Q1/2021, which was 84.36 MB, of 28.58 MB or 33.88%. It was mainly due to sales from utility projects 33.17 MB according to the Company's strategy in New S Curve business investment.

Cost of Sales and Services

The cost of sales and services in the first quarter of 2022 was 76.51 MB or 67.75% of operating revenue and the gross margin was 32.25%. To compare with Q1/2021, the cost of sales and services was 60.88% of operating revenue and the gross margin was 39.12%.

Selling and Administrative Expenses

The selling expenses for Q1/2022 equaled to 8.81 MB or 7.73% of total revenue. It decreased from the same period of the previous year which was 7.25 MB or 8.46% of total revenue. The selling expense to sales ratio decreased because the

Company has conducted the seminar and training via virtual meeting which was an economic and effective tool during the pandemic.

The administrative expenses including depreciations for Q1/2022 and Q1/2021 were 23.59 MB and 21.03 MB respectively, or 20.68% and 24.54% of total revenue. The effective cost control strategy was still the main reason of the decrease in administrative expenses to sales ratio in this quarter.

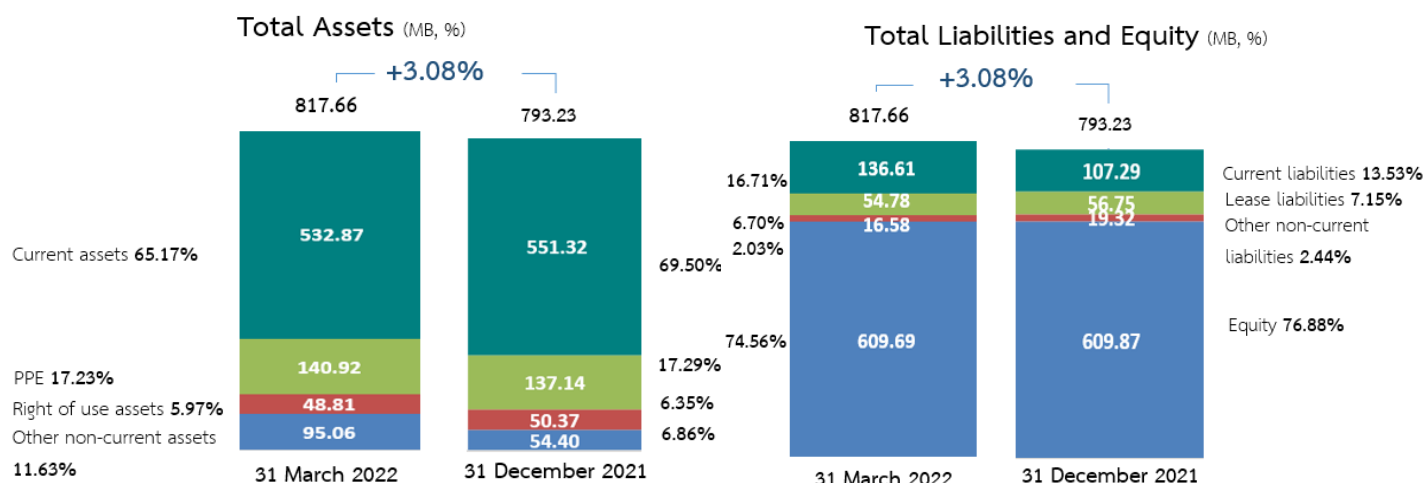
Financial Costs

The financial cost for Q1/2022 was 1.91 MB or 1.68% of total revenue compared to the same period of last year which was 2.67 MB or 3.12% of total revenue. It decreased by 28.31% since there was the repayment of significant project's short-term loan. The Company tried to expedite bill collection and managed the liquidity from sales to pay off the debt in order to reduce interest payments.

Operating Results

According to the Company's investment strategy in expanding the business into New S Curve and Utility Managements Segment such as water leak management project and EECTP management project, it is likely that the Company has been successful in following the plan. This makes the Company's revenue in Q1/2022 increased 33.05% from the same period of last year and the net profit margin was 2.13 MB, increased from Q1/2021 which was 0.13 MB.

Financial Position



Assets

As of 31 March 2022, the total assets were 817.66 MB, increased 24.42 MB or 3.08% compared to the end of 2021 equaled to 793.23 MB. It was mainly from the increase in contract assets, 20.78 MB.

Liabilities

The total liabilities as of 31 March 2022 were 207.97 MB, increased 24.61 MB or 13.42% compared to the end of 2021 which equaled to 183.36 MB. It was due to the increase in account payable 16.69 MB or 22.52% from the purchasing of

goods for projects. Moreover, non-current provisions for employee benefits increased by 3.10 MB due to the establishing new subsidiaries.

Shareholders' equity

As of 31 March 2022, the shareholders' equity was 609.69 MB, slightly decreased from the end of 2021 which equaled to 609.87 MB.

Financial Ratio

The important ratios are presented below:

| Ratio | As of 31 March 2022 | As of 31 December 2021 |
|------------------------------|---------------------|------------------------|
| Liquidity Ratio (Times) | 3.90 | 5.14 |
| Debt to Equity Ratio (Times) | 0.34 | 0.30 |
| Return on Equity (%) | 0.35 | 1.10 |

Yours Sincerely,

(Mr. Prapat Rathlertkarn)
Chief Executive Officer