

Ref.: EFORL IR018/2022

May 12, 2022

Subject: Management Discussion and Analysis for the first quarter ended 31 March 2022

To President
 The Stock Exchange of Thailand

1. Overview financial performance of E for L Aim Public Company Limited (“EFORL” or “the Company”) and its subsidiaries (collectively as “the Companies”) for Q1/2022

Financial performances Comparison is as follows:

Baht'0000	Consolidated F/S			Separate F/S		
	Q1/2022	Q1/2021	Δ%	Q1/2022	Q1/2021	Δ%
Revenues from Sales and Services	341,421	417,975	-18%	308,715	375,020	-18%
Other income	3,630	7,564	-52%	2,671	3,298	-19%
Total Revenues	345,051	425,539	-19%	311,386	378,318	-18%
Gross profit	120,076	146,904	-18%	109,108	132,011	-17%
Margin	35%	35%		35%	35%	
Profit before finance costs and income tax	23,689	49,946	-53%	21,687	43,577	-50%
Margin	7%	12%		7%	12%	
Profit for the year	15,264	23,600	-35%	14,200	24,172	-41%
Margin	4%	6%		5%	6%	
Profit for the year attributable to Equity holder of the Company	15,264	35,812	-57%	14,200	24,172	-41%
Margin	4%	9%		5%	6%	

Financial performance in Q1/2022

Revenue from sales and services for the first quarter of 2022 was Baht 341 million decreased by 18% compared to the previous year mainly due to COVID-19 crisis at year end 2020 resulting in the limitation to deliver products and services to clients of which situation had been improved in Q1/2021. This resulted in part of such sales and services at end of 2021 had been completed and delivered to hospitals in the first quarter of 2021. However, the Company still had sales and services as planned.

"Excellence for Life"

2. Key Highlights for performance for the first quarter 2022 and 2021

Baht'000	Consolidated F/S			Separate F/S		
	1Q2022	1Q2021	Δ%	1Q2022	1Q2021	Δ%
REVENUES FROM SALES AND SERVICES						
Revenues from sales and services of medical equipment	341,421	415,797	-18%	308,715	375,020	-18%
Revenues from sales and beauty treatment services	-	2,178	-100%	-	-	
Total revenues from sales and services	341,421	417,975	-18%	308,715	375,020	-18%
COSTS OF SALES AND SERVICES						
Costs of sales and services of medical equipment	(221,345)	(270,245)	-18%	(199,607)	(243,009)	-18%
Costs of sales and beauty treatment services	-	(826)	-100%	-	-	
Total costs of sales and services	(221,345)	(271,071)	-18%	(199,607)	(243,009)	-18%
Gross profit	120,076	146,904	-18%	109,108	132,011	-17%
Other income	3,630	7,564	-52%	2,671	3,298	-19%
Selling expenses	(64,821)	(64,947)	0%	(58,312)	(58,282)	-6%
Administrative expenses	(31,774)	(39,208)	-19%	(28,358)	(30,218)	6%
Loss on impairment of other receivable	(3,422)	(367)	832%	(3,422)	(3,232)	-7%
Profit before finance costs and income tax	23,689	49,946	-53%	21,687	43,577	-50%
Finance costs	(8,006)	(14,984)	-47%	(7,740)	(9,181)	-16%
Profit before income tax	15,683	34,962	-55%	13,947	34,396	-59%
Income tax expense	(419)	(11,362)	-96%	253	(10,224)	-102%
Profit for the period	15,264	23,600	-35%	14,200	24,172	-41%
Other Comprehensive Income	-	-		-	-	
Total Comprehensive Income for the year	15,264	23,600	-35%	14,200	24,172	-41%
Profit (loss) for the year attributable to						
Equity holder of the Company	15,264	35,812	-57%	14,200	24,172	-41%
Non - controlling interests	-	(12,212)	-100%	-	-	
	15,264	23,600	-35%	14,200	24,172	-41%
Total Comprehensive Income for the year attributable to						
Equity holder of the Company	15,264	35,812	-57%	14,200	24,172	-41%
Non - controlling interests	-	(12,212)	-100%	-	-	
	15,264	23,600	-35%	14,200	24,172	-41%
Basic earnings per share						
Profit (Baht per share)	0.0004	0.0011	-65%	0.0004	0.0007	-52%
Weighted average number of common shares (Thousand shares)	39,978,649	32,491,421	23%	39,978,649	32,491,421	23%

Baht'000	Consolidated F/S			Separate F/S		
	1Q2022	1Q2021	Δ%	1Q2022	1Q2021	Δ%
Key Financial Ratios						
Gross Profit Margin	35.17%	35.15%	0.02%	35.34%	35.20%	0.14%
SG&A as % to Sales	28.29%	24.92%	3.37%	28.07%	23.60%	4.48%
Net Profit Margin	4.47%	5.65%	-1.18%	4.60%	6.45%	-1.85%
Net Profit Margin (Portion of the Company's shareholders)	4.47%	8.57%	-4.10%	4.60%	6.45%	-1.85%

Revenues from sales and services

In Q1/2022 revenues from sales and services was Baht 341 million decreased by 18% compared to same period at the previous year due to the reason as above.

Gross margin

Gross income in Q1/2022 was Baht 120 million decreased by 18% comparing to the same period at the previous year. Gross profit margin ratio in Q1/2022 was 35.17% increased by 0.02% comparing to the same period at the previous year.

Selling and Administrative Expenses

Selling and Administrative expenses in Q1/2022 were Baht 97 million consisting of selling expenses (Baht 65 million) and administration expenses (Baht 32 million). Selling expenses and administrative expenses in Q1/2022 decreased insignificantly amount comparing to the same period at the previous year.

Financial costs

Financial costs in Q1/2022 were Baht 8 million decreased by 47% compared to the same period at the previous year due to payment to financial institutions.

Net income/ Loss

In Q1/2022, the net profit of EFORL and its subsidiaries was Baht 15 million decreasing by 35% comparing to the same period at the previous year. Net profit margin ratio was 4.47%. Profit for the period attributable to Equity holder of the Company was Baht 15 million

Please be informed accordingly.

Yours sincerely,

Preecha Nuntnarumit

(Mr. Preecha Nuntnarumit)

Chief Executive Officer