

May 13, 2022

Ref: SET-2022-009

Re: Management Discussion and Analysis for the Quarter 1'2022

Attn. to: President

The Stock Exchange of Thailand

Filter Vision Public Company Limited and its subsidiaries (Hereinafter called "The Group") would like to submit Management's discussion and analysis for the Quarter 1' 2022 with the summary as follows: -

1. Nature of operations of the Group

The Group has principally engaged in distribution of product and equipment, design, assembly and installation, and maintenance service of pure water treatment system; including operate clinical business which dialysis services for kidney patients who receive replacement therapy with dialysis by dialysis machinery (Dialysis Center) and distribution of medical equipment as well as medical service concerning health and esthetics.

2. Overview of operating results for the First quarter of 2022

From the pandemic situation of the Omicron in Thailand in the First quarter of 2022. Although the number of patients continuous increasing but the symptom of patients were not severe when compare with the last year. One of the reason was from many people have already gotten vaccines which affect to their lifestyle which almost came back to the normal life. Moreover the government has relieve an epidemic control which made all business sector can operate as usual and made the performance of the Company and its subsidiaries were better than the same period of the prior year. The summary of performance in each Business Unit are describe as following;

- Industrial and OEM (B1) can start to continue their project and recognize revenue more than the same period of the prior year.
- Commercial and residential (B2) which the main customers are convenience store, Restaurant and Beverage can Re-opening their business nearly as usual and the people can come back to use their service again which affect to the Company's revenue was increased from sale and service.

- Medical services (B3) which operated by the subsidiaries can start operation nearly as usual
The summary of performance are describe as following;

Irving Corporation Limited has distributed products and equipment design and installation of systems related to water treatment systems for medical services. So far the Company still received purchase order for project of installation water treatment systems, decoration for medical services and dialysis solution continuously.

KT Medical Services Co., Ltd. provides health care facilities for patients with end-stage renal disease treated with Hemodialysis Machine (Hemodialysis Center) Currently, there are 19 Hemodialysis Center (242 Hemodialysis Machines) 1 Hemodialysis Center in Bangkok, 9 Hemodialysis Centers in northeastern provinces, 2 Hemodialysis Center in western province, 4 Hemodialysis Centers in northern provinces, 1 Hemodialysis Center in central province and 2 Hemodialysis Centers in eastern provinces. So far the patients are continuously increasing.

Medical Vision Co., Ltd. has distributed medical equipment. Including sale and installation of air tube systems for transfer documents and parcel (Pneumatic Tube Carrier Systems). Currently, the company still receive continuously purchase orders from customers.

Hi Healthcare Center Co., Ltd. was temporarily closed all branches since December 31, 2020 due to loss on operation continuously. Until such situation becomes improve and/or until HHC will be having new suitable locations that located in the area instead of such branches in further.

3. Analysis of Operating Results

Statements of Comprehensive Income – Consolidated (Million Baht)	For 3-month period ended March 31,		Increase (Decrease)	%
	2022	2021		
Revenues from sales and services	189.58	148.61	40.97	27.57%
Gross profit from sales and services	53.38	43.06	10.32	23.97%
Other income	2.90	0.27	2.63	974.07%
Selling expenses	4.92	4.89	0.03	0.61%
Administrative expenses	34.33	28.64	5.69	19.87%
Net profit (loss) before finance costs and corporate income tax	17.03	9.80	7.23	73.78%
Finance costs	2.04	1.79	0.25	13.97%
Corporate income tax	3.84	1.93	1.91	98.96%
Profit (loss) from continuing operation	11.15	6.08	5.07	83.39%
Profit (loss) from discontinued operation	(0.15)	2.37	(2.52)	(106.33%)
Profit (loss) for the period	11.00	8.45	2.55	30.18%
Other comprehensive income - net of tax	-	-	-	-
Total Comprehensive income for the period	11.00	8.45	2.55	30.18%
Profit (loss) Sharing for the Period				
- The Company's Equity	9.38	8.44	0.94	11.14%
- Non-controlling Interest	1.62	0.01	1.61	16100.00%

3.1 Revenues from sales and services

For Quarter 1' 2022, Revenue from sales of goods and services for the group was increased from the same period of the year 2021 in an amounting of Baht 40.97 million or 27.57 percent, which can be described by business segment as follows:

Revenue by Business Segments	For 3-month period ended March 31,					
	2022		2021		Increase /(Decrease)	
	Million Baht	%	Million Baht	%	Million Baht	%
Revenues from continuing operations						
1. Industrial and OEM (B1) ¹	29.55	15.59%	22.81	15.33%	6.74	29.55%
2. Commercial and residential (B2) ¹	70.22	37.04%	59.39	39.92%	10.83	18.24%
3. Medical services (B3) ²	89.81	47.37%	66.41	44.64%	23.40	35.24%
Total Revenues from continuing operations	189.58	99.99%	148.61	99.89%	40.97	27.57%
Revenues from discontinued operation						
4. Medical beauty treatment service (B4) ³	0.01	0.01%	0.16	0.11%	(0.15)	(93.75%)
Total Revenues from Discontinued Operations	0.01	0.01%	0.16	0.11%	(0.15)	(93.75%)
Total Revenues	189.59	100.00%	148.77	100.00%	40.82	27.44%

¹B1, B2: Filters Vision Public Company Limited (Herein after “The Company”).

²B3 : KT Medical Services Co., Ltd., Irving Corporation Ltd., Medical Vision Co., Ltd.
(Herein after “The Subsidiaries”).

³B4 : Hi Healthcare Center Co., Ltd. (Herein after “The Subsidiary”) (Discontinued Operation).

Industrial and OEM (B1)

The revenue from this business segment B1 was increased from the same period of the year 2021 in an amounting of Baht 6.74 million or 29.55 percent, mainly due to the completion of a large water system project that continued from the end of the 4th quarter of 2021.

Commercial and residential (B2)

The revenue of business segment B2 was increased from the same period of the year 2021 in an amounting of baht 10.83 million or 18.24 percent from the main customers, which are convenience stores, food and beverage outlets. The business was able to open almost as usual in the first quarter of 2022, resulting in an increase in revenue related to the Re-opening both in terms of sales revenue, and maintenance of water system equipment.

Medical services (B3)

Revenue from this segment was increased from the same period of the year 2021 in an amounting of Baht 23.40 million or 35.24 percent. Due to the quantity of patients and Hemodialysis center were increased.

3.2 Administration expenses

The Group's administrative expense was increased from the same period of the year 2021 in an amounting of Baht 5.69 million or 19.87 percent, mainly due to fees for mortgages of land and buildings to secure credit from financial institutions, including an increase in employee expenses due to annual salary adjustments also increased from the company Record allowance for doubtful accounts of trade accounts receivable.

3.3 Operating results

The Group's net profit was increased from the same period of the year 2021 in an amounting of Baht 2.55 million or 30.18 percent. Mainly came from the operating results of the group of companies. Increased profit. However, Business B4 (Hi Healthcare Center Company Limited) had lower net profit, due to the decrease in profit from disposal of tools and equipment.

4. Financial position

Statement of Financial Position – Consolidated (Million Baht)	As at		Increase/ (Decrease)	%
	March 31, 2022	December 31, 2021		
Asset	870.48	843.82	26.66	3.16%
Liabilities	422.94	407.28	15.66	3.85%
Shareholders' equity	447.54	436.54	11.00	2.52%
Issued and fully paid-up common share (Million Share)	565.14	565.14	-	-
Par (Baht)	0.50	0.50	-	-

4.1 Assets

The total asset as at March 31, 2022 was increased in an amounting of Baht 26.66 million or 3.16 percent from the end of 2021. Significant changes was included

Cash and cash equivalents was increased in an amounting of Baht 19.91 million. Mainly from KT Medical Service Co., Ltd. received long-term loans from financial institutions in the amount of baht 16.16 million and the company and Medical Vision Co., Ltd. received proceeds from trade accounts receivable in the amount of baht 28.14 million, the main decrease from KT Medical Service Company Limited paid for the purchase of land and buildings. Including tools and equipment amounting to baht 22.97 million and the Company paid long-term loans from financial institutions in the amount of baht. 6.16 million

Trade and other receivable was decreased in an amounting Baht 25.84 million. The mainly decrease from the company received payment from trade receivable from the sale of water filter equipment. and wastewater treatment projects and Medical Vision Company Limited received payment from the installation of the pneumatic tube system in the amount of baht 15.95 million, the main increase from Irving Corporation Limited, receivable from the installation of the water system. increased by baht 3.95 million.

Inventory was increased in an amounting Baht 16.48 million. This was to prepare products to support the business reopening after the Covid-19 situation. for customers of Filter Vision Public Company Limited.

Restricted bank deposits was increased in an amounting of Baht 3.01 million. an increase from KT Medical Service Co., Ltd. pledged deposits as collateral for credit facilities with a financial institution.

Property, buildings and equipment was increased in an amounting of Baht 20.58 million. an increase from KT Medical Service Co., Ltd. purchased land and buildings which were previously leased. and purchase dialysis machine and equipment to open a new branch

Right-of-use asset was decreased in an amounting of Baht 4.18 million. Mainly from KT Medical Service Co., Ltd. bought land and buildings which were previously leased.

4.2 Liabilities

The overall liability as at 31 March 2022 was increased from the end of 2021 by Baht 15.66 million or 3.85 percent. Significant changes included

Bank Overdrafts and short-term loans from financial institutions was increased in an amounting of Baht 6.12 million mainly from the company use credit to pay for foreign goods

Trade and other payables was increased in an amounting of Baht 8.46 million. mainly from a creditor for foreign products of the company in the amount of baht 12.56 million and a decrease mainly from KT Medical Service Co., Ltd. to pay a payable for hemodialysis equipment in the amount of baht 3.00 million.

Long-term loans was increased in an amounting of Baht 5.53 million. Mainly came from KT Medical Service Company Limited and its parent company borrowing and repaying loans. due to the purchase-sale of land and buildings net amount of baht 9.00 million, while the Group Company repaid the loan as due, totaling baht 3.47 million.

Lease Liability was decreased in an amounting of Baht 4.31 million. Mainly came from KT Medical Service Co., Ltd. bought land and buildings which were previously used as leases.

4.3 Shareholders' equity

The overall shareholders' equity as at 31 March 2022 was increased from the end of 2021 in an amounting of Baht 11.00 million or 2.52 percent. Mainly came from operation profit in Quarter 1'2022.

5. Company's direction in the year 2022

5.1 Filters Vision Public Company Limited

Industrial and OEM (B1)

Since the COVID-19 situation in Thailand was better that made all business sectors can operate their business nearly as usual resulting to B1 projects can continuously delivered the large project since Quarter 4 of 2021 including industrial's customers have plan to come back for investing in water system again. Furthermore, the company continuously focused on marketing strategy to be a leader of water treatment technology and sterilization to customer solution. The Company has continuous expansion to product presentation and project for a large leading industrial factory. Present we received purchase order from food and beverage global industrial customer by 9 projects in an amounting of Baht 8.24 million which is expected to be completed in third quarter of 2022.

Commercial and residential (B2)

Since the COVID-19 situation in Thailand was better as mention as above and the government has relieve an epidemic control. The Company's customer such as restaurant and the hotels in tourist attraction can re-opening again resulting to purchase order of spare part, filter and water system

equipment including service and maintenance were increasing along with the customers have plan to purchase new water system as well. Moreover the impact of the epidemic situation resulting in customers care about healthy, cleanliness of food and beverage about management of contamination in food thus the company have an opportunity to increasing distribution of ozone products such as Hydrogen drinking water machine and Ozone water to leading of food and beverage restaurants.

5.2 KT Medical Service Co., Ltd. operates a Hemodialysis center to patients with chronic kidney disease with the quantity of patient was increased steadily. Currently, we have plans to expand branches and Hemodialysis machines. For the year 2022, we expected to expand branches about 3 - 7 branches and increase 50 - 80 Hemodialysis machines according to economic situation.

5.3 Irving Corporation Limited, distribution a Hemodialysis solution product and installation of water treatment systems for medical services which got continuous orders. Currently, we received purchase orders from customers by 3 projects in an amounting of Baht 1.82 million and expected to be completed in second quarter of 2022.

5.4 Medical Vision Company Limited which service for installation and maintenance of pneumatic tube systems. Currently, we received purchase orders from customers by 3 projects in a total amounting of Baht 4.35 million, which under installation and expected to be completed in second and third quarter of 2022.

Sincerely Yours,

Wijit Techakasem
(Dr.Wijit Techakasem)
Managing Director