

Management Discussion & Analysis. (MD&A Q1/2022)

Kingsmen C.M.T.I. Public Company Limited.

May 17, 2022.

Discussion and analysis of operations for the quarter ended March 31, 2022.

Attention: Director and Manager of the Stock Exchange of Thailand.

Kingsmen Company C.TM.T.I. Public Company Limited ("the Company") would like to clarify the operating results for the quarter ended March 31, 2022 which the income and net profit (loss) have changed more than 20% compared to the same period of the previous year. Figures according to the table are as follows.

Unit : Mil Baht

Consolidated	Q1-22		Q1-21		Q2-21		Q3-21		Q4-21		Y2021		#YoY (Q1-22#Q1-21) Inc./Dec.	
	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%	Amt.	%
	Service Income	206.03		183.47		153.02		156.00		291.71		784.20		22.56
Cost of Service	190.71	93%	163.71	89%	149.15	97%	133.26	85%	276.17	95%	722.29	92%	27.00	16%
Gross (Loss) Profit	15.32	7%	19.76	11%	3.87	3%	22.74	15%	15.54	5%	61.91	8%	-4.44	-22%
Net After Tax	-9.20	-4%	-7.15	-4%	-21.49	-14%	-1.98	-1%	-12.17	-4%	-42.79	-5%	-2.05	29%

Service income of 206.03 million baht, an increase of +12% y-y mainly due to the exhibitions and events can organize more events activities and can be managed to have a satisfactory profit. For the interior, revenue is recognized and delivered from the previous year's continuous work that is scheduled to be completed at the beginning of the year.

Cost of services of 190.71 million baht, an increase of +16% y-y in proportion to the increase in revenue.

Gross profit of 15.32 million baht, a decrease compared to the same quarter of the previous year. Since the interior work is in the process of accelerating the collection of work in order to meet the scheduled delivery time, the cost is higher than usual. Consequently, most of the realized gross profit is derived from exhibition and marketing events.

The company had promotional expenses of 3.98 million baht, an increase of +0.33 million baht or +9% y-y after adjusting the marketing strategy. The sales team started to have more business channels, especially in marketing activities. It is expected that it will become clear after the second quarter onwards.

Administrative expenses of 17.79 million baht, a decrease of -1.36 million baht or -7% y-y, gradually reducing continually to be appropriate and in line with the marketing strategy that has been set.

Finance cost of 2.78 million baht, a decrease of -0.36 million baht, a decrease of -11% y-y. The company has gradually repaid some short-term loans. But still need to use working capital from financial institutions.

Summary of operating results according to the consolidated financial statements for the quarter 1/2022: The Company has a total net loss of -9.20 million baht (belonging to a separate items of -8.80 million baht / subsidiaries of -0.39 million baht, have some services to the same customers). Due to the epidemic situation and the economic situation has not improved. Both the Republic of the Union of Myanmar and Cambodia subsidiaries still halt their operations.

The economic outlook is improving. The number of foreign tourists and investors is expected to increase after the government eased restrictions on international travel. Private investment will increase which has a positive effect on the company's business to have work to bid on and work came in (Even though the epidemic and the conflicts of the powerful countries which resulted in the rising cost of oil and raw materials), the company took into account the cost management carefully in order to make the best profit for the business.

Please be informed accordingly,

Yours sincerely,



(Mr. Chayawat Pisessith)
Chairman of the Board.
Kingsmen C.TM.T.I. Public Company Limited.