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President

The Stock Exchange of Thailand

93 Ratchadapisek Road, Kwang Dindaeng, Khet Dindaeng,

Bangkok 10400

Subject : Clarification of the operating result.

Dear sir,

We, Unimit Engineering Public Company Limited (UEC), would like to clarify the change in the operating results for 2023 which had a change of over 20% from the same period last year.

Unimit Engineering Public Company Limited (the Company)

For the year 2022 total revenue was Baht 707 million against Baht 470 million for 2021, an increase of 50%. Due to keen competition, gross profit for 2022 was 17% vs 27% for 2021. The Company's net loss was Baht 2 million compared with net profit 2021's Baht 23 million.

Unimit Engineering (Myanmar) Company Limited (UEM, the Subsidiary)

UEM has reopened the factory in July 1,2022 and maintain limited workforce to serve projects of small scale. For the six months of 2022, UEM had a revenue of Baht 2 million.

In 2022 UEM had a net loss of Baht 12 million. Major items were depreciation and amortization of fixed assets of Baht 6.6 million. The remaining were (a) contractual industrial common area and security guard expenses and (b) wages and salaries for our limited workforce of about Baht 2.5 million.

The Company and its Subsidiary.

On a consolidated basis for the year 2022 the Company and its Subsidiary 's total revenue was Baht 709 million against Baht 474 million for 2021, an increase of 49%. Due to keen competition, Gross profit for 2022 was 17% vs 27% for 2021. Selling and Administrative Expenses for 2022 compared with 2021 were nearly same. Because of lower Gross Margin, the Company's and its Subsidiary's 2022 net loss was Baht 14 million compared with 2021's net profit Baht 14 million.

## **Discussion and Analysis of the Company and its subsidiaries Operational Results in 2022 and 2021**

### **Corporate Revenue**

In 2022 the Company and its subsidiaries had a total revenues of Baht 709 million, consisting of Baht 707 million revenue from contracts with customer. The remaining were Baht 2 million of other income.

2022's total revenues were mainly from the Company (UEC).

The changes are as follows:

2022's revenue from contracts with customer was Baht 707 million, an increase of Baht 243 million (53%) from 2021's Baht 464 million. However due to market competition, this impacted Gross Margin.

Gain on exchange Baht 0 million compared to exchange gain of Baht 7 million for 2021.

### **Costs and Expenses**

In 2022, the company and its subsidiaries' total expenses had increased by Baht 263 million (57%) from 2021's Baht 463 million to Baht 726 million.

The changes are as follows:

There was an increase in cost of sale and services of Baht 249 million (73%) from 2021's Baht 340 million resulting in 2022's value of Baht 589 million. Major causes as mentioned above.

The distribution and administrative expenses of Baht 91 million in 2022 were nearly same as 2021.

The idle capacity costs of Baht 46 million in 2022 an increase of Baht 14 million compare to 2021.

Loss on exchange for 2022 Baht 0.4 million compared with gain on exchange of Baht 7 million for 2021.

### **Profit / (Loss)**

The Company had a net loss of Baht 2 million in 2022, against a net profit of 23 million in 2021.

The Company and its subsidiary had a consolidated net loss of Baht 14 million in 2022, against a net profit of 14 million in 2021.

Please be informed accordingly.

Sincerely yours,

Ms. Vilai Siripoonkiatikul

Authorized Signature