

Overview Business Performance

Make to Win Holding Public Company Limited engages in manufacturing and distributing clothes in both wholesale and retail selling in 2 main channels, 2 branches and factory, with the branding of “Anoko” “Noble” “Over Bick’C” “S Sport” and “Super Kool” and MTW invests in Deco Green Energy Company Limited as a subsidiary company which mainly engages in manufacturing and distributing electric motorcycles. The branches of MTW are located in Bobae Tower. The main channel of distributing electric motorcycle is selling to dealer located most of all area in Thailand with it’s own brand as “DECO”.

For year 2021-2022, MTW presented net profit of Baht 26.35 million and Baht 22.10 million consecutively whereas net profit margin account to 12.30% and 8.81%. In year 2022, net profit decreases Baht 4.25 million from previous year or 16.13%. The main reason came from increasing of cost of goods sold, selling expenses, administrative expenses and financial costs.

Performance and Profitability

Sales	2021		2022		Increase (decrease)	
	Million Baht	%	Million Baht	%	Million Baht	%
Sale Revenue	213.08	99.49	249.75	99.55	36.67	17.21
Other incomes	1.09	0.51	1.14	0.45	0.05	4.59
Total Revenue	214.17	100.00	250.89	100.00	36.72	17.15

Other incomes consist of revenue from Prototype, sale of damage cloth, rent, interest revenue.

In year 2022, Revenue from sales of Baht 250.89 million increase Baht 36.72 million from 2021 or 17.15%. Sales revenue from Garment’s business of Baht 91.84 million, increase Baht 1.78 million or 1.98% due to the better circumstance of corona visus pandemic. For electric motorcycle business, the revenue from sale was 157.91 million baht, increasing from previous year of Baht 34.90 million, or an increase of 32.50%. The increase of revenue from sale was as a result from DECO completed the conditions to join the electric motorcycle supporting project from government.

Cost of sales and Gross Profit margin

unit : Million Baht	2021	2022	Increase (decrease)	% Increase (decrease)
Cost of Sales	148.39	182.08	33.69	22.70
Gross Profit Margin	28.56	67.67	2.98	4.61
Gross Profit Margin (%)	30.36	27.09		

In year 2022. the Company had cost of sales Baht 182.08 million increase from the last year at Baht 148.39 million or increase Baht 33.69 million or 22.70%. The major increase come from the sale increase in electric motorcycle’s

business which is resulted to increasing of cost of sales. The Gross Profit margin decreases by 30.36% to 27.09%, the gross margin amount decreased from the previous year due to higher cost of raw material in electric motorcycle business.

The analysis of revenue, Cost of sales and gross margin of each product group can be shown as follows

Garment's business

Unit Million Baht	2021	2022	Increase (decrease)	% Increase (decrease)
Revenues	90.06	91.84	1.78	1.98
Cost of sales	60.10	60.30	0.20	0.33
Gross Profit	29.96	31.54	1.58	5.27
Gross Profit margin (%)	33.72	34.34		

Cost of sales in garment's business consists of cost of material, direct labor and overhead such as plant facilities, plant depreciation, etc. In 2022, cost of sale is Baht 60.30 million or 65.66% of sales revenue which increase from 2021 because of increase in sale revenue due to the better circumstance of coronavirus pandemic. The company has gross profit Baht 31.54 million or increase Baht 1.58 million or 5.27%

Electric Motorcycle's business

Unit Million Baht	2021	2022	Increase (decrease)	% Increase (decrease)
Revenues	123.01	157.91	34.90	28.37
Cost of sales	88.29	121.78	33.49	37.93
Gross Profit	34.72	36.13	1.41	4.06
Gross Profit margin (%)	28.23	22.88		

In 2022, Cost of sales in electric motorcycle business is Baht 121.78 million of 77.12% of revenue from sale. The increasing of cost of sales is resulted from the increasing of revenue from sale due to the growth of customer's demand. The Company has the gross profit Baht 36.13 million or 22.88% which decrease from 28.23% in year 2021 due to the increase in raw material cost.

Selling expenses

Selling expenses	2021		2022		Increase (decrease)	% Increase (decrease)
	Million Baht	%	Million Baht	%		
salary	3.91	34.14	4.86	35.93	0.95	24.30
overtime and other welfares	0.29	2.49	0.94	6.94	0.65	224.14
Sum salary and overtime and other welfares	4.20	36.63	5.80	42.87	1.60	38.10
Sales promotion	0.80	6.96	0.82	6.05	0.02	2.50
Depreciation	4.76	41.59	4.76	35.21	-	-

Other sales expenses	1.70	14.82	2.14	15.87	0.44	25.88
Total selling expenses	11.45	100.00	13.52	100.00	2.06	17.98
% of revenue	5.37		5.41			

For the year 2022, selling expense is Baht 13.52 million or 5.41% of total revenue. Increase by Baht 2.06 million or 17.98% from Baht 11.45 million in year 2021.

Selling salary increased due to the normal change of salary base. The Company has low selling expense because of the company emphasis direct distributed goods from the factory. And the other selling expenses is depreciation for retail branch.

For the electric motorcycle business, the significant increasing selling expenses are salary and other benefits (over-time, allowance, bonus), transportation cost, advertising cost etc. The increasing of such selling expenses is to prepare for the upcoming growth of electric motorcycle business since quarter 4 of 2022 onward after DECO completes the conditions to join the electric motorcycle supporting project from government.

Administrative Expenses

Administrative Expenses	2021		2022		Increase (decrease) (Million Baht)	% Increase (decrease) %
	Million Baht	%	Million Baht	%		
Salary and other welfares	8.20	41.55	11.52	43.25	3.32	40.44
Depreciation and amortization	4.32	21.86	2.95	11.05	(1.37)	(31.71)
Professtion fees	3.07	15.56	3.65	13.69	0.58	18.89
Others	4.16	21.03	8.53	32.01	4.37	105.05
Total administrative expenses	19.75	100.00	26.65	100.00	6.90	34.94
% of revenue	9.27		10.67			

Others include utility expenses, stationary expenses, insurance expenses, maintenance expenses, etc.

For the year 2022, Administrative Expenses is Baht 26.65 million or 10.67% of revenues which decrease by Baht 6.90 million from last year. The increase effects come from the increase in salary and other benefits, financial advisor fee, listing fee (For IPO) and meeting allowance.

Net Profit and Net Profit margin

Type of business	Net Profit and Net Profit margin					
	2021		2022		Increase (decrease)	
	Million Baht	%	Million Baht	%	Million Baht	%
Consolidated	26.35	12.30	22.10	8.81	(4.25)	(16.13)
Garment's business	7.73	8.21	8.46	9.21	0.73	9.44
Electric motorcycle's business	18.62	15.08	13.64	8.64	-4.98	(26.75)

For the year 2022, the net profit of the Company was Baht 22.10 million or 8.81% which decreases by Baht 4.25 million or 16.13% due to the net profit from Garment's business has increased to Baht 8.46 million or 9.21%. And the electric motorcycle's business's net profit, which is as a result from increasing of raw material cost, selling expense, administrative cost and financial cost, is Baht 13.64 million, or 8.64% of revenue from sale, decrease of Baht 4.98 million from the year 2021, or 26.75%.

Statement of Financial position

(unit million baht)	2021	2022	Increase (decrease)	% Increase (decrease)
Assets				
Current Assets	175.22	419.7	244.48	139.53
Non-current assets	209.57	314.59	105.02	50.11
Total Assets	384.79	734.29	349.50	90.83
Liabilities				
Current Liabilities	58.12	137.80	79.68	137.10
Non-current Liabilities	1.94	28.80	26.86	1,384.54
Total Liabilities	60.06	166.60	106.54	177.39
Equity				
Shares capital	250.00	337.00	87.00	34.80
Capital Surplus	-	155.99	155.99	N/A
Retained earnings	39.93	21.31	(18.62)	(46.63)
Non-controlling interest	34.80	53.40	18.60	53.45
Total equities	324.73	567.70	242.97	74.82

Assets

As of December 31 2022, total assets is 734.29 Baht million, increase Baht 349.50 million from 2021 due to an increase of current assets such as cash and cash equivalence, account receivables, inventory, and the increase of non-current assets such as the investment of land and properties to support the expansion of electric motorcycle business.

Liabilities

As of December 31 2022, total liabilities is Baht 166.60 million, increase of 106.54 million baht from increase of current liabilities which is Bank overdraft, account payables and long-term loan from financial institutions.

Equity

As of December 31 2022, total shareholders' equity is Baht 567.70 million an increase of Baht 242.97 million due to increasing of capital from initial public offering (IPO) and the operating results of the year 2022.

Significant Financial Ratio

Financial Ratio	2021	2022	Increase (decrease)
Liquidity Ratio (time)	3.01	3.05	0.04
Gross Profit Margin	30.36%	27.09%	(3.27%)
Net Profit Margin	12.30%	8.81%	(3.49%)
Return on Equity	7.09%	4.82%	(2.27%)
Return on Assets	9.39%	5.12%	(4.27%)
Debt to Equities (times)	0.18	0.29	0.11
Interest Bearing Debt to EBITDA Ratio (times)	1.00	3.57	2.57

Liquidity Ratio

The liquidity ratio increased from 3.01 times to 3.04 times due to an increase in current assets such as cash and cash equivalence, account receivables and inventory, and an increase in current liabilities such as overdraft and short-term loan from financial institutions, account payables.

Gross Profit Margin

Gross profit margin decreased from 30.36% to 27.09% or decrease of 3.27%, mainly decrease from the increasing of raw material cost in electric motorcycle business.

Net Profit Margin

Net profit margin increased from 12.30% to 8.81% mainly from higher cost of goods sold, selling expenses, administrative expenses and financial costs.

Return on Equity

Return on equity decreased from 7.09% to 4.82% as net profit decreased from Baht 26.35 million to Baht 22.10 million, while shareholders' equity change significantly from Baht 289.94 million to 514.30 million.

Return on Asset

The return on assets decreased from 9.39% to 5.12% due to profit from operation decreased from Baht 34.58 million to 28.63 million whereas total assets increased from Baht 384.80 million to 734.29 million.

Interest bearing debt to EBITDA ratio

IBD/EBITDA in year 2022 equal to 3.57 times which increase from 1.00 times due to the increase of interest bearing debt such as short-term and long-term loan from financial institutions and financial lease, and the decrease of EBITDA.