

## Management Discussion & Analysis. (MD&A Q1/2023)

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

May 15, 2023.

Discussion and analysis of operations for the quarter ended Mar 31, 2023.

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 Mar 31, 2023 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 : MB

Consolidated	Q1-23		Q1-22		#YoY (Q1-23#Q1-22) Inc./Dec.	
	Amt.	%	Amt.	%	Amt.	%
<b>Service Income</b>	<b>192.59</b>		<b>206.03</b>		<b>-13.44</b>	<b>-6.5%</b>
Cost of Service	163.11	84.7%	190.71	92.6%	-27.60	-14.5%
<b>Gross Profit</b>	<b>29.48</b>	<b>15.3%</b>	<b>15.32</b>	<b>7.4%</b>	<b>14.16</b>	<b>92.4%</b>
Other Income	0.27	0.1%	0.31	0.2%	-0.04	-12.9%
Selling Expense	4.76	2.5%	3.98	1.9%	0.78	19.6%
Admin Expenses	15.64	8.1%	17.79	8.6%	-2.16	-12.1%
Financial Cost	2.88	1.5%	2.78	1.3%	0.10	3.6%
<b>Net Profit before tax</b>	<b>6.46</b>	<b>3.4%</b>	<b>-8.91</b>	<b>-4.3%</b>	<b>15.38</b>	<b>172.6%</b>
Tax income	11.77	6.1%	0.28	0.1%	11.49	4101.8%
<b>Net Profit</b>	<b>-5.30</b>	<b>-2.8%</b>	<b>-9.20</b>	<b>-4.5%</b>	<b>3.90</b>	<b>42.4%</b>

Service income of 192.59 million baht, a decrease of -6.5% y-y, mainly caused from a decrease of the interior but get more the exhibitions and event activities because can be managed to have a satisfactory profit.

Cost of services 163.11 million baht, a decrease of -14.5% y-y, caused from low costs management and decrease in proportion to decrease in revenue.

Gross profit of 29.48 million baht, an increase of +92.4% y-y a significant increase compared to the same quarter of the previous year. Most of the profits came from the exhibition and marketing activities that started to have a significant recovery.

The company had selling expenses of 4.76 million baht, an increase of +0.78 million baht or +19.6% y-y, after adjusting the marketing strategy. The sales team started to have more business channels, especially in marketing activities.

Administrative expenses of 15.64 million baht, a decrease of -2.15 million baht or -12.1% y-y gradually reducing continually to be appropriate and in line with the marketing strategy that has been set.

Finance cost of 2.88 million baht, an increase of +0.10 million baht, an increase of +3.6% 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 1/2023. The Company has a net profit before tax 6.46 million baht but when deducted the tax income 11.77 million baht (which become from adjusting the deferred tax asset) the result have net loss -5.30 million baht (belonging to a separate items of -5.18 million baht / subsidiaries of -0.12 million baht). The subsidiaries in both the Republic of the Union of Myanmar and Cambodia still stop their operations due to various situations, both politically and economically uncertain by management team have resolved to close both of subsidiaries which are during write down the business.

The strategic plan in focusing on getting more exhibition and marketing activities. In part of interior highlight to get a smaller job that can be management thorough to delivery job at the specified time that can get a good profit create more stability for the company in the future.

Please be informed accordingly,

Yours sincerely,



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