

Netbay IR 02/2566

11 May 2023

Subject: Management Discussion and Analysis for Q1/2023

To: The President The Stock Exchange of Thailand

Overview of Operating Results for the Three-Month Period of 2023

Service income of Netbay Public Company Limited (“the Company”) and its subsidiary for Q1/2023 was Baht 123.37 million, increasing Baht 24.86 million or 25.24% from Q1/2022. In addition, in the first quarter the company recognized revenue based on the percentage of completion of the project to Total Document Handling (TDH) for Thailand Post Co., Ltd.

Cost of services for Q1/2023 was Baht 26.56 million, increased by Baht 5.21 million or 24.38% from Q1/2022. The cost of services increased because the corporation generally adjusts employee salaries once a year in July, along with modifying employee compensation bases as part of normal business. In addition to raising the base compensation, the organization has increased the number of development teams to support the work of both present projects and future project expansion.

Service and administrative expenses for the three-month period ended 31 March 2023 was Baht 39.85 million, increased by Baht 6.41 million or 19.16% from the same period of the previous year. The proportion of service and administrative expenses to total revenue from service was 32.30%, decreased from the same period of the previous year (Q1/2022: 33.95%). The decrease is caused by the efficiency in the management of service & administrative expenses.

The company’s earning before depreciation and amortization, interest and corporate income tax (EBITDA) for the period ended 31 March 2023 was Baht 62.12 million, increasing Baht 13.88 million or 28.76% from Q1/2022

The company’s net profit for Q1/2023 was Baht 46.78 million, increasing Baht 11.35 million or 32.04% from Q1/2022.

As at March 31, 2023, the Company’s total assets was Baht 707.26 million and total liabilities was Baht 160.59 million. Shareholders’ equity amounted Baht 546.67 million, increasing Baht 160.59 million from the end of year 2022 was due to the increase in net operating profit during the period.

Debt to equity ratio as at March 31, 2023 was 0.29 (31 December 2022: 0.37). Book value per share was Baht 2.73 (31 December 2022: Baht 2.50 per share).

Please be informed accordingly.

Yours sincerely,

(Mr. Pichit Viwatrujirapong)

Chief Executive Officer

Netbay Public Company Limited