



**The Practical Solution
Public Company Limited**

+66 2112 9999
+66 2112 9998
thepractical
www.thepractical.co.th
99 Soi Cement Thai, Ratchadapisek Road,
Lad Yao, Chatuchak, Bangkok 10900 Thailand
TAX ID: 0-1075-62000-30-1

Ref. TPS.SET 2023/0501

May 11, 2023

Subject Interim Management's Discussion and Analysis for 3 months ended 31 March 2023

To The President
The Stock Exchange of Thailand

Management's Discussion and Analysis of The Practical Solution Public Company Limited ("the Company") for 3 months ended 31 March 2023, details are as follows.

Performance	3 Months 2022		3 Months 2023		Change
	MB	%	MB	%	%
Revenue from Sales and Services					
1. Revenue from IT System Sale	144.79	71.46	92.63	46.34	(36.02)
2. Revenue from Maintenance Services	49.89	24.62	68.98	34.51	38.26
3. Revenue from Other IT Services	5.57	2.75	35.51	17.77	537.52
Total Revenue from Sales and Services	200.25	98.83	197.12	98.62	(1.56)
Interest income	1.38	0.68	1.88	0.94	36.29
Other Revenue*	1.00	0.49	0.88	0.44	(12.19)
Total Revenue	202.63	100.00	199.88	100.00	(1.36)
Cost of sales and services	141.78	70.80	141.25	71.65	(0.37)
Selling expenses	9.99	4.93	9.53	4.77	(4.55)
Administrative expenses	34.14	16.85	34.02	17.02	(0.36)
Total Cost	185.90	91.75	184.79	92.45	(0.60)
Gross Profit	58.47	29.20	55.87	28.35	(4.45)
Operating Profit	16.73	8.25	15.08	7.55	(9.82)
Financial cost	0.10	0.05	0.59	0.29	494.79
Earnings before Taxes	16.63	8.21	14.50	7.25	(12.81)
Taxes	3.75	22.58	2.78	19.15	(26.05)
Net Profit	12.87	6.35	11.72	5.86	(8.95)
Profit (loss) attributable to:					
Shareholders of the parent company	14.04	6.93	11.46	5.73	(18.35)
Non-controlling interests	(1.17)	(0.58)	0.26	0.13	(122.47)
	12.87	6.35	11.72	5.87	(8.92)

Note: * Other revenue includes gains from sales of assets and gains from exchange rate etc.



**The Practical Solution
Public Company Limited**

+66 2112 9999
+66 2112 9998
thepractical
www.thepractical.co.th
99 Soi Cement Thai, Ratchadapisek Road,
Lad Yao, Chatuchak, Bangkok 10900 Thailand
TAX ID: 0-1075-62000-30-1

Type of Customer	3 Months 2022		3 Months 2023		Change
	MB	%	MB	%	
					%
1. Private Companies	107.78	53.82	159.35	80.84	47.86
2. Government Agencies	92.48	46.18	37.77	19.16	(59.16)
Total	200.25	100.00	197.12	100.00	(1.56)

Revenue from sales and services

For the first 3 months period ended March 31st, 2023, the company revenue from sales and services to 197.12 MB decrease 3.13 MB or decrease 1.56% comparing with the same period last year. The proportion of revenue from IT systems sales included installation and revenue from after-sales services was approximately 46% to 35%. Sales and service income decreased. Due to the first quarter of 2022, the company recognized high revenue from the delivery of backlog from the end of 2021, which is a large project of government agencies.

Cost of sales and services Gross profit and Gross profit margin

For the first 3 months period ended March 31st, 2023, the cost of sales and services decrease by 0.53 million Baht or 0.37% from the same period last year in accordance with the decrease in revenue from sales and services, as a result, the company's gross profit decrease to by 55.87 million baht, and gross profit margin decreased to 28.35%

Selling and Administrative expenses Operating profit and Operating profit margin

For the first 3 months period ended March 31st, 2023, selling expenses decrease 0.45 MB or 4.55% from the same period of the previous year. The main reason came from a decrease in commission according to the decrease in sales revenue. Administrative expenses decreased 0.12 MB or 0.36% from the same period last year caused by a decrease in employee compensation. As a result, the profit from the company operations decrease to 15.08 MB and the operating profit margin decrease to 7.55%

Net profit and Net profit margin

For the first 3 months period ended March 31st 2023, the net profit attributable to the parent company was 11.46 MB, a decrease of 18.35% from the same period last year due to the company's revenue decrease.

Please be informed accordingly,

Yours Sincerely,

(Mr. Bunsom Kitkasetsathaporn)
Chief Executive Officer