



ARIP PUBLIC COMPANY LIMITED

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Ref. ARIP 504/2023

8 November 2023

Subject: Management Discussion and Analysis for the 3rd Quarter of Y2023

Attention: Director and Manager
The Stock Exchange of Thailand

ARIP Public Company Limited submits herewith the financial statements for the 3rd Quarter of Y2023 as of September 30, 2023 which was reviewed by certified public accountant. The Company would like to report the operating results as follows:

The Company has total revenue of 69.19 million baht and the net profit of 2.86 million baht compared to the same quarter in the year 2022 with the revenue of 46.84 million baht and the net profit of 2.52 million baht.

The Company's revenue increased from the previous year by 22.35 million baht or 47.70%, mostly from the special project and organizing the event "Enhancing Thailand Tourism", both of which has high costs. As the result total cost of this quarter was 52.06 million baht, an increase of 19.30 million baht from the previous year, or 58.91%.

The gross profit of the Company was 17.13 million baht, an increase of 3.05 million baht or 21.67% from the previous year.

The Company had selling and administrative expenses of 13.61 million baht, an increase of 2.67 million baht or 24.37% from the previous year. The Company operating result had net profit 2.86 million baht increase from the previous year 0.34 million baht.

Yours faithfully,

Mr. Boonlerd Narathai
Director and Chief Executive Officer