

13 November 2023

Subject: Management's Discussion and Analysis (MD&A)
 Consolidated Financial Results: Q3/2023 and 9M/2023

Attention: Managing Director
 The Stock Exchange of Thailand

Operating Results

Operating results of the Company & its subsidiaries (Unit : MB)	Q3/23	Q3/22	Change +/-	9M/23	9M/22	Change +/-
			YoY			YoY
Operating revenue	127.16	154.81	-17.86%	334.44	458.78	-27.10%
Cost of sales	(107.44)	(121.76)	-11.76%	(266.60)	(339.64)	-21.50%
Gross profit	19.72	33.05	-40.33%	67.84	119.14	-43.06%
Selling and administrative expenses	(36.19)	(29.20)	23.94%	(110.07)	(85.11)	29.33%
Expected credit loss	(78.65)	(2.23)	3426.91%	(78.99)	(2.46)	3110.98%
Other income	1.45	2.36	-38.64%	5.59	5.18	7.98%
EBITDA	(93.67)	3.98	-2452.34%	(115.63)	36.75	-415%
Depreciation and amortization	(6.38)	(7.77)	-17.89%	(18.58)	(16.26)	14.27%
EBIT	(100.05)	(3.79)	2541.24%	(134.21)	20.49	-755.16%
Finance cost	(7.18)	(2.77)	159.11%	(15.03)	(5.75)	161.62%
Income tax expenses	0.02	(0.59)	-103.38%	(0.08)	(6.52)	-98.77%
Share of loss of associate accounted for using equity method	(2.52)	-	-100.00%	(2.52)	-	-100.00%
Share of profit (loss) of joint venture accounted for using equity method	0.35	(0.15)	-338.10%	1.38	(0.19)	-826.32%
Net profit	(109.38)	(7.30)	1398.97%	(150.46)	8.03	-1974.19%
Net profit for the Company	(32.28)	1.42	-2373.24%	(54.30)	5.72	-1049.30%
Gross profit margin (%)	15.51%	21.35%	-5.84%	20.28%	25.97%	-5.69%
Net profit margin (%)	-85.05%	-4.64%	-80.41%	-44.25%	1.73%	-45.98%

Revenue

Revenue from sales and services in the third quarter of 2023 was 127.16 MB, a decrease 17.86% from the same period last year, 154.81 MB, due to the reduce in digital broadcasting projects.

Cost of Sales and Services

In the third quarter 2023, cost of sales and services of the Company was 107.44 MB or 84.49% of operating revenue. It decreased from the third quarter 2022 which was 121.76 MB or 78.65% of operating revenue. The cost of sales and services increased from the expansion in the cloud services provider and data center business which is in the early stage of the business. Entering to this business sector is one of the company's strategies to strengthen our old expertise in CCTV business. This may increase the sustainable growth in revenue in the future.

Selling and Administrative Expenses

The selling expenses for the third quarter 2023 equaled to 10.17 MB. It slightly decreased from the same quarter last year which was 10.59 MB. It was 7.91% and 6.74% of total revenue respectively.

Also, the administrative expenses not included depreciation for the third quarter 2023 equaled to 32.41 MB. It increased from the third quarter 2022 which was 28.61 MB. This was mainly due to more subsidiaries' establishments to support the Company vision and long-termed strategies in entering the new potential business market.

As the Company thoroughly considered various factors in the forecasts during risks and uncertainties in account receivable's repayment, the expected credit losses amounted 78.65 mb was booked. This was to appropriately reflect the credit risk in Q3/2023.

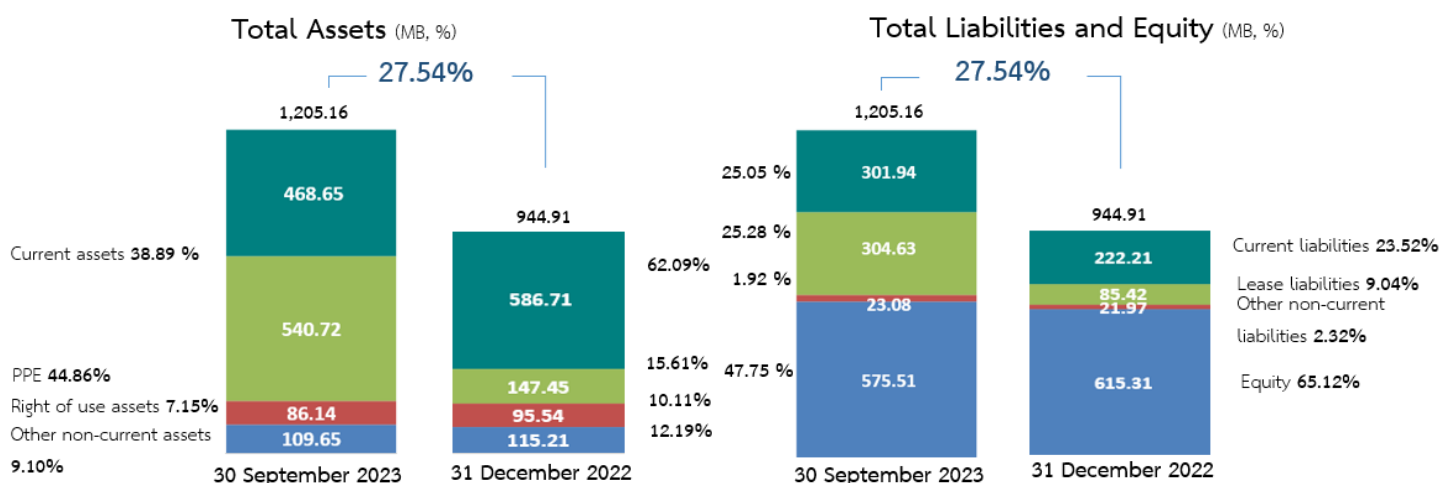
Financial Costs

The financial cost in Q3/2023 was 7.18 MB or 5.58% of total revenue compared to Q3/2022 which was 2.77 MB or 1.76% of total revenue.

Operating Results

Since the subsidiaries and the company's new businesses, according to our long-termed strategies, are in the early stage which require the investment, the aforementioned expected credit loss amounted 78.65 MB, and the delay in revenue recognitions of some project, the Company incurred a net loss 109.38 MB in the third quarter 2023 compared to the same quarter in 2022 which there's 7.30 MB net loss.

Financial Position



Assets

As of 30 September 2023, the total assets were 1206.15 MB, increased 260.25 MB or 42.51% compared to the end of 2022 equaled to 944.91 MB. This was from the acquisition and acceptance of assets of the entire business transfer transaction from EEC Global Cloud Company Limited.

Liabilities

The total liabilities as of 30 September 2023 were 629.65 MB, increased 300.05 MB or 91.03% compared to the end of 2022 which equaled to 329.60. It was also due to the acquisition and acceptance of assets of the entire business transfer transaction from EEC Global Cloud Company Limited.

Shareholders' equity

As of 30 September 2023, the shareholders' equity was 575.51 MB, increased 39.80 MB, 6.47% from the end of 2022 which equaled to 615.31 MB.

Financial Ratio

The important ratios are presented below:

Ratio	As of 30 September 2023	As of 31 December 2022
Liquidity Ratio (Times)	1.55	2.64
Debt to Equity Ratio (Times)	1.09	0.54
Return on Equity (%)	-26.14	-4.43

Management Outlook towards the Business in Q4/2023

Economic Outlook

In Q4/2023, the global economy is poised for moderate growth. China's economic downturn is one of the factors. Moreover, the International Monetary Fund (IMF) anticipated world economic growth at 3% in 2023 with impetus from low unemployment readings among major economies, despite the service industry showing signs of weakening alongside the industrial sector. As a result, central banks in advanced economy countries gradually increased their policy interest rate. Nonetheless, the Israel-Palestinian conflict might trigger a global inflation spike.

The Thai economy will keep regaining positive momentum in Q4/2023. This will be driven by rebounding foreign tourist arrivals and robust private consumption. The investment promotion policy also one of the factors helping spur private investment. However, Thai exporters might remain uncertainties by China's economic slowdown. Meanwhile, inflation might increase because of higher energy and food prices. We thus expect the Bank of Thailand to hold the policy rate steady at 2.5% throughout the remainder of 2023.

The Company's Strategies

2023 has been a challenging year but also a great opportunity for the Company to grow and expand to the new business sector which may result in the sustainable growth in revenue and profit in the future.

In order to achieve the 2023 ambitions, we will take advantage of the latest technology to drive 3 areas according to the 3P approach as follows:

- 1) **PLANET:** Drives and elevates the country to a net zero carbon emission society according to the government's BCG and COP27 policies.
- 2) **PRODUCTION:** Pushing and elevating the manufacturing industry to the highest efficiency.
- 3) **PEOPLE:** Pushing for and elevating the quality of life of the people and the overall picture of the society for well-being.

In 2023, the Company's subsidiary, Planet EV, and Singapore's electric vehicles fleet operator, SEV, partnered to supply electric vehicles and charging station in Thailand. In a joint statement, we also signed the MOU with Sokon Motors Chongqing Group, a leading producer of intelligent EVs, super urban SUVs, compact MPVs, commercial EVs and high-performance engines in China, in order to be a sole distributor in Thailand. Sokon was ranked as the number one most selling EVs fleets in China 2 years in a row, 2024-2025. The company has set sales strategies in the form of sales and rentals targeting government and private sector customers, especially those are in the logistics industry.

In addition to the above cooperations, the Company also received the great support from the Enterprise Singapore, a statutory board under the Ministry of Trade and Industry of the Government of Singapore. It was formed to provide programs and support catered to Singapore enterprises' stage of growth, industry, and overseas markets of interest. This might strengthen our confidence in the electric car business in Thailand.

The partnership with SEV and Sokon was the great opportunity for the Company to enter to EVs business which might generate the sustainable growth of the Company in the future.

Yours Sincerely,

(Mr. Prapat Rathlertkarn)
Chief Executive Officer