

CMC 17/2023

10 November 2023

Subject: Management Discussion and Analysis for the 3rd quarter ended 30 September 2023

To: President of the Stock Exchange of Thailand

Following Comanche International Public Company Limited (the “Company” or “Comanche”)’s submission of the separate and consolidated financial statements of the Company and its subsidiaries (“Group Companies”) for the 3rd quarter ended 30 September 2023, which have been reviewed by the auditor, the Company would like to inform of the following changes in operating results exceeding 20 percent.

The summary of changes in operating results is shown in the following table.

	Consolidated Financial Statements			
	Ended 30 September		Increase (Decrease)	
	2023	2022		
	THB million	THB million	THB million	%
Continued Operations				
Revenue from sales	221.66	19.78	201.88	1020.63%
Revenue from services	18.47	42.23	(23.76)	-56.26%
Total revenue	240.13	62.01	178.12	287.24%
Cost of sale	214.05	22.33	191.72	858.58%
Cost of services	12.73	18.14	(5.41)	-29.82%
Allowance for declining in valuation of digital currency assets (Reverse)	(5.51)	8.04	(13.55)	-168.53%
Total cost	221.27	48.51	172.76	356.13%
Gross profit	18.86	13.50	5.36	39.70%
Others income*	4.3	9.26	(4.96)	-53.56%
Profit (loss) before expenses	23.16	22.76	0.40	1.76%
Distribution costs	2.09	-	2.09	100.00%
Administrative expenses	20.02	37.04	(17.02)	-45.95%
Profit (loss) from operations	1.05	(14.28)	15.33	-107.35%
Finance cost	0.23	0.04	0.19	475.00%
Profit (loss) before income tax expense from continued operations	0.82	(14.32)	15.14	-105.73%
Income tax (expenses)	(0.78)	0.79	(1.57)	-198.73%
Profit (loss) for the period from continued operations	0.04	(13.53)	13.57	-100.30%
Discontinued Operations				
Profit (loss) for the period from discontinued operations, net of income tax	-	(17.67)	17.67	-100%
Profit (loss) for the period from discontinued operations	-	(17.67)	17.67	-100%
Total comprehensive income (loss) for the period	0.04	(31.20)	31.24	-100%
Profit (loss) for the period - attributable to owners of the parent	(0.34)	(35.31)	34.97	-99.04%

* Other income such as interest revenue, gain on bargain Purchase and gain from foreign exchange

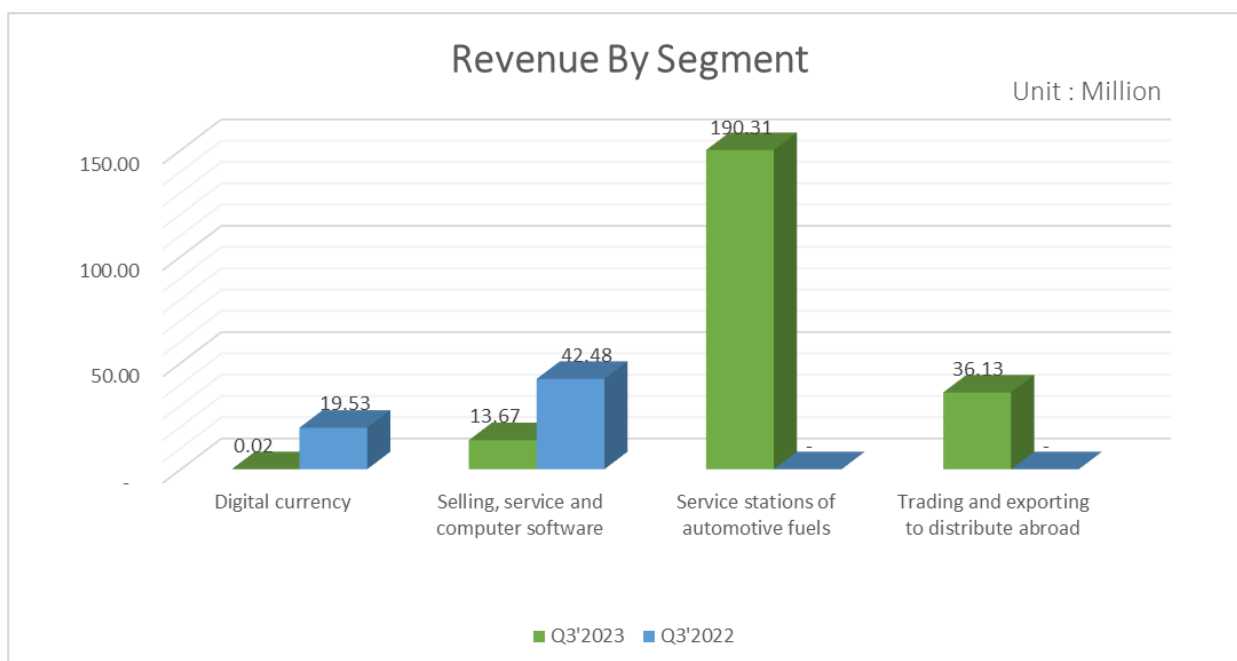
On 5 January 2023, the Company acquired 1 million ordinary shares BT Grand Petroleum Co., Ltd. at Baht 100 per share totaled amount of Baht 100 million, BT Bowtipcoffee Co., Ltd. 0.05 million ordinary shares at Baht 100 per share totaled amount of Baht 5 million and BT Bowtiwaratree Co., Ltd. 0.1 million ordinary shares at Baht 100 per share totaled amount of Baht 10 million from all existing shareholders. As a result, the Company had the investment proportion in the three companies at 100% of the issued capital all 3 companies. The consolidated financial statements of the Group Company for the 9-month period ended 30 September 2022 do not include all 3 companies' operating results as above.

During the period ended 30 September 2023, The Company disposal investments in three subsidiaries namely Synature Technology Co., Ltd., AI Soft Co., Ltd. and Comanche Gogoji Co., Ltd. As a result, the Company lost control over the three. And there is an increase in gain on disposal of investments in subsidiaries amount of THB 8.03 million. In the consolidated financial statements for the period ended 30 September 2022

Performance for the quarter 3/2023:

For the operating results of the 3rd quarter ended 30 September 2023, it can be present that the Company and its subsidiaries had a net profit of the consolidated financial statements amount of Baht 0.04 million or 0.02 % of the total revenue when compared with the same period of prior year found that the Group Companies has net profit increased in the amount of Baht 13.57 million or increase rate of 100.30 %, mainly increased from revenue from sale as amount of Baht 201.88 million.

The following tables present revenue and profit information regarding the Group Companies' operating segments for the 3rd quarter ended 30 September 2023, and 2022.



Type	Digital currency		Selling, service and computer software		Service stations of automotive fuels		Trading and exporting to distribute abroad		Consolidated financial statements		
	2023	2022	2023	2022	2023	2022	2023	2022	2023	2022	Increased (Decreased)
Total revenue	0.02	19.53	13.67	42.48	190.31	-	36.13	-	240.13	62.01	178.12
Cost of sale and Service	5.40	(29.99)	(8.93)	(18.51)	(185.16)	-	(32.58)	-	(221.27)	(48.50)	(172.77)
Gross profit (Loss)	5.42	(10.46)	4.74	23.97	5.15	-	3.55	-	18.86	13.51	5.35

For quarter 3 of the year 2023, The Group Companies had total revenue from operation in business amounting to THB 240.13 million, consisting of (1) revenue from Digital currency segment of Baht 0.02 million, (2) revenue from Selling, service computer software segments amounting of THB 13.67 million, (3) revenue from Service stations of automotive fuels of THB 190.31 million, and (4) revenue from Trading and exporting to distribute abroad segment of THB 36.13 million. When compared with the same period of the prior year, found that the Group of Companies has revenue increased by the amount of THB 178.12 million or an increased rate of 287.24%. mainly increase from revenue from Service stations of automotive fuels of THB 190.31 million, in 2023, the Company acquired ordinary shares of BT Grand Petroleum Co., Ltd, BT Bowtipcoffee Co., Ltd. and BT Bowtiwaratree Co., Ltd. Moreover, the revenue increased from the Trading and exporting to distribute abroad segment amount of THB 36.13 million due to the subsidiary has changed its business objective from providing software and computer services to Trading and exporting to distribute abroad. However, the Group's revenue from the Digital currency segment decreased from 31.49 to 0.01 percent or decreased of THB 19.51 million because during the period the subsidiary company stopped digital coin mining operations. And the revenue from Selling, service computer software segments decreased from 68.51 percent to 5.69 or decreased of THB 28.81 million because during the third quarter of the year 2022, the company had appointed a distributor to sell and provide after-sales services to one company. Therefore, the company has no contract with new customers resulting in the company's revenue decreasing. As a result, the revenue of Selling, service computer software segments decreased.

For quarter 3 of the year 2023, the Group Companies had a total cost of sales and services amount of THB 221 million an increase of Baht 172.76 million or 356.13 % when compared to the same period last year, which amounted to 48.51 million Baht, which increased up in the same direction as revenue. The increase of THB 185.16 million came from in 2023, the company acquired ordinary shares of the company. BT Grand Petroleum Co., Ltd., BT Bowtipcoffee Co., Ltd. and BT Bowtiwaratree Co., Ltd. and an increase of 32.58 million Baht from the business of trading and exporting to distribute abroad.

For other income of in the consolidated financial statements, there was amount of THB 4.30 million when compared with the same period of the previous year. The Group's other income decreased in the amount of THB 3.49 million Because in 2022, the Company disposal investments in three subsidiaries, namely Synature Technology Co., Ltd., AI Soft Co., Ltd. and Comanche Gogoji Co., Ltd. causing The Company lost control over the three subsidiaries. And resulting in a profit from the loss of control in three subsidiaries

in the amount of THB 8.03 million Baht, which in the quarter 3 of the year 2023 there was no such transaction.

For the expenses of the consolidated financial statements for the 3rd quarter ended 30 September 2023, there were Baht 22.11 million. A decrease of THB 14.93 million or a decrease of 40.31 % when compared to the financial statements of the same period last year due to in quarter 3 of 2022, has losses from impairment of equipment and other intangible assets amount of THB 23.71 million. But, however in quarter 3 of 2023 the Group Company had admin expense increased the amounting of Baht 8.00 million which mainly consisted of (1) employee expenses (2) depreciation and amortization (3) Office rental and utilities and (4) Consulting fees and management fees due to in 2023 the Company acquired ordinary shares BT Grand Petroleum Co., Ltd, BT Bowtipcoffee Co., and BT Bowtiwaratree Co., Ltd.

FINANCIAL POSITION:

Financial position	<u>30 September 2023</u>	<u>31 December 2022</u>	<u>Increased (Decreased)</u>	<u>%</u>
Current assets	292.25	248.08	44.17	17.80
Non-current assets	122.03	142.07	(20.04)	(14.11)
Total assets	414.28	390.15	24.13	6.18
Current liabilities	62.62	41.91	20.71	49.42
Non-current liabilities	5.25	1.87	3.38	180.75
Total liabilities	67.87	43.78	24.09	55.03
Total equity attributable to owners of the parent	339.62	340.84	(1.22)	(0.36)
Non-controlling interests	6.79	5.53	1.26	22.78
Total shareholders' equity	346.41	346.37	0.04	0.01
Total liabilities and equity	414.28	390.15	24.13	6.18

As of 30 September 2023, The Group Companies had total assets amount of THB 414.28 million increased amount of THB 24.13 million or an increased rate of 6.18 % when compared with to the financial statements of the year 2022 which amount of THB 390.15 million, an increased from the year 2022 came from the current assets increased amount of THB 44.17 million due to during the period the subsidiary has the sales contract with the supplier, which the subsidiary has paid a deposit amount of THB 64.74 million and increased from inventories increased of THB 8.70 million during the period, the company reversed the allowance for the devaluation of crypto-currency assets amount of THB 5.51 million. However, non-current assets decreased of THB 20.04 million from the advance payment for shares in the amount of THB 115 million from the acquisition of BT Grand

Petroleum Co., Ltd. BT Bowtipcoffee Co., Ltd. and BT Bowtiwaratree Co., Ltd. for other non-current assets increased from the acquisition all 3 businesses approximately of THB 94.97 million, mainly from property, plant, and equipment of THB 66.89 million and intangible assets increased of THB 6.97 million.

For total liabilities, The Group Companies has total liabilities amount of THB 67.86 million has increasing amount of THB 24.08 million or an increased rate of 55.00 % when compared with the financial statements of the year 2022 which there is amount of THB 43.78 million found that it is increasing from prior year came from the current liabilities of THB 20.70 million or increase rate 49.39 % due to the subsidiary has the sales contract with the customer, which the subsidiary has received a deposit amount of THB 34.77 million and other liabilities increased due to the Company acquired investment in 3 subsidiaries.

For the Shareholders' equity of the Parent Company, the Company has shareholders' equity of THB 339.62 million when compared with the financial statements of the year ended 2022 that it is decreasing by the amount of THB 1.22 million or a decreased rate 0.36 because the Company's from the change in shareholding proportion in both subsidiaries.

Please be informed accordingly.

Yours sincerely,

--Wasawat Prasertsin--

Mr. Wasawat Prasertsin
Chief Executive Officer

Comanche International Public Company Limited