

10 November 2023

Subject: Management Discussion and Analysis (MD&amp;A) for the third Quarter of 2023

To The President

Stock Exchange of Thailand

Peerapat Technology Public Company Limited (the “Company” or “PRAPAT”) would like to inform its operation performance for the third Quarter of 2023 as follows,

**Operation Performance Analysis**

Statement of Comprehensive Income	Consolidated (Reviewed)			
	The third Quarter of 2022		The third Quarter of 2023	
	(Jul – Sep.)		(Jul – Sep.)	
	mn THB	%	mn THB	%
Revenue				
Sales Revenue	202.53	81.66%	214.62	81.26%
Rent and Service Revenue	45.50	18.34%	49.49	18.74%
<b>Total Sales Rent and Service Revenue</b>	<b>248.03</b>	<b>100.00%</b>	<b>264.11</b>	<b>100.00%</b>
Cost of Sales	-124.36	-50.14%	-122.55	-46.40%
Cost of Rent and Service	-27.12	-10.94%	-28.51	-10.79%
<b>Total Cost</b>	<b>-151.48</b>	<b>-61.07%</b>	<b>-151.06</b>	<b>-57.20%</b>
<b>Gross Profit</b>	<b>96.55</b>	<b>38.93%</b>	<b>113.05</b>	<b>42.80%</b>
Other Incomes	4.06	1.64%	2.70	1.02%
Selling Expenses	-31.42	-12.67%	-36.18	-13.70%
Administration Expenses	-52.78	-21.28%	-59.69	-22.60%
<b>Earnings Before Interest and Tax</b>	<b>16.41</b>	<b>6.62%</b>	<b>19.88</b>	<b>7.53%</b>
Share of profit (loss) from investments in joint venture		0.00%	-0.34	-0.13%
Finance cost	-4.70	-1.89%	-5.72	-2.16%
<b>Earnings Before Tax</b>	<b>11.71</b>	<b>4.72%</b>	<b>13.83</b>	<b>5.23%</b>
Tax Expenses	-1.50	-0.60%	-3.21	-1.22%
<b>Net Profit for the Year</b>	<b>10.22</b>	<b>4.12%</b>	<b>10.62</b>	<b>4.02%</b>
<b>Attribution of net profit</b>				
Equity-holder of the Company	9.34	3.76%	9.87	3.74%
Non- Controlling Interests	0.88	0.35%	0.75	0.28%

### Revenue from Operation

#### Sales Revenue

In 3Q23 the Company and its subsidiaries had sales revenue increase from the same period of the previous year by 12.09 million baht or 5.97%, consisting of an increase in laundry product revenue of 8.93 million baht. Kitchen products revenue amounted to 3.82 million baht. Building Care Products revenue amounted to 1.15 million baht and Household Products revenue amounted to 1.72 million baht increased in the hotel and resort business and the restaurant business.

#### Rent and Service Revenue

In 3Q23, the Company and its subsidiaries had rental and service income increased 3.99 million baht, or increased 5.73%, consisting of an increase in rental income, kitchen product group of 5.73 million baht and revenue service from swimming pool decreased by 1.39 million baht because of the this was a result of an increase in the rental of dishwasher's machine from the restaurant business.

### Gross Profit and Gross Profit Margin

In 3Q23, the Company and its subsidiaries had gross profit from sales of 92.46-million-baht, accounting for 42.90 percent of gross profit from sales, while the same period of the previous year, the Company and subsidiaries had gross profit from sales of 78.17-million-baht, accounting for the gross profit margin from sales of 38.60 percent, the cost of raw materials and the cost of packaging for production has decreased price.

In 3Q23, the Company and its subsidiaries had a gross profit from rental and service fees of 20.98 million baht, or gross profit from rental and service fees of 42.40% in the same period of the previous year. The Company and its subsidiaries had a gross profit from rental and service fees of 18.37 million baht, or the gross profit margin on rental and service expenses was of 40.38% due to the increase in gross margins from rental and service is because the company has income for renting the dishwasher machine for customers, hotels and restaurants has decreased depreciation and installation.

**Selling and Administration Expenses**

In 3Q23, the Company and its subsidiaries had distribution expenses of 36.18 million baht, an increase of 4.76 million baht or 15.14% from the same period of the previous year due to an increase transportation costs in the amount of 0.97 million baht, personnel expenses in the amount of 1.26 million baht resulting from increased sales. and marketing expenses amounting to 2.53 million baht.

In 3Q23, the Company and its subsidiaries had administrative expenses of 59.69 million baht, an increase of 6.91 million baht or 13.09% from the same period, due to the increase in expenses. Regarding employee salaries and welfare in the number of 8.04-million-baht has employee increase salaries and bonuses were given to employees for the year 2022, or service fee expenses in the amount of 1.14-million-baht, doubtful debt decreased in the amount of 0.31 million baht.

**Net profit and net profit margin are attributed to equity-holders of the Company.**

In 3Q23, The Company and its subsidiaries had a net profit of the Company's shareholders at 9.87 million baht or equivalent to a net profit margin of the Company's shareholders equity of 3.74 percent, an increase from the same period of the previous year. Which had a net profit in the Company's shareholders' equity of 9.34 million baht or equivalent to 3.76 percent of the Company's shareholders equity. The company's sales are in a better improved.

Please be informed accordingly,

Best Regards,

Mr. Veerapong Luesakul

Chief Executive Officer