

No. B8-2023-0116

November 9, 2023

RE: Management Discussion and Analysis for the period ended September 30, 2023

To: President,  
The Stock Exchange of Thailand

Beryl 8 Plus Public Company Limited and its subsidiaries (the "Group") would like to summarize the Financial Performance for the period ended September 30, 2023 as below:

Unit : Million Baht

Consolidated financial performance	Q3	Q2	Change		9M	9M	Change	
	2023	2023	M THB	%	2023	2022	M THB	%
<b>Revenues</b>								
Service income	574.95	631.22	(56.27)	(8.91)	1,792.17	468.16	1,324.01	282.81
Other income	5.96	5.31	0.65	12.24	22.45	3.29	19.16	582.37
<b>Total revenues</b>	<b>580.91</b>	<b>636.53</b>	<b>(55.62)</b>	<b>(8.74)</b>	<b>1,814.62</b>	<b>471.45</b>	<b>1,343.17</b>	<b>284.90</b>
<b>Expenses</b>								
Cost of services	(405.09)	(463.73)	58.64	12.65	(1,309.39)	(275.69)	(1,033.70)	374.95
Selling expenses	(33.52)	(27.65)	(5.87)	(21.23)	(90.61)	(40.38)	(50.23)	124.39
Administrative expenses	(50.47)	(50.53)	0.06	0.12	(149.19)	(64.16)	(85.03)	132.51
<b>Operating profit</b>	<b>91.83</b>	<b>94.62</b>	<b>(2.79)</b>	<b>(2.95)</b>	<b>265.43</b>	<b>91.21</b>	<b>174.22</b>	<b>191.00</b>
Share of profit (loss) from								
investment in associate	1.72	(1.17)	2.89	247.01	0.21	0.00	0.21	100.00
Financial cost	(7.05)	(8.77)	1.72	19.61	(22.92)	(2.08)	(20.84)	1,001.92
<b>Profit before income tax</b>	<b>86.50</b>	<b>84.68</b>	<b>1.82</b>	<b>2.15</b>	<b>242.72</b>	<b>89.13</b>	<b>153.59</b>	<b>172.31</b>
Income tax	(8.31)	(11.64)	3.33	28.61	(29.85)	(0.21)	(29.64)	14,114.29
<b>Profit for the period</b>	<b>78.19</b>	<b>73.04</b>	<b>5.15</b>	<b>7.05</b>	<b>212.86</b>	<b>88.92</b>	<b>123.94</b>	<b>139.38</b>
<b>Equity holders of the Company</b>	<b>74.27</b>	<b>71.97</b>	<b>2.30</b>	<b>3.20</b>	<b>207.48</b>	<b>88.92</b>	<b>118.56</b>	<b>133.33</b>

Revenue breakdown by service type are as below:

Unit : Million Baht

Revenue by service type	Q3	Q2	Change		9M	9M	Change	
	2023	2023	M THB	%	2023	2022	M THB	%
1. Strategy and Technology Consulting	208.17	304.36	(96.19)	(31.60)	794.60	285.22	509.38	178.59
2. Technology Service								
2.1 License and Subscription	221.30	185.36	35.94	19.39	569.01	105.68	463.33	438.44
2.2 Support and Maintenance and Managed Service	145.48	141.50	3.98	2.81	428.56	77.26	351.30	454.67
<b>Total Service Income</b>	<b>574.95</b>	<b>631.22</b>	<b>(56.27)</b>	<b>(8.91)</b>	<b>1,792.17</b>	<b>468.16</b>	<b>1,324.01</b>	<b>282.81</b>

#### Financial performance summary of quarter 3/2023 compared to quarter 2/2023

For Q3/2023, the service revenue amounted to Baht 574.95 million, decreased by Baht 56.27 million Baht or 8.91% from last quarter. This is mainly because the group company has completed the main project in Q2/2023 and some clients extend the period to start the projects and those are the revenue of Strategy and Technology Consulting.

For Q3/2023 the net profit amounted to Baht 78.19 million whereas the net profit for the equity holder of the company amounted to Baht 74.27 million, increasing Baht 2.3 million or 3.2% from last quarter. Net profit margin was 13.46%, which is slightly increased from the last quarter from selling BE8 products, which is the higher margin and from the improvement of operation efficiency.

#### Financial performance summary of 9M/2023 compared to 9M/2022

For 9M/2023, the service revenue amounted to Baht 1,792.17 million, increased by Baht 1,324.01 million Baht or 282.81% YoY. This is mainly from the revenue recognition of new subsidiaries which are Bay Computing Co., Ltd., Vanilla and Friends Co., Ltd., and Reconix Co., Ltd. together with the revenue growth from Strategy and Technology Consulting and License and Subscription.

For 9M/2023 the net profit amounted to 212.86 million Baht whereas the net profit for the equity holder of the company amounted to Baht 207.48 million, increasing 118.56 million Baht or 133.33% compared to the same period of last year. Net profit margin was 11.73%, which was decreased from the lower net profit margin of the subsidiaries of the Group. However, the Group net profit is continuously improving compared to last quarter and the quarter before from the synergy strategy i.e., cross, and up selling. The Group aims to keep improving the net profit margin in the next few years.

Statement of Financial Position

Unit : Million Baht

Statement of financial position	September 30,	December 31,	Change	
	2023	2022	M THB	%
<b>ASSETS</b>				
<b>Current Assets</b>				
Cash and cash equivalents	163.34	122.69	40.65	33.13
Investment in fixed income fund	137.99	140.94	(2.95)	(2.09)
Trade and other receivables	369.56	362.74	6.82	1.88
Inventories	26.70	19.01	7.69	40.45
Contracts assets	886.56	785.71	100.85	12.84
Advance payments for services	264.59	295.11	(30.52)	(10.34)
Other current assets	43.27	40.45	2.82	6.97
<b>Total current assets</b>	<b>1,892.01</b>	<b>1,766.65</b>	<b>125.36</b>	<b>7.10</b>
<b>Non-current assets</b>				
Restricted bank deposit	59.29	56.18	3.11	5.54
Investments in associate	23.46	1.64	21.82	1,330.49
Investments in joint venture	0.86	0.00	0.86	0.00
Other non-current financial assets	12.50	0.00	12.50	0.00
Estimated amount of interest in the net asset value of subsidiary lower than purchase cost	1,270.46	1,270.46	0.00	0.00
Land, Leasehold improvement and equipment	67.45	67.64	(0.19)	(0.28)
Intangible assets	47.80	46.68	1.12	2.40
Goodwill	585.35	575.86	9.49	1.65
Deferred tax assets	23.29	24.68	(1.39)	(5.63)
Right-of-use assets	56.29	65.28	(8.99)	(13.77)
Other non-current assets	8.65	20.26	(7.50)	(37.02)

Unit : Million Baht

Statement of financial position	September 30,	December 31,	Change	
	2023	2022	M THB	%
<b>Total non-current assets</b>	2,115.40	2,128.68	26.72	1.26
<b>Total assets</b>	4,047.41	3,895.33	152.08	3.90
<b>Liabilities and shareholders' equity</b>				
<b>Current liabilities</b>				
OD and short-term loan	238.12	247.43	(9.31)	(3.76)
Trade and other payables	362.53	352.64	9.89	2.80
Current portion of lease liabilities	18.58	16.72	1.86	11.12
Current portion of long-term loan	63.03	75.65	(12.62)	(16.68)
Contracts liabilities	320.56	335.22	(14.66)	(4.37)
Income tax payables	0.43	4.87	(4.44)	(91.17)
Other current liabilities	40.89	29.14	11.75	40.32
<b>Total current liabilities</b>	1,044.14	1,061.67	(17.53)	(1.65)
<b>Non-current liabilities</b>				
Lease liabilities, net of current portion	39.90	50.76	(10.86)	(21.39)
Long-term loan, net of current portion	126.62	173.61	(46.99)	(27.07)
Provision for long-term employee benefits	48.56	40.87	7.69	18.82
Deferred tax liabilities	5.42	6.13	(0.71)	(11.58)
Other non-current liabilities	8.71	9.23	(0.52)	(5.63)
<b>Total non-current liabilities</b>	229.21	280.60	(51.39)	(18.31)
<b>Total liabilities</b>	1,273.35	1,342.27	(68.92)	(5.13)
Issued and fully paid-up capital	132.36	120.33	12.03	10.00
Share premium	2,267.68	2,267.68	0.00	0.00
Appropriated-statutory reserve	12.10	12.10	0.00	0.00
Unappropriated	347.16	152.92	194.24	127.02

Unit : Million Baht

Statement of financial position	September 30,	December 31,	Change	
	2023	2022	M THB	%
Other components of shareholders' equity	0.29	0.03	0.26	866.67
<b>Total shareholders' equity</b>	<b>2,759.59</b>	<b>2,553.06</b>	<b>206.53</b>	<b>8.09</b>
Non-controlling interests	14.47	0	14.47	0.00
<b>Total shareholders' equity</b>	<b>2,774.06</b>	<b>2,553.06</b>	<b>221.00</b>	<b>8.66</b>
<b>Total liabilities and shareholders' equity</b>	<b>4,047.41</b>	<b>3,895.33</b>	<b>152.08</b>	<b>3.90</b>

#### Total Assets

As of September 30, 2023 and December 31, 2022, total assets of the Group amounted to Baht 4,047.41 million and Baht 3,895.33 million, respectively. Total assets increased by Baht 152.08 million from the increase of Cash and cash equivalent and Contract assets of Baht 141.50 million.

Details of trade and other receivables as below:

Unit : Million Baht

Trade and Other Receivables	September 30,	December 31,
	2023	2022
Trade receivables - related parties	0.00	0.00
Trade receivables - unrelated parties	371.33	402.51
<b>Total trade receivables</b>	<b>371.33</b>	<b>402.51</b>
Allowance for expected credit losses	(44.08)	(46.65)
<b>Total trade receivables - net</b>	<b>327.25</b>	<b>355.86</b>
<b>Total trade and other receivables - net</b>	<b>369.56</b>	<b>362.74</b>

Unit : Million Baht

Trade Receivables by Age	September 30,	December 31,
	2023	2022
Not yet due	193.01	216.35
Past due		
Up to 3 months	91.96	64.25
3 - 6 months	39.40	71.79
6 - 12 months	0.73	1.31
Over 12 months	46.23	48.81
<b>Total trade receivables</b>	<b>371.33</b>	<b>402.51</b>
Allowance for expected credit losses	(44.08)	(46.65)
<b>Total trade receivables - net</b>	<b>327.25</b>	<b>355.86</b>

#### Total Liabilities

As of September 30, 2023 and December 31, 2022, total liabilities of the Group Baht 1,273.35 million and Baht 1,342.27 million, total liabilities decreased Baht 68.92 million from the loan repayment of the subsidiary of the Company. The detail of trade and other payables as below:

Unit : Million Baht

Trade and Other Payables	September 30,	December 31,
	2023	2022
Trade payables - unrelated parties	253.23	136.93
Trade payables - related parties	10.31	16.28
Other payables - unrelated parties	8.71	12.88
Other payables - related parties	0.21	0.00
Dividend payables	0.00	26.31
Accrued expenses	90.07	160.24
<b>Total trade and other payables</b>	<b>362.53</b>	<b>352.64</b>

## Equities

As of September 30, 2023 and December 31, 2022, the shareholders' equity was Baht 2,774.06 million and Baht 2,553.06 million, respectively. Shareholders' equity increased Baht 221 million or 8.66% from the net profit from operation.

Sincerely yours,

(Mr. Apisek Tewinpagti)

Chief Executive Officer

Beryl 8 Plus Public Company Limited

Authorized Person to Disclose Information