



ARIP PUBLIC COMPANY LIMITED

99 / 16-20 Ratchadapisek Road., Din Dang,

Bangkok 10400 Thailand.

Tel : +66 (0) 2642-3400

Fax : +66 (0) 2642-2331

Registration No. 0107553000051

www.aripplc.com

Ref. ARIP 140/2024

23 February 2024

Subject : Management Discussion and Analysis for Y2023

Attention : Director and Manager
The Stock Exchange of Thailand

ARIP Public Company Limited submits herewith the financial statements for Y2023 as of December 31, 2023 which was audited by certified public accountant. The Company would like to report the operating results as follows:-

The Company has the total revenue of 246.99 million baht, an increase from the previous year by 20.45 million baht or 9.02%, mainly from digital services, application development and organizing marketing activities.

The cost of sales and services were 181.61 million baht, an increase of 14.99 million baht or 8.99% from the previous year, it is mainly from cost of event and special projects which is consistent with the increase of revenue. As the result, the company have the gross profit of 65.31 million baht, an increase of 5.71 million baht, whereas the gross profit ratio for the year 2023 was 26.45%, similar from the previous year's ratio 26.35%.

The selling and administrative expenses were 51.17 million baht, an increase of 5.59 million baht or 12.27% from the previous year. As the result, the Company has the net profit for the year 2023 was 12.62 million baht, an increased 0.52 million baht or 4.28% from the previous year.

Yours faithfully,

Mr. Boonlerd Narathai
Chief Executive Officer