



## Explanation and analysis of financial position and performance

### GIFT INFINITE PUBLIC COMPANY LIMITED

For the 4<sup>th</sup> Quarter of 2023

## Performance for quarter 4/2023

	Quarter 4/2022	Quarter 3/2023	Quarter 4/2023		Changed		Year 2023	Year 2022	Changed	
Unit : million baht.	Amount	Amount	Amount	(q-q)	(y-y)	Amount	%	Amount	%	(y-y)
<b>Revenues :</b>										
Sale	7	176	586	233	8,271.4	113	95.0	762	94.5	574
<b>Other Revenues :</b>										
Dividend income	0.3	1	11	1,000	3,566.7	5	4.2	11	1.4	120
Gain from disposal of assets	-	-	19	-	-	-	-	19	2.4	-
Interest income	-	2	5	150	-	-	-	7	0.9	-
Others	0.4	-	7	-	1,650	2	1.7	7	0.9	250
<b>Total Revenues</b>	<b>8</b>	<b>179</b>	<b>628</b>	<b>250</b>	<b>7,750.0</b>	<b>119</b>	<b>100</b>	<b>806</b>	<b>100</b>	<b>577</b>
<b>Expenses :</b>										
Cost of sales	8	106	347	227	4,238	109	91.6	453	56.2	315
Selling expense	0.2	19	75	295	37,400	1	0.8	94	11.7	9,300
Administrative expense	6	22	61	177	917	20	16.8	83	10.3	315
<b>Total Expenses</b>	<b>14</b>	<b>147</b>	<b>483</b>	<b>228</b>	<b>3,350</b>	<b>130</b>	<b>109.2</b>	<b>630</b>	<b>78.2</b>	<b>384</b>
<b>Profit (Loss) from Operating</b>	<b>(6)</b>	<b>32</b>	<b>145</b>	<b>353</b>	<b>2,517</b>	<b>(11)</b>	<b>(9.2)</b>	<b>176</b>	<b>21.8</b>	<b>1,700</b>
Finance Cost	-	3	9	200	-	-	-	12	1.5	-
<b>Profit (Loss) before taxed</b>	<b>(6)</b>	<b>29</b>	<b>136</b>	<b>369</b>	<b>2,367</b>	<b>(11)</b>	<b>(9.2)</b>	<b>164</b>	<b>20.3</b>	<b>1,591</b>
Expense(Revenue) income tax	-	7	31	343	-	-	-	38	4.7	-
<b>Profit (Loss) for the period</b>	<b>(6)</b>	<b>22</b>	<b>105</b>	<b>377</b>	<b>1,880</b>	<b>(11)</b>	<b>(9.2)</b>	<b>126</b>	<b>15.6</b>	<b>1,246</b>
<b>Profit (Loss) Equity holders of the Company</b>	<b>(6)</b>	<b>3</b>	<b>37</b>	<b>1,133</b>	<b>717</b>	<b>(11)</b>	<b>(9.2)</b>	<b>40</b>	<b>5.0</b>	<b>463</b>
Profit (Loss) NCI	-	19	67	253	-	-	-	86	10.7	-

## Financial Highlights of year 2023

Expanding to Tech & Innovations business by merging A Lot generated total revenue for the year 2023 growth 577 percent, 806 million baht.

The investment in A Lot Tech Co.,Ltd (A Lot) ratio 40 percent with investment value 625.9 million baht in September 2023. A Lot operates retail business of IT products and Technology via online platforms which is the leading of the market in selling yearly sim card and other product line e.g. smartphones and IoT devices etc.

**A Lot expanded online retail base and market share through 5 brands and penetrated the online channels Social Commerce.**

A Lot has taken over Melon Thai Co.,Ltd in order to expand online retail business base and additional customer base through 3 brands e.g. Threemobile, Mantookdee, Mobiletoy and expanding brand portfolio to cover all target groups of customer through 5 brands on all platforms e.g. Shopee, Lazada, Facebook, TikTok, Website and Line.

Expansion of Social Commerce to TikTok is another main online selling platform via live streaming (Live) which has been started since Q3/2023 and received positive feedback. Increase business opportunity by expanding the influencer sales team, moreover the Simthep selling price has been restructured to be aligned with market situation in order to drive sales growth.

**Net profit 2023 is more than 40 million baht, Sales growth 463 percent exponential growth from expansion to Tech & Innovations business.**

Investment in A Lot driving the revenue after 4 months of merging business, the Company has growth and apparently performed potential recovery. Currently Tech & Innovations business group revenue ratio 93 percent of total revenue in year 2023.



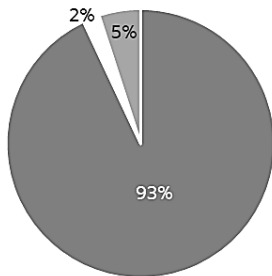
**Year 2024 driving business growth to second business group : Food & Beverage and third business group : Hospitality, Wellness & Beauty**

The Company has investment plan to Food and Beverage business and Hospitality, Wellness & Beauty business according to the expansion plan in year 2024 which will start to purchase and merge other businesses especially restaurant business which the management team has expertise in this business more than 20 years and believes that Food and Beverage business would drive revenue for business growth of the company over year 2023.

# Business Performance of Year 2024

## Revenue

### Revenue Structure 2023



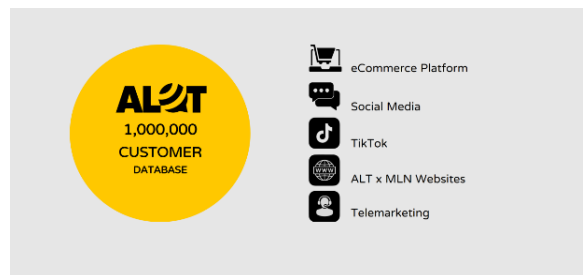
■ Tech & Innovation ■ Original Business ■ Other Revenue

The Company has revenue for year 2023 equivalent to 762 million baht 574 percent revenue growth from last year regarding to merging A Lot from September 2023 onwards meanwhile total revenue year 2023 equivalent to 806 million baht 577 percent of revenue growth from last year in the same direction with selling revenue.

Changing business model and business operation group from original business operated the business related with manufacturing, providing, developing and distributing chemical Ingredients for products. new main business 3 groups which are 1) Tech & Innovations Business 2) Food and Beverage Business 3) Hospitality, Wellness & Beauty Business.

### Group no. 1 : Tech & Innovations

Revenue from Tech & Innovations business for year 2023 is 753 million baht revenue recognition in the first year after acquisition of A Lot since September 2023 which consists of revenue from Tech retail digital paltform selling IT products both offline and online platforms, the main products are Yearly internet sim card, smartphone, tablet, smartphone acessories , IoT smartwatch including IT gadget devices for health and wellness.



### Group no. 2 : Food & Beverage

For year 2023 no revenue generation from this group of business, however the company has business expansion plan to invest in Food & Beverage especially restaurant business which sets target customer to working people expected to operate within 2024.



### Group no. 3 : Hospitality, Wellness & Beauty

For year 2023 no revenue generation from this group of business, however the company has business expansion plan to invest Hospitality, Wellness & Beauty which focuses on cosmetic surgery and anti-aging hospital business also cosmetic surgery clinic.



### Original business group :

Revenue from the original business (Chemical products) for year 2023 is 14 million baht decreased 87.6 percent from last year has the direction to slow down and cease the operation in the future which the company has launched 3 new business groups as metioned above.

## Cost of sales and services

For year 2023 is 344 milion baht increased 315 percent from the cost of A Lot products which the revenue growth aligned with the revenue.

## Selling and Administrative expenses and Finance cost

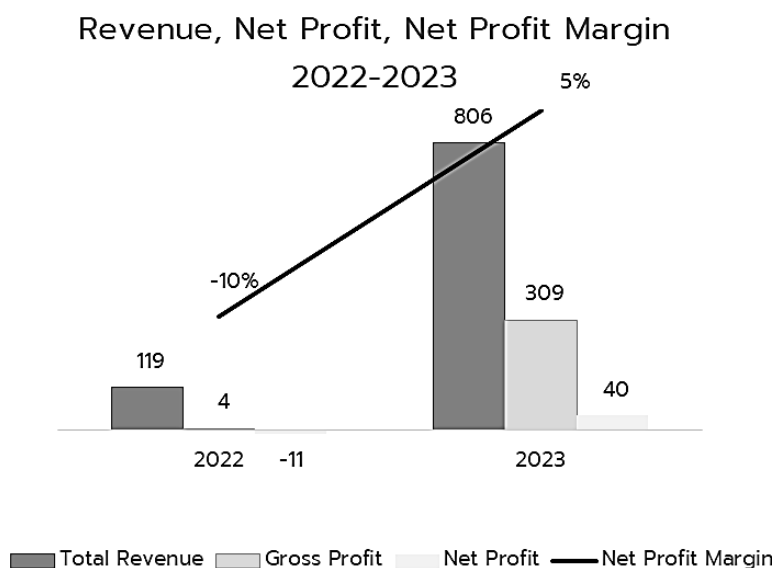
For year 2023 is 177 milion baht increased 743 percent from last year due to initial cost of merging A Lot business last year meanwhile administrative expense increased from financial advisory fee and legal consulting fee for merger total amount 6 million baht which the mentioned expenses are one-time expenses.

However, if the aforementioned special expenses are not included, the company will have sales and administrative expenses equal to 171 million baht, calculated the proportion of sales and administrative expenses 21.2 percent of total revenue which this proportion is likely to decrease due to the Company's business expansion that will help create economies of scale for the business in the near future.

## Net profit

For year 2023 is 40.0 million baht increased 463 percent from last year due to the expansion to Tech & Innovations business to drive the main of the company's business.

## Overview



Please be informed accordingly

Yours sincerely,

-Signed-

(Mr. Surachai Chetchotisak)  
Director and Chief Executive Officer  
GIFT INFINITE PUBLIC COMPANY LIMITED