

CMC 04/2024

February 28, 2024

Subject: Management Discussion and Analysis for the year ended December 31, 2023

To: Director and Manager  
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 year ended December 31, 2023, which have been audited 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			
	For the ended 31 December		Increase (Decrease)	
	2023	2022		
	THB million	THB million	THB million	%
<b>Continued Operations</b>				
Revenue from sales	279.84	20.30	259.54	1278.52%
Revenue from services	23.28	55.57	(32.29)	-58.11%
<b>Total revenue</b>	<b>303.12</b>	<b>75.87</b>	<b>227.25</b>	<b>299.53%</b>
Cost of sale	271.54	25.56	245.98	962.36%
Cost of services	15.55	29.73	(14.18)	-47.70%
Allowance for declining in valuation of digital currency assets (Reverse)	(10.59)	10.36	(20.95)	-202.22%
<b>Total cost</b>	<b>276.50</b>	<b>65.65</b>	<b>210.85</b>	<b>321.17%</b>
<b>Gross profit</b>	<b>26.62</b>	<b>10.22</b>	<b>16.40</b>	<b>160.47%</b>
Others income*	5.33	10.84	(5.51)	-50.83%
<b>Profit (loss) before expenses</b>	<b>31.95</b>	<b>21.06</b>	<b>10.89</b>	<b>51.71%</b>
Distribution costs	2.45	-	2.45	100.00%
Administrative expenses	25.55	47.15	(21.60)	-45.81%
<b>Profit (loss) from operations</b>	<b>3.95</b>	<b>(26.09)</b>	<b>30.04</b>	<b>-115.14%</b>
Finance cost	0.35	0.06	0.29	483.33%
<b>Profit (loss) before income tax expense from continued operations</b>	<b>3.60</b>	<b>(26.15)</b>	<b>29.75</b>	<b>-113.77%</b>
Income tax (expenses)	(0.88)	1.65	(2.53)	-153.33%
<b>Profit (loss) for the period from continued operations</b>	<b>2.72</b>	<b>(24.50)</b>	<b>27.22</b>	<b>-111.10%</b>
<b>Discontinued Operations</b>				
Profit (loss) for the period from discontinued operations, net of income tax	-	(17.67)	17.67	-100%
<b>Profit (loss) for the period from discontinued operations</b>	<b>-</b>	<b>(17.67)</b>	<b>17.67</b>	<b>-100%</b>
<b>Total comprehensive income (loss) for the period</b>	<b>2.72</b>	<b>(42.17)</b>	<b>44.89</b>	<b>-106%</b>
<b>Profit (loss) for the period - attributable to owners of the parent</b>	<b>1.98</b>	<b>(46.28)</b>	<b>48.26</b>	<b>-104.28%</b>

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

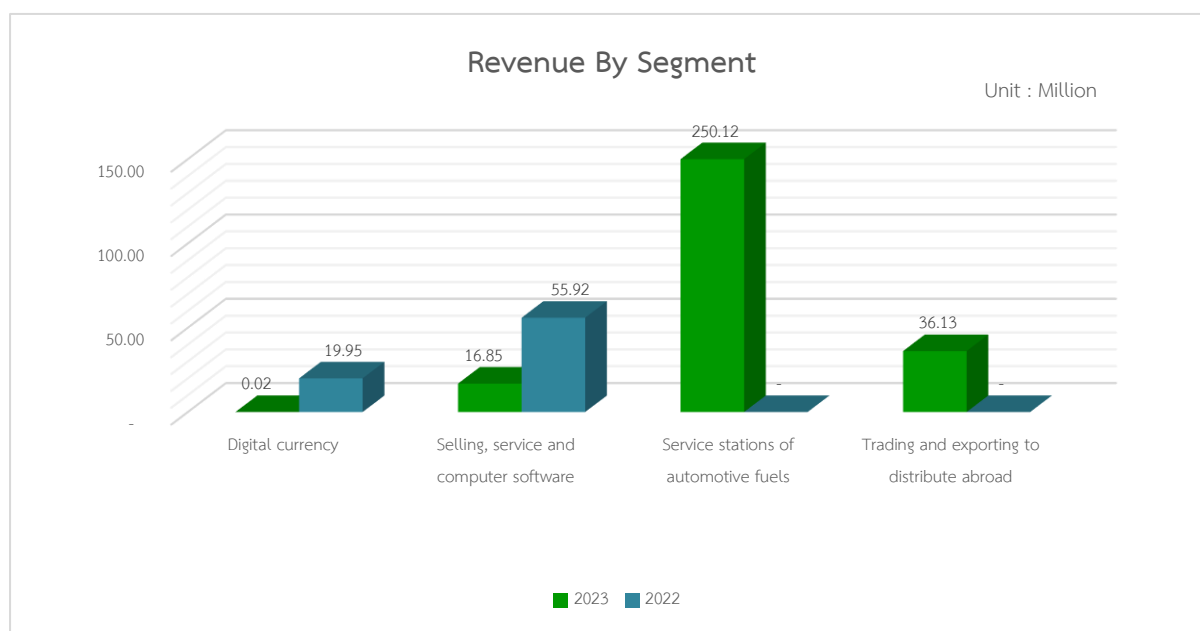
On January 5, 2023, the Company acquired 1 million ordinary shares BT Grand Petroleum Co., Ltd. at Baht 100 per share totaled Baht 100 million, BT Bowtipcoffee Co., Ltd. 0.05 million ordinary shares at Baht 100 per share totaled Baht 5 million and BT Bowtiwaratree Co., Ltd. 0.1 million ordinary shares at Baht 100 per share totaled 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 of all 3 companies. The consolidated financial statements of the Group Company for the year ended December 31, 2022, do not include all 3 companies' operating results as above.

During the year ended December 31, 2022, The Company disposed of investments in three subsidiaries Synature Technology Co., Ltd., Al Soft Co., Ltd., and Comanche Gogoji Co., Ltd. As a result, the Company lost control over the three resulting in a loss from the sale of investments in subsidiaries in the total of Baht 37.65 million in the separate financial statements and a gain from the sale of investments in subsidiaries of Baht 8.03 million in the consolidated financial statements for the year ending December 31, 2022.

#### Performance for the year 2023:

Operating results for the year ended December 31, 2023, it can be present that the Company and its subsidiaries had a net profit of the consolidated financial statements of Baht 1.98 million or 0.65 % of the total revenue when compared with prior year found that the Group Companies has net profit increased in the amount of Baht 48.26 million or increase rate of 104.28 %, mainly increased from revenue from sale as of Baht 259.54 million.

The tables present information on revenue and gross profit by a business segment of the group of companies for the years ended December 31, 2023 and 2022 are as follows:



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	19.95	16.85	55.92	250.12	-	36.13	-	303.12	75.87	227.25
Cost of sale and Service	10.52	(35.71)	(10.18)	(29.94)	(244.12)	-	(32.72)	-	(276.50)	(65.65)	(210.85)
<b>Gross profit (Loss)</b>	<b>10.54</b>	<b>(15.76)</b>	<b>6.67</b>	<b>25.98</b>	<b>6.00</b>	<b>-</b>	<b>3.41</b>	<b>-</b>	<b>26.62</b>	<b>10.22</b>	<b>16.40</b>

For the year 2023, The Group Companies had total revenue from operation in business totaling Baht 303.12 million, consisting of (1) revenue from Digital currency segment of Baht 0.02 million, (2) revenue from Selling, service computer software segments of Baht 16.85 million, (3) revenue from Service stations of automotive fuels of Baht 250.12 million, and (4) revenue from Trading and exporting to distribute abroad segment of Baht 36.13 million when compared with the prior year, found that the Group of Companies has revenue increased by the amount of Baht 227.25 million or an increased rate of 299.53% mainly increase from revenue from Service stations of automotive fuels of Baht 250.12 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 of Baht 36.13 million due to the subsidiary having 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 26.29% to 0.01% or a decrease of Baht 19.93 million because during the year 2023, the subsidiary company stopped digital coin mining operations. The revenue from Selling, service computer software segments decreased from 73.71% to 5.56% or a decrease of Baht 39.07 million because during September 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 the year 2023, the Group Companies had a total cost of sales and services of Baht 276.50 million an increase of Baht 210.85 million or 321.17 % when compared with last year, which there are amounted to 65.65 million Baht, which increased up in the same direction as revenue. The increase of Baht 244.12 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 32.72 million Baht from the business of trading and exporting to distribute abroad.

For other income in the consolidated financial statements, there was Baht 5.33 million when compared with the prior year. The Group's other income decreased by Baht 5.51 million. In 2022, the Company disposed of investments in three subsidiaries, Synature Technology Co., Ltd., AI Soft Co., Ltd., and Comanche Gogoji Co., Ltd. causing The Company to lose control over the three subsidiaries. And resulted in a profit from the loss of control in three subsidiaries of Baht 8.03 million Baht, which in the year 2023

there was no such transaction. However, in 2023, the company acquired ordinary shares of the company. BT Grand Petroleum Co., Ltd., BT Bowtipcoffee Co., Ltd., and BT Bowtiwaratree Co., Ltd. resulting in a profit on bargain purchase a subsidiary in the amount of Baht 2.09 million.

For the expenses of the consolidated financial statements for the year ended December 31, 2023, there were Baht 28.00 million. A decrease of THB 19.15 million or a decrease of 40.62 % when compared with the financial statements of the prior year, due in 2022, there are losses from impairment of equipment and other intangible assets of Baht 23.32 million. However, in 2023 the Group Company had admin expense increased of Baht 10.21 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	31 December 2023	31 December 2022	Increased (Decreased)	%
Current assets	299.56	363.09	(63.53)	(17.50)
Non-current assets	116.35	27.12	89.23	329.02
<b>Total assets</b>	<b>415.91</b>	<b>390.21</b>	<b>25.70</b>	<b>6.59</b>
Current liabilities	62.26	41.97	20.29	48.34
Non-current liabilities	4.56	1.87	2.69	143.85
<b>Total liabilities</b>	<b>66.82</b>	<b>43.84</b>	<b>22.98</b>	<b>52.42</b>
Total equity attributable to owners of the parent	341.94	340.84	1.10	0.32
Non-controlling interests	7.15	5.53	1.62	29.29
<b>Total shareholders' equity</b>	<b>349.09</b>	<b>346.37</b>	<b>2.72</b>	<b>0.79</b>
<b>Total liabilities and equity</b>	<b>415.91</b>	<b>390.21</b>	<b>25.70</b>	<b>6.59</b>

As of December 31, 2023, The Group Companies had total assets of Baht 415.91 million, an increase of Baht 25.70 million or an increased rate of 6.59 % when compared to the financial statements of the year 2022 which there are total assets of Baht 390.21 million, the increase from 2022 came from an increase in non-current assets of Baht 89.23 million from the acquired ordinary shares of all three companies namely BT Grand Petroleum Co., Ltd., BT Bowtipcoffee Co., Ltd., and BT Bowtiwaratree Co., Ltd. Mainly increased from property, plant, and equipment of Baht 83.87 million and intangible assets increased of Baht 6.98 million and an increase from the right-of-use assets of Baht 4.69 million because during the year 2023 the company entered into a lease agreement for a new office location.

The current assets decreased of Baht 63.53 million, a decrease from the advance payment for shares of Baht 115 million from the acquisition of all three businesses, and other current financial assets of Baht 50.85 million because the during 2023 the company has reserved cash for Therefore, investment in financial assets has decreased. However, trade and other current receivables increased of Baht 60.84 million due to the during year 2023, The subsidiary company entered an inventory purchased contract with a supplier. There was an advance payment for the inventory of Baht 74.07 million. And during the year the subsidiary received some inventory for resale to customers abroad, which as of December 31, 2023, resulted in the subsidiary having advance for inventory remaining of Baht 64.74 million due to problems with exports. And the company has considered that it will be able to export and sell products to foreign customers. Moreover, during the year the company also received payments from receivables and increased from inventories increased of Baht 12.15 million during the year, the company reversed the allowance for the devaluation of crypto-currency assets amount of THB 10.59 million.

For total liabilities, The Group Companies has total liabilities of Baht 66.82 million has increasing amount of Baht 22.98 million or an increased rate of 52.42 % when compared with the financial statements of the year 2022 which had total liabilities of 43.84 million baht, an increase from the previous year from an increase in current liabilities of 20.29 million baht or an increase of 48.34% 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, it amounted to Baht 341.94 million when compared with the financial statements of 2022, an increase of Baht 1.10 million baht or a reduction rate of 0.32 % from the profit attributable to shareholders of the parent company in 2022 of Baht 1.98 million and decreased from the change in shareholding proportion in two subsidiaries in the amount of Baht 0.88 million.

Please be informed accordingly.

Yours Sincerely,

-- Wasawat Prasertsin--

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(Mr. Wasawat Prasertsin)

Chief Executive Officer