

SO-SET-2024002

Date 22 February 2024

Subject Report and analysis conducted by the management department on the Company's performance during the period ending December 31, 2023

 To President
 The Stock Exchange of Thailand

Siamrajathanee Public Company Limited (the "Company") hereby provides the following report and analysis conducted by the Company's management department with respect to the Company's performance during the period ending December 31, 2023. A summary of the significant changes from the corresponding period in the previous year is as follows:

Statement of comprehensive income for the period ending December 31, 2022 and 2023.

Item	Separate FS				Change		Separate FS		Consolidated FS		Change	
	31 Dec 2022		31 Dec 2023				31 Dec 2022		31 Dec 2023			
	THB mm	%	THB mm	%	THB mm	%	THB mm	%	THB mm	%	THB mm	%
Revenues												
Revenue from outsourcing services	1,967.61	84.86	2,016.83	84.65	49.22	2.50	1,967.61	84.86	2,016.83	84.65	49.22	2.50
Revenue from rental and services	271.57	11.71	329.57	13.83	58.00	21.36	271.57	11.71	329.57	13.83	58.00	21.36
Gain on sale of assets for lease held for sale and equipment	57.24	2.47	22.61	0.95	(34.63)	(60.50)	57.24	2.47	22.61	0.95	(34.63)	(60.50)
Other incomes	22.36	0.96	13.46	0.56	(8.90)	(39.80)	22.36	0.96	13.46	0.56	(8.90)	(39.80)
Total revenues	2,318.78	100.00	2,382.47	100.00	63.69	2.75	2,318.78	100.00	2,382.47	100.00	63.69	2.75
Expenses												
Cost of outsourcing services	1,638.97	70.68	1,676.41	70.36	37.44	2.28	1,638.97	70.68	1,676.41	70.36	37.44	2.28
Cost of rental and services	216.96	9.36	258.99	10.87	42.03	19.37	216.96	9.36	258.99	10.87	42.03	19.37
Selling and administrative expenses	252.08	10.87	219.31	9.21	(32.77)	(13.00)	252.08	10.87	219.34	9.21	(32.74)	(12.99)
Total expenses	2,108.01	90.91	2,154.71	90.44	46.70	2.22	2,108.01	90.91	2,154.74	90.44	46.73	2.22
Profit before finance cost and income tax expenses	210.77	9.09	227.76	9.56	16.99	8.06	210.77	9.09	227.73	9.56	16.96	8.05
Finance income	0.83	0.04	2.47	0.10	1.64	197.59	0.83	0.04	2.47	0.10	1.64	197.59
Finance cost	-	-	-	-	-	-	-	-	-	-	-	-
Profit before income tax expenses	211.60	9.13	230.23	9.66	18.63	8.80	211.60	9.13	230.20	9.66	18.60	8.79
Income tax expenses	(42.83)	(1.85)	(46.71)	(1.96)	(3.88)	9.06	(42.83)	(1.85)	(46.71)	(1.96)	(3.88)	9.06
Profit for the year	168.77	7.28	183.52	7.70	14.75	8.74	168.77	7.28	183.49	7.70	14.72	8.72



Item	Separate FS				Change		Separate FS		Consolidated FS		Change	
	31 Dec 2022		31 Dec 2023				31 Dec 2022		31 Dec 2023			
	THB mm	%	THB mm	%	THB mm	%	THB mm	%	THB mm	%	THB mm	%
Other comprehensive income												
Exchange differences on translation of financial statements in foreign currency	-	-	-	-	-	-	-	-	(0.64)	(0.03)	(0.64)	-
Actuarial loss	-	-	(20.65)	(0.87)	(20.65)	-	-	-	(20.65)	(0.87)	(20.65)	-
Less: income tax	-	-	4.13	0.17	4.13	-	-	-	4.13	0.17	4.13	-
Total comprehensive income for the period	168.77	7.28	167.00	7.01	(1.77)	(1.05)	168.77	7.28	166.33	6.98	(2.44)	(1.45)

Revenue from outsourcing services

The Separate and Consolidated financial statements for the period ending December 31, 2022 and 2023, the Company had revenue from outsourcing services 1,967.61 million baht and 2,016.83 million baht respectively, an increase of 49.22 million baht or 2.50 percent. The increase was caused primarily by the higher revenue from technical services department, because the Company had renewed contract with higher price rate than previous contract. And increase was due to the fact that the company signed a new contract in 1st – 2nd quarters of 2023.

Revenue from rental and services

The Separate and Consolidated financial statements for the period ending December 31, 2022 and 2023, the Company revenue 271.57 million baht and 329.57 million baht respectively from car rental and service payments, an increase of 58.00 million baht or 21.36 percent. This increase resulted from the company will enter into a long-term arrangement 5 years with the government agency in September 2022. This agreement has resulted in the Company securing an additional revenue stream.

Gross profits

The Separate and Consolidated financial statements for the period ending December 31, 2022 and 2023, the Company made 383.25 million baht and 411.00 million baht respectively of gross profits. The percentages of gross profit were 17.12 and 17.52 respectively. The increasing in gross margin is mainly from the higher gross profit charged to the customer in technical services department from the renewed contract with higher price rate than previous contract with a government agency and rental and services from the newly awarded long-term contract with a government agency.

Gain on sale of assets lease held for sale and equipment

The Separate and Consolidated financial statements for the period ending December 31, 2022 and 2023, The Company reported a profit from the disposal of lease assets held for sale and equipment amounting

to THB 57.24 million and THB 22.61 million for the years ending on December 31, 2022, and 2023, respectively. This represents a decrease of THB 34.63 million or 60.50 percent compared to the same period in the previous year. The decrease is attributed to some of the vehicles sold towards the end of 2023 having high mileage and extensive wear and tear, which resulted in lower sale prices compared to 2022. Moreover, the market price for used pickup trucks in 2023 experienced a decline. In 2023, the company sold a total of 185 vehicles, which is an increase of 70 vehicles compared to the same period in 2022, when 115 vehicles were sold.

Other revenues

The Separate and Consolidated financial statements for the period ending December 31, 2022 and 2023, the Company had other earnings totaling 22.36 million baht and 13.46 million baht respectively, decreased by 8.90 million baht slightly than prior period.

Services and Administrative expenses

The Separate and Consolidated financial statements for the period ending December 31, 2022 and 2023, the Company had services and management expenses in the amount of 252.08 million baht and 219.31 million baht respectively, a decreased of 32.77 million baht or 13.00 percent.

Financial costs

The Separate and Consolidated financial statements for the period ending December 31, 2022 and 2023, the Company had no financial costs.

Other comprehensive income

The Consolidated financial statements for the period ending December 31, 2023, the company had exchange differences on translation of financial statements in foreign currency amount of 0.64 million baht as a result of the Company's investment in Tess Ventures AIT, LLC, which is a company established in the United States amount of USD 500,000 in August 2023

Statements of financial position

Item	Separate FS				Change		Separate FS		Consolidated FS		Change	
	31 Dec 2022		31 Dec 2023				31 Dec 2022		31 Dec 2023			
	THB mm	%	THB mm	%	THB mm	%	THB mm	%	THB mm	%	THB mm	%
Total assets	1,917.75	100.00	2,075.01	100.00	157.26	8.20	1,917.75	100.00	2,074.34	100.00	156.59	8.17
Total liabilities	874.89	45.62	1,043.70	50.30	168.81	19.29	874.89	45.62	1,043.70	50.31	168.81	19.29
Shareholders' equity	1,042.86	54.38	1,031.31	49.70	(11.55)	(1.11)	1,042.86	54.38	1,030.64	49.69	(12.22)	(1.17)

Assets

The Consolidated financial statements as at December 31, 2023, In August 2023, the company has entered into an investment transaction by holding shares in the Tess Ventures AIT, LLC - SO fund, with a 100%



ownership stake. The purpose of establishing this fund is to invest in AITOMATIC, a company. And in October 2023, the company has entered into ordinary shares of Connexpro Co., Ltd., with a 99.99% ownership stake. This transaction will be reflected in the financial assets portion of the overall financial statements.

the Company had aggregate assets of 2,074.34 million baht, an increase of 156.59 million baht or 8.17 percent compared to the 2022 year-end when the Company had 1,917.75 million baht in total assets.

The Separate financial statements as at December 31, 2023, the Company had aggregate assets of 2,075.01 million baht, an increase of 157.26 million baht or 8.20 percent compared to the 2022 year-end when the Company had 1,917.75 million baht in total assets.

The increase in total assets resulted mainly from additional investment amounting to approximately 22.67 million Baht for the subsidiary company and increasing from assets for lease.

Liabilities

The Separate and Consolidated financial statements as at December 31, 2023, the Company had aggregate liabilities of 1,043.70 million baht, an increase of 168.81 million baht or 19.29 percent compared to the 2022 year-end when the Company had 874.89 million baht in liabilities. The increase was mainly due to lease obligations.

Shareholder's equity

The Separate financial statements as at December 31, 2023, the Company had shareholder's equity of 1,031.31 million baht, a decrease of 11.55 million baht compared to the 2022 year-end when the Company had 1,042.86 million baht of Shareholder's equity.

The Consolidated financial statements as at December 31, 2023, the Company had shareholder's equity of 1,030.64 million baht, a decrease of 12.22 million baht compared to the 2022 year-end when the Company had 1,042.86 million baht of Shareholder's equity.

This decrease resulted from the company's payment of dividends to the shareholders at the rate of Baht 0.20 per share, totaling of 89.28 million baht. This dividend will be paid within 8 September 2023. However, the company had retained earnings increased from the Company's net profit generated during this period.



Driving Business for Sustainability

The Company believes that running a business on the basis of sustainability is an important foundation that will help the organization grow with stability. The Company is determined to be an organization that cares for society, community and environment and provides good service to customers and partners to operate

Sustainability Policy

The Board of Directors is committed to determining and supervising the objectives and main goals of the Company to be sustainable and consistent with creating values for the Company's stakeholders, the environment and society. To create profitability, competitiveness, and growth and ensure survival in the long-term under various factors, including opportunities and risks that affect the Company and its stakeholders, a business sustainability policy has been established to promote and support the Company's business strategy and development towards the aforementioned objectives and goals in the same direction for the entire organization:

1. Determining corporate strategy to drive the business for sustainable development and growth.
2. Establishing sustainable business operations according to ESG (Environment, Social, Governance) principles as a shared responsibility of all departments of the Company.
3. Integrating ESG into the Company's short-term and long-term business strategies to create value for the Company and its stakeholders.
4. Identifying metrics and establishing a clear performance assessment process on strategy implementation. Using technology to help store and regularly report results to be able to manage risks and respond promptly.
5. Conducting the business with fairness according to the Company's good corporate governance guidelines and the United Nations Sustainable Development Goals (UN SDGs 17), which will have an impact on credibility and good corporate image.
6. Complying with human rights principles and implementing fair employment practices to sustainably drive the economy.
7. Developing products and services that are safe for consumers and the environment. Implementing a risk and safety analysis process, along with precautionary measures to manage risk, emergency, and recovery according to international principles.
8. Considering investment in technology and innovation business that generates returns for sustainability and using a comprehensive investment evaluation (economic, social, and environmental aspects).
9. Promoting the use of technology and innovation to develop efficient energy, resource, weather, water and waste management systems.
10. Developing personnel to improve work efficiency and happiness, creating a sense of ownership and contribution to the success of the Company.



SIAMRAJATHANEE

PUBLIC COMPANY LIMITED

11. Encouraging participation from employees and other stakeholders in the development of social innovation that balances the value to the community, society, and environment in accordance with sustainable development principles.

In addition, the Company attaches great importance to compliance with the laws and regulations relating to environment, occupational health and safety at local, national and regional levels and compliance with international business ethics by requiring directors, executives and employees to act within the framework of the laws, rules, regulations and must not involve, assist or act in any way that violates the laws or other relevant regulations, including actions that look like an infringement of intellectual property

Yours sincerely,

(Mr. Nattaphol Vimolchalao)
(Chief Executive Officer)
(Authorized Director)

(Mrs. Sopa Aroonratana)
(Chief Finance Officer)
(Authorized Director)