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SET. 005/2024

February 29 2024

Subject: Management Discussion and Analysis for Year 2023

To: The President

Copy: The Stock Exchange of Thailand

AKS Corporation Public Company Limited (AKS) has a list of information that the Board of Directors considered in accordance with the resolutions of the Board Meeting No. 2/2024 on February 29 2024 at 3:00 p.m. The meeting's resolution was to consider and approve the Year 2023 Financial Statements as of December 31, 2023. The Financial Statements have been Audit by a certified public accountant.

Therefore, AKS would like to report the operating results for the Year 2023, with a net loss of 244.45 million baht against a net profit of 128.46 million baht for the year 2022 , consequently, increase loss from the same period 2022 amounted 372.91 million baht. The difference in loss is more than 20% because;-

Unit: Million Baht

	2023	2022	Increase (Decrease)	%Increase (Decrease)
Revenues from Sales and Services	954.03	607.82	346.21	56.96
Cost of Sales and Services	865.24	503.57	361.67	71.82
Gross profit	88.79	104.25	(15.46)	14.83
Other Incomes	150.35	383.81	(233.46)	(60.83)
Expenses	467.65	349.77	117.88	33.70
Financial Costs	13.51	8.06	5.45	67.62
Income(Expense) Tax	(2.43)	(1.77)	(0.66)	37.29
Profit (loss) for the year	(244.45)	128.46	(372.91)	290.29
Profit (loss) Owner of the parent	(243.99)	128.41	(372.40)	290.01
Profit (loss) non-controlling interest	(0.47)	0.06	(0.53)	883.33

The Company and its subsidiaries' sales and service revenues amounted 954.03million baht in 2023 compare to 2022 amount 607.82 million baht the revenues increased 346.21million baht or 59.96% due to the following reasons:

1. Revenues from sale of property in 2023 amounted to 691.80 million baht, compared to last year in 2022, amounted to 445.20 million baht, increase of 246.60 million baht, percentage 55.39. Cost of property Sold in 2023 amounted to 588.63 million baht, year 2022 amounted to 302.08. million baht, increase from 2022 of 286.65 million baht, percentage 94.86. The reason is that sales of property s in 2023 increase in sales. This causes costs to increase according to the number of sales.
2. Revenues from hotel business in 2023 amounted to 142.14 million baht, compared to last year in 2022, amounted to 149.55 million baht, decrease of 7.41 million baht, percentage 4.96. Cost of service from hotel business in 2023 amounted to 150.54 million baht, year 2022 amounted to 187.85 million baht, decrease from 2022 of 37.31 million baht, percentage 19.86. The main reason was that in October 2022, the company sold 1 hotel business. So, in 2023 the company had income from hotel operations and hotel costs decreased from 2022.
3. Interest income from loans customers of subsidiaries in 2023 amounted to 76.01 million baht, compared to 2022 amounted to 13.07 million baht, increase of 62.94 million baht, percentage 100. In terms of loan costs, year 2023 amounted to 77.28 million baht, year 2022 amount 13.63 million baht in 2023, there will be an increase in costs of 63.65 million baht, percentage 82.36. When comparing increased income and costs, Income increases more than the cost of lending. Because the company has expanded its loan business. By purchasing additional subsidiaries in June 2023, the loan business has not yet fully expanded.
4. Income from the sale of biological assets (hemp) in 2023 amounted to 24.47 million baht and the cost of selling biological products was 33.05 million baht. This was caused by the production not meeting the criteria. From the geography and climate Including other factors that the company cannot control such as Quality of water sources which contain impurities and limestone Weather conditions change in both heat and PM dust conditions from the surrounding environment. and natural disasters, storms, floods, hail, etc. Normally, during the initial stages of cultivation and research and development, Losses are normal. To find the care formula for biological assets according to the environment of the planting source. The company has discovered problems that cause the output to not

meet the projected criteria and has made improvements to develop the output as expected. Including being aware of and preparing a plan to deal with such problems.

5. Revenues from vehicle rental service in 2023 amounted to 19.61 million baht, Cost of vehicle rental service amounted to 15.74. On 31 May 2023, the Company indirectly acquired this subsidiary.
 6. Other income from company and subsidiary in 2023 amounted to 150.35 million baht, compared to last year in 2022 amounted to 383.31 million baht, decreased amounted to 233.46 million baht, percentage 60.83. Because in 2022 the company has adjusted the fair value of its investments and has a profit from selling hotels.
 7. Gross profit of company and subsidiary in 2023 amounted to 88.79 compared to last year in 2022 amounted to 104.25 million baht. Which gross profit decreased amounted 15.46 percentage 14.83. Because in 2023 company and subsidiary have increased property sold and service.
 8. Distribution and administrative expenses in 2023 amounted to 467.65 million baht in 2022, compared to last year 2022 amounted to 349.77 million baht, increased amounted to 117.88-million-baht percentage 33.70. Because marketing expenses increase to stimulate sales to increase. The company expects that this will result in increased income. In 2023, there will be an impairment adjustment from investments in foreclosed properties.
 9. Expenses tax of company and subsidiary in 2023 amounted to 2.43 million baht, in 2022 amounted to 1.77 million baht decreased amounted to 0.66-million-baht percentage 37.29
- For the aforementioned reasons, the Company and its subsidiaries had a net loss of 244.45 million baht in the 2023.

Please be informed accordingly and disseminate such information further.

Yours Sincerely,

(Mr. Chamnarn Wangtal)

Director

(Mr. Voravut Laithuamthaweekul)

Director