

Ref. No. Chor Por.(2) 2109/2024

May 14, 2024

To Managing Director
The Stock Exchange of Thailand

Subject : Management Discussion and Analysis of the three-months period ended on 31 March 2024

On behalf of Chiang Mai Ram Medical Business Public Company Limited, the operation of the company and its subsidiaries for the quarter ended March 31, 2024 compared to the same period in 2023 would be clarified as follows;

1. Operating results

The details are as follows.

| (Thousand baht) | March 31, 2024 | March 31, 2023 | Increase(decrease) |
|--------------------------------|------------------|------------------|--------------------|
| Revenue from medical treatment | 1,326,362 | 1,225,626 | 100,736 |
| Other income | 52,483 | 71,969 | (19,486) |
| Total Revenue | 1,378,845 | 1,297,595 | 81,250 |
| Share of profit of associates | 2,372 | 3,726 | (1,354) |

1. The total revenue in the amount of which consisted of medical income of 1,326.36 million baht, compared with revenue in 2023 of 1,225.63 million baht, a increase of 100.74 million baht or 8.22%. This was due to the increase revenue to medical treatment of the company 64.05 million baht, and the subsidiary increased by 36.68 million baht. The Other income decreased by 19.49 million baht. Total operating income increased 81.25 million baht or 6.26%.

2. Share of profits from investments in associates decreased by 1.35 million baht which belongs to Khelang Nakorn Ram Hospital Co., Ltd. a decrease of 2.91 million baht, and Watcharasirivej Co., Ltd., increased by 1.56 million baht.

| (Thousand baht) | March 31, 2024 | March 31, 2023 | Increase(decrease) |
|---------------------------|------------------|------------------|--------------------|
| Cost of medical treatment | 997,353 | 956,826 | 40,527 |
| Administrative expenses | 178,048 | 159,159 | 18,889 |
| Financial cost | 38,287 | 32,495 | 5,792 |
| Total expenses | 1,213,688 | 1,148,480 | 65,208 |

The total expenses increased by 65.21 million baht or 5.68% due to the increasing of medical treatment costs as 40.53 million baht or 4.24%, administrative expenses increased by 18.89 million baht or 11.87% and financial cost increased by 5.79 million baht or 17.82%. The reason for the increase in operating expenses is due to the expansion of services to more social security patients. Resulting in increased medical costs In terms of medical personnel, medical equipment and devices, drugs and medical supplies, compensation for employees in the support department to support the increasing number of social security patients.

For the first quarter ended March 31, 2024. The Company and its subsidiaries had net income of 133.15 million baht which increase 10.83 million baht, comparing to the same period in 2023 with net profit of 122.32 million baht or 8.85%.

2. Financial position as of 31 March 2024

| (Thousand baht) | March 31, 2024 | March 31, 2023 | Increase(decrease) |
|----------------------------|----------------|----------------|--------------------|
| Total assets | 11,921,656 | 12,382,750 | (461,094) |
| Total liabilities | 5,540,317 | 5,548,228 | (7,911) |
| Total shareholder's equity | 6,381,339 | 6,834,522 | (453,183) |

The Company and its subsidiaries have total assets of 11,921.66 million baht, decreasing by the end of 2023 amounting to 461.09 million baht, or 3.72%. The mainly due to the decrease Other non-current financial assets amount of 450.21 million baht, Property, plant and equipment decreased by 81.13 million baht, Accrued revenues from hospital operations increased by 30.61 million baht, Cash and cash equivalents increased by 41.60 million baht.

The Company and its subsidiaries had total liabilities of 5,540.32 million baht decreasing 7.91 million baht. Due to the decrease Long-term loan from financial decrease by 168.52 million baht, Deferred tax assets decrease by 92.52 million baht, Income tax payable increased by 27.09 million baht.

Please contact me know if you need further information.

Sincerely yours,

(Dr. Dusit Srisakul)
Managing Director

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