

No. NEXP-312-2405001

10 May 2024

Subject: Management Discussion and Analysis of Financial Statements for the first quarter ended 31 March 2024

To: The President of The Stock Exchange of Thailand

We, NEX Point Public Company Limited (“the company”), would like to clarify to the operating results of the company and subsidiaries for the first quarter ended 31 March 2024 which has been approved by the Board of Directors meeting held on 10 May 2024. The details are as follows:

Overview of operating results for the first quarter ended 31 March 2024

Unit: Million Baht

Segment	For 3-months period ended 31 March 2024			For 3-months period ended 31 March 2023			Change Increase (Decrease)	%Change Increase (Decrease)
	Revenue	Cost	Gross Profit (Loss)	Revenue	Cost	Gross Profit (Loss)		
1. Commercial electric vehicle business	2,364.02	2,212.12	151.90	3,058.96	2,958.94	100.02	51.88	52%
2. Computer and software system business	115.08	83.29	31.79	144.16	114.66	29.50	2.29	8%
3. Logistic services business	7.40	9.80	(2.40)	7.51	17.63	(10.12)	7.72	76%
Total	2,486.50	2,305.21	181.29	3,210.63	3,091.23	119.40	61.89	52%
<u>Add</u> Other revenue			23.04			18.13	4.91	27%
<u>Less</u> Sales and administrative expenses			(102.47)			(98.25)	4.22	4%
<u>Less</u> Financial costs			(7.36)			(6.81)	0.55	8%
<u>Less</u> Income tax			(22.81)			(12.66)	10.15	80%
Share of gain (loss) from an investment in an associate			(13.72)			139.23	(152.95)	N/A
Net Profit			57.97			159.04	(101.07)	(64%)
Profit of non-controlling interests			8.67			6.96	1.71	25%
Profit attributable to the parent company			49.30			152.08	(102.78)	(68%)

Operating Results in Summary

Revenue from sales and services

- For the first quarter ended March 31, 2024, the Company earned the total revenue from sales and service of Baht 2,486.50 million, decreased by Baht 724.13 million, or 23% as compared to the same period of previous year which incurred the total revenue from sales and services of Baht 3,210.63 million, mainly from the commercial electric vehicle business of Baht 694.94 million. Due to the period the company sales commercial electric vehicles, 11-meter bus type decrease of the previous period 386 units, which this model of vehicle It is a high value vehicle, therefore, it directly affects the income from business operations of the group.

Cost of sales and services

- For the first quarter ended March 31, 2024, cost of sales and services were Baht 2,305.21 million, decreased by Baht 786.02 million, or 25%, as compared to the same period of last year which incurred the total cost of sales and services of Baht 3,091.23 million, in the same direction of revenue. Mainly from the commercial electric vehicle business in amount of Baht 746.82 million.

Gross profit

- For the first quarter ended March 31, 2024, gross profit was Baht 181.29 million, increased by Baht 61.89 million, or 52%, as compared to the same period of previous year which incurred the gross profit of Baht 119.40 million, mainly from the commercial electric vehicle business in amount of Baht 51.88 million.

Other income

- For the first quarter ended March 31, 2024, other income was Baht 23.04 million, increased by Baht 4.91 million, or 27%, as compared to the same period of previous year which incurred the gross profit of Baht 18.13 million, mainly from the service and rental income increased by Baht 3.55 million.

Operating Results in Summary (Continued)

Selling and administrative expenses

- For the first quarter ended March 31, 2024, selling and administrative expenses were Baht 102.47 million, increased by Baht 4.22 million, or 4%, as compared to the same period of previous year which incurred the selling and administrative expenses of Baht 98.25 million, mainly from the depreciation and amortization increased by Baht 9.35 million, the employee expense and management compensation increased by Baht 5.66 million, but there were the doubtful debt decreased by Baht 10.89 million,.

Income tax

- For the first quarter ended March 31, 2024, income taxes were Baht 22.81 million, increased by Baht 10.15 million, or 80%, as compared to the same period of the previous year, which incurred the income taxes of Baht 12.66 million, mainly from gross profit of the commercial electric vehicle business increased.

Share of gain (loss) from an investment in an associate

- For the first quarter ended March 31, 2024, share of loss from an investment in an associate was Baht 13.72 million, decreased by Baht 152.95 million as compared to the same period of last year which incurred the share of gain of associated companies of Baht 139.23 million. All first quarter ended of the year 2024, the associated company sales and delivering products to customers as a result, as compared to the same period of last year which decreased by 440 Unit. As a result, the company realized a decrease in profit sharing from investments in associated companies.

Profit attributable to the parent company

- For the first quarter ended March 31, 2024, the company had net profit attributable to the parent of Baht 49.30 million, decreased by Baht 102.78 million, or 68%, as compared to the same period of previous year, which incurred to decrease from a share of gain from an investment in an associate.

Operating results of Business Segments

1. Commercial Electric Vehicle Business

Commercial Electric Vehicle Business for the first quarter ended March 31, 2024, has a gross profit from operations amounted to Baht 151.90 million, was increased of Baht 51.88 million from the same accounting period of the previous year or increase of 52%, mainly from the managing the cost of products sold more efficient.

2. Computer and Software System Business

Computer and Software System Business for the first quarter ended March 31, 2024, had a gross profit from operations of Baht 31.79 million, increased from the same accounting period of the previous year by Baht 2.29 million or increase of 8% by the performance of this business at a constant level.

The subsidiaries in this group of the company It was listed on the MAI Stock Exchange on April 24, 2024, which resulted in the change of status from a subsidiary to an associate company.

3. Logistic Services Business.

Logistic Services Business for the first quarter ended March 31, 2024, has a gross loss amounted to Baht 2.40 million, decreased from the same accounting period of the previous year by Baht 7.72 million, or decrease of 76%, because the company improved internal management, reduced costs such as operating buses. Etc.

Please be informed accordingly.

Yours faithfully,

(Mr. Khanist Srivajirapabha)
Chief Executive Officer