

บริษัท ไพโอเนียร์ มอเตอร์ จำกัด (มหาชน)

PIONEER MOTOR PUBLIC COMPANY LIMITED

Ref. PIMO 6705 / 008

May 14, 2024

Subject: Management Discussion and Analysis of Financial Statement for the three-month ended March 31, 2024.

To: The President
The Stock Exchange of Thailand

Pioneer Motor Public Company Limited would like to clarify the Company's Financial Operations results for the three-month ended March 31, 2024. The Details are as follows:

Overview

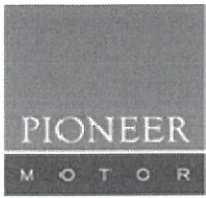
The operations results of the Company for the three-month ended March 31, 2024, recorded the Net profit from financial statements of Baht 40.31 million compared to Baht 14.82 million of the same period last year, increased by Baht 25.49 million or 172%

When comparing the net profit margin to total revenues, the net profit margin for the first quarter of 2024 was 12.79%, which increased from the net profit margin in the first quarter of 2023 which was 5.86%. The main reason of the increased profit is from the increased in sales, combine with main raw material prices reduced and the Company gained more foreign exchange rate as the US dollar improved from the previous year.

Net profit (loss)

Unit : Million Baht

3-month period	Financial statements Ended 31/03/2024	Financial statements Ended 31/03/2023	Increase (Decrease)	
			Amount	(%)
Sales	315.27	252.89	62.38	24.67
Net profit (loss)	40.31	14.82	25.49	172



บริษัท ไฟโอเนียร์ มอเตอร์ จำกัด (มหาชน)

PIONEER MOTOR PUBLIC COMPANY LIMITED

Revenue

For the three-month ended March 31, 2024, the Company has earned total revenue from financial statements of Baht 329.39 million, increased from the same period last year by Baht 70.63 million or 27.30%, comprised of Sales Revenue of Baht 315.27 million, increased from the same period last year by Baht 62.38 million or 24.67%. Compared to the proportion of revenue from domestic and export sales for the three-month ended March 31, 2024, domestic revenue was 48% and export revenue 52% (2023 : domestic revenue was 60% and export revenue 40%)

The main reason of the increased is from the increased sales of all product both domestic and international, including Air motors, Pool and Spa motors, Induction motor and water pump motors.

Other income from financial statement of Baht 14.07 million for the three-month ended March 31, 2024, increased from the same period last year by Baht 8.2 million or 139.69%. The main reason was the increased in sale of scraps and the Company gained on exchange rate gains from improvement over the previous year in US Dollars and profits from the sale of other current financial assets.

Cost of Sales

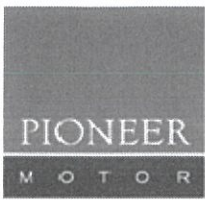
For the three-month ended March 31, 2024, the Company has Cost of Sales from financial statements of the Company equaled to Baht 254.51 million, increased from the same period last year by Baht 35.61 million or 16.27%, which is according to the increase in sales, combine with main raw material prices reduced including Silicon steel, Copper wire, Aluminum and Stainless steel, as a resulting when analysis the cost of Sales to Sales ratio decreased to 80.73% from 86.56% for the same period of 2023.

Selling Expenses

For the three-month ended March 31, 2024, Selling Expenses from financial statements was Baht 11.27 million, increased from the same period last year by Baht 1.36 million or 13.72%, which is according to the increase in sales.

Administrative Expenses

For the three-month ended March 31, 2024, Administrative Expenses from financial statements of the Company was Baht 13.37 million, decreased from the same period last year by Baht 1.22 million or 8.36%.



The Financial Position

Assets

As of March 31, 2024, the Company has total asset equal from financial statement to Baht 1,371.73 million, which increased from the year 2023, as of December 31, 2023, by Baht 97.15 million or increased 7.62%. The Details are as follows:

Current Assets of Baht 936.41 million , composed of :

- Cash and cash equivalents of Baht 60.61 million, increased from the year 2023 by Baht 20.07 million or increased 49.50%.
- Other current financial assets, which is an investment in mutual fund and short-term fixed income fund at the financial institution by Baht 249.94 million, increased from the year 2023 by Baht 44.51 million or increased 21.67%.
- Trade Receivables of Baht 222.42 million, increased from the year 2023 by Baht 55.46 million or increased 33.22%, due to the increased sales of new domestic and international customers and the increasing orders in existing customers' demand.
- Inventories of Baht 392.17 million, decreased from the year 2023 by Baht 26.78 million or decreased 6.39%, due to the Company, there is a reduction in stockpiling of some main raw material for less maintenance and storage. In addition, at present this main raw material is sufficient for market demand, so the Company does not need to stockpile it for a long period of time.

Non-Current Assets of Baht 435.32 million, composed of

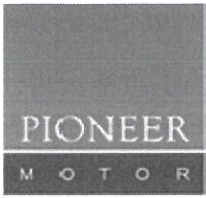
- Land, building and equipment of Baht 429.51 million, slight increased by Baht 0.36 million from the year 2023 or increased 0.08%.

Liabilities

As of March 31, 2024, the Company has total liabilities from financial statement of Baht 305.93 million, increased from the year 2023, as of December 31, 2023, by Baht 56.83 million or increased 22.81%. The details are as follows:

Current Liabilities of Baht 255.67 million , composed of

- Account Payable of Baht 214.76 million, increased from the year 2023 by Baht 40.10 million or increased 22.96%. The main principle increased from the trade accounts payable for raw materials that the company buy to stock for production.



บริษัท ไพโอเนียร์ มอเตอร์ จำกัด (มหาชน)

PIONEER MOTOR PUBLIC COMPANY LIMITED

- Other current payables of Baht 26.61 million, increased from the year 2023 by Baht 6.2 million or increased 30.38%. Part of the money received from customers who pre-ordered products was received in advance from foreign customers of Baht 10.54 million and Accrued expenses of Baht 12.10 million.
- Corporate income tax payable of Baht 13.15 million, increased from the year 2023 by Baht 10.91 million or increased 487.05%. Since the Company has already exercised the corporate income tax exemption for the net profit derived from the business operation from the investment promotion, the full amount in last year, Therefore, this year the company must pay corporate income tax at the normal rate as prescribed by the Revenue Department.

Non-Current Liabilities of Baht 50.26 million composed of

- Deferred tax liabilities of Baht 13.94 million, decreased from the year 2023 by Bath 1.10 million or decreased 7.31%.
- Non – current provisions for employee benefits of Baht 34.50 million, increased from the year 2023 by Baht 0.92 million or increased 2.74%.

Shareholders' Equity

As of March 31, 2024, the Company's Shareholders' Equity from financial statement of Baht 1,065.80 million, composed of :

- Being Issued and Paid up capital of Baht 189.41 million (757,635,269 ordinary shares of Baht 0.25 each)
- Premium on share capital (net) of Baht 419.33 million.
- Allocated for Legal Reserve of Baht 21.31 million.
- Unappropriated Retained Earnings of Baht 341.51 million, increased from the year 2023 by Baht 40.32 million or increased 13.39%.
- Revaluation surplus on assets is a surplus from land revaluation of Baht 94.24 million.

Please kindly be informed accordingly,

บริษัท ไพโอเนียร์ มอเตอร์ จำกัด (มหาชน)



Yours Sincerely,

Pioneer Motor Public Company Limited

Miss. Sirirat Itthirojanakul

Managing Director