

14 May 2024

Subject: Management's Discussion and Analysis of Operating Results for the three-month period ended 31 March 2024

Attention: The President
the Stock Exchange of Thailand

Masterkool International Public Company Limited ("the Company") would like to announce the operating results of the Company and its subsidiaries for the three-month period ended 31 March 2024 which has been reviewed in the Board of Directors' Meeting No. 3/2024 arranged on 14 May 2024 as following: -

Statement of Financial Position (Consolidated)

Unit: Million Baht

Description	As of			
	31/03/2024	31/12/2023	Changes	%
Assets				
Current assets				
Cash and cash equivalents	89.33	72.16	17.17	23.79%
Loans to debtors	400.04	544.50	(144.46)	(26.53%)
Trade accounts and other receivables	211.09	70.74	140.35	198.40%
Contract assets	0.99	0.75	0.24	32.00%
Contract assets	99.74	120.07	(20.33)	(16.93%)
Cost of real estate development projects	120.82	119.39	1.43	1.20%
Foreclosed properties	-	3.40	(3.40)	-
Other current financial assets	194.13	111.38	82.75	74.30%
Other current assets	44.94	55.88	(10.94)	(19.58%)
Total current assets	1,161.08	1,098.27	62.81	5.72%
Non-current assets				
Deposits at financial institutions pledged as collateral	59.11	59.09	0.02	0.03%

Description	As of			
	31/03/2024	31/12/2023	Changes	%
Investments in associates	35.11	36.07	(0.96)	(2.66%)
Loans to debtors	30.17	30.17	-	-
Investment property	156.78	148.88	7.90	5.31%
Land, building and equipment	260.95	275.74	(14.79)	(5.36%)
Land awaiting development	49.61	44.66	4.95	11.08%
License assets	301.88	197.73	104.15	52.67%
Non-current financial assets	-	28.28	28.28	-
Intangible assets	2.17	2.21	(0.04)	(1.81%)
Deferred tax assets	4.74	1.73	3.01	173.99%
Other non-current assets	40.07	31.15	8.92	28.64%
Total non-current assets	940.59	855.71	84.88	9.92%
Total assets	2,101.67	1,953.98	147.69	7.56%
Liabilities and equity				
Current liabilities				
Bank overdrafts and short-term loan from financial institutions	71.63	37.96	33.67	88.70%
Trade and other current payables	75.21	80.52	(5.31)	(6.59%)
Liabilities under the lease agreement due within one year	91.33	83.33	8.00	9.60%
Short-term loans	30.00	30.00	-	-
Provision for warranty	3.93	3.69	0.24	7.32%
Accrued corporate income Tax	6.21	3.02	3.19	105.63%
Other current financial liabilities	-	1.53	(1.53)	-
Other current liabilities	12.40	6.16	6.24	101.30%
Total current liabilities	290.71	246.21	44.50	18.07%
Non-current liabilities				
Lease liabilities	213.29	135.04	78.25	57.95%
Non-current debt estimates for employee benefits	39.22	38.10	1.12	2.94%
Deferred tax liabilities	36.49	38.69	(2.20)	(5.69%)

Description	As of			
	31/03/2024	31/12/2023	Changes	%
Other non-current liabilities	20.92	20.00	0.92	4.60%
Total non - current liabilities	309.92	231.83	78.09	33.68%
Total liabilities	600.63	478.04	122.59	25.64%
Share capital	750.00	750.00	-	-
Issued and paid-up share capital	618.07	618.07	-	-
Treasury stock	(32.03)	(32.03)	-	-
Share premium	724.23	724.23	-	-
Surplus on share-based payment transactions	3.06	3.06	-	-
Appropriated to legal reserve	5.40	5.40	-	-
Treasury stock reserve	32.03	32.03	-	-
Unappropriated	85.41	60.43	24.98	41.34%
Total shareholders' equity of parent company	1,436.17	1,411.19	24.98	17.70%
Non-controlling interests	64.87	64.75	0.12	0.19%
Total shareholders' equity	1,501.04	1,475.94	25.10	1.72%
Total liabilities and shareholders' equity	2,101.67	1,953.98	147.69	7.56%

Details of significant changes are as follows

- Loans to debtors decreased by 27 percent due to purchased mortgaged assets of non-performing debtors that the Company have received the transfer.
- Trade accounts and other receivables increased by 198 percent varies according to the increased sales from the sales of cooling fan products and debtors from the Legal Execution Department from the sale of mortgaged assets of the Company's debtors.
- Other current financial assets increased by 74 percent due to Short-term deposits with financial institutions. License assets increased by 53 percent due to leasing vehicles for rental of CL Lease Limited
- Other non-current assets increased due to withholding tax of CL Lease Limited
- Lease liabilities increased due to leasing vehicles for rental

Income Statement Consolidated)

Unit: Million Baht

Description	Jan.-Mar. 2024	Jan.-Mar. 2023	Changes	%
Sales revenue	121.16	82.38	38.78	47.07%
Vehicle rental revenue	50.33	-	50.33	-
Service revenue	22.16	26.33	(4.17)	(15.84%)
Interest income	17.07	10.47	6.60	63.04%
Other income	17.71	1.95	15.76	808.21%
Total revenues	228.43	121.13	107.30	88.58%
Cost of sales	88.43	65.77	22.66	34.45%
Cost of vehicle rental	32.94	-	32.94	-
Cost of services	14.31	13.68	0.63	4.61%
Selling expenses	19.61	13.70	5.91	43.14%
Administrative expenses	33.61	15.79	17.82	112.86%
Total expenses	188.90	108.94	79.96	73.40%
Profit (loss) from operating activities	39.53	12.19	27.34	224.28%
Financial cost	(4.47)	(0.81)	3.66	451.85%
Reversal of (impairment loss) determine in accordance with TFRS9	(1.83)	(11.01)	(9.18)	(83.38%)
Share of profit (loss) from investment in JV	(0.96)	0.39	(1.35)	(346.15%)
Profit (loss) before income tax	32.27	0.76	31.51	4146.05%
Income tax	0.08	1.28	(1.20)	(93.75%)
Profit (loss) for the period	32.35	2.04	30.31	1485.78%

Details of significant changes are as follows

1. Sales revenue is selling products in the cooling fan group which increased by 45 percent due to weather conditions and effective management.
2. Vehicle rental revenue from Vehicle rental business of CL Lease Limited.
3. Other income increased due to profits from debtors under rights transfer agreements

4. Selling and administrative expenses increased due to consolidation of financial statements of CL Lease Limited

Please be informed accordingly

Sincerely yours,

-Noppachai Veeraman-

(Mr. Noppachai Veeraman)

Managing Director