



WELL GRADED ENGINEERING PLC.

NO. WGE-FN /2024/002

May 9, 2024

Subject: The Management Discussion and Analysis for the first three months ending March 31, 2024

To: President
The Stock Exchange of Thailand

Well Graded Engineering Public Company Limited (“the Company”) would like to submit the Management Discussion and Analysis for the first three months ending March 31, 2024, as follows:

Revenue from construction and services

For the first three months of 2024, the Company had construction and service income of 492.04 million baht, an increase of 68.73 million baht from the same period in 2023, or an increase of 16.24 per cent. The reason for the increase in income came from construction projects being able to deliver work as planned and the Company receiving more private sector work in the first quarter, totaling 3 projects with a total value of 1,144.86 million baht. In this regard, the income from private sector customers and government customers accounted for approximately 76.67 per cent and 23.33 per cent of income from construction and services, respectively.

Construction and service costs and Gross profit

For the first three months of 2024, the Company had construction and service costs of 436.96 million baht, a decrease of 52.50 million baht from the same period of 2023, or a decrease of 10.73 per cent. While the Company's gross profit for the first three months of 2024 amounted to 55.08 million baht, an increase of 121.24 million baht from the same period in 2023, or an increase of 183.26 per cent. This is due to an increase in the recognition of revenue from construction, mostly from private sector, as planned.

Selling and administrative expenses

For the first three months of 2024, the Company had sales and administrative expenses of 19.24 million baht, a decrease of 2.49 million baht from the same period of 2023, or a decrease of 11.45 per cent. In this regard, in the first three months of 2023 and 2024, administrative expenses accounted for 5.09 per cent and 3.87 per cent of total revenue in the same periods, respectively.



Net profit

For the first three months of 2024, the Company's net profit was 24.81 million baht, an increase of 103.13 million baht from the same period of 2023, or an increase of 131.68 per cent. The increase was mainly due to the recognition of revenue from construction as planned and better control of administrative expenses.

Asset

As of March 31, 2024, the Company had total assets of 1,590.03 million baht, an increase compared to December 31, 2023 of 16.02 million baht or an increase of 1.02 per cent. This was mainly due to trade receivables and other current receivables increasing by 84.17 million baht.

Liabilities

As of March 31, 2024, the Company had total liabilities of 1,267.65 million baht, a decrease compared to December 31, 2023 of 8.79 million baht or a decrease of 0.69 per cent. This was due mainly to contractual and current liabilities decreasing by 99.46 million baht as a result that the Company can deliver more construction work.

Equity

As of March 31, 2024, the Company had total shareholders' equity of 322.39 million baht, an increase compared to shareholders' equity as of December 31, 2023, amount of 24.81 million baht, came from operations profits.

Please be informed accordingly,

Best regards,

– Mr. Kraingsak Buanoom –

(Mr. Kraingsak Buanoom)

Managing Director

Well Graded Engineering Public Company Limited