

Subject: Management Discussion and Analysis for the three-month period ended 31 March 2024
To: President
The Stock Exchange of Thailand

Thai Energy Storage Technology Public Company Limited (the "Company" or "3K-BAT") hereby submits management discussion and analysis for the year ended 31st March 2024

Total Revenues

For the year ended 31 March 2024 and 2023, the Company's sales revenues were THB 4,931.40million and THB 5,249.28 million, respectively decreased by THB 317.88 million or 6.06 percent because the lower demand of low maintenance battery and the Company has increased the selling price for hybrid batteries, causing the sales volume to decrease. While export battery to customers in Myanmar was impacted by the civil war situation.

Cost of Sales and Gross Profit

For the year ended 31 March 2024 and 2023, the Company's costs of sales were THB 4,098.75 million and THB 4,333.72 million, respectively decreased by THB 234.97 million or 5.42 percent. The Company's gross profit margins for the year 2024 and 2023 compared in the same period of previous 16.88 percent and 17.44 percent respectively due to the depreciation of the baht between 33-37 baht per US dollar. As a result, the price of imported Lead was higher than the previous year and respectively due to a decrease for gross profit 0.56 percent.

Selling and administrative expenses

For the year ended 31 March 2024 and 2023, selling and administrative expenses were THB 805.54 million, or accounted for 16.33 percent of sales income, compared in the same period of previous year the amount were THB 808.33 million or accounted for 15.39 percent of sales income, decrease for selling expense and administrative expense compare in the same period of previous THB 2.79 million due to the decreased in selling expense THB 7.65 million due to export delivery expense decreased in relation to the decrease of export sales. And the Company increased for administrative expense THB 4.86 million from IT infrastructure services fee and impairment of asset compare in the same period of previous.

Net Profit

For the year ended 31 March 2024 and 2023, the Company's net profits (loss) attributable to equity holders of the Company were THB 145.26 million and profit THB 124.52 million respectively, increased by THB

- Translation -

20.74 million. The Company's profit (loss) per share equals THB 1.85 per share and profit THB 1.59 per share, due to increase for sale fixed asset THB 59.83 million and gain for exchange rate THB 14.33 million.

Financial Positions

Assets

As of 31 March 2024, the Company's total assets were THB 3,736.47 million which decreased from the total assets as of 31 March 2023 to THB 107.52 million or 2.80 percent mainly due to the decrease of Vat refundable, Prepaid expense and other current asset.

Liabilities

As of 31 March 2024, the Company's total liabilities were THB 1,250.97 million, which decreased from the liabilities as of 31 March 2023 to THB 232.73 million or 15.69 percent. Such changes were mainly due to repayment for long term loan THB 356.81 million.

Shareholders' equity

As of 31 March 2024, the shareholders' equity of the Company was equal to THB 2,485.50 million increased from balance as of 31 March 2023 by THB 125.22 million or 5.31 percent. The changes in equity due to the net profit for the year 2024.

Liquidity and Appropriateness of Capital Structure

As of 31 March 2024, the Company's cash had THB 704.36 million, compared in the same period of previous THB 610.06 million. The Company's current assets/current liabilities ratio had 2.52 time and 2.29 time as compared to 31 March 2023 due to decreasing in long term loan.

As of 31 March 2024, the Company had Trade and other receivables amounted to THB 552.87 million, increase by THB 52.17 million as compared to 31 March 2023 due to decreasing in outstanding account receivable for export sale.

As of 31 March 2024, and 31 March 2023, the Company's debt/equity ratio was 0.50: 0.63.

Please be informed accordingly.

Yours faithfully,

- Signed -

(Mr. Yoshitaka Nibe)
Chief Executive Officer