

10 May 2024

Subject: Management Discussion and Analysis (MD&A) for the first quarter of 2024

To The President

Stock Exchange of Thailand

Peerapat Technology Public Company Limited (“the Company” or “PRAPAT”) and the subsidiaries would like to inform its operation performance for the first quarter of 2024 ended 31 March 2024 as follows,

Operation Performance Analysis

Statement of Comprehensive Income	Consolidated (Reviewed)			
	First Quarter of 2023		First Quarter of 2024	
	(Jan – Mar)		(Jan – Mar)	
	Million THB	%	Million THB	%
Revenues				
Sales	219.36	82.14%	226.04	81.74%
Rental and service income	47.69	17.86%	50.50	18.26%
Total revenues	267.06	100.00%	276.55	100.00%
Costs				
Cost of sales	-126.76	-47.46%	-119.18	-43.10%
Cost of rental and services	-26.34	-9.86%	-27.54	-9.96%
Total costs	-153.09	-57.33%	-146.72	-53.05%
Gross profit	113.96	42.67%	129.83	46.95%
Other income	2.19	0.82%	2.79	1.01%
Selling and distribution expenses	-35.98	-13.47%	-37.26	-13.47%
Administrative expenses	-56.57	-21.18%	-66.53	-24.06%
Operating profit	23.61	8.84%	28.83	10.42%
Share of profit (loss) from investments in joint venture	0.03	0.01%	-0.22	-0.08%
Finance cost	-5.04	-1.89%	-5.98	-2.16%
Profit before income tax expenses	18.60	6.97%	22.62	8.18%
Income tax expenses	-3.75	-1.40%	-3.25	-1.18%
Profit for the period	14.86	5.56%	19.37	7.00%
Profit attributable to:				
Equity holders of the Company	14.35	5.37%	18.66	6.75%
Non-controlling interests of subsidiaries	0.51	0.19%	0.71	0.26%

Revenue from operation

Revenue from sales

In the first quarter of 2024, the Company and its subsidiaries had an increase of Baht 6.68 million in sales revenues from the same period of the prior year or an increase of 3.05 percent, consisting of an increase in kitchen products and housekeeping and floor cleaning products in line with the growth of domestic tourism.

Revenue from rental and services

In the first quarter of 2024, the Company and its subsidiaries had an increase of Baht 2.81 million in rental and service incomes from the same period of the prior year, or an increase of 5.89 percent. This is a result of subsidiaries renting more dishwashers from the restaurant business.

Gross profit and gross profit margin

In the first quarter of 2024, the Company and its subsidiaries had a gross profit from sales of Baht 106.87 million. The gross profit margin from sales was 47.28 percent, while in the same period of the prior year, the Company and its subsidiaries had a gross profit from sales of Baht 92.61 million. The gross margin from sales was 42.22 percent. The reason for the increase in the gross margin from sales was due to lower prices of main raw materials.

In the first quarter of 2024, the Company and its subsidiaries had a gross profit from rental and services of Baht 22.96 million. The gross margin from rental and services was 45.46 percent, while in the same period of the prior year, the Company and its subsidiaries had a gross profit from rental and services of Baht 21.36 million. The gross margin from rental and services was 44.78 percent. The reason for the increase in the gross margin from rental and services was due to the Company had income for renting the dishwasher machine for customers, hotels and restaurants has an upward direction.

Selling, distribution and administrative expenses

In the first quarter of 2024, the Company and its subsidiaries had selling and distribution expenses of Baht 37.26 million. An increase of Baht 1.28 million or 3.57 percent from the same period of the prior year due to an increase in transportation costs in line with higher sales activities

In the first quarter of 2024, the Company and its subsidiaries had administrative expenses of Baht 66.53 million. The increase from the same period of the prior year was Baht 9.96 million or an increase of 17.62 percent due to an increase in employee expenses of Baht 8.15 million and wages and services fee of Baht 1.25 million.

Net profit and net profit margin are attributed to equity-holders of the Company

In the first quarter of 2024, the Company and its subsidiaries had a net profit attributed to equity-holders of the Company at Baht 18.88 million or equivalent to a net profit margin attributed to equity-holders of the Company of 6.75 percent, an increase from the same period of the prior year which a net profit attributed to equity-holders of the Company at Baht 14.35 million or equivalent to a net profit margin attributed to equity-holders of the Company of 5.37 percent, in line with the growth of its operation performance.

Please be informed accordingly,

Best Regards,

Ms. Rungtip Mimaenwit

Chief Executive Officer

Peerapat Technology Public Company Limited