

No. MT. 11-22/2567

Date 10 May 2024

Subject Management's Discussion and Analysis of the Financial Statements for the three-month period ended 31 March 2024

To The President
The Stock Exchange of Thailand

Mena Transport Public Company Limited ("MENA") would like to report the operating results of MENA for the three-month period ended 31 March 2024 according to MENA's financial statements which the details are as follows;

Business overview

Logistics business trends from the second quarter of 2024 are expected to expand continuously, including ready-mixed concrete delivery service business with mixer truck and distribution of consumer products transportation business and distribution of consumer products business. There are supporting factors from accelerating budget disbursement and government spending which has been delayed from 2023. Especially with the government moving forward to develop transportation infrastructure aiming to raise the level of transportation and logistics to increase the country's competitiveness through rail, road, water, and air, making transportation connections seamless. It will have a positive impact on MENA's main business, which is providing ready-mixed concrete delivery service business with mixer truck. In addition, private investment increased in response to increased tourism from the government's visa-free policy. It will be a positive factor for the business of MENA and TDM, which is an associated company of MENA. In addition to making the construction business expand it will also increase the transportation of consumer product business.

For the three-month period ended 31 March 2024, the country's ready-mixed concrete consumption was at the same level as the fourth quarter of 2023. However, in March 2024, MENA's market share of ready-mixed concrete delivery service increased to 11.6% from the previous 11.4%, showing that MENA's main business is the provision of ready-mixed concrete transportation service business with mixer truck, growing more than the growth of the same industry business.

Company outlook

MENA has the clear business plan with growth strategy. MENA also provide services and meet customer's requirement. MENA maintains the service standards and be the good business partner with customers for their sustainable growth. MENA continues expanding its transportation services throughout the year 2024 by looking for



รากฐานมั่นคง ขับส่งตรงเวลา เคียงคู่ลูกค้า พัฒนาทั่วโลก

สำนักงานใหญ่ 280/8 หมู่ 9 ตำบลทับทวน อำเภอแก่งคอย จังหวัดสระบุรี 18260 โทร. 0-3620-0321	สำนักงานกรุงเทพฯ 455/12-14 ถนนพระรามหก แขวงถนนเพชรบุรี เขตราชเทวี กรุงเทพฯ 10400 โทร. 0-2613-9450 แฟกซ์. 0-2613-9927	ศูนย์ลาดกระบัง 1 ซอยซอยปี่เปง 16 แขวงคลองสามประเวศ เขตลาดกระบัง กรุงเทพฯ 10520 โทร. 0-2172-8120
--	---	---



the new business partners to expand e-commerce transportation market, which is in the beginning stages of entering MENA’s service and increasing truck fleet and managing the existence truck fleet to have the highest efficiency. MENA will manage logistic cost with extensive experience to maximize profit with growing of revenue. In addition, TDM, a joint venture, also plans to expand its fleet of trucks to support growing of revenue from branch expansion of CJ Express and launching new products of Carabao Group.

Performance Overview

Table with 5 columns: Statement of comprehensive income, 2024, 2023 (Restated), Increase/decrease, and %. Rows include Revenue from transportation and concrete transportation services, Revenue from sales, Total revenue, Cost of transportation and concrete transportation services, Cost of sales, Total cost, Gross profit, Other income, Selling and distribution expenses, Administrative expenses, Finance cost, Income tax expense, Profit for the period on separate financial statements, Share of profit from investment in associate, and Profit for the period on financial statements which the equity method is applied.

Since January 1, 2024, the Company has complied with Thai Accounting Standards No. 12 regarding income taxes. which has been updated and effective for fiscal years beginning on or after 1 January 2024. To company with the said accounting standards. The Company has restated the prior year financial statements present for comparison. As a result, income tax expense for the three-month period ending 31 March 2023 was increased by Baht 0.5 million and deferred tax assets and retained earnings as at December 31, 2023 was decreased by Baht 2.9 million.

MENA has a net profit on separate financial statement for the there-month period ended 31 March 2024 in the amount of Baht 6.1 million, decreased from the same period in 2023 in the amount of Baht 8.5 million, or decreased by 58%. This is a result of fixed costs such as depreciation and labor costs increase at a rate greater than the rate of increase in revenue. MENA has increased administrative expenses compared to the same period of 2023 in the amount of Baht 6.6 million, the main reason being an increase in the number of employees during 2023 to support the expansion of the business. In addition, during the three-month period ended 31 March 2024, MENA recognized loss on disposal of fixed assets of Baht 2.3 million.



รากฐานมั่นคง ขนส่งตรงเวลา เคียงคู่ลูกค้า พัฒนาก้าวไกล

สำนักงานใหญ่

280/8 หมู่ 9 ตำบลทับทวน

อำเภอแก่งคอย จังหวัดสระบุรี 18260

โทร. 0-3620-0321

สำนักงานกรุงเทพฯ

455/12-14 ถนนพระรามหก

แขวงถนนเพชรบุรี เขตราชเทวี

กรุงเทพฯ 10400

โทร. 0-2613-9450

แฟกซ์. 0-2613-9927

ศูนย์ลาดกระบัง

1 ซอยเทพปี่เพลย 16

แขวงคลองสามประเวศ เขตลาดกระบัง

กรุงเทพฯ 10520

โทร. 0-2172-8120

MENA recognized share profit from investment in associate, TDM, which started its operation since 1 May 2023, for the three-month ended 31 March 2024 in the amount of Baht 4.7 million. As a result, MENA has profit on the financial statement which equity method is applied for the three-month ended 31 March 2024 in the amount of Baht 10.8 million. The net profit on the financial statement in which the equity method is applied for the three-month ended 31 March 2024 was decreased by Baht 3.8 million or decreased by 26% when compared to the same period previous year.

Revenue from concrete transportation services (Mixer)

Revenue from concrete transportation services is the revenue derived from mixer trucks which are vehicles that transport ready-mixed concrete to customers and revenue from fleet management. The mixer trucks will be stationed at customers' ready-mixed concrete factory which is convenient to operate both concrete delivering and concrete pouring for customers.

Service income for the three-month ended 31 March 2024 was Baht 130.0 million, increased by Baht 8.1 million, or increase by 7%, from the same period previous year. This was a result of the increase in service volume and expanding fleet of ready-mixed concrete transport vehicles amount of 34 vehicles in year 2024.

Revenue from transportation

The revenue from transportation is derived from the service by trailers, which can change the type of semi-trailer depending on the usage, trucks for distribution of consumer products, specialty products, temperature-controlled products, and revenue from fleet management.

The customers of transportation business are manufacturers who hire MENA to deliver products to end users such as cement powder companies, construction materials companies and customers who are intermediaries in the transportation of goods such as consumer products and construction materials. In 2022 was the first period, MENA provided distribution services of consumption products by using 4-wheel trucks, 6-wheel trucks, 10-wheel trucks, tow trucks that deliver animal food, and temperature-controlled trucks.

On 1 May 2023, MENA transferred the vehicles for distribution of consumer products which were 4-wheel trucks, 6-wheel trucks and 10-wheel trucks to TDM for the payment of investment in TDM.

Transportation income for the three-month period ended 31 March 2024 was Baht 56.1 million, decreased by Baht 7.9 million, from the same period previous year, reflecting 12% decrease, because the volume of transportation has decreased from transferred the vehicles for distribution of consumer products to TDM since 1 May 2023. As a result, transportation income for such vehicles decreased by Baht 13.0 million. But at the same time MENA has recognized share profit from TDM for the three-month period ended 31 March 2024 amount of Baht 4.7 million. However, revenue from trucks that deliver animal food for the three-month period ended 31 March 2024, increase



รากฐานมั่นคง ขนส่งตรงเวลา เคียงคู่ลูกค้า พัฒนาก้าวไกล

สำนักงานใหญ่ 280/8 หมู่ 9 ตำบลทับทวน อำเภอแก่งคอย จังหวัดสระบุรี 18260 โทร. 0-3620-0321	สำนักงานกรุงเทพฯ 455/12-14 ถนนพระรามหก แขวงถนนเพชรบุรี เขตราชเทวี กรุงเทพฯ 10400 โทร. 0-2613-9450 แฟกซ์. 0-2613-9927	ศูนย์ลาดกระบัง 1 ซอยเทพปฎิพัลลข 16 แขวงคลองสามประเวศ เขตลาดกระบัง กรุงเทพฯ 10520 โทร. 0-2172-8120
--	---	---

by Baht 5.9 million from the same period previous year, or increase by 68%, due to increased workload and increased the number of animal feed vehicle during in 2023.

Revenue from sales

Revenue from sales is the revenue generated by the selling of concrete, fly ash, and construction materials. MENA purchases and deliver these products to the customer immediately so MENA has no inventory.

Revenue from sales for the three-month period ended 31 March 2024 was Baht 10.4 million, increased by Baht 3.2 million, or increase by 44%, from the same period previous year due to the high demand from MENA's customers.

Gross profit

Gross profit for the three-month period ended 31 March 2024 was 15%, which was decreased from the same period of previous year. The gross profit same period of previous year was 18%. This mainly resulted by increased of depreciation and labor costs that increased at a rate greater than the rate of increased revenue. The important reason is that between 2023 and 2024 MENA invested more in transportation vehicles, especially mixer trucks, but the overall amount of concrete consumption of the entire country in the first quarter of 2024 decreased from the same period of previous year. This is a result of disbursement budget and government spending being delayed from 2023.

Other income

Other income for the three-month period ended 31 March 2024 was Baht 3.7 million, increased by Baht 1.7 million from the same period previous year, which was increased by 89%. The main mainly resulted by increased in income from management fees from associate company in the amount of Baht 1.4 million and received compensation for damage to transport vehicles from insurance company in the amount of Baht 1.0 million.

Administrative expenses

Administrative expenses for the three-month period ended 31 March 2024 was Baht 21.6 million, increased by Baht 6.6 million from the same period of the previous year, which was increased by 44%. This mainly resulted by increasing in number of employees to support the expansion of the business during 2023. In addition, during the three-month period ended 31 March 2024, MENA recognized a loss on disposal of fixed assets of Baht 2.3 million.

Finance cost

Finance cost for the three-month period ended 31 March 2024 was Baht 2.8 million, decreased by Baht 0.5 million from the same period of the previous year because during year 2023 MENA has made the payment of interest for early closing lease agreements of trucks amount of Baht 1.8 million which related to distribution of consumption products. This was the one-time transaction to support the investment in joint venture TDM.



บริษัท มีนาทรานสปอร์ต จำกัด (มหาชน)

MENA TRANSPORT PUBLIC COMPANY LIMITED

Income tax expense

Income tax expenses for the three-month period ended 31 March 2024 was Baht 1.5 million, decreased by Baht 2.5 million, or decreased by 63% from the same period previous year, which decreased in line with the decrease of profit before income tax expense.

Share of profit from investment in associate

In March 2023, MENA jointly set up TDM which is an associate company. TDM started its operation since 1 May 2023. TDM reported profit since the first month of operation. MENA recognized share of profit from investment in associate for the three-month period ended 31 March 2024 in the amount of Baht 4.7 million.

Profit for the period

Profit on separate financial statements for the three-month period ended 31 March 2024 was Baht 6.1 million, decreased Baht 8.5 million, or decreased by 58% from the same period previous year. This is a result of fixed costs such as depreciation and labor costs that increased at a rate greater than the rate of increased revenues. MENA has increased administrative expenses compared to the same period of 2023 in the amount of Baht 6.6 million, the main reason being an increase in the number of employees during 2023 to support the expansion of the business. In addition, during the three-month period ended 31 March 2024, MENA recognized a loss on disposal of fixed assets amount of Baht 2.3 million.

Profit on financial statements in which the equity method is applied for the three-month period ended 31 March 2024 was Baht 10.8 million, increase by Baht 4.7 million when compared to profit on separate financial statements. This because share of profit from investment in associate as reported above.

Please be informed accordingly.

Best regards,

(Mrs. Suwanna Kajonwuttidet)

Chief Executive Officer



รากฐานมั่นคง ขนส่งตรงเวลา เคียงคู่ลูกค้า พัฒนาก้าวไกล

สำนักงานใหญ่

280/8 หมู่ 9 ตำบลทับทวน
อำเภอแก่งคอย จังหวัดสระบุรี 18260
โทร. 0-3620-0321

สำนักงานกรุงเทพฯ

455/12-14 ถนนพระรามหก
แขวงถนนเพชรบุรี เขตราชเทวี
กรุงเทพฯ 10400
โทร. 0-2613-9450
แฟกซ์. 0-2613-9927

ศูนย์ลาดกระบัง

1 ซอยเขย่งปีเพอช 16
แขวงคลองสามประเวศ เขตลาดกระบัง
กรุงเทพฯ 10520
โทร. 0-2172-8120