

No. FTI-SET-2567/007

May 13, 2024

Re: Management Discussion and Analysis for the Q1/2024

To: The President

The Stock Exchange of Thailand

Function International Public Company Limited (the Company) would like to clarify the operating results for the Q1/2024 which was reviewed by a certified public accountant (CPA) as follows:

The operating results for the first quarter 2024, the Company has total revenue Baht 195.91 million, increased by Baht 10.72 million or 6 percent and Profit owners of the parent for the period Baht 9.67 million, decreased Baht 1.30 million or 12 percent, mainly are from as follows:

| Operating Results | 1Q/2024 | | 1Q/2023 | | Movement | |
|-----------------------------------|---------|---------|---------|---------|----------|------|
| | Amount | % | Amount | % | Amount | % |
| Revenues from sales and services | 195.91 | 100.00% | 185.19 | 100.00% | 10.72 | 6% |
| Cost of sales and services | 140.97 | 71.96% | 134.79 | 72.78% | 6.18 | 5% |
| Gross profit | 54.94 | 28.04% | 50.40 | 27.22% | 4.54 | 9% |
| Other revenues | 2.38 | 1.21% | 1.31 | 0.71% | 1.07 | 82% |
| Distribution cost | 19.78 | 10.10% | 16.99 | 9.17% | 2.79 | 16% |
| Administrative expenses | 24.01 | 12.26% | 20.45 | 11.04% | 3.56 | 17% |
| Financial cost - Interest | 1.89 | 0.96% | 0.55 | 0.30% | 1.34 | 244% |
| Profit before income tax expenses | 11.64 | 5.94% | 13.72 | 7.41% | (2.08) | -15% |
| Income tax expenses | 2.29 | 1.17% | 2.75 | 1.48% | (0.46) | -17% |
| Profit for the Period | 9.35 | 4.72% | 10.97 | 5.88% | (1.62) | -15% |
| Profit owners of the parent | 9.67 | 4.88% | 10.97 | 5.88% | (1.30) | -12% |

Revenues from sales and services

In Q1/2024, the Company has revenues from sales and services Baht 195.91 million, increased from the same period of the previous year Baht 10.72 million or 6 percent from the expansion of Aquatek distributors and growth is attributed to the performance of Commercial and Industrial Group

Cost of sales and services

In Q1/2024, the Company has cost of sales and services Baht 140.97 million, increased from the same period of the previous year Baht 6.18 million, in line with the increase in revenues.

Gross Profit

In Q1/2024, the Company has gross profit Baht 54.94 million, increased from the same period of the previous year Baht 4.54 million, in line with the increase in revenues.

Distribution cost

The Company has distribution cost Baht 19.78 million increased from the same period of the previous year Baht 2.79 million or 16 percent because of the increase was mainly from commissions expenses and depreciation of new Dealer building.

Administrative expenses

In Q1/2024, the Company has administrative expenses Baht 24.01 million increased from the same period of the previous year Baht 3.56 million or 17 percent because of the depreciation of new showroom building.

Profit

In Q1/2024, the Company has profit for the period at Baht 9.67 million decreased Baht 1.30 million or 12 percent.

Financial position

Total assets

The Company has total assets Baht 1,019.11 million, decreased Baht 46.40 million or 4.36 percent from the end of pervious year at percent, mainly from the decreased, Inventories Baht 39 million, and decreased from the Trade and other current receivables Baht 5 million

Total liabilities

In Q1/2024, the Company has total liabilities Baht 292.18 million, decreased from the end of previous year at Baht 57 million mainly from decreased loans from financial institutions 31 million and Trade and other current payables 30 million

Shareholder's equity

In Q1/2024, the Company has shareholder's equity Baht 726.93 million, increased from the end of previous year at Baht 9.67 million or 1.50 percent, mainly from the profit from operation.

Please be informed accordingly.

Yours sincerely,

(Mr. Kaweewat Siriwongmongkol)

Chief Financial Officer