

**May 14, 2024**
**Subject:** explanation and analysis For the 1st quarter ending March 31, 2024

**To** directors and managers of the Stock Exchange of Thailand

Make2win Holding Public Company Limited and its subsidiaries (the “ Group of Companies ”) would like to clarify the operating results and consolidated financial position of the Group of Companies. For the three-month period ending March 31, 2024, compared to the previous period of the previous year, can be summarized as follows.

**Consolidated financial statements**

STATEMENT OF COMPREHENSIVE INCOME FOR THE THREE-MONTH PERIOD MARCH 31, 2024				
(Unit : Baht)	2567	2566	chang	%
Sales income	110.61	135.40	(24.79)	-18%
Cost of sales	82.94	97.67	(14.73)	-15%
<b>Gross profit</b>	<b>27.67</b>	<b>37.73</b>	<b>(10.06)</b>	<b>-27%</b>
Rental income	0.15	0.27	(0.12)	-44%
Other income	0.25	0.04	0.21	525%
<b>Total Other income</b>	<b>0.40</b>	<b>0.31</b>	<b>0.09</b>	<b>29%</b>
Distribution costs	5.41	5.47	(0.06)	-1%
Administrative expenses	9.84	6.75	3.09	46%
Finance costs	3.53	0.50	3.03	606%
Profit (loss) before income tax expense	<b>9.29</b>	<b>25.31</b>	<b>(16.02)</b>	<b>-63%</b>
Tax expense (income)	0.21	20.19	(19.98)	-99%
<b>Profit (loss) for the period</b>	<b>9.08</b>	<b>20.19</b>	<b>(11.11)</b>	<b>-55%</b>

**Sales income**

Group sales revenue for the three-month period in Q1 Year 2567 The number is 110.61 Million baht decreased 27.79 million baht, representing a percentage of 18 % compared to the three-month period of the first quarter of 2023 due to the following two parts of income :

1. The sales of ready-made clothing decreased by 3.92 million baht, accounting for 22.39%, due to sales of domestic products decreasing by 4.49 million baht, accounting for 33.35 %. The increase in items was due to increased sales of cooked fabric ( fabric that has already been dyed ). increased by 0.85 million baht, accounting for 68.90

%, from items that increased less than items that decreased, resulting in a decrease in overall income, and the reason for the decrease in income was due to a decrease in daily store sales. This is a result of consumer behavior changing from coming to purchase at the store to shifting more online, resulting in a decrease in retail customers coming to the store. and selling price in clothes size S,M,L,XL Our selling prices are more expensive than our partners in the sales area. Most of the products we sell are sizes 2 XL -5XL, causing us to lose small, one-time customers. and focus on cheap prices to some parts

2. Sales of electric motorcycles decreased by 20.08 million baht, accounting for 17.70 %, due to the leasing company giving out fewer loans. This is because the government sector controls interest rates on loans to be low. Add back the target group of motorcycles. Most of them are farmer groups , which in 2024 will have a drought situation.

### **Gross profit**

The group of companies has a gross profit. For the three-month period in the 1st quarter Year 2567 The amount of 27.67 million baht decreased. 10.36 million baht, representing a percentage of 27 % compared to For the three-month period of Q1 2023 , the gross profit margin decreased from 28 % to 26 % , divided into two parts as follows.

1. Sales of ready-made clothing Gross profit margin decreased by 8% due to decreased sales but the company still had production labor costs which are fixed costs, causing the company's gross profit margin to decrease.
2. As for the sales of electric motorcycles, the gross profit margin decreased by 2 % due to the company's costs consisting of 3 main groups: 1.) Raw materials used in production. In this part, the company is still able to control prices well. 2.) Employee expenses and 3.) Other costs such as depreciation. Cost of various consumables, etc.

### **Other income**

Other income includes income from selling prototype cars. Income from selling T-shirts Rental income, etc., for the three-month period in the first quarter of 2017 . The group has other income of 0.24. Million baht increased by 0.20, representing a percentage of 524% when compared to Three-month period, quarter 1 , year 2023

### **Cost of sales**

The Group has cost of sales for the three-month period in the first quarter of 2024 in the amount of 82.94 million baht, a decrease of 14.73 million baht, or 15 % percent, compared to the three-month period in the first quarter of 2023. Cost of sales decreased in line with decreased sales.

**Distribution costs**

The Group has costs for distribution. For the three-month period in the first quarter of 2027, the amount was 5.41 million baht, a decrease of 0.06 million baht, equivalent to 1 % percent compared to Three-month period, Quarter 1, 2026. Reduced distribution costs in the joint financial statements because the Company has related transactions that must be eliminated in the consolidated financial statements, resulting in a slight decrease in the balance. But in the separate financial statements and the financial statements of the subsidiaries, the increase was calculated as 1 %.

**Administrative expenses**

The group has administrative expenses. For the three-month period in the first quarter of 2027 The amount was 9.84 million baht, an increase of 3.09 million baht, accounting for 46 percent compared to Three-month period, quarter 1, year 2026. Increased administrative expenses include: Management staff salary security costs Office electricity costs and depreciation causing administrative expenses to increase

**Financial costs**

The group company has financial costs. For the three-month period in the first quarter of 2027 Quantity 3.53 Million baht, an increase of 3.03 million baht, accounting for 606 percent compared to Three-month period, first quarter of 2026, which is an increase from interest paid on promissory notes, interest on trust receipts and long-term loans in subsidiaries.

**income tax**

The group of companies has Income tax expenses For the three-month period in the first quarter of 2027 The amount of 0.21 million baht decreased by 19.98 Million baht, accounting for 99 percent compared to Three-month period, quarter 1, year 2026 with reduced income tax expenses This is because the subsidiary has tax rights (BOI) for the entire amount of revenue from motorcycle sales.

**clothing group**

STATEMENT OF COMPREHENSIVE INCOME FOR THE THREE-MONTH PERIOD MARCH 31, 2024				
(Unit : Baht)	2567	2566	chang	%
Sales income	13.59	17.51	(3.92)	-22%
Cost of sales	11.15	12.97	(1.82)	-14%
<b>Gross profit</b>	2.45	4.55	(2.10)	-46%
Other income	1.41	1.02	0.39	38%
<b>Total Other income</b>	1.41	1.02	0.39	38%
Distribution costs	1.36	1.31	0.05	4%
Administrative expenses	4.60	4.60	0.01	0%
Finance costs	0.60	0.14	0.46	341%
Profit (loss) before income tax expense	(2.70)	(0.48)	(2.23)	467%
Tax expense (income)	(0.01)	(0.07)	0.07	-91%
<b>Profit (loss) for the period</b>	<b>(2.70)</b>	<b>(0.41)</b>	<b>(2.29)</b>	<b>565%</b>

**Sales income**

Company sales revenue for the three-month period in Q1 Year 2567 The number is 13.59 Million baht decreased by 3.92 million baht, representing a percentage of 22 % compared to the three-month period of the first quarter of 2023, due to domestic product sales decreasing by 4.49 million baht, representing 33.35 %. The increased items were due to the sale of cooked cloth ( fabric that has been processed Already dyed ) increased by 0.85 million baht, accounting for 68.90 % from items that increased less than items that decreased, causing overall income to decrease. And the reason why the income decreased is because the daily store sales decreased. This is a result of consumer behavior changing from coming to purchase at the store to shifting more online, resulting in a decrease in retail customers coming to the store. and selling price in clothes size S,M,L,XL Our selling prices are more expensive than our partners in the sales area. Most of the products we sell are sizes 2 XL -5XL, causing us to lose small, one-time customers. and focus on cheap prices to some parts

**Gross profit**

The company has a gross profit For the three-month period in the 1st quarter Year 2567 The amount of 2.45 million baht decreased. 2.10 million baht, representing a percentage of 46 % compared to The three-month period of Q1 2023 caused the gross profit margin to decrease from 25 % to 17 %. Due to decreased sales, the company still has production labor costs that are fixed costs, causing the company's gross profit margin to decrease.

**Other income**

Other income includes income from selling defective shirts. Rental income, etc., for the three-month period in the first quarter of 2017 . The company has other income of 1.26 million baht. Increased by 0.93 , representing a percentage of 280 % compared to Three-month period, quarter 1 , year 2023

**Cost of sales**

The company had cost of goods sold for the three-month period in the first quarter of 2024 in the amount of 11.15 million baht, a decrease of 1.82 million baht, or 14 % percent, compared to the three-month period in the first quarter of 2023. Cost of sales decreased according to the sales volume. Decrease except for direct labor costs that do not vary with sales.

**Distribution costs**

The company has distribution costs. For the three-month period in the first quarter of 2024 , the amount was 1.36 million baht, an increase of 0.05 million baht, representing a percentage of 4 % compared to Three-month period, 1st quarter of 2026 6 Increased distribution costs due to sales staff salaries increasing according to the normal salary structure.

**Administrative expenses**

The company has administrative expenses. For the three-month period in the first quarter of 2027 The amount of 4.60 million baht is unchanged from the three-month period of the first quarter of 2023.

**Financial costs**

The company has financial costs. For the three-month period in the first quarter of 2027 Quantity 0.6 Million baht, an increase of 0.46 million baht, accounting for 341 percent compared to Three-month period, 1st quarter of 2026 , which is an increase from interest on overdraft payments.

**income tax**

The company has income tax income. For the three-month period in the first quarter of 2027 The amount of 0.01 million baht decreased by 0.07. Million baht, accounting for 99 percent compared to Three-month period, quarter 1 , year 2026 6 with income tax revenue decreasing Due to the setting of defer tax period

**electric motorcycle group**

STATEMENT OF COMPREHENSIVE INCOME FOR THE THREE-MONTH PERIOD MARCH 31, 2024				
(Unit : Baht)	2567	2566	chang	%
Sales income	97.27	118.34	(21.07)	-18%
Cost of sales	72.05	85.57	(13.51)	-16%
<b>Gross profit</b>	25.22	32.77	(7.55)	-23%
Other income	0.03	0.05	(0.02)	-36%
<b>Total Other income</b>	0.03	0.05	(0.02)	-36%
Distribution costs	4.17	4.14	0.02	1%
Administrative expenses	6.00	2.46	3.53	144%
Finance costs	3.20	0.43	2.78	648%
Profit (loss) before income tax expense	11.88	25.78	(13.90)	-54%
Tax expense (income)	0.19	5.20	(5.00)	-96%
<b>Profit (loss) for the period</b>	<b>11.69</b>	<b>20.59</b>	<b>(8.90)</b>	<b>-43%</b>

**Sales income**

Subsidiary sales revenue for the three-month period in quarter 1 Year 2567 The amount was 97.27 million baht, a decrease of 21.01. million baht, representing a percentage of 18 % compared to the three-month period of the first quarter of 2023, due to the sales of electric motorcycles decreasing by 20.08 million baht, representing a percentage of 17.70 % , caused by the leasing company group giving out fewer loans. This is because the government sector controls interest rates on loans to be low. As a result, the best-selling cars will be small models such as the SOFIA model. , HANNAH

**Gross profit**

Subsidiary has gross profit For the three-month period in the 1st quarter Year 2567 The amount of 25.22 million baht decreased. 7.55 million baht, representing a percentage of 23 % compared to For the three-month period of the first quarter of 2023, the gross profit margin from Sales of electric motorcycles decreased by 2 % because the best-selling vehicles in the first quarter of 2024 were small models, size 1000 W, the margin would be less than that of larger vehicles, causing the gross profit margin to decrease slightly.

**Cost of sales**

The subsidiary has cost of sales for the three-month period in the first quarter of 2024 in the amount of 72.05 million baht , a decrease of 13.51 million baht, representing a percentage of 16 % compared to the three-month period in the first quarter of 2023. Cost of sales decreased according to the reduced sales. go down

**Distribution costs**

The subsidiary has costs for distribution. For the three-month period in the first quarter of 2027, the amount was 4.17. Million baht increased by 0.02 million baht, equivalent to 1 % percent compared to For the three-month period, 1st quarter of 2026, distribution costs increased slightly from increased and decreased items in the period as follows.

growing list

- Sales salary, promotional costs, Sales postage costs which increased by a total of 0.53 million baht,

decreased items.

-Excise tax costs, brokerage fees, transportation costs, and sales overtime costs decreased by a total of 0.51 million baht.

Resulting in lower overall distribution costs from the first quarter of 2024.

**Administrative expenses**

The subsidiary company has administrative expenses. For the three-month period in the first quarter of 2027 The amount of 6.00 million baht increased by 3.53. million baht, accounting for 144 percent compared to Three-month period, quarter 1, year 2026 6 Increased administrative expenses include: Management staff salary security costs Office electricity costs and depreciation causing administrative expenses to increase

**Financial costs**

The subsidiary company has financial costs. For the three-month period in the first quarter of 2027 The amount was 3.20 million baht, an increase of 2.78. million baht, accounting for 648 percent compared to Three-month period, first quarter of 2026, which is an increase from interest paid on promissory notes, interest on trust receipt credit lines, and long-term loans.

**income tax**

The company has income tax expenses. For the three-month period in the first quarter of 2027 The amount of 0.19 million baht decreased by 5.00. Million baht, accounting for 96 percent compared to Three-month period, quarter 1, year 2026 6 with reduced income tax expenses This is because the subsidiary has tax rights (BOI) for the entire amount of revenue from motorcycle sales.