

## Key Events

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As of the end of the second quarter of 2024, the Company has delivered the majority of the 36 telecommunications stations and received corresponding payments. The remaining few stations are scheduled for delivery and payment in the third quarter.

## Statement of Income

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According to the consolidated financial statements in the second quarter of 2024, **the Company had revenue from sales and services of 97.84 million Baht, an increase from the same quarter of the previous year by 54.73 million Baht, equivalent to 126.94%.** This growth was driven by increased revenue from the electricity and telecommunications businesses, specifically a 157.37% increase in revenue from sales, a 61.74%, and a 95.94% increase in revenue from overseas telecom business. Of this, 62.81 million Baht or equivalent to 64.20% was from domestic businesses and 35.03 million Baht or equivalent to 35.80% was from telecommunications businesses in the Philippines.

**The increased revenue is primarily driven by domestic businesses with a growth rate of up to 59.82%,** particularly revenue from the high-voltage transmission tower and substation structure business. **The Company still has a remaining backlog of 134.98 million Baht,** which is expected to be fully recognized as revenue within this year. Meanwhile, revenue from the telecommunications business in the Philippines has increased by 95.94%.

QROI Network Services Inc. (QNSI), a Philippine subsidiary, generated revenue of 27.95 million Baht in this quarter, a 132.92% increase compared to the same period last year. Gross profit for the quarter reached 10.47 million Baht, marking a substantial 593.87% year-on-year growth. For the first six months of 2024, QNSI recorded revenue of 46.89 million Baht, representing an 18.44% increase year-over-year. Gross profit for the period totaled 17.90 million Baht, a significant 6,729.63% increase compared to the same period last year. The subsidiary is currently expanding its business in installing solar power installation for telecommunication stations and general buildings in the Philippines to generate additional revenue.

**The Company had a gross profit of 10.09 million Baht, representing 10.31% of revenue from sales and services. Compared to the same quarter of the previous year, the gross profit increased by 20.68 million baht, representing 195.25% growth.** However, the Company plans to expand revenue streams and increase production capacity utilization, along with reducing expenses, which is expected that the gross profit will gradually improve accordingly. Selling and administrative expenses in this quarter decreased slightly by 0.10 million Baht, or equivalent to 0.27% compared to the same quarter of the previous year.

As a result, the Company had a net loss of 29.15 million Baht, which is a lower loss amounting to 11.59 million Baht or 28.44% compared to the previous year, which had a net loss of 40.74 million Baht.

**Consolidated Income Statement**

Operating Results <i>(unit: million Baht)</i>	For 3 months		increase (decrease)	
	Q1.24	Q1.23	million Baht	%
Revenue from electricity and telecom business	59.19	23.00	36.19	157.4%
Revenue from sales of industrial goods	3.62	2.24	1.38	61.7%
Revenue from overseas telecom business	35.03	17.88	17.15	95.9%
<b>Total revenues from sales and services</b>	<b>97.84</b>	<b>43.11</b>	<b>54.73</b>	<b>126.9%</b>
Cost of electricity and telecom business	65.53	33.78	31.75	94.0%
Cost of industrial goods sales	2.77	1.34	1.43	106.2%
Cost of overseas telecom business	19.45	18.59	0.86	4.7%
<b>Total cost of sales and services</b>	<b>87.75</b>	<b>53.71</b>	<b>34.04</b>	<b>63.4%</b>
<b>Gross profit (loss)</b>	<b>10.09</b>	<b>-10.59</b>	<b>20.68</b>	<b>195.2%</b>
Selling & administrative expenses	37.62	37.72	-0.10	-0.3%
<b>Profit (loss) before other incomes and expenses</b>	<b>-27.53</b>	<b>-48.31</b>	<b>20.79</b>	<b>43.0%</b>
Other incomes	5.11	1.31	3.80	289.8%
Gain (loss) on exchange rate	-2.81	6.60	-9.40	-143%
<b>Earnings before interest and tax (EBIT)</b>	<b>-25.22</b>	<b>-40.41</b>	<b>15.18</b>	<b>37.6%</b>
Financial cost	3.03	2.35	0.68	28.8%
Income tax expenses	0.23	3.51	-3.28	-93.4%
<b>Net profit (loss) for the period</b>	<b>-28.49</b>	<b>-46.28</b>	<b>17.79</b>	<b>38.4%</b>
<b>Net profit (loss) attributable to the parent company</b>	<b>-29.15</b>	<b>-40.74</b>	<b>11.59</b>	<b>28.4%</b>

**Statement of Financial Position**

The Company's financial position as of June 30, 2024, had changed compared to the end of last year as follows.

- **Total assets amounted to 1,195.20 million Baht**, increasing by 50.53 million Baht or 4.41%.
- **Total liabilities amounted to 364.01 million Baht**, increasing by 103.85 million Baht or 39.92% due to an advance received from non-current assets classified as held for sale.
- **Total shareholders' equity amounted to 848.27 million Baht**, decreasing by 53.85 million Baht or 5.97%.

Based on the financial position above, **the Company has a healthy capital structure and low financial risk. The debt-to-equity ratio (D/E Ratio) is only 0.44 times, and the current ratio is 2.77 times.** This indicates that the Company has a strong financial position and sufficient liquidity and cash flow to support its business plan.

Faithfully Yours,

-- Eakarot Apiwattanaporn --

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