

May 10, 2024

Subject: Management discussion and analysis for the 3 months period ended March 31, 2024

Attention: Managing Director, The Stock Exchange of Thailand

PanelésMatic Solutions Public Company Limited (“Company”) provides Management discussion and analysis for the 3 months period ended March 31, 2024 as follows:

**Explanation of financial position and operation result:**
**1) Operation result**

Statement of Comprehensive Income	For the 3 months period ended				Changed	
	March 31, 2023		March 31, 2024		Million	% <sup>1/</sup>
	Million	% <sup>1/</sup>	Million	% <sup>1/</sup>		
Revenues from sales and services	30.06	99.55	26.80	99.30	(3.26)	(10.85)
Cost of sales and services	17.10	56.64	15.82	58.63	(1.28)	(7.48)
<b>Gross profit</b>	<b>12.96</b>	<b>42.92</b>	<b>10.98</b>	<b>40.97</b>	<b>(1.98)</b>	<b>(15.27)</b>
Other income	0.14	0.45	0.19	0.70	0.05	36.82
Selling expenses	1.23	4.07	1.56	5.78	0.33	26.82
Administrative expenses	5.32	17.62	6.48	24.01	1.16	21.80
Management benefit expenses	0.99	3.27	1.18	4.37	0.19	19.19
<b>Profit from operating</b>	<b>5.56</b>	<b>18.41</b>	<b>1.95</b>	<b>7.11</b>	<b>(3.61)</b>	<b>(64.92)</b>
Finance costs	0.01	0.03	0.07	0.25	0.06	600.00
<b>Profit before income tax expense</b>	<b>5.55</b>	<b>18.38</b>	<b>1.88</b>	<b>6.96</b>	<b>(3.67)</b>	<b>(66.12)</b>
Income tax expenses	1.13	3.74	0.28	1.03	(0.85)	(75.22)
<b>Profit for the period</b>	<b>4.42</b>	<b>14.64</b>	<b>1.60</b>	<b>5.93</b>	<b>(2.82)</b>	<b>(63.80)</b>
Other comprehensive income	-	-	-	-	-	-
<b>Total comprehensive income for the period</b>	<b>4.42</b>	<b>14.64</b>	<b>1.60</b>	<b>5.93</b>	<b>(2.82)</b>	<b>(63.80)</b>
<b>Total comprehensive income attributable to:</b>						
Owners of the Company	4.42	100.00 <sup>2/</sup>	1.60	100.00 <sup>2/</sup>	(2.82)	(63.80)
Non-controlling interests	-	-	-	-	-	-

Remark: 1/ Percentage of total revenue

2/ Percentage of profit for the period

For the 3 months period ended March 31, 2023 and 2024, the Company's revenue from sales and services were THB 30.06 million and THB 26.98 million, respectively, accounted for an decreasing of THB 3.26 million or 10.85 percent. The Company's cost of sales and services were THB 17.10 million and THB 15.82 million, respectively, accounted for a decreasing of THB 1.28 million or 7.48 percent. Gross profit accounted for 42.92 percent and 40.97 percent of revenues from sales and services, respectively.

For the 3 months period ended March 31, 2023 and 2024, the Company's net profit were THB 4.42 million and THB 1.60 million, respectively, accounted for an decreasing of THB 2.82 million or 63.80 percent, representing net profit margins of 14.64 percent and 5.93 percent, respectively. The details are as follows:

### Total revenue

For the 3 months period ended March 31, 2023 and 2024, the Company's total revenue were THB 30.19 million and THB 26.98 million, respectively, by (1) Revenues from sales and services were THB 30.06 million and THB 26.80 million, respectively, and (2) Other income were THB 0.14 million and THB 0.70 million, respectively.

Total revenue	For the 3 months period ended				Changed	
	March 31, 2023		March 31, 2024			
	Million	%	Million	%	Million	%
<b>1. Revenues from sales</b>	<b>25.74</b>	<b>85.26</b>	<b>24.08</b>	<b>89.24</b>	<b>(1.66)</b>	<b>(6.46)</b>
- Hospital and Healthcare Products <sup>1/</sup>	4.95	16.40	11.87	43.99	6.92	139.64
- Interior Products <sup>1/</sup>	20.79	68.86	12.21	45.25	(8.58)	(41.27)
<b>2. Revenues from services</b>	<b>4.31</b>	<b>14.29</b>	<b>2.72</b>	<b>10.07</b>	<b>(1.60)</b>	<b>(37.03)</b>
<b>Revenues from sales and services</b>	<b>30.06</b>	<b>99.55</b>	<b>26.80</b>	<b>99.30</b>	<b>(3.26)</b>	<b>10.85</b>
Other income <sup>2/</sup>	0.14	0.45	0.19	0.70	0.05	36.82
<b>Total revenue</b>	<b>30.19</b>	<b>100.00</b>	<b>26.98</b>	<b>100.00</b>	<b>(3.21)</b>	<b>(10.63)</b>

remark: 1/ Prepared by the management

2/ Other income such as: interest income, gain (loss) from asset disposal, gain (loss) from foreign exchange

For the 3 months period ended March 31, 2023 and 2024, the Company's revenue from sales and services were THB 30.06 million and THB 26.80 million, respectively.

- (1) Revenues from sales – Hospital and Healthcare Products: The Company's revenue from sales - Hospital and Healthcare Products during the 3 months period ended March 31, 2023 and 2024 were THB 4.95 million and THB 11.87 million, respectively, with growth equal to 139.64 percent which increased from the number of new projects from the regular customer which focused on construction of hospital and healthcare

facilities including government hospital, private hospital and private clinic, for example, THB 6.70 million from Klongsamwa hospital and THB 0.69 million from U-bonrat hospital, etc.

- (2) Revenues from sales – Interior Products: The Company's revenue from sales - Interior Products during the 3 months period ended March 31, 2023 and 2024 were THB 20.79 million and THB 12.21 million, respectively, which decreased by 41.27 percent mainly from the UNESCAP project which recognize revenues during the period ended 31 March 2023 were THB 4.18 million.
- (3) Revenues from services: The Company's revenues from services during the 3 months period ended March 31, 2023 and 2024 were THB 4.31 million and THB 2.72 million, respectively, with decrease equal to 37.03 percent and were 14.29 percent and 10.07 percent of total revenues, respectively. Revenues from services consisted of transportation, installation and after-sales service fees. Revenue from services varies in line with revenues from sales.

**Cost of sales and services and Gross profit margin**

List	For the 3 months period ended				Changed	
	March 31, 2023		March 31, 2024			
	Million	%	Million	%	Million	%
Revenue from sales and services	30.06	99.55	26.80	99.30	(3.26)	10.85
Cost of sales and services	17.10	56.64	15.82	58.63	(1.28)	(7.48)
<b>Gross profit</b>	<b>12.96</b>	<b>42.92</b>	<b>10.98</b>	<b>40.97</b>	<b>(1.98)</b>	<b>(15.27)</b>

The Company's cost of sales and services the 3 months period ended March 31, 2023 and 2024 were THB 17.10 million and THB 15.82 million, respectively, accounted for 56.64 percent and 58.63 percent of total revenue from sales and services, respectively, The Company's gross profit margin trend according to the policy of gross profit margin, where the main costs of the business are the raw material cost such as wood panel, aluminum door frames, rubber door seals imported door equipment and others, salary cost such as worker's salary, welfare benefit, and others and overhead cost such as machinery's depreciation, utilities cost, transportation and others. Gross profit in the 3 months period ended March 31, 2023 and 2024 were THB 12.96 million and THB 10.98 million, respectively, accounted for a decreasing of THB 1.98 million or 15.72 percent came from a decreasing of revenues from sales and services.

**Selling expense**

The Company's selling expense during the first 3 months of 2023 and 2024 were THB 1.23 million and THB 1.56 million, respectively, accounted for 4.07 percent and 5.78 percent of total revenue. The 3 months period ended March 31, 2024, the Company expanded the Marketing Department in respond to the growing of the business by hiring more employees, resulting in increased in selling expense.

**Administrative expense and management benefit expense**

The Company’s administrative expense and management benefit expense during the 3 months period ended March 31, 2023 and 2024 were THB 6.31 million and THB 7.66 million, accounted for 20.90 percent and 23.38 percent of total revenue, respectively. In the 3 months period ended March 31, 2024, administrative expense and management benefit expense increase mainly due to the expansion to support future growth of the business and the Public Relations fee related to Initial Public Offering (IPO) in amounting of THB 1.66 million which is an extraordinary items occurring in only one time.

**Net profit**

The Company’s net profit during the 3 months period ended March 31, 2023 and 2024 were THB 4.42 million and THB 1.60 million, respectively, accounted for 14.64 percent and 5.93 percent respectively. The 3 months period ended March 31, 2024 had its net profit margin lower than other period due to the revenues from sales and services was THB 3.26 million or amounted to 10.85 percent of the revenues from sales and services of the same period in 2023 while maintaining the stable cost and expense. The 3 months period ended March 31, 2024 had a higher Administrative expense and management benefit expense came from the Public Relations fee related to Initial Public Offering (IPO) in amounting of THB 1.66 million which is an extraordinary items occurring in only one time.

**2) Summary of financial position**

List	December 31, 2023		March 31, 2024		Changed	
	Million	%	Million	%	Million	%
Total Asset	146.61	100.00	296.36	100.00	149.75	102.14
Total Liabilities	54.72	37.72	27.59	9.30	(27.13)	(49.57)
Shareholder’s equity	91.89	62.68	268.77	90.70	176.88	192.49

**Total asset**

As of December 31, 2023, and as of March 31, 2024, total assets of the Company amounted to THB 146.61 million and THB 296.36 million, respectively. Main assets of the Company consist of cash and cash equivalent, trade and other current receivable and property, plant, and equipment where these assets amounted to 89.93 percent and 95.38 percent of total asset. Company’s cash and cash equivalents amounted to THB 15.00 million and THB 169.55 million, respectively. An increasing in cash and cash equivalents increased as of March 31, 2024 is from Initial Public Offering (IPO) for common shares deducted by redemption of long-term loan from financial institution. The Company’s trade and other current receivable amounted to THB 26.57 million and THB

22.45 million, respectively. The Inventory amounted to THB 10.45 million and THB 11.77 million, respectively. The Company's property, plant and equipment amounted to THB 79.83 million and THB 78.90 million, respectively.

### Total liabilities

As of December 31, 2023, and as of March 31, 2024, total liabilities of the Company amounted to THB 54.72 million and THB 27.59 million, respectively. Company's trade and other current payables amounted to THB 11.82 million and THB 15.70 million, respectively. In 2024, more raw materials and finished product has been purchased, resulting in increment of trade account payable as of March 31, 2024, which later has been paid within the credit term received from the suppliers.

As of 31 March 2024, Company's total liabilities amounted to THB 27.59 million, decreased by THB 27.13 million compared to as of 31 December 2023, mainly from redemption of long-term loan from financial institution amounted to THB 28.44 million. The loan was made to acquire new land to construct new factory.

### Shareholder's equity

As of December 31, 2023 and as of March 31, 2024, the shareholder's equity amounted to THB 91.89 million and THB 268.77 million, respectively. As of 31 March 2024, Company's shareholder's equity increased due to Initial Public Offering (IPO) for common shares deducted by underwriter expense and other direct costs result in common share issued increased by THB 25.00 million and additional paid-in capital increased by THB 150.28 million an increasing in retained earnings from net profit for the period.

### 3) Key financial ratios

Key financial ratios	Unit	March 31,2023	March 31, 2024
<b>Efficiency Ratio</b>			
Return on Assets (ROA)	%	3.01	0.53
<b>Profitability Ratio</b>			
Gross Profit Margin	%	42.92	40.97
Operating Margin	%	18.41	7.11
Net Profit Margin	%	14.64	5.93
Return on Equity (ROE)	%	4.81	0.59
Key financial ratios	Unit	December 31,2023	March 31, 2024
<b>Liquidity Ratio</b>			
Current Ratio	Times	2.15	8.73
<b>Financial Ratio</b>			
Debt to Equity Ratio (D/E)	Times	0.10	0.62

Best regards,

PanelésMatic Solutions Public Company Limited