

## 2023: Management Discussion and Analysis

### 2023 Highlights

In 2023, Ssmart Telcoms Public Company Limited or "SAMTEL" reported the consolidated revenues of THB 4,588 million and net profit of THB 72 million.

### Financial Performance

#### Revenues

The consolidated total revenues for 2023 were THB 4,588 million, decreased by THB 680 million or 12.9% from 2022, mainly from the following:

#### Revenue from sales, contract work, Services and Rental

Revenue from sales, contract work, services and rental were THB 4,489 million, decreased by THB 458 million or 9.3% compared to 2022 mainly from the reduction of revenues from contract work.

#### Other income

Other income was THB 98 million, decreased by THB 222 million or 69.3% from 2022 mainly due to the interest income from pursuing legal cases in 2022.

#### Cost of Sales, Contract work, Services and Rental

Cost of sales, contract work, services and rental were THB 3,888 million or 86.6% of revenues compare with 2022 at 87.2%.

Cost of sales, contract work, services and rental declined from 2022 by THB 427 million or 9.9% mainly due to the decrease in cost of contract work.

#### Gross Profit

Gross profit of the Company was THB 601 million, compared gross profit with 2022 at THB 632 million decreased by THB 31 million or 4.8%. Gross profit margin was 13.4% increased from 12.8% in 2022.

#### Selling Expenses, Administrative Expenses and Other Expenses

Selling expenses, administrative expenses, and other expenses were THB 547 million, decreased from 2022 by THB 14 million or 2.6% mainly from the decrease in loss on change in impairment loss on financial assets and selling and distribution expenses.

#### Finance income, Finance Cost and Corporate Income Tax

Finance income was THB 8.6 million, increased by THB 0.8 million or 10.9%. Finance cost was THB 70.2 million, increased by THB 4.3 million or 6.6% as a result of the higher interest rate. Corporate Income tax income was THB 24.7 million, decreased from the same period last year by THB 49 million.

#### Net Profit

The consolidated net profit attributable to equity holders of the Company was THB 72 million, compared net profit with 2022 at THB 261 million decreased by THB 188.8 million or 72.5%, from the same period last year. The Company still has earnings before Interest, Tax, Depreciation and Amortization (EBITDA) of THB 622 million decreased by THB 192.8 million or 23.7% from 2022.

### Financial Position

#### Assets

At the end of 2023, SAMTEL reported the total assets of THB 7,657 million, increased by THB 186 million or 2.5% compared to the end of 2022, mainly resulting from the increase in cash and cash equivalents together with trade and other receivables.

#### Source of financing

At the end of 2023, SAMTEL reported total liabilities of THB 4,109 million, increased by THB 201 million or 5.1% compared to the end of 2022, mainly due to the increase in short-term loans from banks and accrued project cost.

SAMTEL reported the total shareholders' equity of THB 3,548 million, decreased by THB 15 million or 0.4% from the end of 2022, mainly from retained earnings.