

## Q2 2023: Management Discussion and Analysis

### Q2 2023 Highlights

In Q2 2023, Smart Telcoms Public Company Limited or "SAMTEL" reported the consolidated revenues of THB 1,120 million and net profit of THB 23 million.

### Financial Performance

#### Revenues

The consolidated total revenues for Q2 2023 were THB 1,120 million, decreased by THB 315 million or 21.9% from Q2 2022 mainly from the following:

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

Revenue from sales, contract work, services and rental were THB 1,105 million, decreased by THB 319 million or 22.4% compared to Q2 2022, major decreased is caused by revenues from contract work.

#### Other income

Other income was THB 15 million, increased by THB 4 million or 43.1% from Q2 2022.

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

Cost of sales, contract work, services and rental were THB 933 million or 84.4% of revenues compare with Q2 2022 at 87.5%.

Cost of sales, contract work, services and rental decreased from Q2 2022 by THB 313 million or 25.1%, major decreased is caused by cost of contract work.

#### Gross Profit

Gross profit of the Company was THB 172 million, compared gross profit with Q2 2022 at THB 178 million decreased by THB 6 million or 3.4%. However, Gross profit margin was 15.6% increased from 12.5% in Q2 2022.

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

Selling expenses, administrative expenses, and other expenses were THB 137 million, increased from Q2 2022 by THB 4 million or 3.0% mainly from increase in salary and other employee benefits.

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

Finance income was THB 2 million, increased by THB 0.2 million or 7.6%. Finance cost was THB 18 million, increased by THB 4 million or 24.8%, increased from short-term loans from banks. Corporate Income tax expense was THB 15 million, increased from the same period of last year by THB 4 million.

#### Net Profit

The consolidated net profit attributable to equity holders of the company was THB 23 million, compared net profit with Q2 2022 at THB 33 million decreased by THB 10 million or 30.6%, from the same period of last year. The company still has earnings before Interest, Tax, Depreciation and Amortization (EBITDA) was THB 164 million increased by THB 3 million or 2.2% from Q2 2022.

### Financial Position

#### Assets

At the end of Q2 2023, SAMTEL reported the total assets of THB 7,563 million, increased by THB 92 million or 1.2% compared to the end of 2022, mainly resulting from a increasing of accrued income and inventories.

#### Source of financing

At the end of Q2 2023, SAMTEL reported total liabilities of THB 4,015 million, increased by THB 107 million or 2.7% compared to the end of 2022, mainly increase from short-term loans from banks.

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.