

Management Discussion and Analysis for the First Quarter of Year 2024

Business Overview

Business overview of Peer for You Public Company Limited and its subsidiaries (“the Group”) for the first quarter of year 2024 compared to the same period of the prior year are as follows;

The Group had an operating income (excluding other income) amounting to THB 156.9 million, increased by THB 18.7 million or 13.5%, which mainly increased from the revenue from services and contract work. The total cost was reported at THB 132.7 million, increased by THB 8.1 million or 6.5%. The gross profit margin for this quarter increased by THB 10.6 million. The gross profit margin was at 15.5%.

The Group had a net profit amounting to THB 33.3 million, increased by THB 6.0 million or 22.0% compared to the first quarter of 2023, resulting from an increase in main income of THB 18.7 million and an increase in other income from investment in equity instruments of listed companies of THB 31.5 million and other income of THB 7.5 million from revenue from fines and interest income, due to delayed repayment of participation in investment studies with a local company and interest income from loan to other company.

Revenues

The structure of revenues for the three months period ended March 31, 2024 and 2023 are as follows;

<i>Unit: THB million</i>	Q1-2024	Q1-2023	% Change
1. Revenue from sales and contract work	3.9	2.0	96.6%
1.1 Turnkey Total Solutions	3.9	2.0	96.6%
2. Revenue from services	153.0	133.0	15.0%
2.1 Fully Outsourced Contact Center Management Service	97.8	91.8	6.5%
2.2 Contact Center Facility Outsourced	0.5	6.9	-92.8%
2.3 Customer Service Representative Outsourced	52.7	32.8	60.7%
2.4 Maintenance Service	2.0	1.5	33.3%
3. Other segment	-	3.3	-100%
Total	156.9	138.3	13.5%

1. Revenue from sales and contract work

1.1 Turnkey Total Solutions generated revenue of THB 3.9 million in this quarter, increased by THB 1.9 million or 96.6% when compared to the same period of the prior year. It was increased from Government and State Enterprise customer.

2. Revenue from services

Revenue from services for this quarter was at a total of THB 153.0 million, increased by THB 20.0 million or 15.0% when compared to the same period of the prior year. The details are as follows;

2.1 Revenue from Fully Outsourced Contact Center Management Service for this quarter was THB 97.8 million, increased by THB 6.0 million or 6.5% when compared to the same period of prior year. It was mainly decreased from the government and state enterprise customer.

2.2 Revenue from Contact Center Facility Outsourced for this quarter was THB 0.5 million, decreased by THB 6.4 million or 92.8% when compared to the same period of the prior year. It was decreased from the government and state enterprise customer and corporate customer.

2.3 Revenue from Customer Service Representative Outsourced for this quarter was THB 52.7 million, increased by THB 19.9 million or 60.7% when compared to the same period of the prior year. It was increased from the government and state Enterprise customer.

2.4 Revenue from Maintenance Service for this quarter was THB 2.0 million, increased by THB 0.5 million or 33.3% when compared to the same period of the prior year. It was mainly increased from the government and state enterprise customers and corporate customer.

3. Revenue from other segment

Revenue from other segment decreased by THB 3.3 million due to the Group selling a subsidiary (Phyigital Space Development Company Limited) (“PSD”), in the first quarter of 2023.

Gross Profit

For this quarter, gross profit margin of the Group was reported at THB 24.3 million, increased by THB 10.6 million or 77.3% and gross profit margin was at 15.5%, increased from 9.9% of the same period of the prior year. Gross profit increased because of the revenue increased. In addition, in the first quarter of 2023, there are costs of a subsidiary, Phyigital Space Development Company Limited (“PSD”).

Selling Expenses, Administrative Expenses

The Group had selling expenses and administrative expenses for this quarter totaling at THB 24.1 million, increased by THB 1.2 million or 5.1% when compared to the same period of the prior year. This is an increase in legal expenses.

Other (Profit) Loss

The Group had other profit in amounting of THB 28.0 million, while, in the same period of the prior year were present as other loss in amounting of THB 16.8 million. Other profit increased by THB 44.8 million or 266.3% as a result of :

- Gain from changes in the value of listed companies' equity instruments in the amount of THB 61.1 million.
- Loss from selling equity instruments of listed companies in the amount of THB 29.6 million.
- Loss from changes in the value of equity instruments from unregistered companies in the amount of THB 3.5 million.

Net Profit

The Group had net profit for this quarter in amounting of THB 33.3 million, increased by THB 6.0 million or 22.0% when compared to the same period of prior year. Net profit to total revenues was at 20.3%. This was a result of an increase in gross profit and an increase in other income. Gains form investments in equity instruments of THB 31.5 million consisted of losses from sales of investments in the company of THB 29.6 million and gains from changes in investment values of THB 61.1 million and Interest income THB 7.3 million

Financial Position

Total assets

As of 31 March 2024, the Group reported total assets in amounting of THB 1,581.0 million, increased by THB 434.4 million or 37.9% when compared to the end of the prior year. It was mainly a result of non-current assets increasing by THB 437.7 million, This is main due to goodwill THB 402.4 and unallocated business acquisition costs of THB 99.9 million, which is the difference between the book value of the business and the actual trading value. It is a result of the company had invested in Peer for all Co., Ltd. and another significant transaction as follows.

- 1) Short-term loan to other company (WOW) of THB 42.5 million, which is net of expected credit losses in the amount of THB 57.5 million.
- 2) Deposit to study a wind power plant project in Vietnam. After that, the company canceled and refunded the deposit. In the past quarter, some parts have been repaid, with the remaining balance of Baht 75.0 million.
- 3) Deposit (refundable) in the amount of THB 25.0 million to study and invest in a business selling products and providing services through digital media, TV and an online platform.

Total liabilities

As of March 31, 2024, the Group had total liabilities in amounting of THB 299.2 million, increased by THB 198.1 million or 196.0% when compared to the end of the prior year. It was mainly increased by current liabilities – unpaid shares in amounting of THB 152.7 million from invested in Peer for all Co., Ltd.

Yours faithfully



(Mr. Chirayu Chueyam)

Chief Executive Officer and Chairman of Executive Committee