

- Translation -

No. Elen 013/2024

May 13, 2024

Subject: Management Discussion and Analysis for the 1st Quarter, ending March 31, 2024
To: President
The Stock Exchange of Thailand

Qualitech Public Company Limited and Subsidiaries hereafter refer as (the “Company”) would like to clarify the Company’s operating results of the quarter 1/2024 ended March 31, 2024. The Company had the net loss of 1.36 million Baht, when compared to the last year same period had the net loss of 3.37 million Baht, found it was decreased by 2.01 million Baht or 59.56% from the same period last year as following details.

- For the three-month period the Company had the revenue from sales and services was 100.26 million Baht decreased from the same period last year by 6.45 million Baht or 6.05%. Due to a decrease in revenues from non-destructive testing services.
- Cost of sales & services was 72.17 million Baht decreased from the same period last year by 2.18 million Baht or 2.93% due to a decrease in customer services, the Company has experienced a reduction in costs.
- Distribution costs was 3.07 million Baht decreased from the same period last year by 1.09 million Baht or 26.23% because the Company and subsidiaries are decrease of personnels of sales and marketing staff.
- Administrative expenses was 25.18 million Baht decreased from the same period last year by 5.33 million Baht or 17.47% due to decrease of personnel of support staff from the management restructuring and reversed to aside more allowance for expected credit losses of trade accounts receivable and contract assets due to the Company received in overdue payments from customers.

- Finance costs was 0.41 million Baht increased from the same period last year by 0.22 million baht or 109.78% due to the Company being made car rental contracts to provide more service to customers, the Company has finance costs to increase.

Please be informed accordingly.

Yours sincerely,

(Mr. Pitak Pruittisarikom)

President