

1Q 2025: Management Discussion and Analysis

1Q 2025 Highlights

In this quarter, Samart Corporation Public Company Limited or “SAMART” recorded the total revenues for the three-month period of Baht 2,897 million, increased by Baht 791 million or 38% YoY. Primarily due to the revenue from Digital ICT solution business increased by Baht 457 million. The revenue from the Utilities and Transportations business from the power substation construction project and air navigation services in Cambodia’s airspace, which increased by Baht 152 million and Baht 91 million respectively. In addition, Airtime service revenue in the Digital Communications business increased by Baht 20 million.

The Company had gross profit Baht 636 million, increased by Baht 168 million or 36% YoY. The gross profit margin was 22.2%, slightly decreased by 0.3% from 22.5% in 1Q24.

The Company reported the consolidated net profit attributable to equity holders of the Company of Baht 56 million, increased by Baht 1 million or 2% YoY. In addition, this quarter, the Central Administrative Court rendered a judgment in a dispute concerning a service agreement for full service waste management in area of Suvarnabhumi Airport, which had been filed since 2016. Based on the proportion of work under the agreement, the Company is liable to jointly pay a fine and compensate, the payment will be offset against service fees from installments 60 to 120 that the Company has not received, in amount of Baht 95

million, and the obligations under letter of guarantee that the Company has been paid. Accordingly, the Company is liable to pay a net totaling Baht 4 million, along with interest until the full payment is made. This case is currently under appeal. As a result, the Company recognized a loss from accounting estimations related to the lawsuit of Baht 129 million in this quarter. However, if excluding this loss, the Company will recognize net profit attributable to the equity holders of the Company of Baht 185 million, an increase of Baht 130 million or 237% YoY, and an increase of Baht 14 million or 8% QoQ.

SAMART’s performance by business lines;

Samart Corporation PCL., divided its businesses into 3 lines of business

- 1) Digital Communications Business or “SDC”
- 2) Digital ICT Solution Business or “SAMTEL”
- 3) Utilities and Transportations Business

Digital Communications Business

(Samart Digital PCL. or “SDC”)

The Digital Communications business will focus on the full service of Digital Trunked Radio System (DTRS), which covers the key areas nationwide. By the end of 1Q25, Digital Communications business had total backlog worth Baht 829 million.

Digital ICT Solution Business

(Samart Telcoms PCL. or “SAMTEL”)

In this quarter, the new projects were signed with the total value of THB 967 million. By the end of 1Q25, Digital ICT Solution Business had total backlog worth Baht 5,258 million.

Utilities and Transportations Business

In this quarter, Samart Aviation Solutions Public Company Limited (SAV) had total of 30,819 flights increased by 6,685 flights or 28% YoY and increased by 1,645 flights or 6% QoQ. Additionally, the power substation business operated under Teda Company Limited also expand its business continuously including the improvement of efficiency in excise tax management for domestic beer project. By the end of 1Q25, the Utilities and Transportations business had total backlog worth Baht 7,164 million.

Financial Performance

Revenues

In 1Q25, the consolidated sales, contract works and services revenues of SAMART were Baht 2,870 million (after elimination of related parties' transaction), increased by Baht 789 million or 38% YoY, which was from the following reasons in each business line;

Digital Communications Business

In 1Q25, the revenue from sales, contract works and services were Baht 133 million, increased by Baht 11 million or 9% YoY, which mainly from the increasing in revenue from airtime service.

Digital ICT Solution Business

In 1Q25, the revenue from sales, contract works and services were Baht 1,326 million, increased by Baht 457 million or 53% YoY.

Utilities and Transportations Business

In 1Q25, the revenue from sales, contract works and services were Baht 1,410 million, increased by Baht 321 million or 29% YoY. This was mainly from revenue from the power substation business increased by Baht 152 million YoY, and revenue from the air navigation services in Cambodia's airspace increased by Baht 91 million YoY.

Cost of Sales, Contracts Works and Services

Cost of sales, contract works and services were Baht 2,234 million, increased by Baht 620 million or 38% YoY, corresponding to the increase in revenue.

Selling & Administrative Expenses and Other Expense

Selling & Administrative expenses and other expense were Baht 418 million, which represented 14% of total revenues of the Company, increased by Baht 124 million YoY, due to the Company recognized a loss from accounting estimations related to the lawsuit in this quarter.

Finance Cost

Finance cost was Baht 71 million, decreased by Baht 17 million or 20% YoY.

Net Profit (Loss)

Net profit attributable to the equity holders of the Company was Baht 56 million, increased by Baht 1 million or 2% YoY. In this quarter, the Company recognized loss from accounting estimations related to the lawsuit of Baht 129 million. However, excluding this loss, the Company will recognize net profit attributable to the equity holders of the Company of Baht 185 million, an increase of Baht 130 million or 237% YoY, and an increase of Baht 14 million or 8% QoQ.

Financial Position

As of 31 Mar 2025, SAMART reported the total assets of Baht 17,696 million, decreased by 2% compared to the year-end of 2024. The total liabilities were Baht 10,812 million, decreased by 5% compare to the end of 2024. The total shareholders' equity was reported Baht 6,884 million.