

1Q 2025: Management Discussion and Analysis

1Q 2025 Highlights

For the three-month period ending March 31, 2025, Samart Aviation Solutions Public Company Limited or “SAV” had total revenue of THB 499.7 million, compared to the same quarter of the previous year, increased by THB 91.0 million (+22.3% YoY) due to the number of flights increasing from providing air traffic management services in Cambodia's airspace as the growth of the tourism industry following the recovery from the COVID-19 pandemic but compared to the previous quarter, increased by THB 26.0 million (+5.5% QoQ), while profit attributable to equity holders of the Company was THB 141.7 million, increased by THB 47.4 million (+50.3% YoY) compared to the same quarter of the previous year, increased by THB 14.0 million (+10.9% QoQ) compared to the previous quarter.

Financial Performance

Revenue from contracts with customers

In the 1st quarter of 2025, the Company had revenue from contracts with customers for THB 499.2 million, compared to the same quarter of the previous year, increased by THB 91.0 million (+22.3% YoY) and compared to the previous quarter, increased by THB 26.4 million (+5.6% QoQ) due to the increased number of flights. The Company's revenues are divided into 3 types as follows:

- Service revenues for flights landing and take-off within the country (Landing & Take-off: Domestic)
- Service revenues for flights landing and take-off from international flights (Landing & Take-off: International)
- Service revenues for flights flying through Cambodian airspace (Overflight)

The Company has several flights and revenue from services for the three-month period ended March 31, 2025, compared to the same quarter of the previous year (YoY) and the previous quarter (QoQ), classified by flight type as follows.

Table of the number of flights classified by type

(Unit: Flight)

ITEM	1Q/25	1Q/24	%YoY	4Q/24	%QoQ
Landing & Take-off: Domestic	1,467	1,401	4.7%	1,385	5.9%
Landing & Take-off: International	7,935	6,756	17.5%	7,174	10.6%
Overflight	21,417	15,977	34.0%	20,615	3.9%
Total	30,819	24,134	27.7%	29,174	5.6%

In the 1st quarter of 2025, the Company had a total of 30,819 flights of all types compared to the same quarter of the previous year, increased by 6,685 flights (+27.7% YOY) and compared to the previous quarter, increased by 1,645 flights (+5.6% QoQ).

Table of service revenue classified by flight type, expressed in US dollars and Thai baht

(Unit: USD million)

ITEM	1Q/25	1Q/24	%YoY	4Q/24	%QoQ
Landing & Take-off: Domestic	0.2	0.1	64.1%	0.1	6.3%
Landing & Take-off: International	4.9	4.2	18.4%	4.4	12.8%
Overflight	9.6	7.2	33.6%	9.4	2.3%
Total	14.7	11.5	28.4%	13.9	5.7%

Unit: THB million)

ITEM	1Q/25	1Q/24	%YoY	4Q/24	%QoQ
Landing & Take-off: Domestic	5.1	3.3	56.3%	4.8	6.3%
Landing & Take-off: International	167.5	148.5	12.8%	148.6	12.7%
Overflight	326.6	256.5	27.3%	319.4	2.3%
Total	499.2	408.2	22.3%	472.8	5.6%

Gross profit

The Company had a gross profit of THB 253.2 million compared to the same quarter of the previous year, increased by THB 44.1 million (+21.1% YoY) and compared to the previous quarter, increased by THB 7.7 million (+3.1% QoQ).

1Q 2025: Management Discussion and Analysis

The Company reported a gross profit margin of 50.7% in the 1st quarter of 2025, a decrease compared to 51.2% in the same quarter of the previous year and 51.9% in the previous quarter due to the recognition of amortization expenses for intangible assets amounting to THB 8.1 million, related to equipment that will be terminated following the expected closure of Phnom Penh International Airport in July 2025. The new Techo International Airport will commence operations as a replacement. Excluding this amortization expense, the gross profit would have been THB 261.3 million, and the gross profit margin would have been 52.3% for the 1st quarter of 2025.

Selling and administrative expenses

The Company had total service and administrative expenses of THB 61.2 million, which was in line with the same quarter of the previous year and compared to the previous quarter, decreased by THB 16.4 million (-21.2% QoQ), primarily due to a THB 9.5 million asset impairment loss recognized in the 4th quarter of 2024. This loss resulted from the termination of some assets under the service concession following the closure of the old Siem Reap International Airport. In addition, other types of expenses collectively decreased by THB 6.9 million.

Other expenses

Other expenses amounted to THB 14.5 million compared to the same quarter of the previous year, decreased by THB 4.5 million (-23.6% YoY) due to the Company receiving dividends from CATS in the 1st quarter of 2025, the amount of USD 4.0 million resulting in withholding tax expenses at 10% of the dividend amount received, the amount of THB 13.6 million. In the same quarter of the previous year, the Company received dividends from CATS for USD 5.0 million, resulting in withholding tax expenses from dividends received in the amount of THB 17.8 million but compared to the previous quarter,

increased by THB 2.8 million (+23.4% QoQ), due to the Company receiving dividends from CATS in the 4th quarter of 2024, the amount of USD 3.0 million, resulting in withholding tax expenses from dividends received of THB 10.2 million baht.

Financial expenses

Financial expenses amounted to THB 1.4 million, decreased by THB 1.1 million (-44.3 YoY) due to changes in the provision under service concession by the interpretation of Financial Reporting Standard No. 12 (TFRIC 12) on Service Concession Agreements, which are estimates of costs incurred from investments to make the assets available for use until the expiration date of the concession to transfer such assets to State Secretariat of Civil Aviation (SSCA) and the Company's financial expenses were similar compared to the previous quarter.

Net profit

The Company had profits attributable to the Company's shareholders totaling THB 141.7 million, compared to the same quarter of the previous year, increased by THB 47.4 million (+50.3% YoY) and compared to the previous quarter, increased by THB 14.0 million (+10.9% QoQ).

Financial Position

Assets

As of March 31, 2025, the Company had total assets of THB 2,243.1 million, which increased by THB 65.1 million from year-end. The increase was mainly due to other current financial assets from CATS's 6-month fixed deposits, amounting to THB 108.4 million.

Liabilities

As of March 31, 2025, the Company had total liabilities of THB 578.9 million, which decreased by THB 73.7 million from year-end, mainly due to income tax payable decreased by THB 71.9 million from CATS's 2024 annual income tax payment.

1Q 2025: Management Discussion and Analysis

Shareholder's Equity

As of March 31, 2025, the Company had shareholders' equity of THB 1,664.2 million, which increased by THB 138.8 million from year-end due to the total comprehensive income for the period.