

August 13, 2024

Re: Management Discussion and Analysis

For the three-month and six-month periods ending June 30, 2024

To: President

The Stock Exchange of Thailand

On August 13, 2024, the Board of Directors' meeting no. 3/2024 resolved to approve the financial statements of PSG Corporation Public Company Limited (the "Company") and its subsidiary, the three-month and six-month periods ended June 30, 2024, which were reviewed by EY Office Limited and the Audit Committee. The details are as follows:

### Outline of Business Operation

The Company and its subsidiary's operating results have been profitable consecutively. In the 2<sup>nd</sup> quarter of 2024, the Company and its subsidiary reported net profit amounting to Baht 388.8 million and the first six months were Baht 1,170.3 million.

Summary of financial performance for three-month and six-month period ending June 30, 2024, is as follows:

Unit: Million Baht (reviewed)

Description	Quarter 2		Changes		6 Months		Changes	
	2024	2023	Inc. (Dec.)	%Chg.	2024	2023	Inc. (Dec.)	%Chg.
Revenue from construction contracts	854.4	499.6	354.8	71	2,225.6	834.7	1,390.9	167
Other income	6.4	2.4	4.00	167	11.2	5.0	6.2	124
Foreign exchange gains	20.7	50.7	(30.0)	(59)	134.1	41.7	92.4	222
<b>Total revenues</b>	<b>881.5</b>	<b>552.7</b>	<b>328.8</b>	<b>59</b>	<b>2,370.9</b>	<b>881.4</b>	<b>1,489.5</b>	<b>169</b>
Cost of construction contracts	350.9	115.8	235.1	203	820.3	224.9	595.4	265
Administrative expenses	44.1	49.4	(5.3)	(11)	85.7	90.8	(5.1)	(6)
<b>Total expenses</b>	<b>395.0</b>	<b>165.2</b>	<b>229.8</b>	<b>139</b>	<b>906.0</b>	<b>315.7</b>	<b>590.3</b>	<b>187</b>
<b>Operating profit</b>	<b>486.5</b>	<b>387.5</b>	<b>99.00</b>	<b>26</b>	<b>1,464.9</b>	<b>565.7</b>	<b>899.2</b>	<b>159</b>
Finance costs	(1.1)	(1.1)	-	-	(2.6)	(2.1)	0.5	24
Income tax expenses	(96.6)	(86.0)	10.6	12	(292.0)	(121.4)	170.6	141
<b>Profit for the period</b>	<b>388.8</b>	<b>300.4</b>	<b>88.4</b>	<b>29</b>	<b>1,170.3</b>	<b>442.2</b>	<b>728.1</b>	<b>165</b>
Other comprehensive income for the period	(0.6)	4.9	(5.5)	(112)	10.6	3.4	7.2	212
<b>Total comprehensive income for the period</b>	<b>388.2</b>	<b>305.3</b>	<b>82.9</b>	<b>27</b>	<b>1,180.9</b>	<b>445.6</b>	<b>735.3</b>	<b>165</b>
<b>Earnings per share (Baht)</b>	<b>0.0060</b>	<b>0.0046</b>	<b>0.0014</b>	<b>30</b>	<b>0.0180</b>	<b>0.0068</b>	<b>0.0112</b>	<b>165</b>

### Total Revenues

For three-month and six-month performance ending June 30, 2024, the Company and its subsidiary generated total revenues of Baht 881.5 million and Baht 2,370.9 million, respectively, compared to those of the same periods previous year of Baht 552.7 million and Baht 881.5 million.

In the 2<sup>nd</sup> quarter of 2024, total revenue consisted of revenue from construction contracts of Baht 854.4 million, other income of Baht 6.4 million, and foreign exchange gains of Baht 20.7 million. Total revenues increased Baht 328.8 million or 59% compared to those of the same period previous year. This aligned with its increasing work progress.

#### Profit and Total Comprehensive Income

For three-month and six-month performance ending June 30, 2024, the Company and its subsidiary reported net profit amounting to Baht 388.8 million and Baht 1,170.3 million respectively. In addition, the Company and its subsidiary reported total comprehensive income of Baht 388.2 million and Baht 1,180.9 million respectively, compared to net profit of Baht 300.4 million and Baht 442.2 million respectively, and total comprehensive income of Baht 305.3 million and Baht 445.6 million respectively, of the same periods previous year.

The Company would like to clarify the changes on the Profit and Loss Statement for the 2<sup>nd</sup> quarter ending June 30, 2024, as those changes varied more than 20 percent compared to those of the same period previous year as follows:

#### 1. Total Revenues

The consolidated revenues of the 2<sup>nd</sup> quarter of 2024 consisted of revenue from construction contracts of Baht 854.4 million, other income of Baht 6.4 million, and foreign exchange gains of Baht 20.7 million. The revenue from construction contracts increased by Baht 354.8 million or 71% from the same quarter of the previous year due to the increase in progress of construction works at XPPL Expansion Phase 1 project and the Resettlement project. The foreign exchange gains decreased by Baht 30.0 million compared to those of the same period previous year due to the fluctuation of Thai Baht on the Group's assets denominated in foreign currency.

#### 2. Cost of Construction

The consolidated construction cost of the 2<sup>nd</sup> quarter of 2024 was Baht 350.9 million, increasing from the same quarter previous year by Baht 235.1 million or 203%. This is in line with the construction work progress of the construction projects.

#### 3. Administrative Expenses

The consolidated administrative expenses of the 2<sup>nd</sup> quarter of 2024 were Baht 44.1 million, decreasing from the same quarter previous year by Baht 5.3 million or 11%. A major decrease was from professional fees while employee related expenses increased in line with the manpower planning.

#### 4. Finance Costs

The consolidated finance costs of the 2<sup>nd</sup> quarter of 2024 were Baht 1.1 million, which was at the same level as those of the same quarter previous year. They consisted of interest expenses incurred from right-of-use assets and bank fees.

#### 5. Income Tax Expenses

The consolidated income tax expenses of the 2<sup>nd</sup> quarter of 2024 were Baht 96.6 million, increasing from the same quarter previous year by Baht 10.6 million. This is in line with the Group's profitable performance.

## Financial Position

Unit: Million Baht (reviewed)

Description	Consolidated financial statements		Changes	
	June 30, 2024	December 31, 2023	Inc. (Dec.)	%Chg.
Total assets	4,935.7	3,933.3	1,002.4	25
Total liabilities	697.8	876.3	(178.5)	(20)
Total shareholders' equity	4,237.9	3,057.0	1,180.9	39

### Assets

As of June 30, 2024, the Company and its subsidiary had total assets of Baht 4,935.7 million comprising current assets of Baht 4,462.1 million and non-current assets of Baht 473.6 million, compared to total assets of Baht 3,933.3 million as of December 31, 2023, representing Baht 1,002.4 million increase. The major increase was from cash and cash equivalents, trade and retention receivables moving in line with the construction work progress.

### Liabilities

The Company and its subsidiary's total liabilities as of June 30, 2024, amounted to Baht 697.8 million, comprising current liabilities of Baht 667.2 million and non-current liabilities of Baht 30.6 million, decreasing by Baht 178.5 million from total liabilities of Baht 876.3 million as of December 31, 2023. This was due to payments of trade payables and lease liabilities.

Compared to other peers in the same industry, the Company and its subsidiary's debt to equity (D/E) ratio is relatively low at 0.16 times.

### Shareholders' equity

The Company and its subsidiary's shareholder's equity as of June 30, 2024, amounted to Baht 4,237.9 million, compared to shareholder's equity of Baht 3,057.0 million as of December 31, 2023, representing Baht 1,180.9 million increase, and this is in line with the Group's profitability.

Please be informed accordingly.

Sincerely yours,

(Mr. David Van Dau)

Chief Executive Officer

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Investor Relations

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