

## Business Overview

Manufacturing, Importing and Distributing Soundproof Movable Wall, Soundproof Materials for Architectural Works, Automated Door Systems and Materials for Hospital and Public Health Projects, as well as proving comprehensive related services.

## Financial Statement

	3M24	3M23	2023	2022
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## Income Statement (MB)

Revenues	26.98	30.19	132.67	110.71
Expenses	25.04	14.63	109.20	90.32
Net Profit (Loss)	1.60	4.42	18.03	15.94

## Balance Sheet (MB)

Assets	296.35	109.85	146.61	137.44
Liabilities	27.59	31.58	54.72	34.59
Shareholders' Equity	268.77	78.27	91.89	102.85

## Cash Flow (MB)

Operating	7.10	18.37	31.26	8.04
Investing	1.09	-0.43	-39.87	23.39
Financing	146.36	-38.05	-9.18	-7.38

## Financial Ratio

EPS (Baht)	0.01	0.32	0.13	1.23
GP Margin (%)	40.97	43.11	38.15	38.44
NP Margin (%)	5.94	14.72	13.59	14.39
D/E Ratio (x)	0.10	0.40	0.60	0.34
ROE (%)	5.65	4.72	19.63	15.50
ROA (%)	6.62	3.36	16.01	15.90

## Business Plan

In 2024, the company plans to increase total revenue from 2023 by not less than 35% by increasing the proportion of revenue from hospitals, and the gross profit margin is not less than 40%, which the company will pay off all long-term loans, and proceed with the construction of a new factory building. To be completed within 2024, including the procurement of new machinery to increase production capacity.

## Sustainable Development Plan

## Business Highlight

PanelesMatic Solutions Public Company Limited is listed on the MAI Industry Group. Real estate and construction, abbreviated as "PANEL", began trading on February 22, 2024, with the aim of issuing common stock to build new factories and purchase machines to increase production capacity. Repayment of loans and use as business operating funds.

## Performance and Analysis

## Business Performance Summary

During the three-month period ending March 31, 2024, the company had sales and service income of 26.98 million baht, with sales and service costs of 15.82 million baht, with a gross profit margin of 40.97 percent of sales and service income. It had a net profit of 1.60 million baht with a net profit rate of 5.93 percent of total revenue.

## Key Milestones

In 2023 Annual General Meeting of Shareholders of 2023, held on April 25, 2023, passed the following resolution:

- Transformed into a public company using the name PanelesMatic Solutions Public Company Limited and registered the transformation into a public company limited on 8 May 2023.
- Changed the par value from a par value of 5 baht per share to a par value of 0.50 baht per share.
- Increased its registered capital from the former registered capital of 25 million baht to a registered capital of 70 million baht.
- Distribute 25 million baht of new ordinary shares, divided into 50 million shares with a face value of 0.50 baht per share, for the first time to be issued to the public. (Initial Public Offering)
- The resolution approved the listing of the company's common stock Registered as The Stock Exchange of Thailand (MAI)

## Risk Management Policy

## Risks to the company's business operations

- Risk from reliance on major suppliers** Reduce the proportion of imported finished products. By increasing the import of only raw materials for further production. Including maintaining good relationships with suppliers.
- Risk from Business Operating sales growth** Plan to move the factory to increase production capacity in line with business growth. The new factory will have more than double the usable space and use automated machinery. This results in an increase in production capacity of 2.5-4.0 times.
- Risk from delays in construction projects** Follow construction progress closely. If any work is found to be delayed, the product production plan will be changed to another customer instead. The company always collects money for products in advance, thus reducing the impact on cash flow.

## Management Risk

- Risk from relying on executives and personnel with business expertise** Develop a team with work potential, train personnel, and develop a succession plan.
- Risk from relying on skilled workers** Plan employee training motivated with benefits and rewards There are also plans to use more automatic machines. To reduce dependency on labor

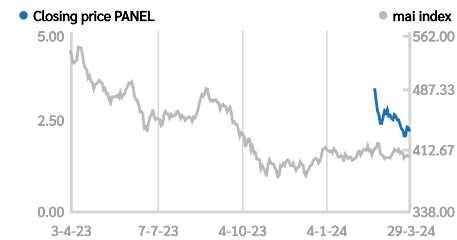
## Financial risk

- Risk from default on Accounts receivable** Collect the freight in advance and collect the remaining payment in installments according to the agreement.
- Risk of fluctuation of foreign exchange rate** Reduce the proportion of importing finished goods from abroad and produce more products yourself.

## Revenue Structure

## Stock Information

mai / PROPCON



as of 29/03/24	PANEL	PROPCON	mai
P/E (X)	24.44	-	109.40
P/BV (X)	1.60	2.56	2.11
Dividend yield (%)	1.72	1.33	1.80
29/03/24	-	-	-
Market Cap (MB)	440.80	N/A	N/A
Price (B/Share)	2.32	N/A	N/A
P/E (X)	24.44	N/A	N/A
P/BV (X)	1.60	N/A	N/A

CG Report: -

## Major Shareholders

as of 13/03/2024



- MR. AUNGSURUS AREEKUL (33.16%)
- MRS. JULIA W PETPAISIT (29.55%)
- MR. AMORN KITKRUA (7.37%)
- MISS MARISA KITKRUA (1.77%)
- MR. KHAJORNKIAT UNG-ARAM (1.05%)
- Others (27.10%)

## Company Information and Contact

- <http://www.panelesmatic.com>
- [info@panelesmatic.com](mailto:info@panelesmatic.com)
- 0-2965-5578-80,82-84 Ext.312
- 36 Moo 7, New Samakhi road, Bang Talat, Pak Kret Nonthaburi 11120
- Other Trading Info. : [https://www.settrade.com/C04\\_01\\_stock\\_quote\\_p1.jsp?txtSymbol=PANEL](https://www.settrade.com/C04_01_stock_quote_p1.jsp?txtSymbol=PANEL)

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