

No. AKP-MD 009/2025

May 14, 2025

Subject: Management Discussion and Analysis of Financial Position and Operating Results
To: The Board of Directors and the President
The Stock Exchange of Thailand

Akkhie Prakarn Public Company Limited (the “Company”) would like to provide the Management Discussion and Analysis (MD&A) of its financial position and operating results for the first quarter of 2025, ended March 31, 2025. The details are as follows:

Operating Results Analysis

Overview of Operating Performance for the Quarter Ended March 31, 2025

(Unit: THB thousand)

Statements of income	Quarter 1/2025	percent	Quarter 1/2024	percent	Increase(decrease)	percent
Services revenue	80,455	98.61%	80,774	98.47%	(319)	-0.39%
Other income	1,133	1.39%	1,258	1.53%	(125)	-9.94%
Total income	81,588	100.00%	82,032	100.00%	(444)	-0.54%
Cost of service	(63,279)	-78.65%	(64,821)	-80.25%	(1,542)	-2.38%
Gross Margin	17,176	21.35%	15,953	19.75%	1,223	7.67%
Services expenses	(1,582)	-1.94%	(1,621)	-1.98%	(39)	-2.41%
Administrative expenses	(10,051)	-12.32%	(8,738)	-10.65%	1,313	15.03%
Executive compensation	(3,713)	-4.55%	(3,330)	-4.06%	383	11.50%
Total Expenses	(15,346)	-18.81%	(13,689)	-16.69%	1,657	12.10%
EBIT	2,963	3.63%	3,522	4.29%	(559)	-15.87%
Finance costs	(802)	-0.98%	(912)	-1.11%	(110)	-12.06%
Profit before share investment in associates	2,161	2.65%	2,610	3.18%	(449)	-17.20%
Share of profit investment in associates	1,909	2.34%	(435)	-0.53%	2,344	538.85%
Profit (loss) before income tax expense	4,070	4.99%	2,175	2.65%	1,895	87.13%
Inome tax expense	(694)	-0.85%	(703)	-0.86%	(9)	-1.28%
Net profit (loss) for the period	3,376	4.14%	1,472	1.79%	1,904	129.35%

Remarks: The ratio in the income statement is as a percentage of total revenue, except for the cost of services and gross profit that expressed as a percentage of revenues from services.

Service Revenue and Other Income:

In the first quarter of 2025, the Company's average service fee per ton and the volume of industrial waste treated remained comparable to those of the same quarter in the previous year. Other income, including interest income and revenue from additional services, was also at a similar level to that of the prior year. As a result, there were no material changes in total revenue during the period.

Cost of Services:

The cost of industrial waste treatment services accounted for 78.65% of service revenue in Q1/2025, compared to 80.25% in the same quarter of the previous year, indicating a relatively stable proportion.

The major variable costs consisted primarily of fuel used for incineration, transportation and fuel expenses, and regulatory fees paid to the Department of Industrial Works.

Fixed costs mainly comprised salaries and benefits for plant personnel, depreciation of machinery and equipment, and depreciation of transportation vehicles.

Administrative Expenses, Management Compensation, and Finance Costs:

These expenses primarily consisted of salaries and employee benefits for administrative staff, along with general office management expenses. In Q1/2025, such expenses represented 19.79% of total revenue, compared to 17.80% in Q1/2024, reflecting a similar level.

Share of Profit from Investment in Associates:

The Company's investment in associate companies is in the small-scale power plant sector. The Company recognizes its share of profit using the equity method. For Q1/2025, the Company recognized a share of profit amounting to THB 1.91 million, representing 2.34% of total revenue.

Net Profit:

Based on the aforementioned factors, the Company reported a net profit of THB 3.38 million for Q1/2025, representing 4.14% of total revenue. This compares to a net profit of THB 1.47 million, or 1.79% of total revenue, for the same period in the previous year. The increase in net profit amounted to THB 1.90 million, or approximately 129%.

Financial Position Analysis

Overview of Financial Position as of March 31, 2025

(Unit: THB thousand)

Statement of financial position	31 Mar 25	percent	31 Dec 24	percent	Increase(decrease)	percent
Total assets	736,746	100.00%	744,000	100.00%	(7,254)	-0.98%
Total liabilities	90,609	12.30%	101,239	13.61%	(10,630)	-10.50%
Total shareholders' equity	646,137	87.70%	642,761	86.39%	3,376	0.53%

Asset Analysis

As of March 31, 2025, total assets decreased by THB 7.25 million from the beginning of the year. The decrease was primarily due to depreciation of property, plant, and equipment. Other asset items showed no material changes.

The key asset components were as follows:

- **Investment in Associates:** THB 248.38 million, representing 34% of total assets
- **Cash and Cash Equivalents:** THB 143.07 million, accounting for 19% of total assets
- **Other Current Financial Assets:** THB 102.00 million, or 14% of total assets
- **Trade and Other Receivables:** THB 84.16 million, representing 11% of total assets
- **Buildings, Tools, and Equipment:** THB 83.56 million, or 11% of total assets

Liabilities Analysis

As of March 31, 2025, total liabilities decreased by THB 10.63 million from the beginning of the year. The reduction was primarily due to payments made to trade creditors and general operating liabilities. There were no new liabilities incurred or material changes in existing liabilities. Total liabilities represented 12.30% of total assets.

Shareholders' Equity Analysis

As of March 31, 2025, total shareholders' equity increased by THB 3.38 million, driven by net profit generated during the period.

Sincerely yours,

(Mrs.Wannarat Khumngern)
Vice President (Accounting And Finance)