AGENDA

01 AURORA KEYMILES STONE

02 GOLD JEWELRY BUSINESS

03 GOLD FINANCING BUSINESS

04 FINANCIAL PERFORMANCE

05 2023 OUTLOOK
AURORA KEY MILESTONE
DEVELOPMENT OF THE COMPANY AND BUSINESS ADAPTATION FOR MORE THAN 50 YEARS

- **1973**: Registered “AURORA DESIGN CO., LTD.”
  - Change to “Aurora Gold Diamond Shop” brand

- **1986**: 1st Gold Shop in Department Store
  - 1st gold shop in hypermarket at Tesco Lotus

- **1990**: Registered “AURORA DESIGN CO., LTD.”

- **1996**: 1st Enter Hypermarket
  - Tesco Lotus

- **2014**: Introduced New Brands
  - Developed Aurora Diamond brand to offer diamond jewelries

- **2019**: 1st Launch Online Channel
  - Launched online distribution channel (E-Commerce)

- **Jul 2022**: Convert to Public Limited Company
  - For the issuance and offering of newly issued ordinary shares to the general public for the first time (IPO)

- **Dec 2022**: Partnership for Growth
  - Partnered to develop business expansion models

- **Nov 2022**: Listed on the Stock Exchange of Thailand
  - IPO on stock exchange of Thailand under ‘AURA’
AURORA YE/2022 HIGHLIGHTS

Highly Impressive Performance For YE/2022
- Net profit at 707.9 MB

Listed On Stock Exchange Of Thailand
- Aurora Successfully listed on 29th November 2022 in the Stock Exchange of Thailand (SET)

Partnership For “Thong Ma Ngern Pai” Expansion
- CJ MORE to develop business expansion models
- Kasikorn Bank to develop payment technology for Thong Ma Ngern Pai Business
- LINE BK to deliver special promotion to LINE BK users via LINE Official

Growth Through Branch And Business Expansion
- Success to open 279 stores in 2022, with a target of 272 stores
- 279 total branches
  - Aurora 211 branches
  - Sengheng 22 branches
  - Thong Ma Ngern Pai 40 branches
  - Other 6 branches
## AGENDA

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<th>Topic</th>
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</thead>
<tbody>
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<td>AURORA KEYMILES STONE</td>
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<td>GOLD JEWELRY BUSINESS</td>
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<td>GOLD FINANCING BUSINESS</td>
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<td>04</td>
<td>FINANCIAL PERFORMANCE</td>
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<td>05</td>
<td>2023 OUTLOOK</td>
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</tbody>
</table>

- INDUSTRY OVERVIEW
- AURORA OVERVIEW
- RISK MANAGEMENT
- STRATEGIC DIRECTION
**INDUSTRY OVERVIEW**

**MARKET SIZE**

**Market Share by Revenue**
- Unit: %
- 97-98%
- 2-3%

**Market Share by number of branches**
- Unit: %
- 90.2%

**Total 9,135 Branches**

- **Aurora**
  - 279 Branches

- **Wangtokang**
  - 54 Branches

- **Bangkok Golds**
  - 63 Branches

- **Yaowarat**
  - Sinthawee
  - 169 Branches

- **Yaowarat**
  - Krungthep
  - 319 Branches

**Thailand Gold Jewelry Industry**

**Total Revenue of TSIC code 47732**

- Unit: Billion Baht
- 2019: 1,106.2
- 2020: 1,213.0
- 2021: 1,416.8

**CAGR +13.2%**

**Thailand Gold Jewelry Demand**

- Unit: Billion Baht
- Avg. selling price (Baht/Baht Gold)
  - 21,170
  - 26,730
  - 27,736
  - 30,451

**Volume (Tons)**
- 2019: 15.5
- 2020: 10.2
- 2021: 14.8
- 2022: 18.9

**Note:** Gold (Jewelry) Domestic demand (value) = Volume (ton) x Average gold jewelry price

1 Baht = 15.16 gram

**Source:** Revenue from DBD

**Remark:** TSIC code 47732 is Retailers of jewelry such as gold, gold bars and gold jewelry, precious stones, urer, silver, and other gems.

**Factor driving demand was a recovery in tourism and the economy.**

**Jewelry consumption is expected to remain resilient in 2023, bolstered by pent-up demand as China reopens.**

**Market value of key players <10%.**

**Source:** Kasikorn Securities

**Source:** DBD, Company website

**Source:** World Gold Council, Bangkokpost
Paying for gold jewelry with gold (Barter) is a general practice and is accepted by the gold jewelry trading business because it is a natural risk management (Natural Hedge) from changes in gold prices.
**INDUSTRY OVERVIEW**

**GOLD PRICE EFFECT ON MARGIN AND INDICATOR**

**YEAR 1**

- **Gold price/unit unit**: 22,000
- **GP**: 1,000
- **Revenue**: 23,000
- **GP margin**: 4.3%

**YEAR 2**

- **Gold price/unit unit**: 29,000
- **GP**: 1,000
- **Revenue**: 30,000
- **GP margin**: 3.3%

**Compare YOY**

- REV Growth: 31%
- GP Growth: 0%
- GP margin: -23%

- Gross profit is important
- Price in unpredictable but manageable
INDUSTRY OVERVIEW
SOURCE OF INCOME

**Scenario 1: Gold Price Increase**
- More Customers Wants to Sell Gold
- Less Customers Want to Buy
- Aurora is in a Net Buying Position

Aurora Barter 3 KG Gold

Aurora sells gold back to supplier to close net buying position

Aurora gains mostly from buy back at discount

**Scenario 2: Gold Price Decrease**
- More Customers Wants to Buy Gold
- Less Customers Want to Sell
- Aurora is in a Net Selling Position

Aurora Restock 3 KG Gold

Aurora buys more gold from supplier to close net selling position

Aurora gains mostly from selling at a margin

Wholesale/Supplier

Customers

Slightly Lower Margin

At a Discount

Customers Sell Gold

Higher Margin

At a Lesser Quantity

Customers Sell Gold

Aurora Sell 3 KG Gold

Aurora Sell Gold

Aurora Barter 3 KG Gold

Aurora gains mostly from selling at a margin
AURORA OVERVIEW
5 BRANDS TO COVER ALL SERVICES AND CAPTURE DIVERSE CUSTOMER SEGMENT

Target customer is a white collar
Gold Store For New Generation

Target customer is a Traditional customer
Traditional Gold Store Fighting Brand

Target customer is a gold customer who interested in diamond product
Diamond Store

Target customer is a person who find new gift
Gold Present

Target customer is a lower class
Gold Financing Business
**Total Revenue Breakdown by Business Unit**

- **Modern Gold**: 94%
- **Design Gold and Diamond**: 5%
- **Thong Ma Ngern Pai**: 1%

Total Revenue: 29,603.7 Million Baht YE/2022

**Gross Profit Breakdown by Business Unit**

- **Modern Gold**: 62%
- **Design Gold and Diamond**: 29%
- **Thong Ma Ngern Pai**: 9%

Gross Profit: 2,517.3 Million Baht YE/2022
AURORA OVERVIEW
CHANEL ONLINE AND OFFLINE

Branch Coverage Across Thailand

Key Retail players in Thailand 1,400* stores

South
19

Bangkok and Metropolitan Areas
128

West
5

East
43

Central
14

Northeast
24

North
6

Branches as of 31 December 2022

279 Branches
(Including Thong Ma Ngern Pai 40 branches = 279 branches)

211 Branches

239 Branches

22 Branches

4 Branches

2 Branches

Source: *No. of retail players from Krungsri Research and Company Website

Remark: Number of Branches as of 31 December 2022

Top company across platform in industry

"Best Brand Performance on Social Media" for 3 consecutive years

"Top" for 3 consecutive years

"Best Brand Performance on Social Media" for 3 consecutive years

Source: *No. of retail players from Krungsri Research and Company Website
AURORA OVERVIEW

AURORA KEY STRENGTHS

BRAND SEGMENTATION
• 5 Brands to capture diverse customer segment
• Verified and Certified products

OMNI-CHANNEL
• Offline: cover all of Thailand
• Online: top selling brand

SAME STANDARD IN ALL STORES
• Same price and same service standards in all stores
• One stop service in all stores

DATA DRIVEN COMPANY
• To develop new products
• Develop strong marketing plans

RISK MANAGEMENT
• 50+ Years of Experiences
• Ability to Manage Gold Price Fluctuations
• All employees are trained in both theory and practice
RISK MANAGEMENT
GOLD PRICE: WORLD PRICE VS THAI GOLD PRICE

Gold Price Thailand vs Global

Unit: Index

<table>
<thead>
<tr>
<th>Year</th>
<th>Thai Gold Price</th>
<th>Gold Spot Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>2022</td>
<td>35,000 Baht/Baht</td>
<td>+8.0% 1,600 USD/Oz.</td>
</tr>
<tr>
<td>2023</td>
<td>25,000 Baht/Baht</td>
<td>+4.6% 1,800 USD/Oz.</td>
</tr>
</tbody>
</table>

Source: Gold Traders Association

Gold Price Trends
- Thailand Gold Price vs Global Price displays that Thailand price has lower fluctuation than Global Price

Key Factors
- Fed Policy
  - The US Federal Reserve (Fed) is expected to slow down on raising interest rates this year, resulting in the dollar depreciating, which will have a positive effect on the price of gold
- Economic recession
  - Investors start to look for safe assets to support the risks that will occur

Benefits
- Thai gold prices are much less volatile than global gold prices
- This allows Aurora to reduce the risk from the volatility of the gold price

Source: Thairath, Workpointtoday, Thebangkokinsight
This process is **CONDUCTED EVERYDAY** therefore price fluctuation does not impact as gold is traded by weight (natural hedging).

*Note: *Paying for gold jewelry with gold (Barter) is a general practice and is accepted by the gold jewelry trading business because it is a natural risk management (Natural Hedge) from changes in gold prices.
RISK MANAGEMENT
OPERATION SECTOR

**Inventory Checking Policy**
- **Branch Staff**
  Frequency: Daily (morning, evening)
- **Branch Manager**
  Frequency: Daily (morning, evening)
- **District Manager**
  Frequency: Monthly
- **Internal Audit**
  Frequency: 6 times a year
- **External Audit**
  Frequency: accounting cycle

**Security**
- International standard security companies to support company operation
- International standard storage inventory storage system
- Highly effective CCTV system with 24 hours monitoring

**Insurance**
- Insurance to cover risk: Jewellers Block Insurance

**External Factors**
- Theft, robbery etc.

**Transportation**
- Goods in transit

**Internal Factors**
- Stealing etc.
STRATEGIC DIRECTION : BRANCH EXPANSION TO CAPTURE GROWTH
AURORA HAS SUCCESSFULLY SECURED 34 BRANCHES IN Q1/2023 OUT OF 64 BRANCHES TARGET FOR WHOLE YEAR 2023

Branch Expansion Investment Plan

Unit: Million Baht, Branches

<table>
<thead>
<tr>
<th>BRAND</th>
<th>Existing branch</th>
<th>Number of branch expansion plans (Branch)</th>
<th>Total branches by brand</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>211</td>
<td>20</td>
<td>251</td>
</tr>
<tr>
<td></td>
<td>22</td>
<td>10</td>
<td>47</td>
</tr>
<tr>
<td></td>
<td>2</td>
<td>2</td>
<td>5</td>
</tr>
<tr>
<td></td>
<td>40</td>
<td>30</td>
<td>100</td>
</tr>
<tr>
<td></td>
<td>4</td>
<td>2</td>
<td>13</td>
</tr>
</tbody>
</table>

Total New Branches

| Total branches | 279 | 343 | 409 | 409 |

CAPEX for existing branches renovation
CAPEX for new branches

>50% secured backlog

North
6
Northeast
24
East
43
Central
14
Bangkok and Metropolitan Areas
128
South
19
West
5

2022
2023F
2024F
STRATEGIC DIRECTION: BRANCH EXPANSION TO CAPTURE GROWTH
ENSURING STRONG FOOTHOLD ON ONLINE PLATFORMS

Expanding Online Presence
✓ Provide products and services like buying at the offline store
✓ Offer strong promotion by applying data analytics
STRATEGIC DIRECTION

“TO BECOME A TOP-OF-MIND BRAND TO DELIVER VALUABLE GIFT OF HAPPINESS AND THE LEADING LUXURY RETAIL STORE IN THAILAND”

“330+ Branches”

Highly Trusted Gold And Jewelry Company

- Top-of-mind “Brand for Valuable Gifts”
- Branch presence in all Major Provinces
- 30+ branches of “Thong Ma Ngern Pai”

“400+ Branches”

Leader In Gold And Jewelry Ecosystem In Thailand

- Leading and highly-trusted jewelry retail player in Thailand
- Branch presence in ALL department stores across Thailand and strong online foothold
- 50% performance growth from “Tong Ma Ngern Pai”

2024

2025

Key Player for Valuable Gift in Thailand

Seeking opportunities to provide new products under the valuable gift category

- Identify new business for growth by leveraging existing customer base and capturing opportunities following the market trends
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➢ Industry Overview

➢ Thong Ma Ngern Pai (Gold Financing) Overview

➢ Strategic Direction
INDUSTRY OVERVIEW
GOLD FINANCING MARKET

**Gold Financing (Gold Shops)**

- **Market Size**
  - 70 Billion Baht
  - **97.3%**

  Thong Ma Ngern Pai: 1,899 Million Baht

- **Pawn Shop**
  - 60 Billion Baht
  - **96.9%**

  Thong Ma Ngern Pai: 1,899 Million Baht

**Total Market Size of Gold Financing**

- **Market Size**
  - 130 Billion Baht
  - **53.8%**

  Thong Ma Ngern Pai: 1,899 Million Baht

- **Other Gold shops**
  - 70 Billion Baht
  - **46.2%**

  Thong Ma Ngern Pai: 1,899 Million Baht

Source: Company Information
INDUSTRY OVERVIEW
CONSUMER BEHAVIOR IN GOLD FINANCING BUSINESS

**New consignment (ขายฝากใหม่)**

1. **In Need Of Money**
   - Lend out credit with discount from real-time gold price
   - Consignment asset

2. **Get Money Redeem Asset**
   - Return money + interest
   - Return asset

T+2 Months

**Continue consignment (ต่อตอก)**

1. **In Need Of Money**
   - Lend out credit with discount from real-time gold price
   - Consignment asset

2. **Roll Over Contract**
   - Interest

3. **Still in need of money**
   - Return money + interest
   - Return asset

T+2 Months
THONG MA NGERN PAI OVERVIEW
TYPE OF STORES

**Number of stores**

<table>
<thead>
<tr>
<th>Type of stores</th>
<th>No. of stores</th>
<th>2022</th>
<th>2023F</th>
<th>2024F</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Actual</td>
<td>Target</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Shop In Shop</td>
<td>239</td>
<td>232</td>
<td>273</td>
<td>309</td>
</tr>
<tr>
<td>Stand Alone</td>
<td>40</td>
<td>40</td>
<td>70</td>
<td>100</td>
</tr>
<tr>
<td>Total</td>
<td>279</td>
<td>272</td>
<td>343</td>
<td>409</td>
</tr>
</tbody>
</table>
THONG MA NGERN PAI OVERVIEW
APPLICATION: INCREASING SERVICES AND ACCESSIBILITY

Increasing Services and Accessibility

➢ New Services
• Self-Adjustable Loan: Increase or decrease the principal value through the application

To Customers
• Pay interest online
• Check information about the transaction including limits, accrued interests
• Notification for the expiration of contract

To Company
• Send promotional campaigns to specific target segment via application

To Customers
• Adjust loan online
• Notification for the expiration of contract

To Company
• More chance of increasing AR and fee
• More secure when gold price have high volatility
THONG MA NGERN PAI OVERVIEW

COMPETITIVE OFFERING

HIGH LOAN VALUE
- In Gold industry retail industry
- Data for manage the maximum loan
- Economy of scale

COMPETITIVE INTEREST RATES
- Economy of scale

RECEIVE CASH IMMEDIATELY
- Specialize in gold business - No guarantor is required
- Technology & Data to prepare the money for each branch

CAN PAY INTEREST AND FIND INFO DIRECTLY ON THE APP
- Application for customer
- Manageable loan
- More convenience
- Less % delay payment
STRATEGIC DIRECTION
CAPTURING HIGH VALUE BUSINESS

Gold Financing Target

- Occupies 0.05% of Industry Value in 2021

<table>
<thead>
<tr>
<th>Year</th>
<th>Value (Million Baht)</th>
<th>2024 Target</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>973</td>
<td></td>
</tr>
<tr>
<td>2020</td>
<td>1,213</td>
<td></td>
</tr>
<tr>
<td>2021</td>
<td>1,208</td>
<td></td>
</tr>
<tr>
<td>2022</td>
<td>1,899</td>
<td>2,700</td>
</tr>
<tr>
<td>2023F</td>
<td></td>
<td>3,800</td>
</tr>
</tbody>
</table>

+ 25.0% CAGR
+ 41.5% CAGR

Unit: Million Baht
STRATEGIC DIRECTION
EXPAND STORE IN BOTH SHOP IN SHOP AND STAND ALONE

**Shop in Shop**
1. Branch Expansion
No. of branches

- 2019: 199
- 2020: 199
- 2021: 221
- 2022: 239
- 2023F: 273
- 2024F: 309

**Stand alone**
1. Branch Expansion
No. of branches

- 2019: 2
- 2020: 5
- 2021: 19
- 2022: 40
- 2023F: 70
- 2024F: 100

**Total**
1. Branch Expansion
No. of branches

- 2019: 201
- 2020: 204
- 2021: 240
- 2022: 279
- 2023F: 343
- 2024F: 409

*Target:* 232, 40, 272
## YE/2022 Financial Highlight

<table>
<thead>
<tr>
<th>Category</th>
<th>YE 2021</th>
<th>YE 2021</th>
<th>YE 2021</th>
<th>YE 2021</th>
<th>YE 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Revenue</td>
<td>29,580.6 MB</td>
<td>22,255.6 MB</td>
<td>2,517.3 MB</td>
<td>707.9 MB</td>
<td>6.94%</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>2,517.3 MB</td>
<td>1,976.8 MB</td>
<td>707.9 MB</td>
<td>6.94%</td>
<td>1.19 Times</td>
</tr>
<tr>
<td>Net Profit</td>
<td>707.9 MB</td>
<td>591.0 MB</td>
<td>591.0 MB</td>
<td>6.40%</td>
<td>2.99 Times</td>
</tr>
<tr>
<td>ROA</td>
<td>6.94%</td>
<td>6.40%</td>
<td>6.40%</td>
<td>6.40%</td>
<td>6.40%</td>
</tr>
<tr>
<td>D/E</td>
<td>1.19 Times</td>
<td>2.99 Times</td>
<td>2.99 Times</td>
<td>2.99 Times</td>
<td>2.99 Times</td>
</tr>
</tbody>
</table>
In 2022, the Company recorded operating revenue of Baht 29,580.6 million, increased by Baht 7,325.1 million or 32.9% YoY: YE/22 vs YE/21.

In 2022, the Company recorded gross profit of Baht 2,517.3 million, increased by Baht 540.4 million or 27.3% from 2021.

In 2022, the Company recorded the net profit of Baht 707.9 million, increased by Baht 116.8 million or 19.8%.
In 2022, the Company recorded selling expenses of Baht 1,206.6 million, increased by Baht 293.8 million or 32.2% YoY: YE/22 vs YE/21.

In 2022, the Company recorded the administrative expenses of Baht 253.7 million, increased by Baht 50.4 million or 24.8% YoY: YE/22 vs YE/21.
STATEMENT OF FINANCIAL POSITION

ASSETS

<table>
<thead>
<tr>
<th></th>
<th>31 Dec 2021</th>
<th>31 Dec 2022</th>
<th>+12.6% YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Inventory</td>
<td>5,971.5</td>
<td>6,722.9</td>
<td>65%</td>
</tr>
<tr>
<td>Right of Use Assets</td>
<td>1,403.5</td>
<td>2,048.9</td>
<td>20%</td>
</tr>
<tr>
<td>Other Assets</td>
<td>895.4</td>
<td>1,183.9</td>
<td>11%</td>
</tr>
<tr>
<td>Trade &amp; Other receivables</td>
<td>1,329.4</td>
<td>1,955.4</td>
<td>20%</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>9,599.7</strong></td>
<td><strong>10,813.8</strong></td>
<td><strong>12.6%</strong></td>
</tr>
</tbody>
</table>

LIABILITIES AND EQUITY

<table>
<thead>
<tr>
<th></th>
<th>31 Dec 2021</th>
<th>31 Dec 2022</th>
<th>+12.6% YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lease Liabilities</td>
<td>1,188.8</td>
<td>4,053.8</td>
<td>42%</td>
</tr>
<tr>
<td>Loan</td>
<td>2,401.7</td>
<td>2,401.7</td>
<td>25%</td>
</tr>
<tr>
<td>Shareholders’ Equity</td>
<td>3,153.1</td>
<td>4,931.0</td>
<td>46%</td>
</tr>
<tr>
<td>Others</td>
<td>920.9</td>
<td>1,808.8</td>
<td>17%</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>9,599.7</strong></td>
<td><strong>10,813.8</strong></td>
<td><strong>12.6%</strong></td>
</tr>
</tbody>
</table>

Unit: Million Baht, %
### Key Financial Ratio

<table>
<thead>
<tr>
<th>Ratio Type</th>
<th>Unit</th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Ratio</strong></td>
<td>Times</td>
<td>1.43</td>
<td>2.57</td>
</tr>
<tr>
<td><strong>Quick Ratio</strong></td>
<td>Times</td>
<td>0.34</td>
<td>0.69</td>
</tr>
<tr>
<td><strong>D/E Ratio</strong></td>
<td>Times</td>
<td>2.99</td>
<td>1.19</td>
</tr>
<tr>
<td><strong>Cash Cycle</strong></td>
<td>Days</td>
<td>91</td>
<td>75</td>
</tr>
<tr>
<td><strong>ROE</strong></td>
<td>%</td>
<td>25.79%</td>
<td>19.31%</td>
</tr>
<tr>
<td><strong>ROA</strong></td>
<td>%</td>
<td>6.40%</td>
<td>6.94%</td>
</tr>
</tbody>
</table>
RECEIVABLES ON GOLD FINANCING

Y.2021: Effective rate 13.2%

Y.2022: Effective rate 14.3%

Unit: Million Baht, %

Monthly Average Receivables on Gold Financing

Effective Interest Rate
AGENDA

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2023 OUTLOOK

Aurora Targets +10-15% Revenue Growth in 2023

64 New Branches
- Aurora targets to expand 64 branches in 2023
- In Q1/23, the Company have already secured backlog of 36 branches
- Focus on improving efficiency of new branches

Target 2,700MB for Gold Financing
- In 2023, the Company targets to expand the Gold Financing value of Baht 2,700 million under Thong Ma Ngern Pai business

New Store Format for Thong Ma Ngern Pai
- Expand Thong Ma Ngern Pai under 3 store formats:
  - In Aurora store
  - Standalone
  - In CJ express store

Credit Rating
- Obtain competitive loan rates
- Apply for credit rating to support long term target to offer bonds
- Support future growth
THANK YOU

IR CONTACT
คุณอนิพัทย์
TEL: 02-749-5044
EMAIL: IR@aurora.co.th
STRATEGIC DIRECTION
ENSURING SAME STORE SALES GROWTH

Same Store Sales Growth
Unit: Branches, %

<table>
<thead>
<tr>
<th>Year</th>
<th>Number of Branches</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>212</td>
</tr>
<tr>
<td>2020</td>
<td>214</td>
</tr>
<tr>
<td>2021</td>
<td>250</td>
</tr>
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<tr>
<td><strong>Operating Revenue</strong></td>
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<tr>
<td>29,580.6 Million Baht</td>
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<tr>
<td>32.9% YoY</td>
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<tr>
<td><strong>Gross Profit</strong></td>
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<tr>
<td>2,517.3 Million Baht</td>
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<tr>
<td>27.3% YoY</td>
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<tr>
<td><strong>Gross Profit Margin</strong></td>
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<tr>
<td><strong>Net Profit</strong></td>
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<tr>
<td>707.9 Million Baht</td>
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<tr>
<td>19.8% YoY</td>
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<tr>
<td><strong>Net Profit Margin</strong></td>
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<td>2.4%</td>
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<td>-0.3% YoY</td>
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# YE/2022 FINANCIAL HIGHLIGHT

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<th>Metric</th>
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<td>29,580.6 Million Baht</td>
<td>▲ 32.9%</td>
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<tr>
<td>Gross Profit</td>
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<td>707.9 Million Baht</td>
<td>▲ 19.8%</td>
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<tr>
<td>ROA</td>
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<td>1.19 Times</td>
<td>▼ 60.2%</td>
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