



Management Discussion and Analysis

For the year ending March 31, 2024

**Eureka Design Public Company
Limited**

Subject Profit and loss reporting for the 1st quarter of 2024 and explanation of more than 20 percent fluctuation in profit and loss compared to that of last year

To Dear Directors and Managers
Stock Exchange of Thailand

Eureka Design Public Company Limited and its subsidiaries (“UREKA” have) would like to inform the operating results for the year of 2024 ending on March 31, 2024, details as follows:

Summary of UREKA's performance	EBIT	Net profit	Change	Net profit margin
	25.4 M.	20.14 M.	13.9 M.	28.23%
Income Statement Unit: million baht	Quarter 1/2024	Quarter 1/2023	Change Million	Change (% yoy)
Revenues				
Revenue from sales and services	62.83	72.06	(0.13)	-12.81%
Other income	8.50	3.82	1.23	122.51%
Total revenue	71.33	75.88	2.10	-6.00%
Expenses				
Cost of good sold	36.87	42.26	(0.13)	-12.75%
Selling costs	0.32	0.90	(0.64)	-64.44%
Administrative expenses	8.74	12.42	(0.30)	-29.63%
Interest expense	5.09	6.30	(0.19)	-19.21%
Total expenses	51.02	61.88	(1.26)	-17.55%
Profit (loss) before income tax	20.31	14.00	3.36	45.07%
Income (expenses) income tax	(0.17)	(0.10)	0.70	70.00%
Net profit (loss)	20.14	13.90	4.06	44.89%

Business Overview 1st quarter of 2024

The overview of UREKA's consolidated profit and loss statement are as follows:

1. UREKA had revenue from sales and services for the quarter ending March 31, 2024, with sales and service income of 62.83 million baht, a decrease of 9.23 million baht or 12.81% from the same period last year with sales and service income of 72.06 million baht. However, the revenue from the production and distribution of recycled plastic pellets amounted to 45.64 million and revenue from the production and distribution of tap water to the Provincial Waterworks Authority according to the water purchase agreement to solve the water shortage problem at the Phan Thong water distribution station and Nong Ka Kha water distribution station was 17.19 million baht. Currently, the revenue from sales and services for the first quarter ended March 31, 2024 decreased by 9.23 million baht Sales of plastic pellets decreased by Baht 4.96 million. Sales volume and price fluctuate depending on the price of world crude oil, the main raw material. The sales of tap water decreased by Baht 4.27 million due to external factors affecting the revenues of tap water
2. UREKA had other income for the 1st quarter of 2024 ended March 31, 2024, other income was 8.50 million baht, an increase of 4.68 million baht or 122.51 % increase from the same period last year. with other income of 3.82 million baht form the increased foreign exchange profits
3. UREKA had total revenue for the 1st quarter of 2024 ending March 31, 2024, with total revenue of 71.33 million baht, a decrease of 4.55 million baht or a decrease of 6 percent from the same period of the previous year which had total revenue of 75.88 million baht as a result of increasing sales and service income
4. UREKA had cost of sales and services the first quarter of 2004 ended March 31, 2024, in the amount of 36.87 million baht, a decrease of 5.39 million baht or a decrease of 12.75 % compared to the previous year with cost of sales and services of 42.26 million baht. This rate of decline was a greater relative decline compared to the decline in sales resulting from the ability to more effectively control material costs of production
5. UREKA had distribution costs for the first quarter of 2004 ended March 31, 2024, in the amount of 0.32 million baht, a decrease of 0.58 million baht or a 64.44 percent reduction when compared to last year. The cost of distribution amounted to 0.90 million baht. The significant decrease was due to the lower volume of foreign exports. Moreover, the cost of exporting abroad per unit was reduced
6. UREKA had financial costs of the first quarter 2024 ending March 31, 2024 in the amount of 5.09 million baht, a decrease of 1.21 million baht or an increase of 19% compared to the same period of the previous year with financial cost of 6.30 million baht. This was because the company had the convertible debenture fees of 1.74 million baht.

7. UREKA had administrative expenses for the first quarter of 2024 ended March 31, 2024 were 8.74 million baht, a decrease of 3.68 million baht or a decrease of 29.63 percent compared to the previous year's administrative expenses of 12.42 million baht due to better control of management expenses from efficient management and development of personnel and resources.
8. UREKA had net profit for the first quarter of 2024 ended March 31, 2024 which amounts to 20.14 million baht, an increase of 6.24 million baht or an increase of 44.89 percent compared to the same period last year when the net profit was 13.90 million baht. The reasons for a significant increase in operating results compared to the same period last year were ability to maintain good sales while improving production processes to reduce costs and increase the ability to control expenses as described above.

Unit: million baht	Quarter	Quarter	Change	Change
Current assets	1/2024	1/2023	Million	(% yoy)
Non-current assets	205.52	208.70	(3.18)	-1.52%
Total assets	1,589.49	1,562.06	27.43	1.76%
Liability	1,795.01	1,770.76	24.25	1.37%
Equity	339.35	336.38	2.97	0.88%
Liability and Equity	1,455.66	1,434.38	21.28	1.48%
Total Liability and Equity	1,795.01	1,770.76	24.25	1.37%

The overview of UREKA's consolidated financial statement are as follows:

1. UREKA had total assets as of March 31, 2024 of 1,795.02 million baht, divided into current assets of 205.52 million baht, of which the main components are cash and cash equivalents of 32.25 million baht and accrued receivables and accrued income totaling 173.27 million baht, and non-current assets of 1,589.50 million baht, of which the main components are property, buildings and equipment in the amount of 1,240.03 million baht. The Company had total assets as of March 31, 2024, increased from March 31, 2023 in the amount of 24.25 million baht or an increase of 1.37 % The reason for this was the increase in trade receivables and other current receivables
2. UREKA had liabilities as of March 31, 2024 in the amount of 339.35 million baht, an increase of 2.97 million baht or 0.88% from liabilities as of March 31, 2023. This was mainly due to an increase in Trade payables and other payables increased
3. Shareholders' equity increased from the improved performance resulted in the company's retained earnings as of March 31, 2024 in the amount of 92.59 million baht, an increase of 20.19 million baht or 1.37% compared to the retained earnings as of March 31, 2023, with retained earnings in the amount of 72.40 million baht

Key financial ratios	Q1/2024	Q1/2023
Leverage Ratio		
D/E	0.23	0.23
Liquidity Ratio		
Current Ratio	1.47	1.62
Profitability Ratios		
Net Profit Margin	28%	18%

Please be informed accordingly and publish to investors

Best regards,

(Rinnatha Akeassavapirom)
Chief Executive Officer and Director