

APP OPPORTUNITY DAY Q1/2023

Presented by

AppliCAD Public Company Limited
“Where Innovation Begins”

AppliCAD Product Solution
Manufacturing | Construction

AGENDA

01 BUSINESS HIGHLIGHT

02 BUSINESS OVERVIEW

03 FINANCIAL PERFORMANCE

04 Q & A



OIIO
TEP



BRING
THE
FUTURE
LIVING

ROBOTENDY X

OIIO ASIA
TECHLAND

OIO TEP



“BRING THE FUTURE LIVING”

ประสบการณ์ความเป็นอยู่แห่งอนาคตที่สัมผัสได้จริง

25 - 28 MAY 2023

AT ROYAL PARAGON HALL

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03 FINANCIAL PERFORMANCE

04 Q & A

“
Innovation Changes Everything.
AppliCAD is Where Innovation Begins.
”

นวัตกรรมจะเปลี่ยนทุกสิ่ง

แอปพลิแคด คือ ที่ที่นวัตกรรมเริ่มต้น

AppliCAD Public Company Limited



สร้างคน



สร้างเครื่องมือ



สร้างธุรกิจ

COMPANY STRUCTURE



AppliCAD

- A distributor of complete design solutions and services



Deti Company Limited

- Certified Training Center in Engineering and Architectural design software



**Rabbit Prototype
Company Limited**

- One stop service of prototype and low volume production



PT. Indonesia AppliCAD

- A distributor of complete design solutions and services in Indonesia

REVENUE STRUCTURE

 **SOLIDWORKS**

 **SolidCAM**
The Leaders in Integrated CAM

 GRAPHISOFT
Archicad®


GstarCAD
Standard

3DEXPERIENCE®
Platform on the Cloud
Create Sustainable Innovation

gom



MakerBot

 **stratasys**

 **Artec 3D**

JAKA®

 **XR**
EXTENDED REALITY STUDIO
Powered by AR/VR/3D Virtual Services

DETI
COMPANY LIMITED

 **RABBIT**
PROTOTYPE

 **SUB**
Subscription
SERVICE

SOFTWARE

 Software for industrial design

 Software for architectural design and construction

HARDWARE

 3D Printer

 3D Scanner

 Equipment and consumables

 JAKA

SERVICE

 Subscription Service

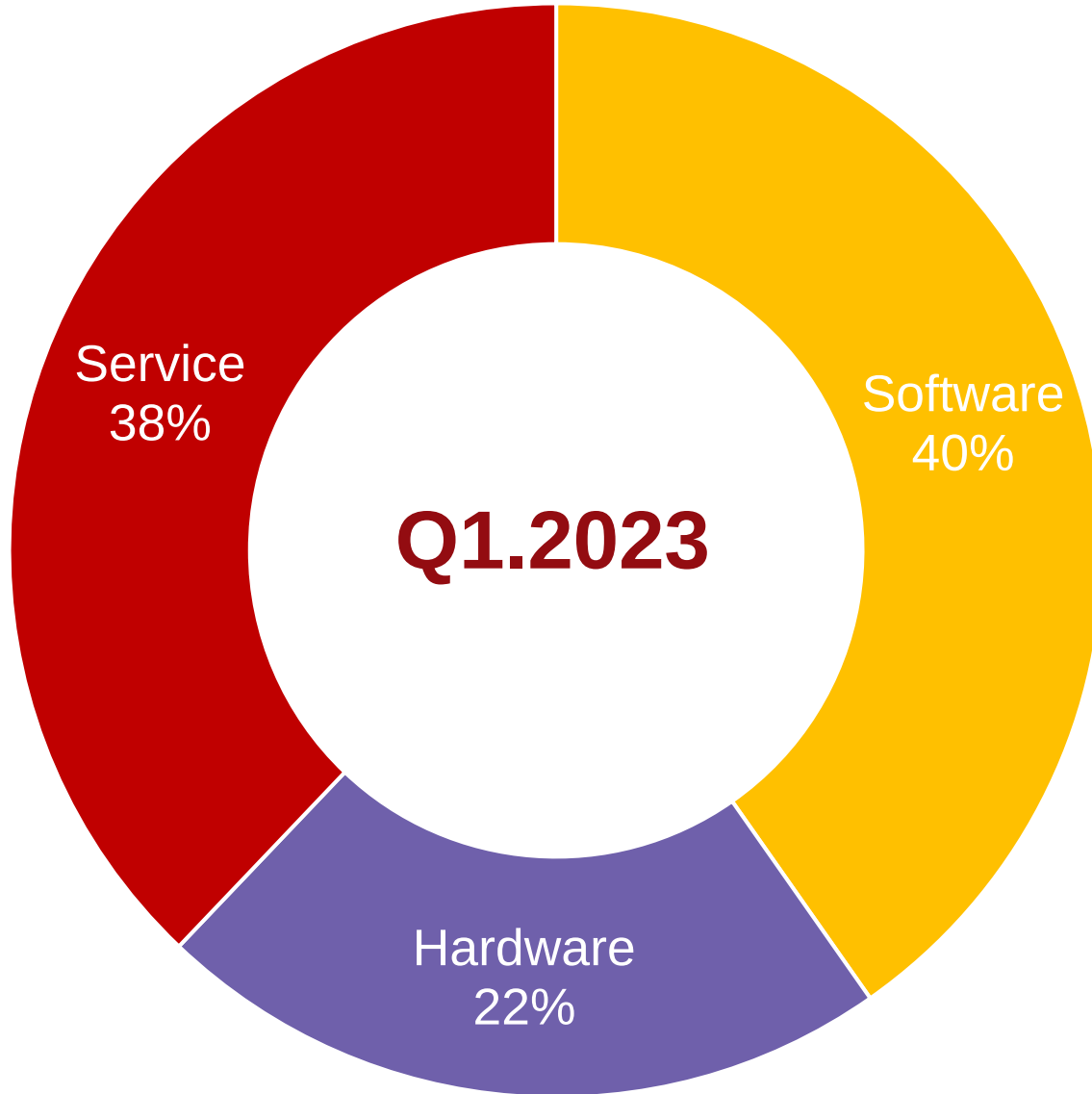
 Training Service (DETI Training Center)

 Prototype and low volume production

 XR Service

 3D design services as customer's requirements

REVENUE STRUCTURE



SERVICE

- + Subscription Service
- + Training Service (DETI Training Center)
- + Prototype and low volume production
- + XR Service
- + 3D design services as customer's requirements

SOFTWARE

- + Software for industrial design
- + Software for architectural design and construction

HARDWARE

- + 3D Printer
- + 3D Scanner
- + Equipment and consumables
- + JAKA

AGENDA

01 BUSINESS HIGHLIGHT

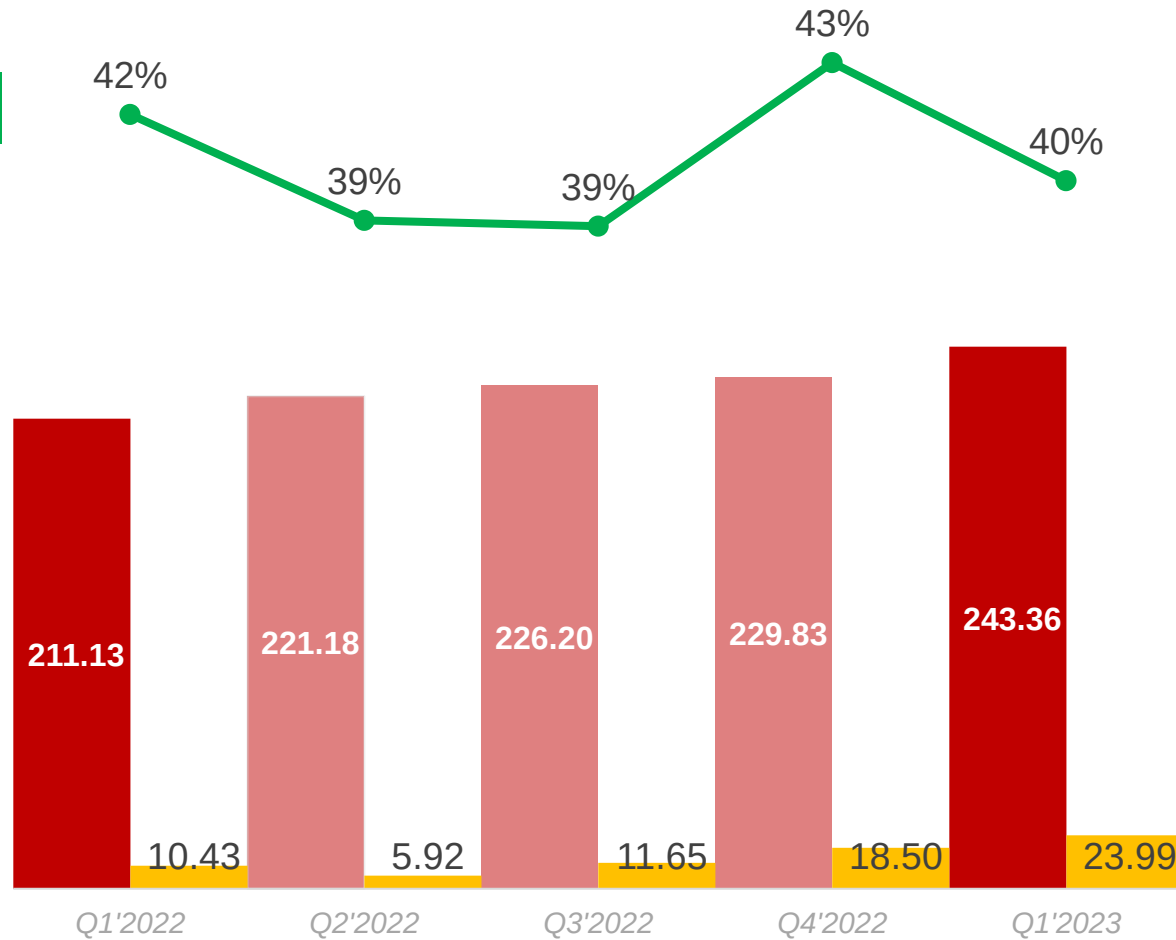
02 BUSINESS OVERVIEW

03 FINANCIAL PERFORMANCE

04 Q & A

FINANCIAL PERFORMANCE

%GP



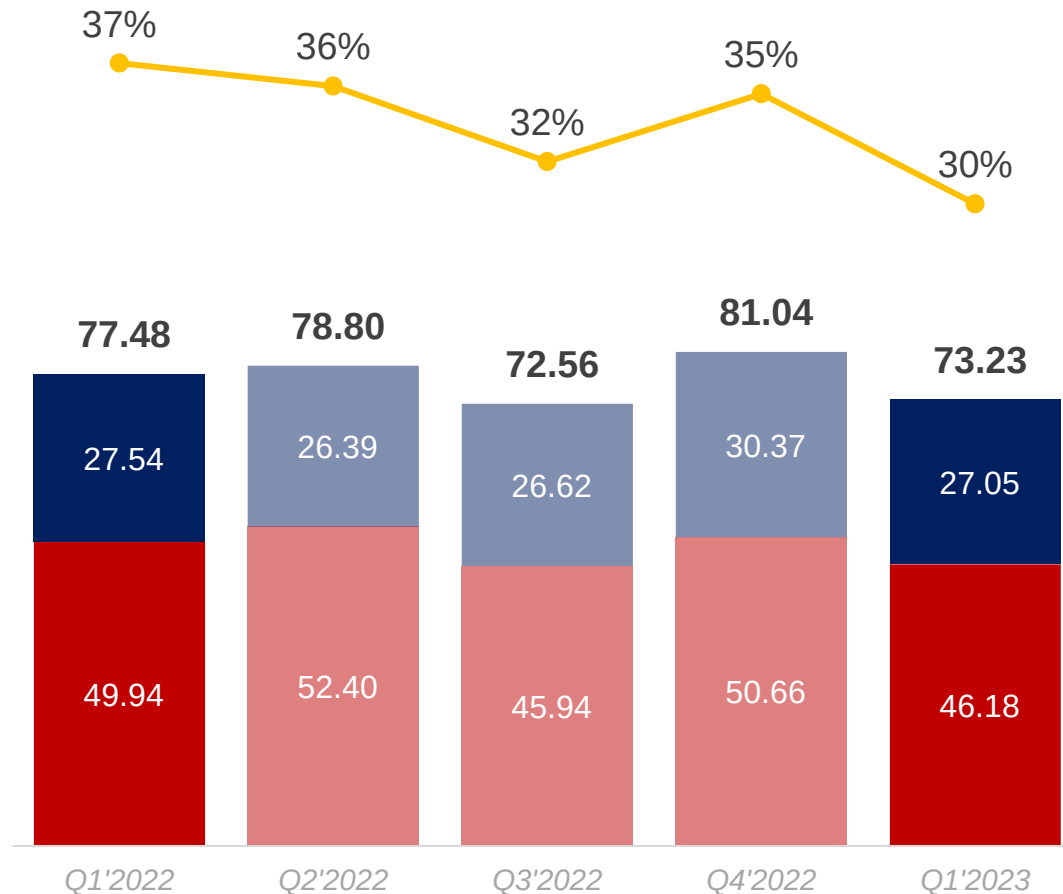
	QoQ	YoY
Revenue	+ 6 %	+ 15 %
Net Profit	+ 30 %	+ 130 %

In 1Q2023, the revenue increased by 6% QoQ due to performance of Hardware and increased by 15% YoY due to performance of Hardware and Subscription License.

Net profit in 1Q2023 increased by 30% QoQ and increased by 130% YoY, due to the increase of other incomes and more efficient control of SG&A.

FINANCIAL PERFORMANCE

SG&A (Unit : MB)



	<u>QoQ</u>	<u>YoY</u>
Selling Expenses	- 9 %	- 8 %
Administrative Expenses	- 11 %	- 2 %

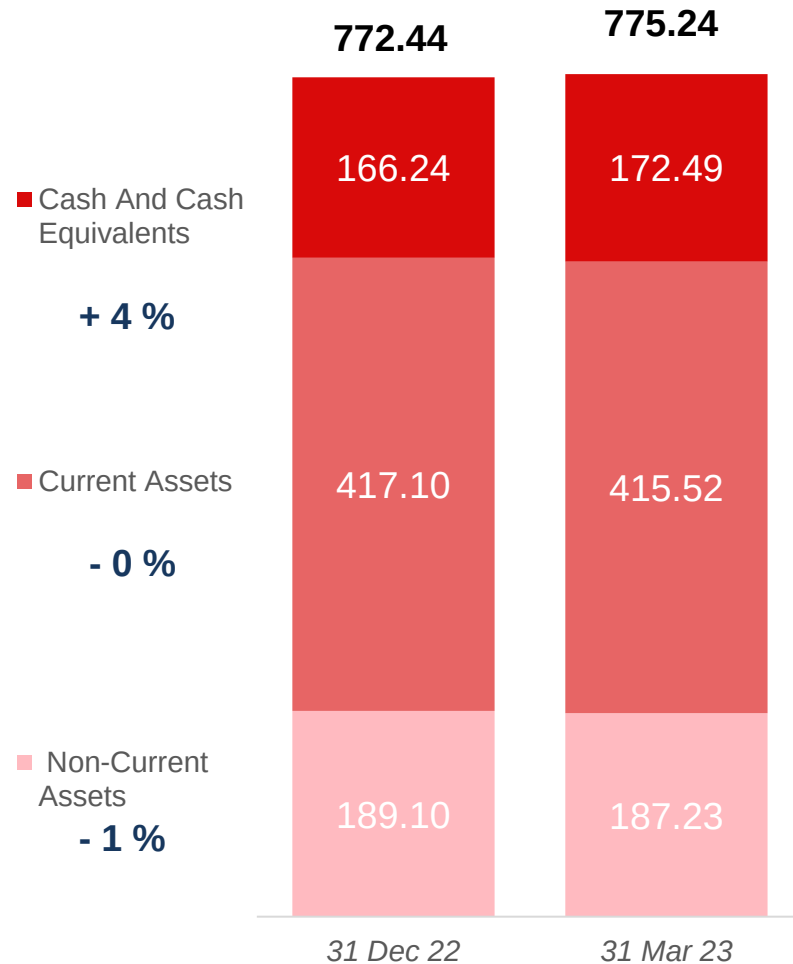
Selling Expenses in Q12023 decreased by 9% QoQ and decreased by 8% YoY, due to decrease of commission fee and Advertising and sales promotion.

Administrative Expense in Q12023 decreased by 11% QoQ and decreased by 2% YoY, due to decrease of welfare expenses and training cost.

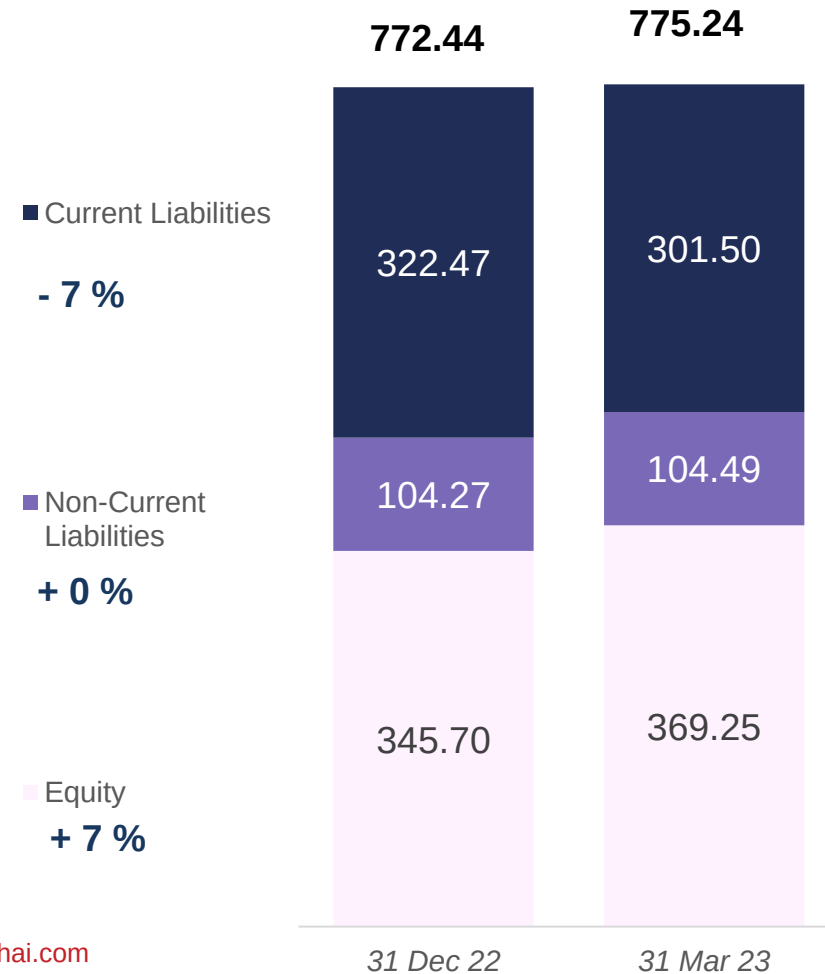
FINANCIAL PERFORMANCE

Balance Sheet (Unit : MB)

Assets

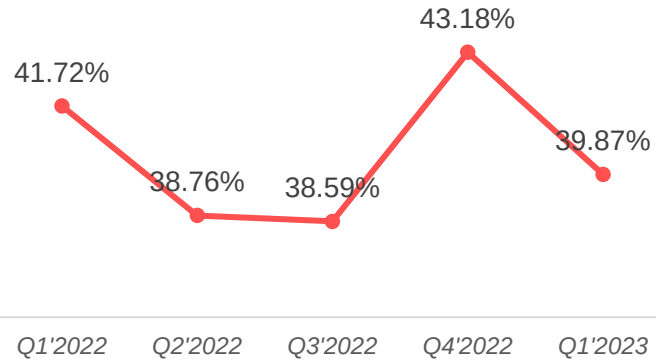


Liabilities and Equity

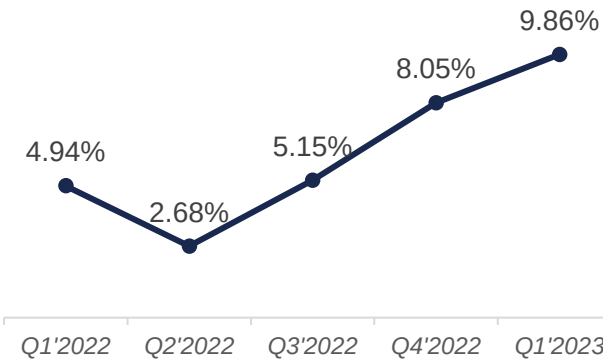


FINANCIAL RATIO

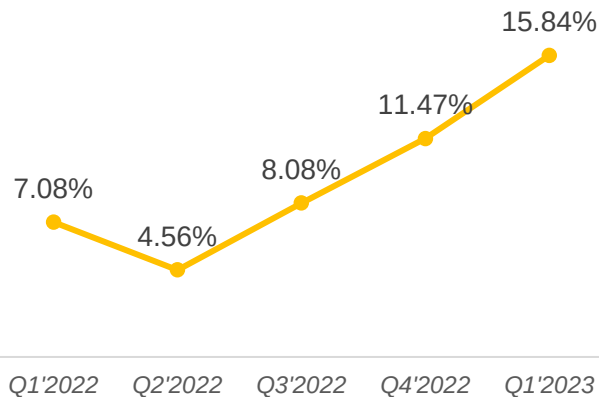
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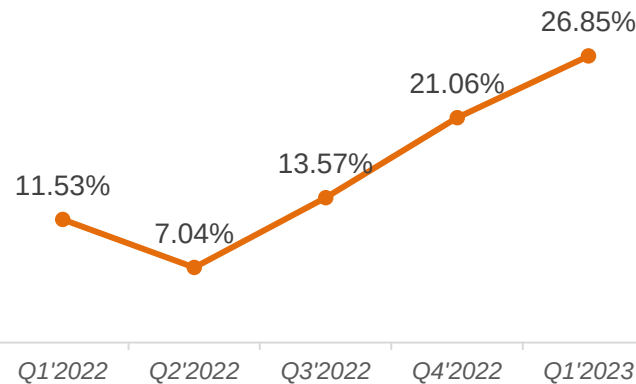
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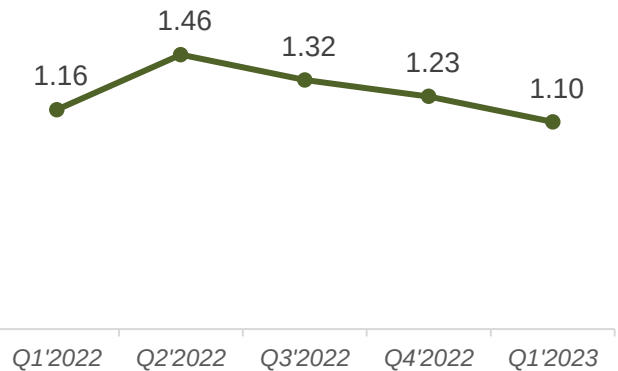
ROA



ROE

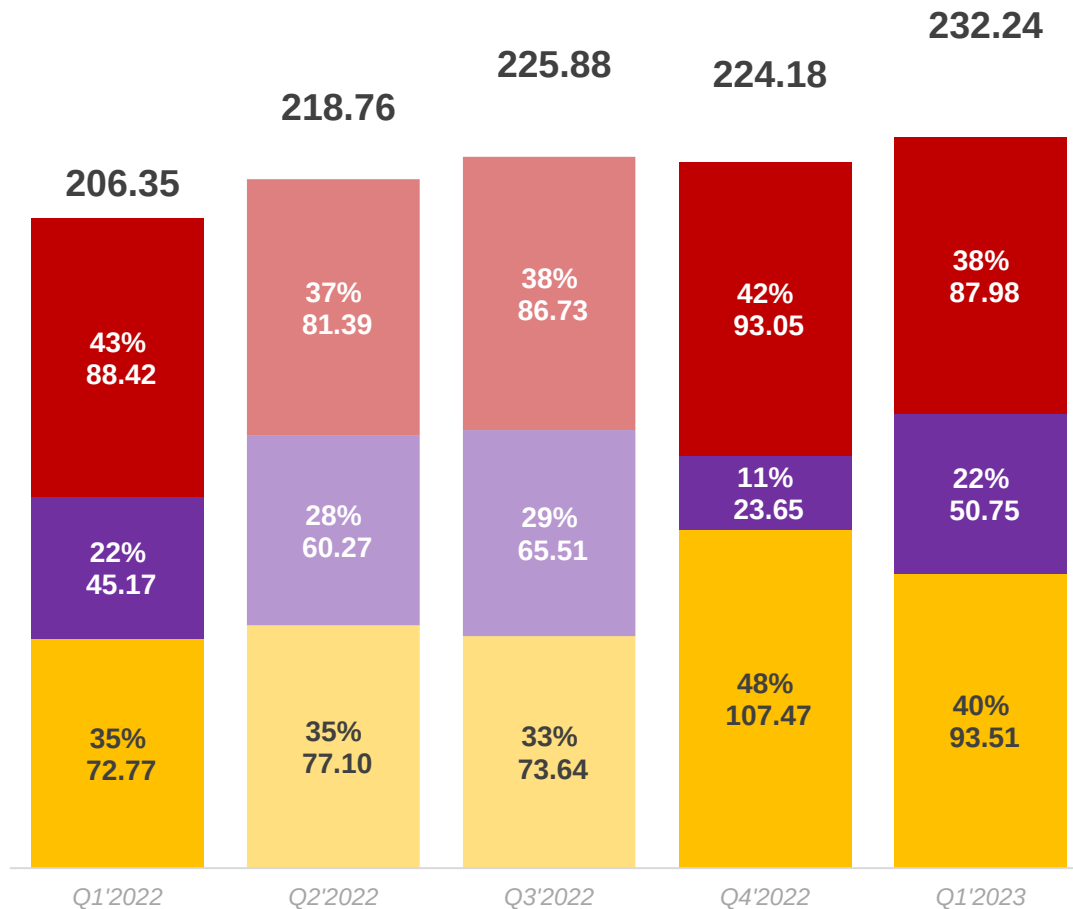


D/E



FINANCIAL PERFORMANCE

Revenue structure (Unit : MB)



	QoQ	YoY
Service	- 5 %	- 0 %
Hardware	+ 115 %	+ 12 %
Software	-13 %	+ 29 %

Q & A



AppliCAD

Thank You

AppliCAD is Where Innovation Begins



AppliCAD Public Company Limited - Investor Relations
Department

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