

# APP OPPORTUNITY DAY Q3/2022

*Presented by*

AppliCAD Public Company Limited  
“Where Innovation Begins”

AppliCAD Product Solution  
Manufacturing | Construction

# AGENDA

- 01 BUSINESS OVERVIEW**
- 02 FINANCIAL PERFORMANCE
- 03 BUSINESS OUTLOOK
- 04 Q & A

7,000+  
CUSTOMER TRUST  
(ENGINEERS & ARCHITECTS)

 320+  
STAFF MEMBERS

28+ YEARS  
OF EXPERIENCE  
IN MANUFACTURING  
DESIGN

 80+ EXPERTS  
TECHNICAL  
SUPPORTS

[www.applicadthai.com](http://www.applicadthai.com)

## BEST SERVICE

APPLICAD PROVIDES EXCELLENT AFTER-SALES SERVICES  
WHICH HAVE BEEN RECOGNIZED BY MANY AWARDS



- 2015 TOP RESELLER HIGHEST CUSTOMER SATISFACTION AP SOUTH, SOLIDWORKS WORLD 2016, DALLAS, TEXAS
- 2015 TOP RESELLER OVERALL PERFORMANCE AP SOUTH, SOLIDWORKS WORLD 2016, DALLAS, TEXAS
- 2017 THAILAND TOP SME AWARDS, INDUSTRY PERFORMANCE, BANGKOK
- 2018 TOP CUSTOMER ADVOCACY BUSINESS, STRATASYS & MAKERBOT APJ PARTNER MEETING 2018, ISRAEL
- 2020 PDPA Compliance – PDPA Awards 2020, BANGKOK

“  
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**

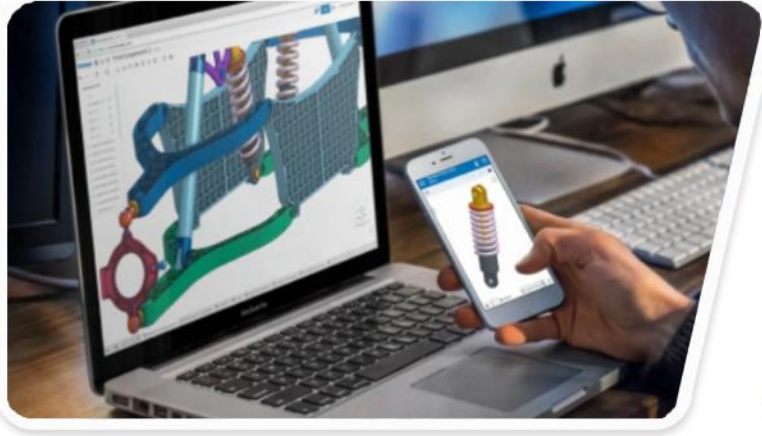
- One stop service of prototype and low volume production



**PT. Indonesia AppliCAD**

- A distributor of complete design solutions and services in Indonesia

# REVENUE STRUCTURE



## SOFTWARE

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



## HARDWARE

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

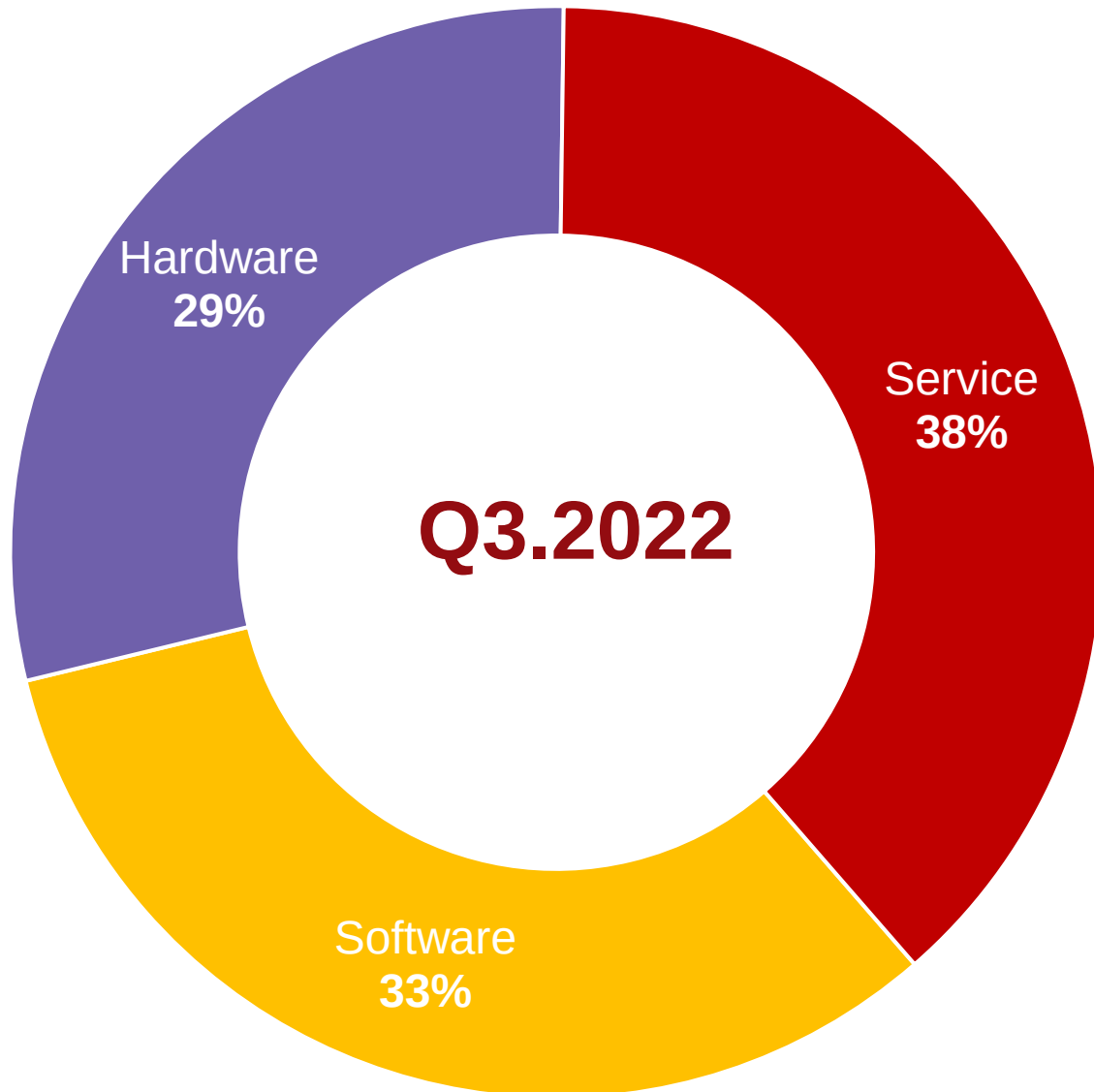


## SERVICE

- + 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

# MOU



AppliCAD ลงนามบันทึกข้อตกลงความร่วมมือ (MOU)  
กับสถาบันเทคโนโลยีไทย-ญี่ปุ่น



AppliCAD ลงนามความร่วมมือทางวิชาการและ  
การศึกษาเชิงบูรณาการกับการทำงานและการบริการ  
วิชาการกับมหาวิทยาลัยนเรศวร



# AGENDA

01 BUSINESS OVERVIEW

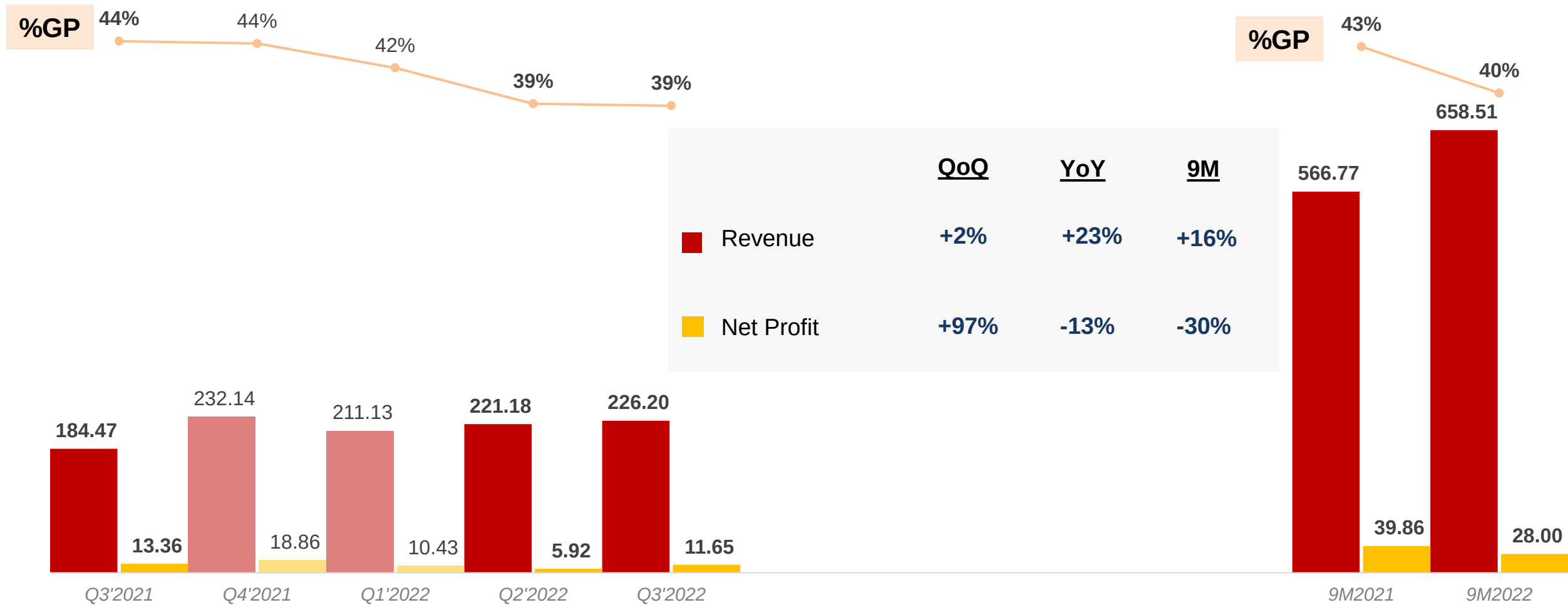
**02 FINANCIAL PERFORMANCE**

03 BUSINESS OUTLOOK

04 Q & A

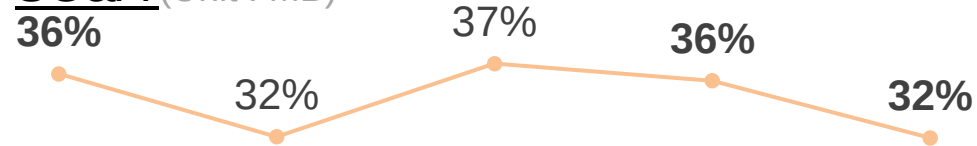
# FINANCIAL PERFORMANCE

Revenue & Net Profit (Unit : MB)

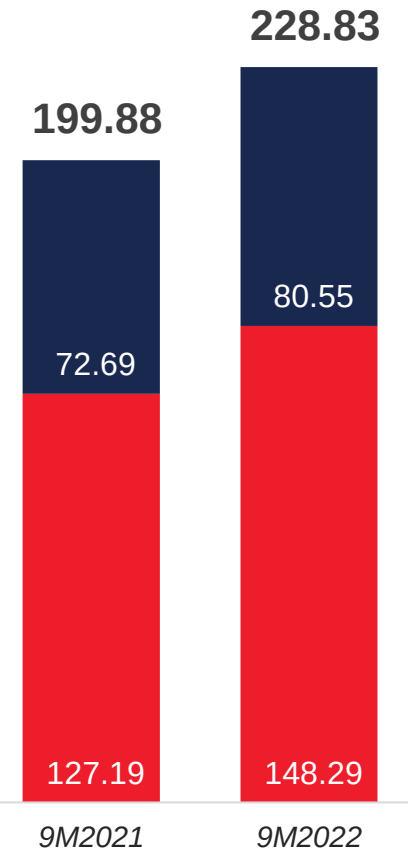
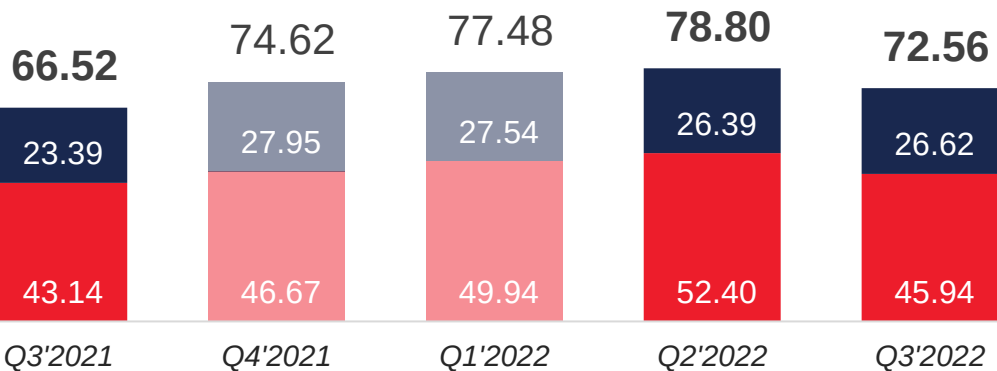


# FINANCIAL PERFORMANCE

SG&A (Unit : MB)  
36%

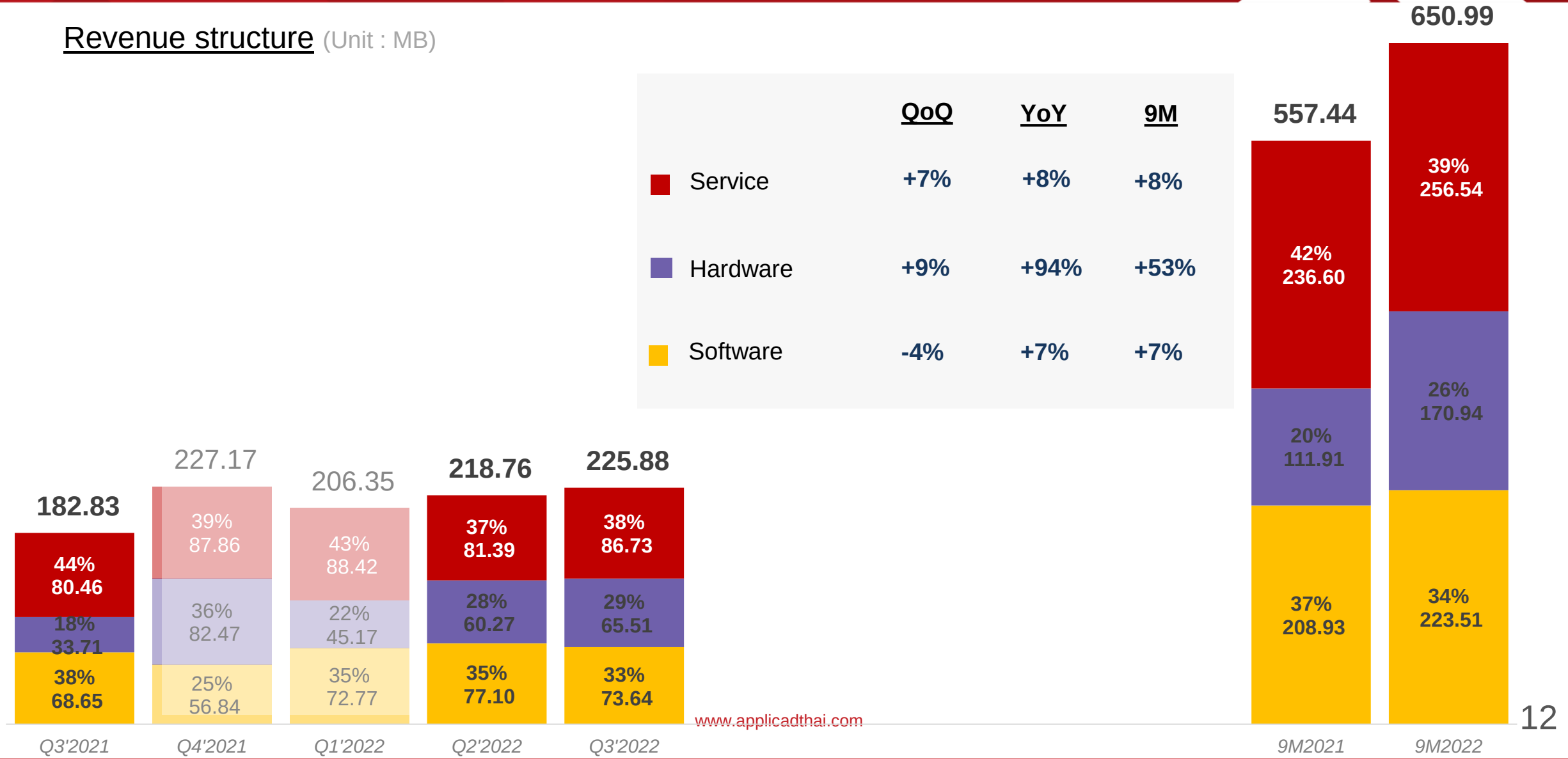


|                                                                 | QoQ  | YoY  | 9M   |
|-----------------------------------------------------------------|------|------|------|
| <span style="color: red;">■</span> Selling Expenses             | -12% | +7%  | +17% |
| <span style="color: darkblue;">■</span> Administrative Expenses | +1%  | +14% | +11% |



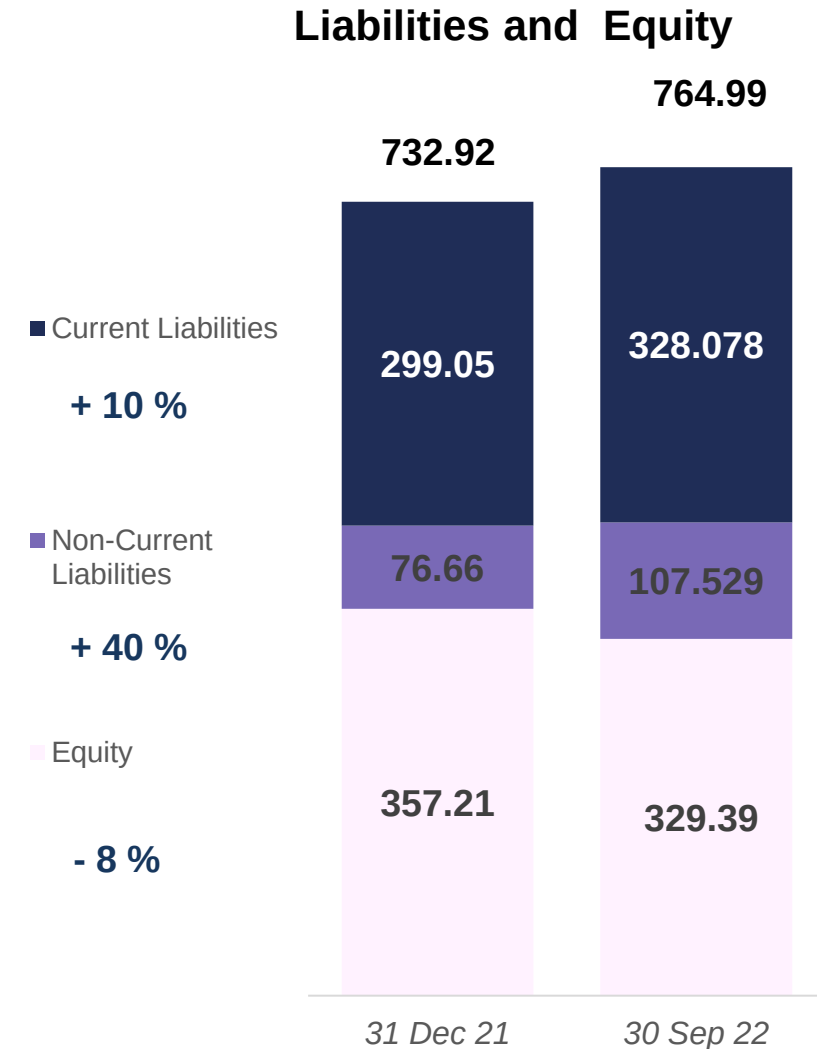
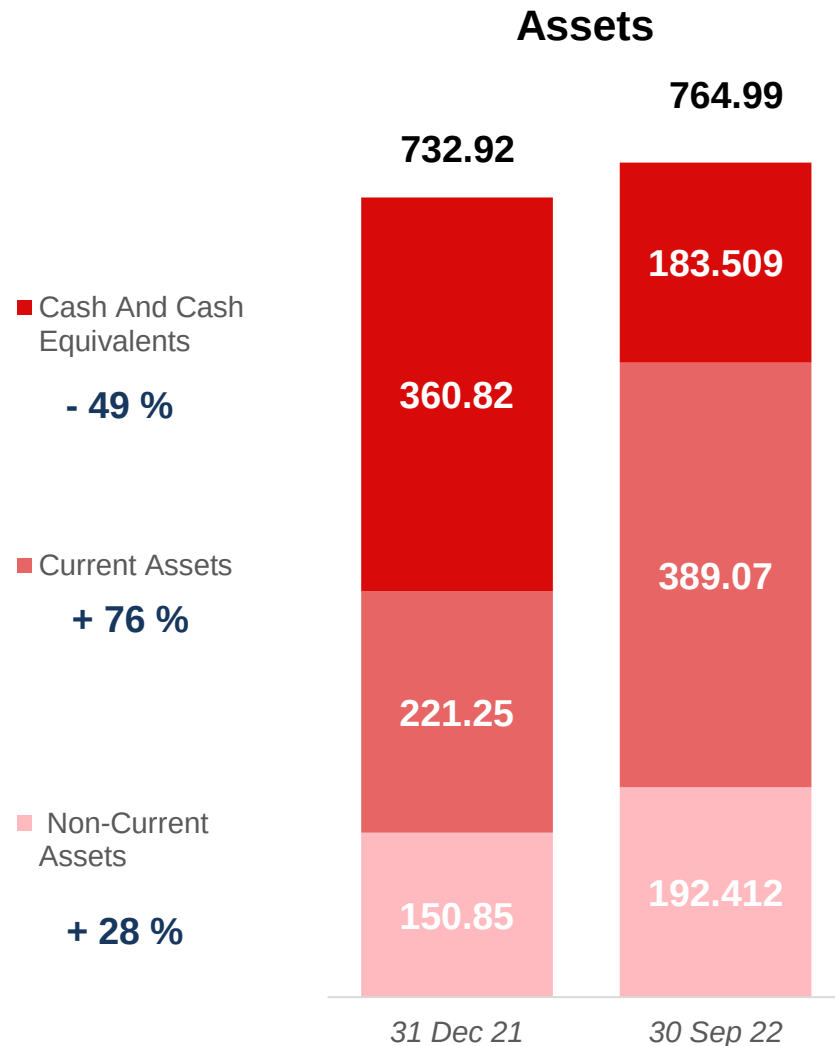
# FINANCIAL PERFORMANCE

Revenue structure (Unit : MB)



# FINANCIAL PERFORMANCE

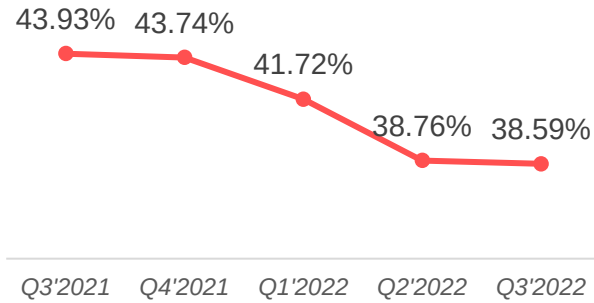
## Balance Sheet (Unit : MB)



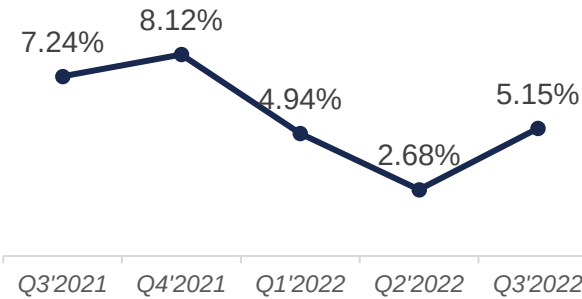


# FINANCIAL RATIO

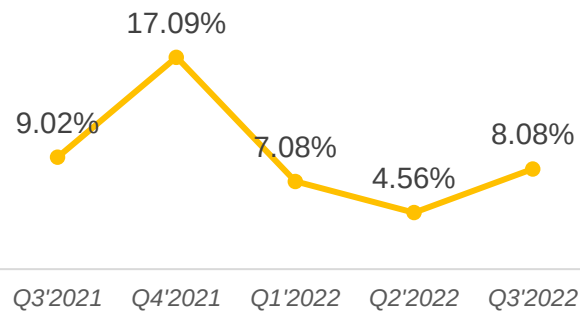
GP



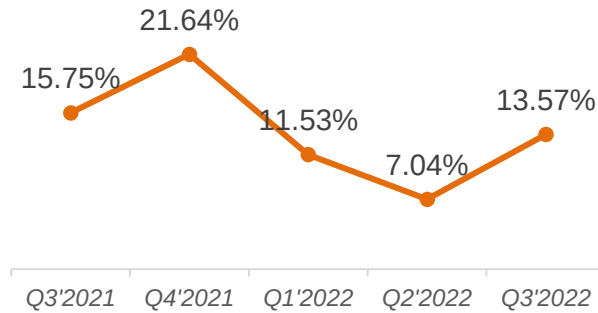
NP



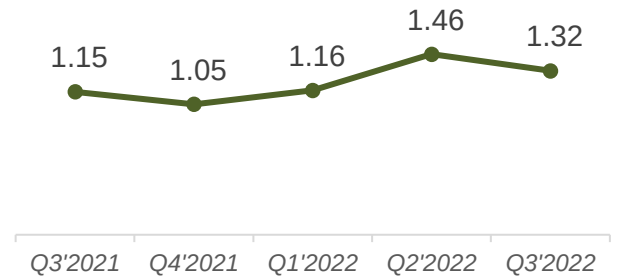
ROA



ROE



D/E

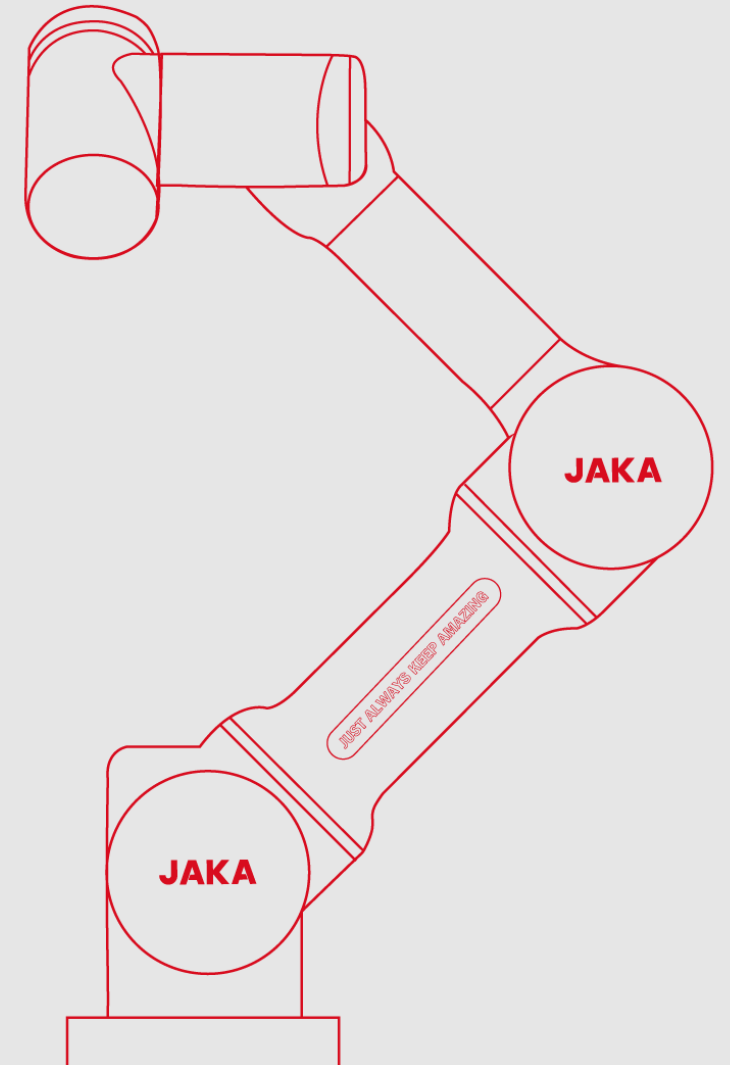


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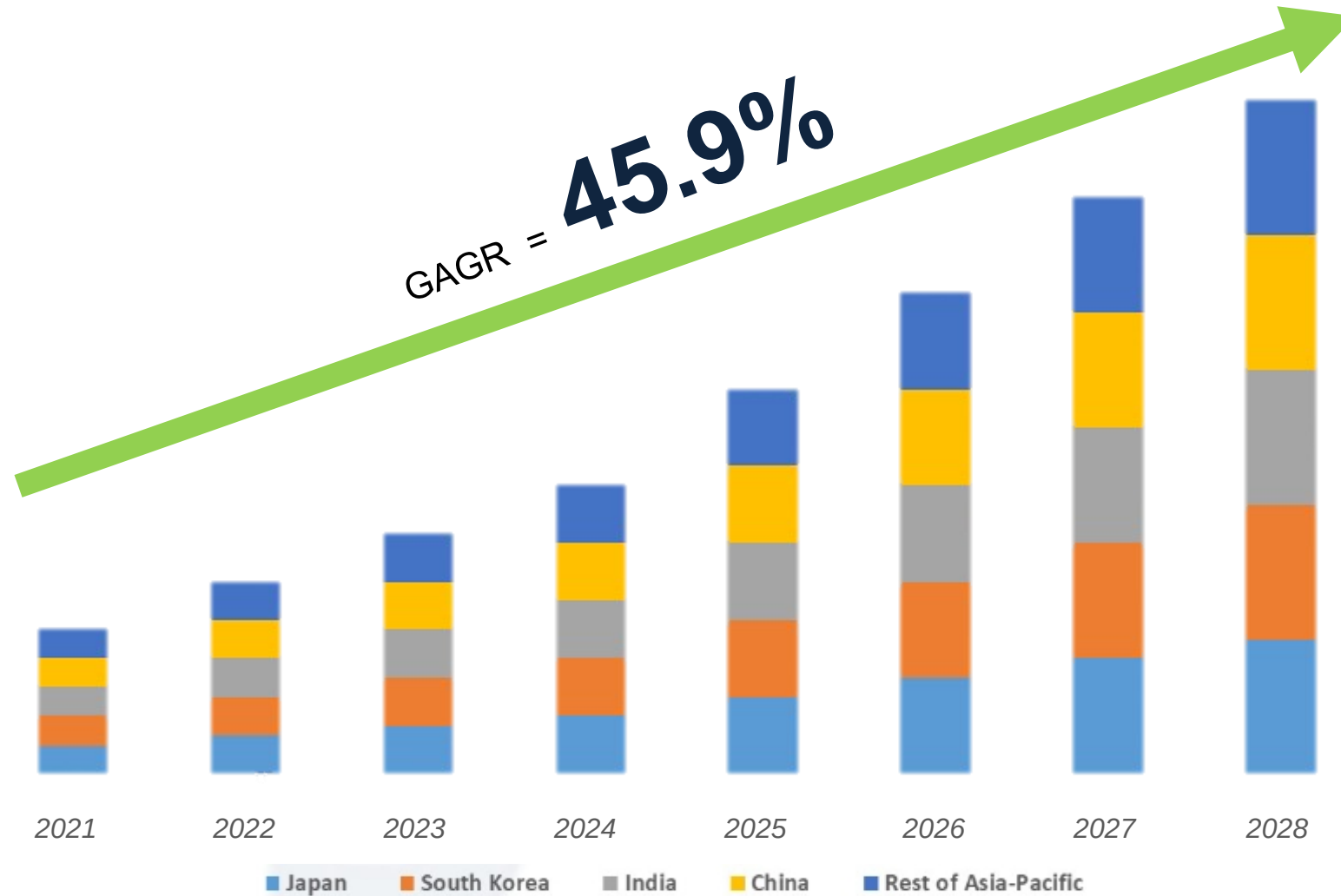
# COLLABORATIVE ROBOT

Just Always Keep Amazing



# GLOBAL MARKET

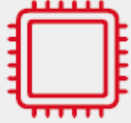
## Asia-Pacific Collaborative Robot Market



# POSSIBILITIES ARE ENDLESS



Automobile and Accessories



3C Electronics



Precision Manufacturing



Medical Devices



Electric Appliances



Food Packaging



New Energy



Chemical & Synthetic Fibers



Household Appliances



Education



New Business



Etc.



Image source: [www.alibaba.com](http://www.alibaba.com)



# FEATURES



Wireless Connection



Safe Cooperation Collision Protection



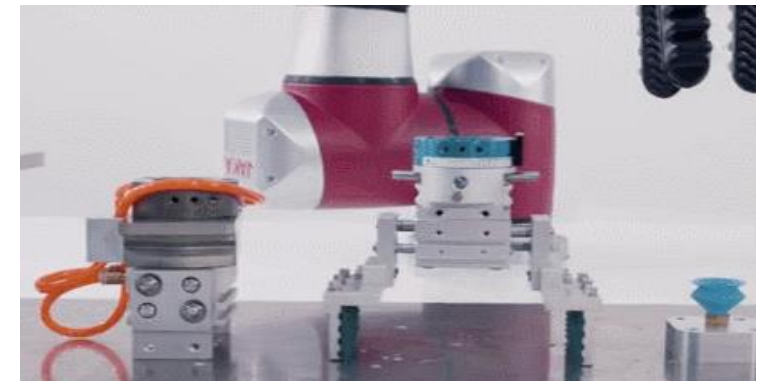
Free-drive And Graphic Programming



Remote Interaction And Real Time Watch-dog



Plug And Play, Quick Switch



Open Software And Hardware Ecosystem

# Q & A



AppliCAD



# *Thank You*

## AppliCAD is Where Innovation Begins



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