

APP OPPORTUNITY DAY Q4/2022

Presented by

AppliCAD Public Company Limited

“Where Innovation Begins”

AppliCAD Product Solution
Manufacturing | Construction

Why AppliCAD?



7,000+
CUSTOMER TRUST
(ENGINEERS & ARCHITECTS)



28+
OF EXPERIENCE
IN MANUFACTURING DESIGN



15+
COOPERATION WITH
EDUCATIONAL INSTITUTIONS



80+
EXPERTS TECHNICAL
SUPPORTS



20+
GLOBAL PARTNER

AppliCAD

AGENDA

- 01 BUSINESS OVERVIEW**
- 02 FINANCIAL PERFORMANCE
- 03 NEW PRODUCT UPDATE
- 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

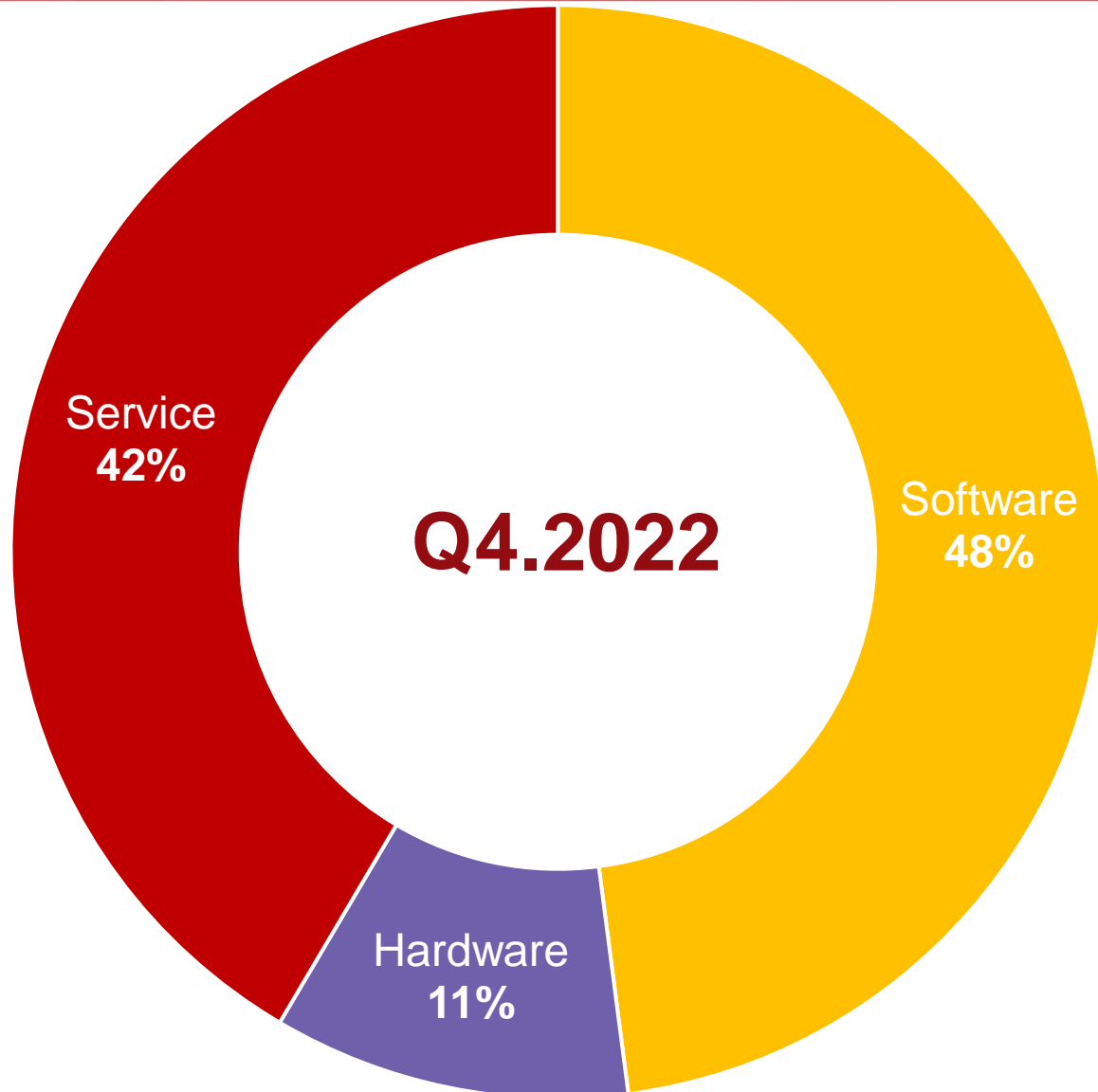
 Training Service (DETI Training Center)

 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

AGENDA

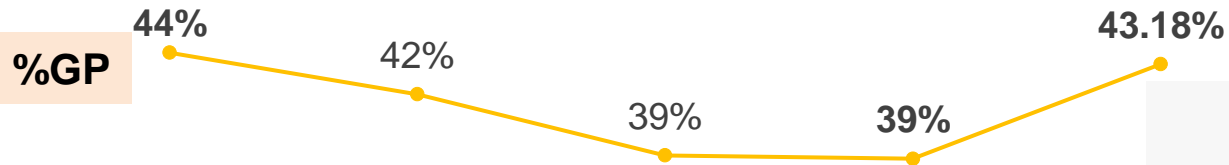
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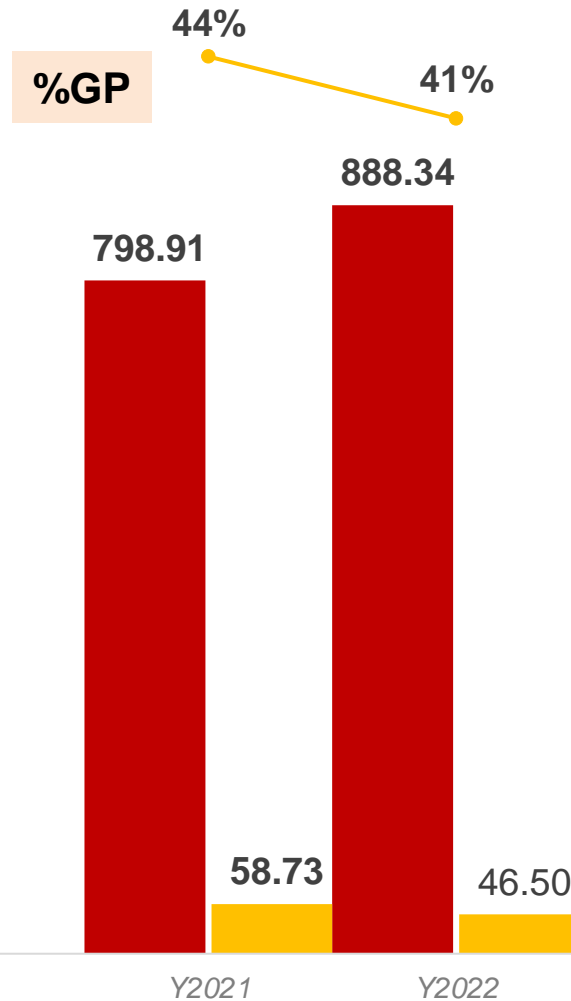
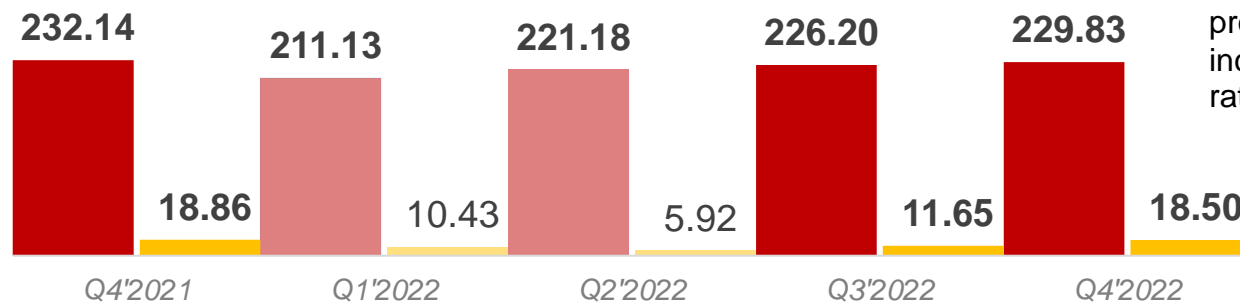
FINANCIAL PERFORMANCE



	QoQ	YoY	12M
Revenue	+2%	-1%	+11%
Net Profit	+59%	-2%	-21%

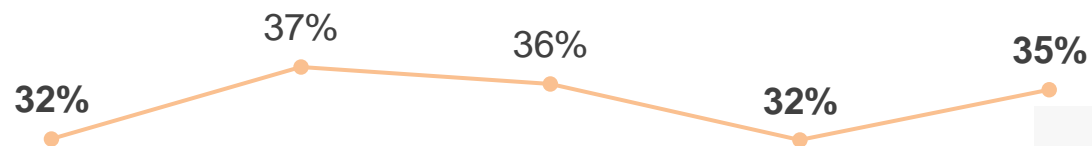
In 2022, the revenue increased by 11%, while in 4Q2022, the revenue decreased by 1% YoY and increased by 2% QoQ, due to the increase of performance form Software and Service.

Net profit in 2022 decreased by 21%, while net profit in 4Q2022 decreased by 2% YoY and increased by 59% QoQ, due to a exchange rate and higher SG&A.



FINANCIAL PERFORMANCE

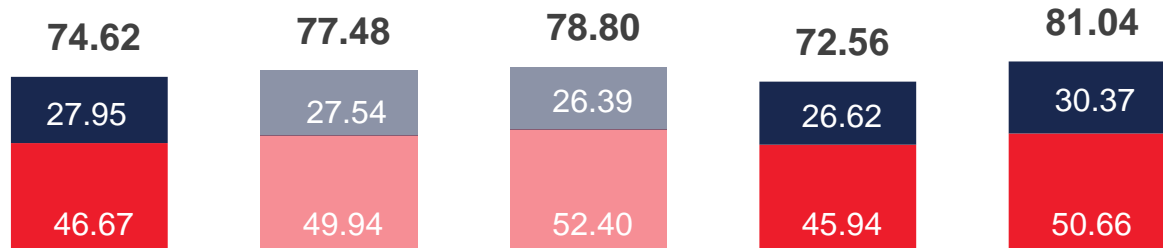
SG&A (Unit : MB)



	QoQ	YoY	12M
■ Selling Expenses	+10%	+9%	+14%
■ Administrative Expenses	+14%	+9%	+10%

Selling Expenses in 2022 increased by 14%, while Selling Expenses in Q4'2022 increased by 9% YoY and increased by 10% QoQ, due to mainly the result of advertising and promotion costs, machine depreciation and AIC improvement.

Administrative Expense increased by 10%, while in 4Q'2022, administrative expense increased by 9% YoY and 14% of QoQ, due to the increase of employee training and welfare expenses.



Q4'2021

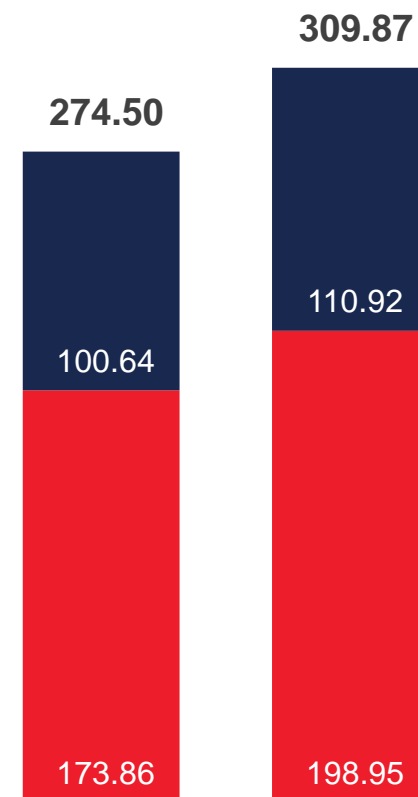
Q1'2022

Q2'2022

Q3'2022

Q4'2022

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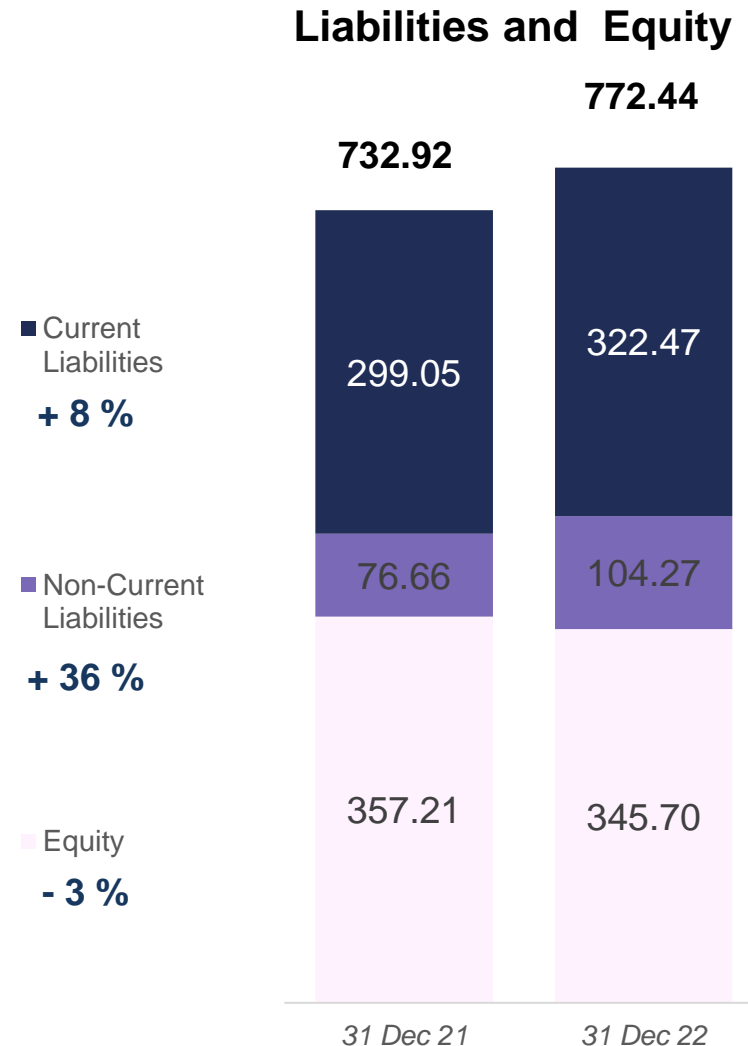
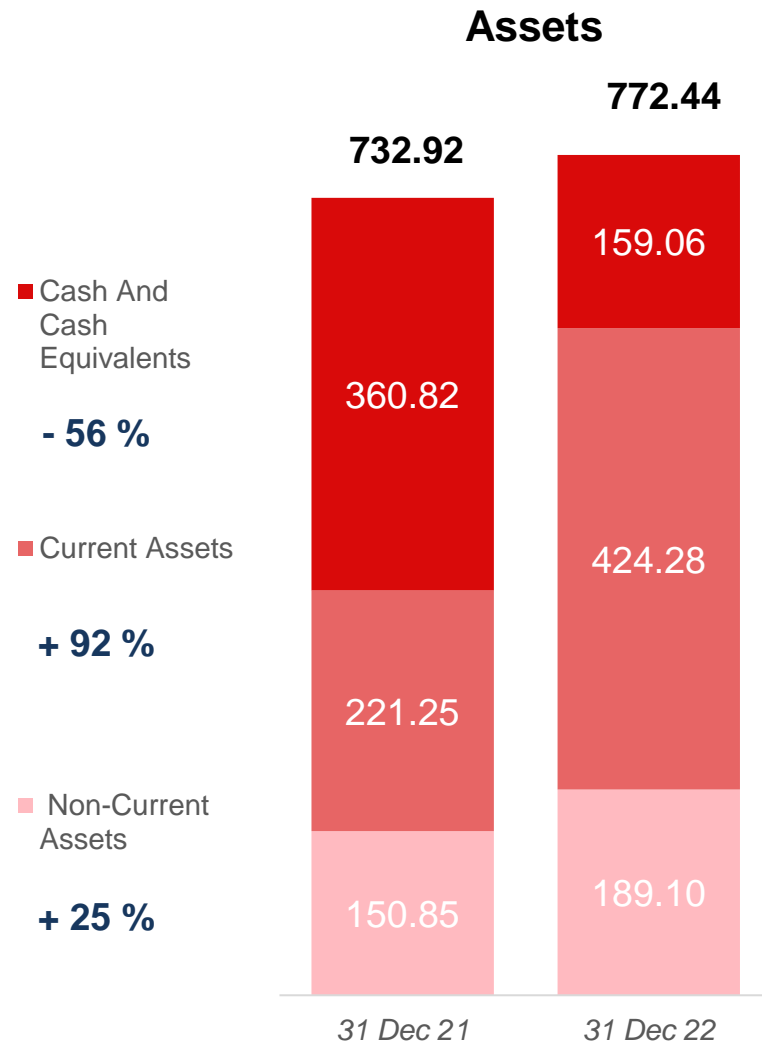


Y2021

Y2022

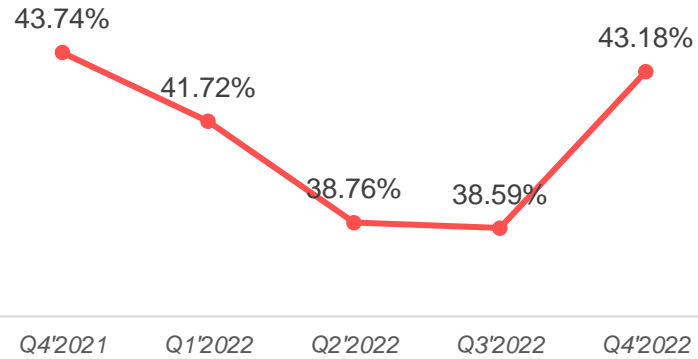
FINANCIAL PERFORMANCE

Balance Sheet (Unit : MB)

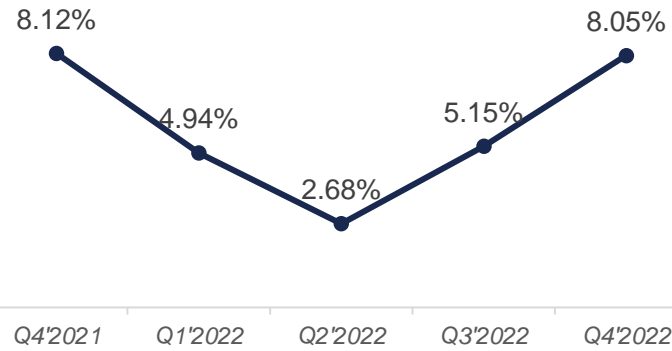


FINANCIAL RATIO

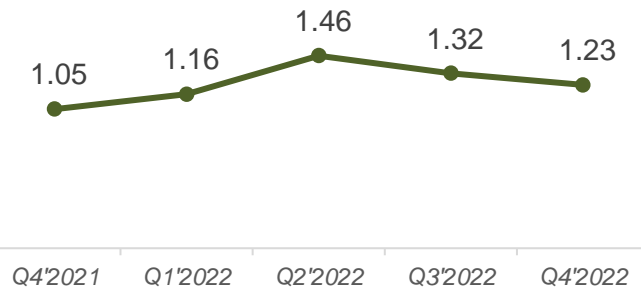
GP



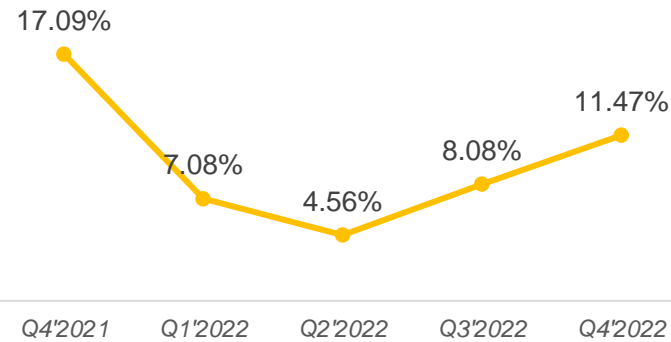
NP



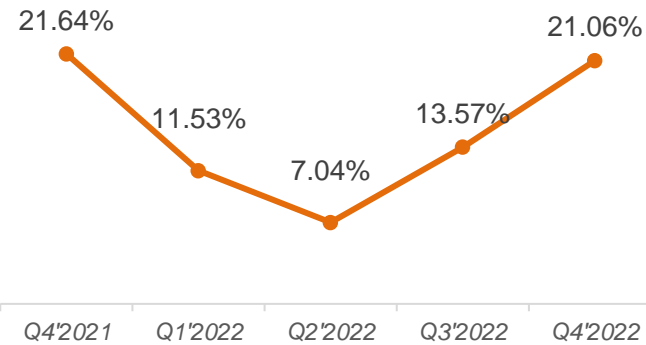
D/E



ROA



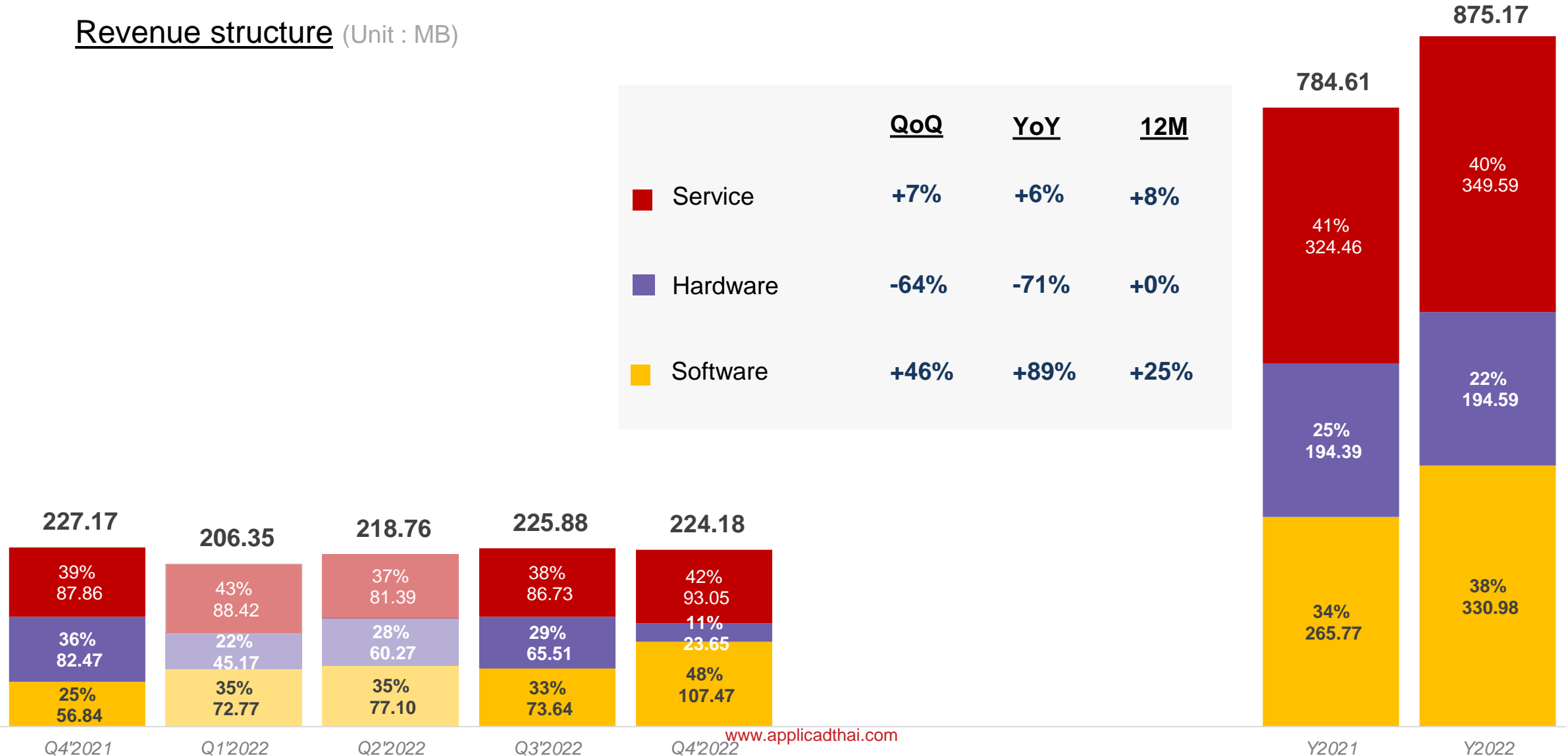
ROE



FINANCIAL PERFORMANCE

Revenue structure (Unit : MB)

	<u>QoQ</u>	<u>YoY</u>	<u>12M</u>
Service	+7%	+6%	+8%
Hardware	-64%	-71%	+0%
Software	+46%	+89%	+25%



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AppliCAD
Public Company Limited



3D Virtual Solution

AppliCAD

3D VIRTUAL SERVICE

1

Virtual Showroom

2

Virtual Event Exhibition

3

Content



Customer reference



▶ เจาะลึกการใช้เทคโนโลยี ERP กับโลกอุตสาหกรรมการผลิต

AppliCAD ERP for Manufacturing

APE ระบบซอฟต์แวร์ ERP จัดการข้อมูลด้านอุตสาหกรรมการผลิตไทย ใช้งานได้ ทุกที่
ทุกเวลาผ่าน Cloud การบริหารข้อมูลแบบ Lean Manufacturing Concept

[START PACKAGE](#)[▶ ALL PRODUCT](#)

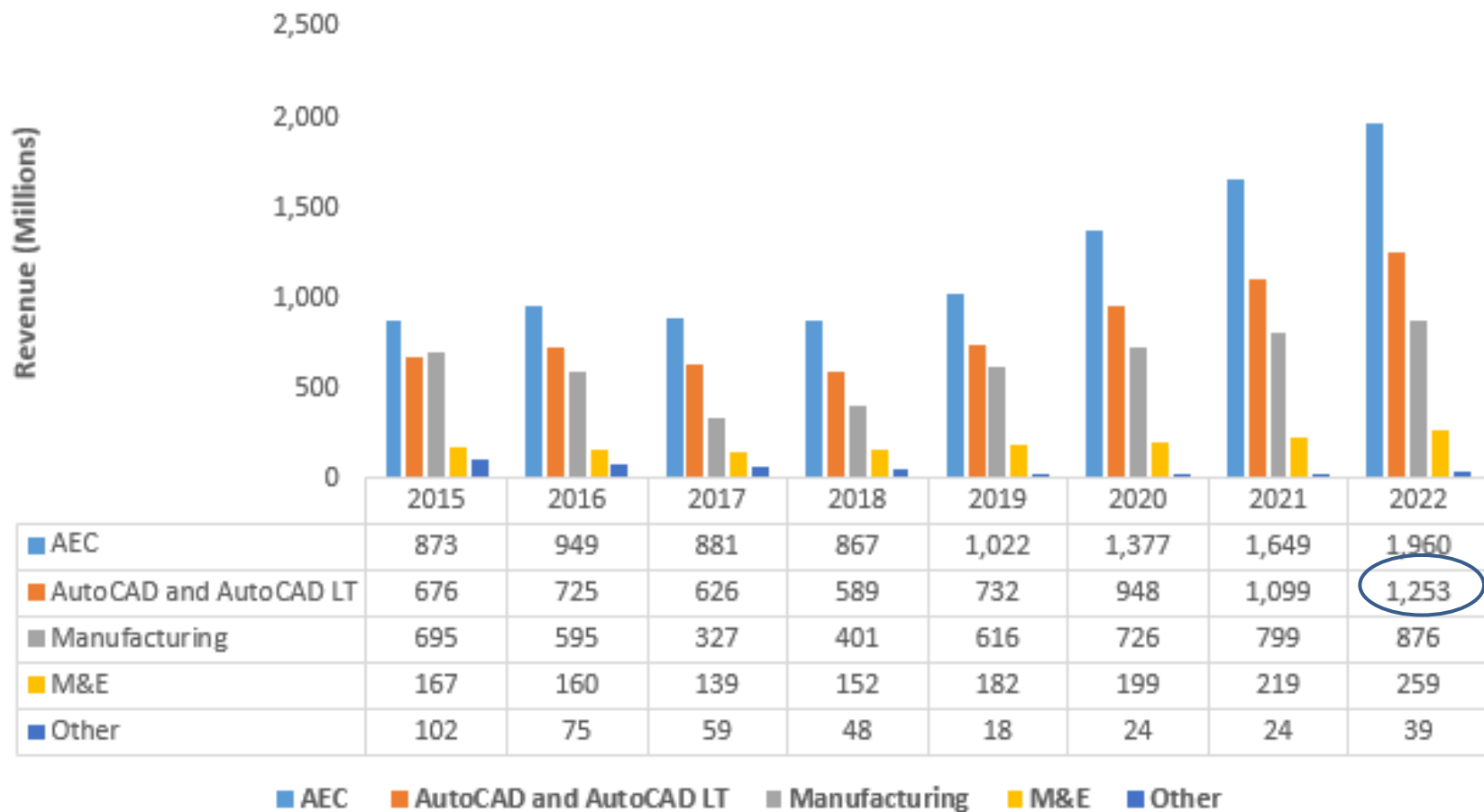


PTCAD

Your CAD, Start NOW



Revenue by Segment



The demand for
DWG CAD remains strong
worldwide market size: **\$1.2 Billion**

PTCAD

PT CAD offers multiple editions powered by cloud platforms to suit diverse design needs.

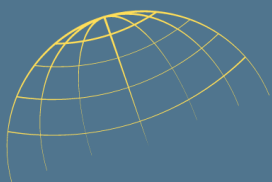
PTCAD Lite

Pure CAD Experience
Faster, Lighter, Leaner



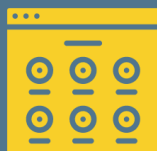
PTCAD

Global competitiveness
CAD for Corporate

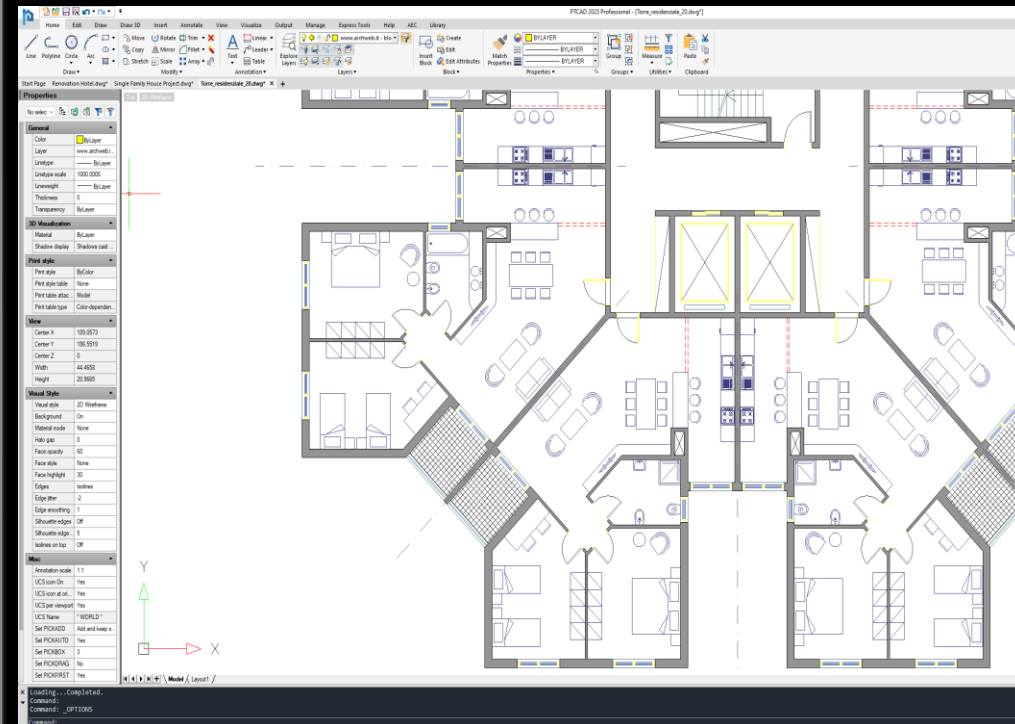


PTCAD +

Extend Feature Function
Industrial Module, Advance
Cloud, Vertical Product
Connector



PTCAD Engineering AI Cloud





**PTCAD will be leveraging
a **reseller model** to enter
and establish ourselves
in the Global CAD market
Start from Asia Pacific**

2023	14 Reseller	690 Subscription
2024	20 Reseller	1300 Subscription
2025	30 Reseller	2400 Subscription



PTCAD

Your CAD, Start NOW

Q & A



AppliCAD

Thank You

AppliCAD is Where Innovation Begins



AppliCAD Public Company Limited - Investor Relations
Department

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