

APP OPPORTUNITY DAY Q3/2023

Presented by

AppliCAD Public Company Limited
“Where Innovation Begins”

AppliCAD Product Solution
Manufacturing | Construction

AGENDA

- 01 BUSINESS OVERVIEW**
- 02 FINANCIAL PERFORMANCE
- 03 BUSINESS 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



GstarCAD
Standard



JAKA®

MakerBot



3DEXPERIENCE®
Platform on the Cloud
Create Sustainable Innovation

SOFTWARE

+ Software for industrial design

+ Software for architectural design and construction

HARDWARE

+ 3D Printer

+ 3D Scanner

+ Equipment and consumables

+ JAKA

SERVICE

+ Subscription Service

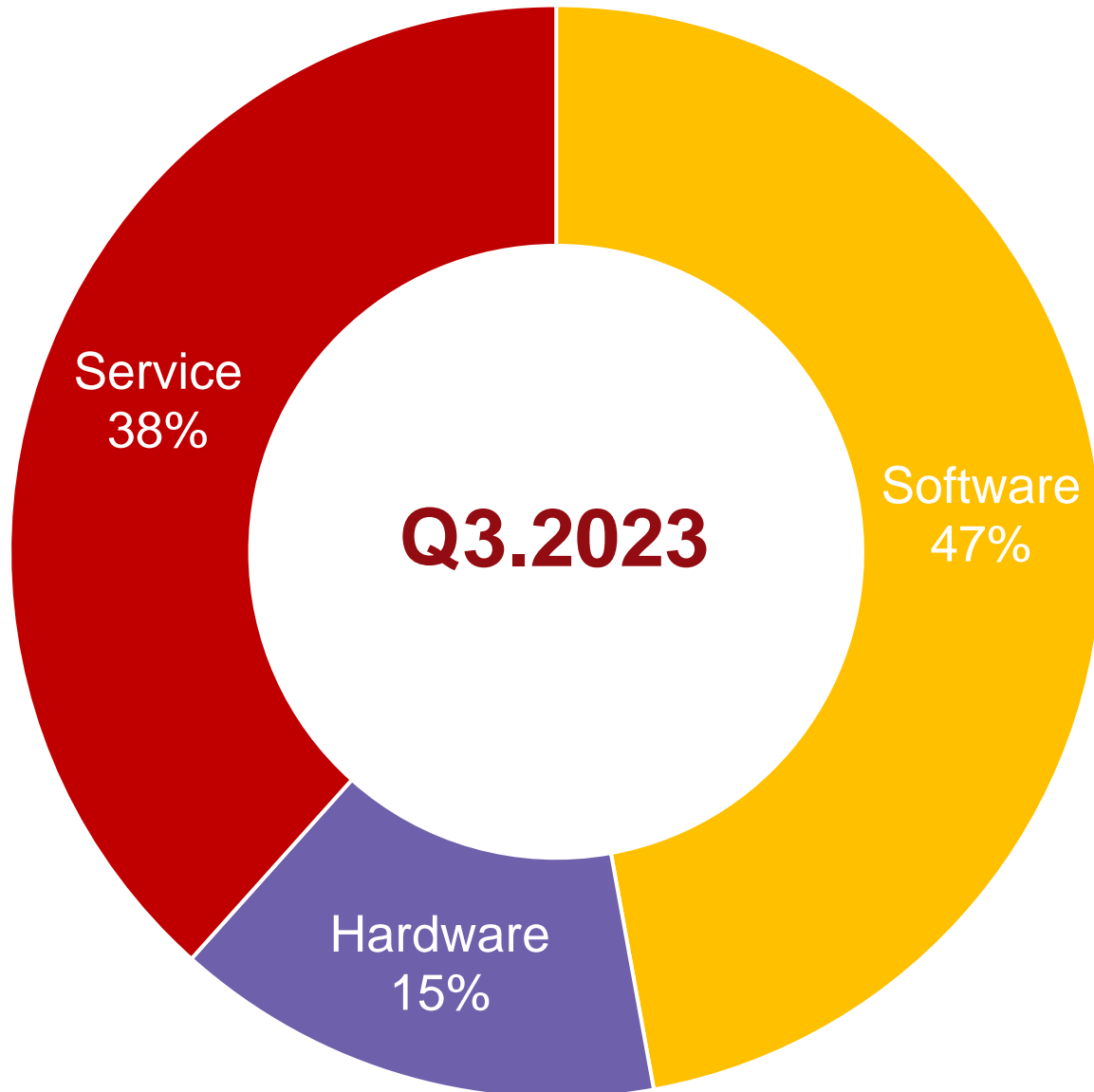
+ Training Service (DETI Training Center)

+ 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 OVERVIEW

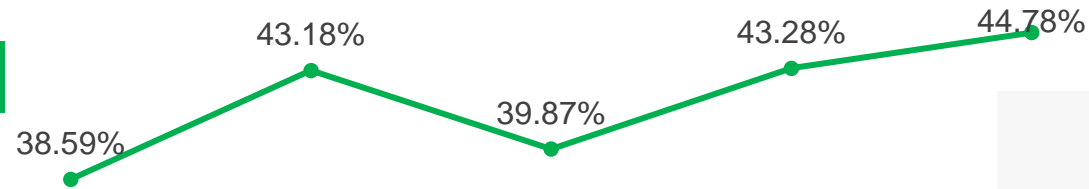
02 FINANCIAL PERFORMANCE

03 BUSINESS UPDATE

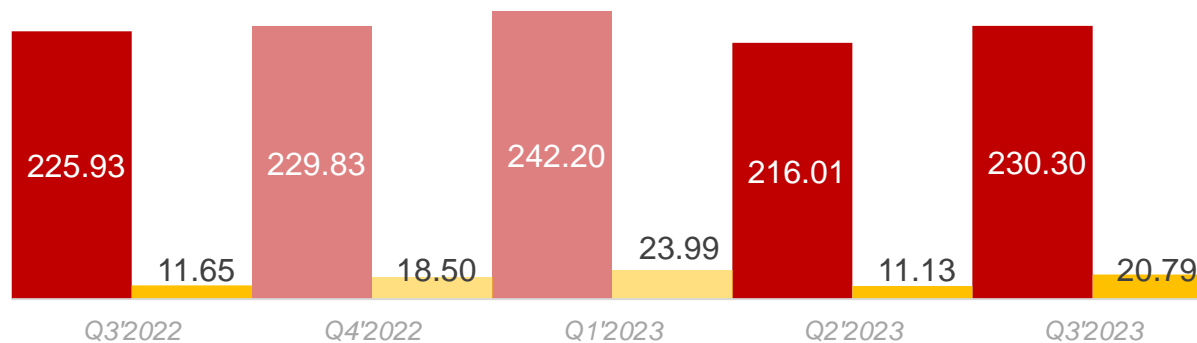
04 Q & A

FINANCIAL PERFORMANCE

%GP

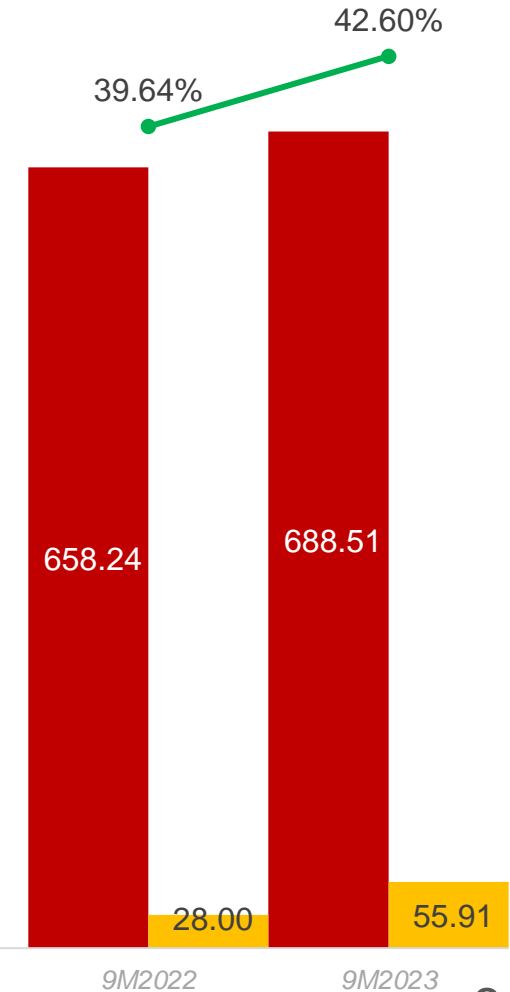


	QoQ	YoY	9M
Revenue	+ 7%	+ 2%	+ 5%
Net Profit	+87%	+78%	+100%



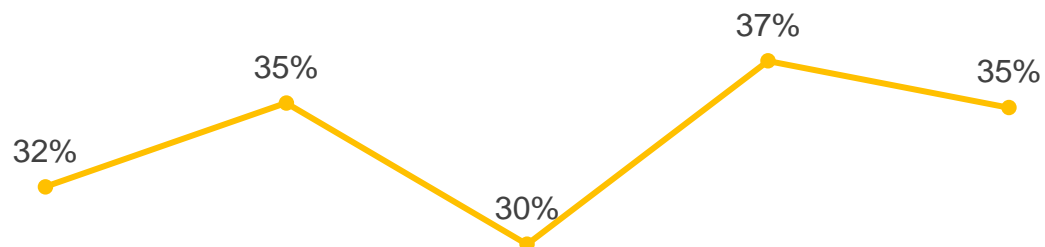
In 3Q2023, the revenue increased by 7% QoQ due to selling performance software, term license and service. Increased by 2% YoY due to selling performance of software, term license and other income.

In 3Q2023, net profit increased by 87% QoQ due to selling products with higher margin and SG&A management. Increased by 78% YoY due to selling products with higher margin and other income

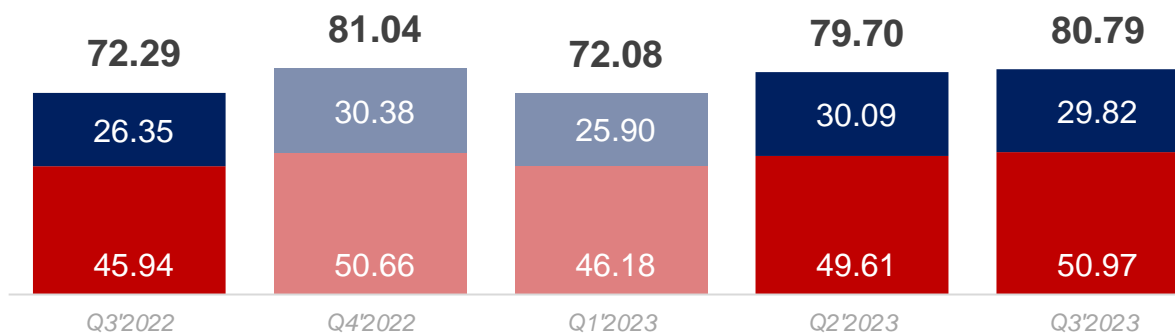


FINANCIAL PERFORMANCE

SG&A (Unit : MB)

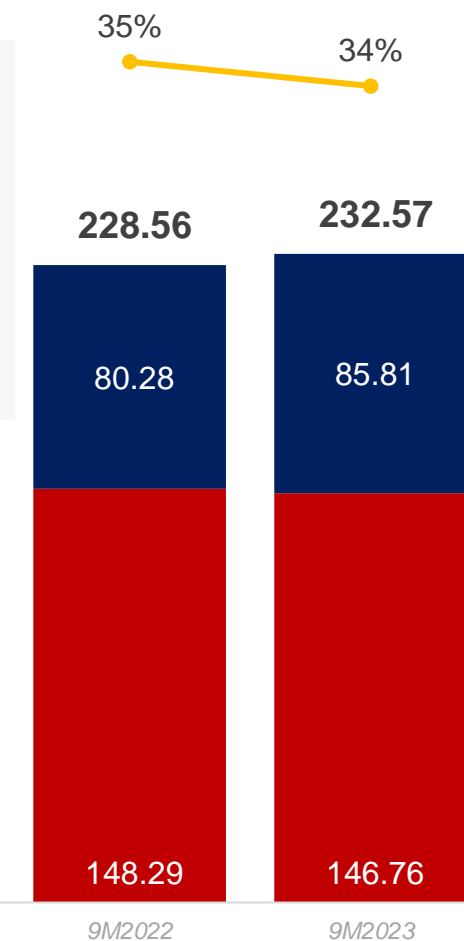


	QoQ	YoY	9M
<div></div> Selling Expense	+ 3%	+11%	+6%
<div></div> Administrative Expense	-1%	+13%	+7%



Selling expenses 3Q2023 increased by 3% QoQ and increased 11% YoY, mainly due to increased commission.

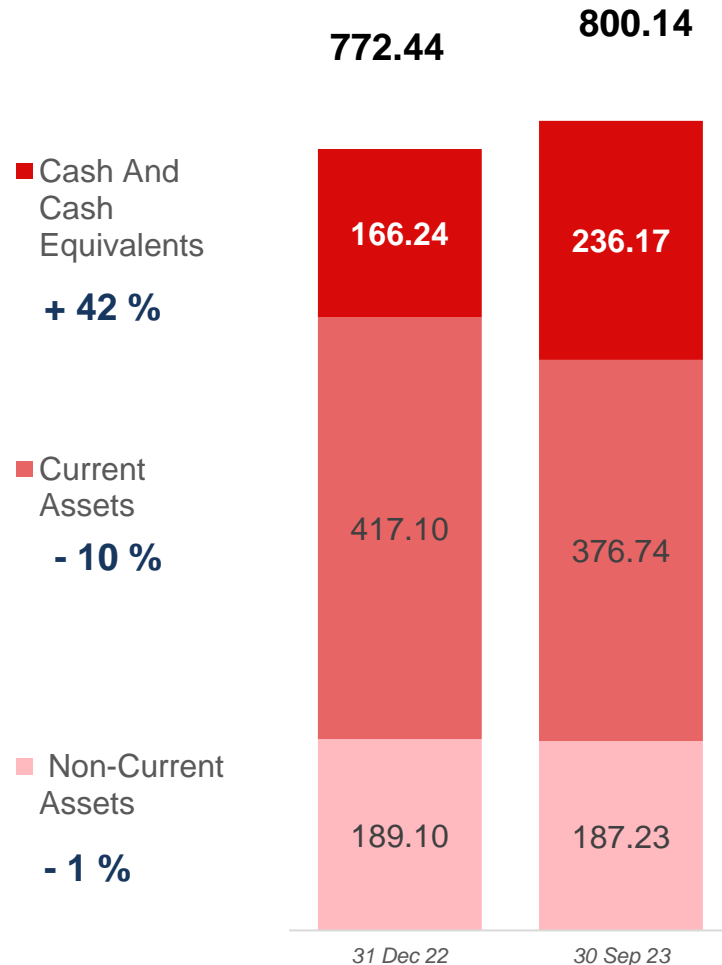
Administrative Expense 3Q2023 decreased by 1% QoQ and increased by 13% YoY due to employee welfare expenses.



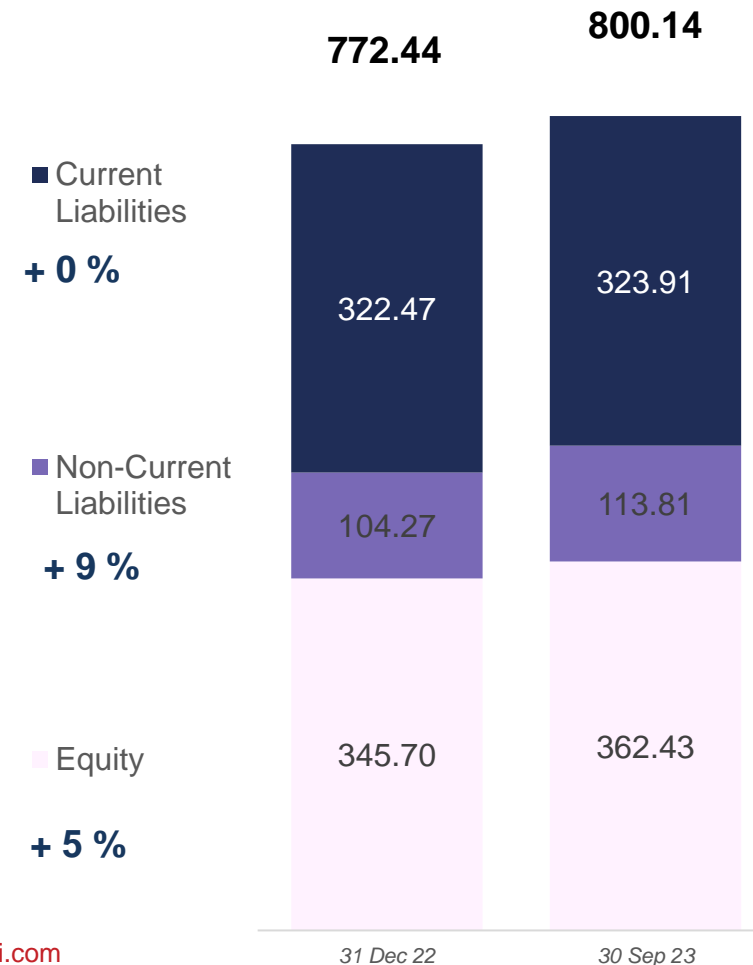
FINANCIAL PERFORMANCE

Balance Sheet (Unit : MB)

Assets

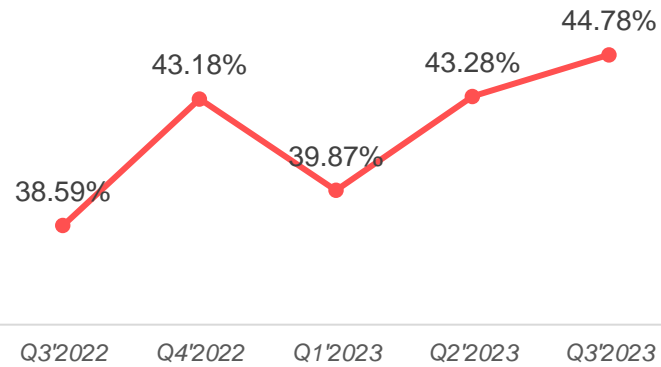


Liabilities and Equity

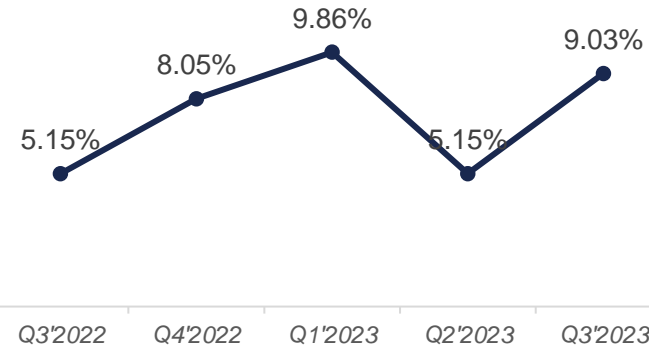


FINANCIAL RATIO

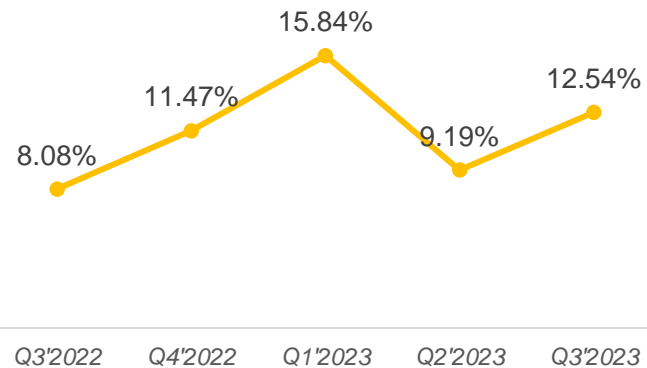
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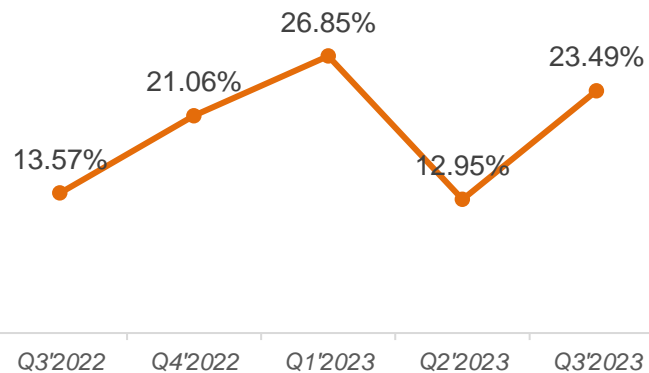
NP



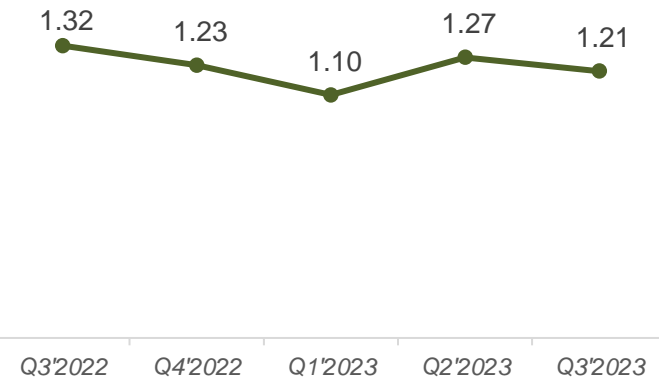
ROA



ROE



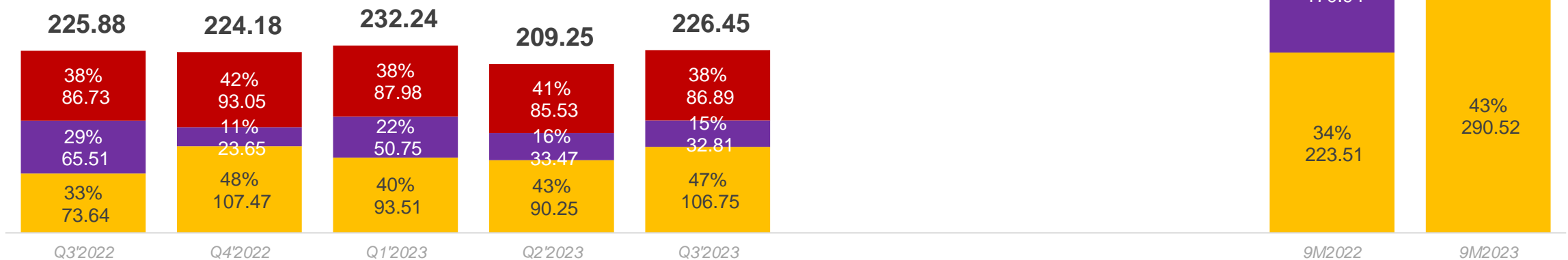
D/E



FINANCIAL PERFORMANCE

Revenue structure (Unit : MB)

	<u>QoQ</u>	<u>YoY</u>	<u>9M</u>
Service	+2%	+0%	+2%
Hardware	-2%	-50%	-32%
Software	+18%	+45%	+30%



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3DEXPERIENCE® Works

DAY 2024

รับชมผ่านออนไลน์ เริ่ม 30 ตุลาคมนี้

ลงทะเบียนย้อนหลังฟรี!



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COLLABORATIVE ROBOT



XIAOMI 13 PRO | LEICA
PRAKIT

16/10/2023 09:34

Q & A



AppliCAD

Thank You

AppliCAD is Where Innovation Begins



AppliCAD Public Company Limited - Investor Relations
Department

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