

APP OPPORTUNITY DAY Year End 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

 **SOLIDWORKS**



GstarCAD
Standard

gom



MakerBot

JAKA



SolidCAM
The Leaders in Integrated CAM



GRAPHISOFT
Archicad

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

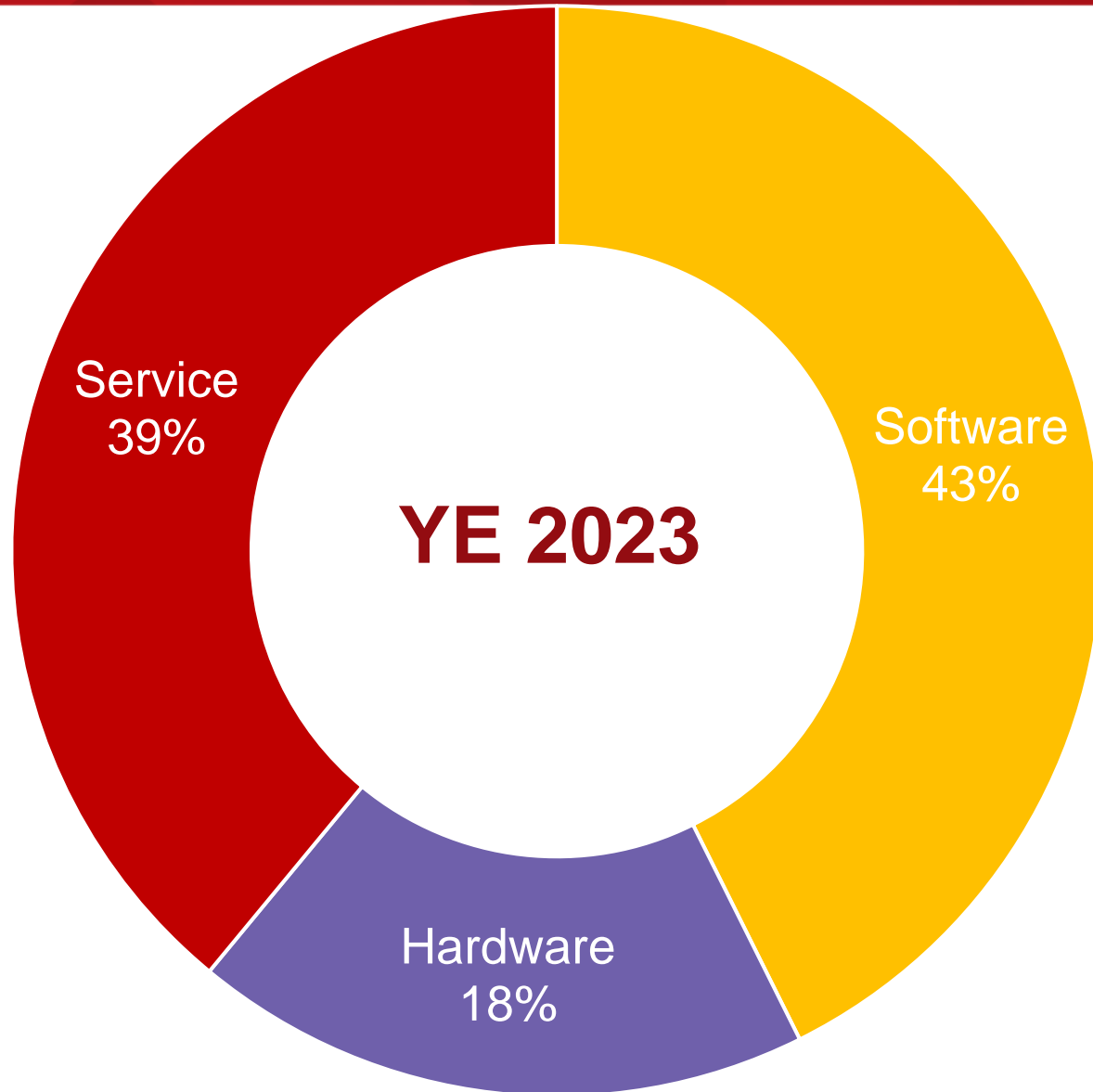
+ Training Service (DETI Training Center)

+ 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

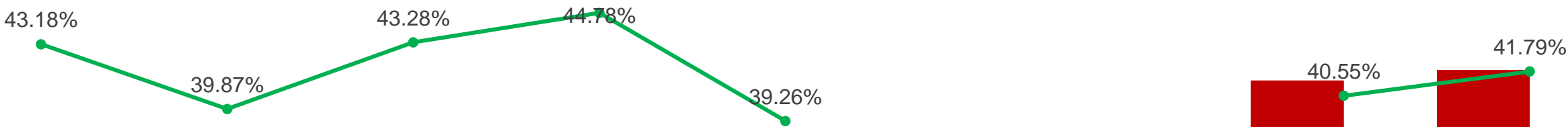
02 FINANCIAL PERFORMANCE

03 BUSINESS UPDATE

04 Q & A

FINANCIAL PERFORMANCE

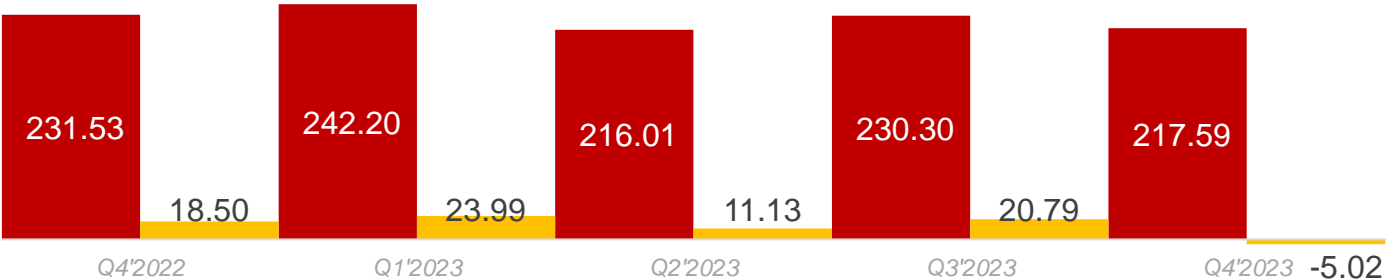
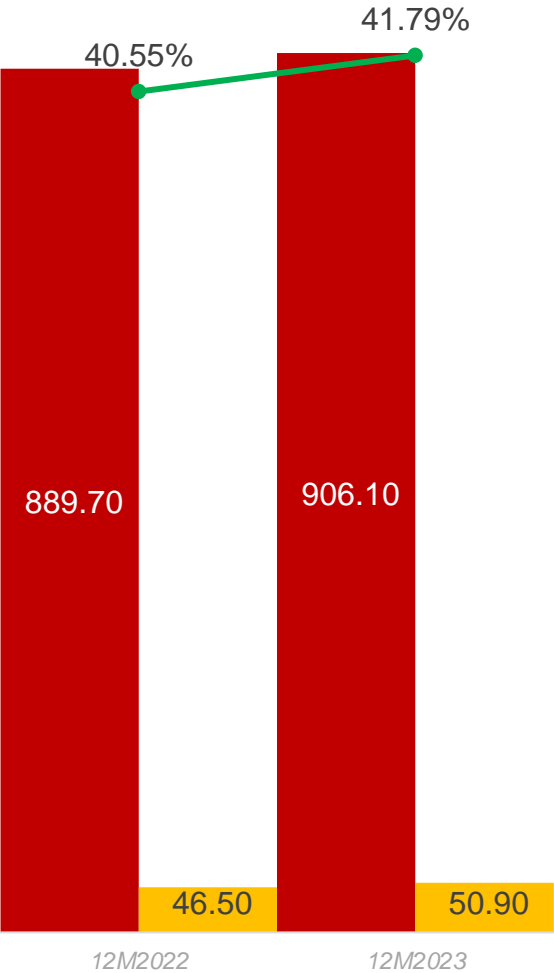
%GP



In 2023, the revenue increased by 2% from 2022 due to selling performance service, annual lease rights and other income and decreased by 6% QoQ due to software, service and other income.

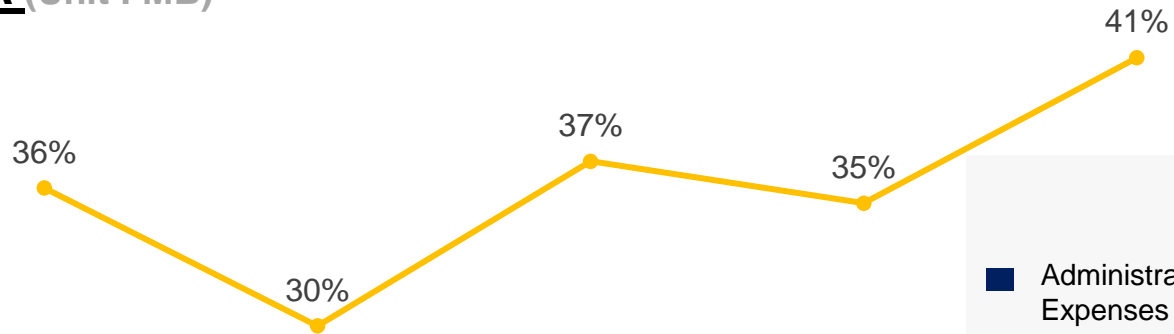
In 2023, net profit increased by 9% from 2022 due to an increase in gross profit due to the cost of some products supported by the distributors and decreased by 124% QoQ due to the sales proportion of products with lower GP and higher Administrative Expense.

	QoQ	YoY	12M
Revenue	- 6%	- 6%	+ 2%
Net Profit	- 124%	-127%	+9%



FINANCIAL PERFORMANCE

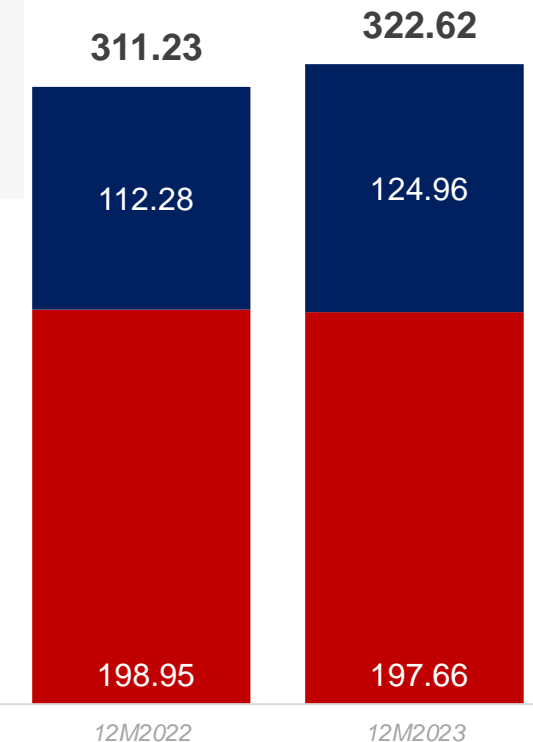
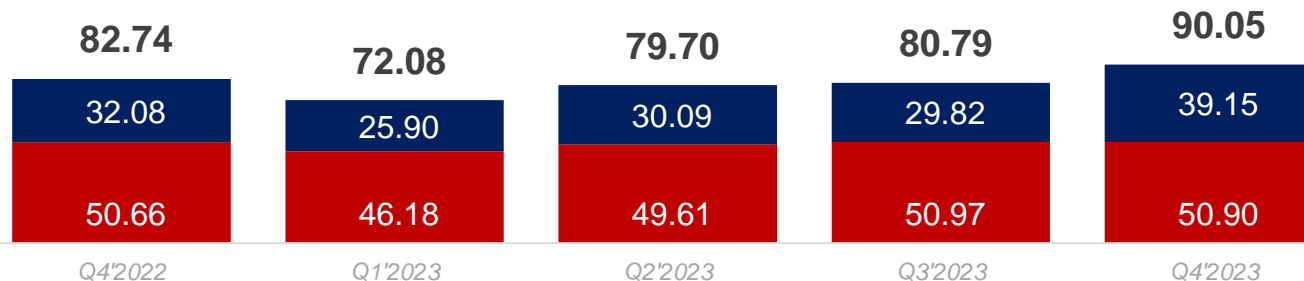
SG&A (Unit : MB)



	QoQ	YoY	12M
Administrative Expenses	+ 31%	+22%	+11%
Selling Expenses	- 0%	+0%	-1%

In 2023, Administrative Expense increased by 11% from 2022 due to employee welfare and development expenses, and depreciation and amortization expenses and increased by 31% QoQ due to Salary, Bonus and employee welfare.

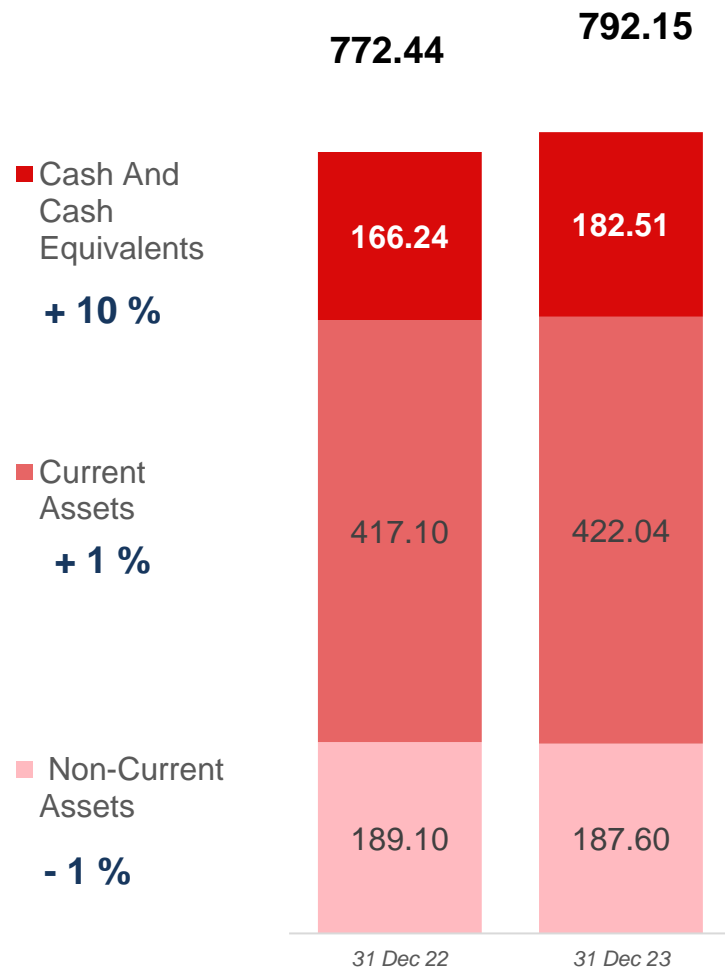
In 2023, Administrative Expense decreased by 1% due to Company adjusted advertising and sales promotion plans.



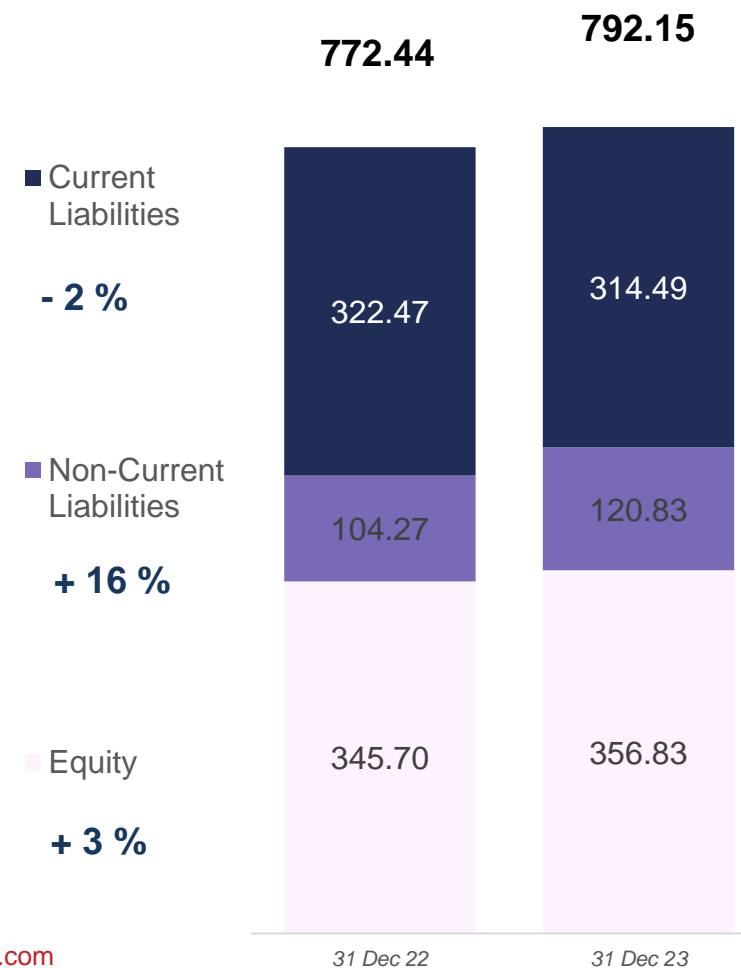
FINANCIAL PERFORMANCE

Balance Sheet (Unit : MB)

Assets

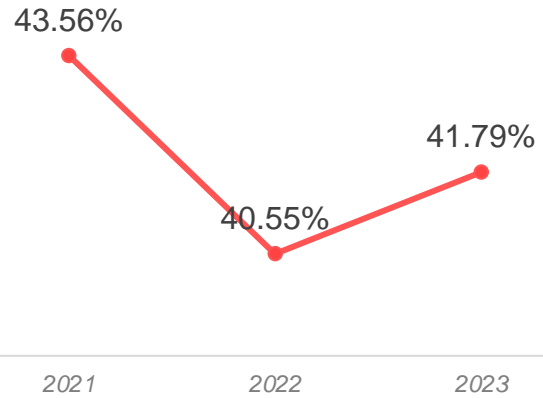


Liabilities and Equity

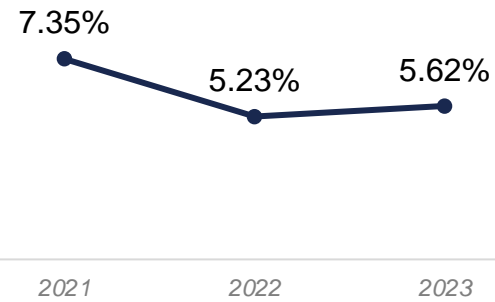


FINANCIAL RATIO

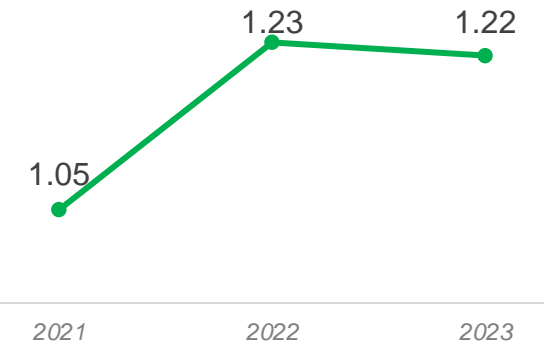
GP



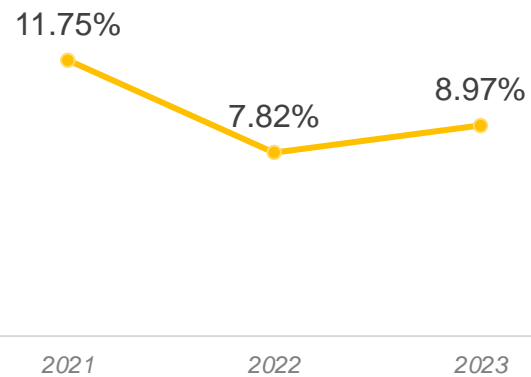
NP



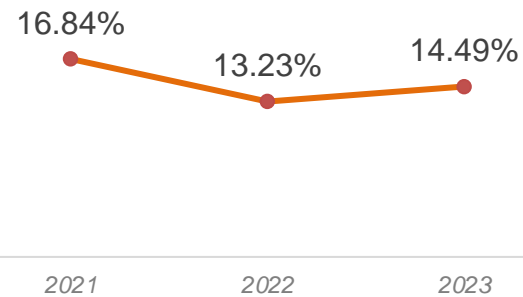
D/E



ROA



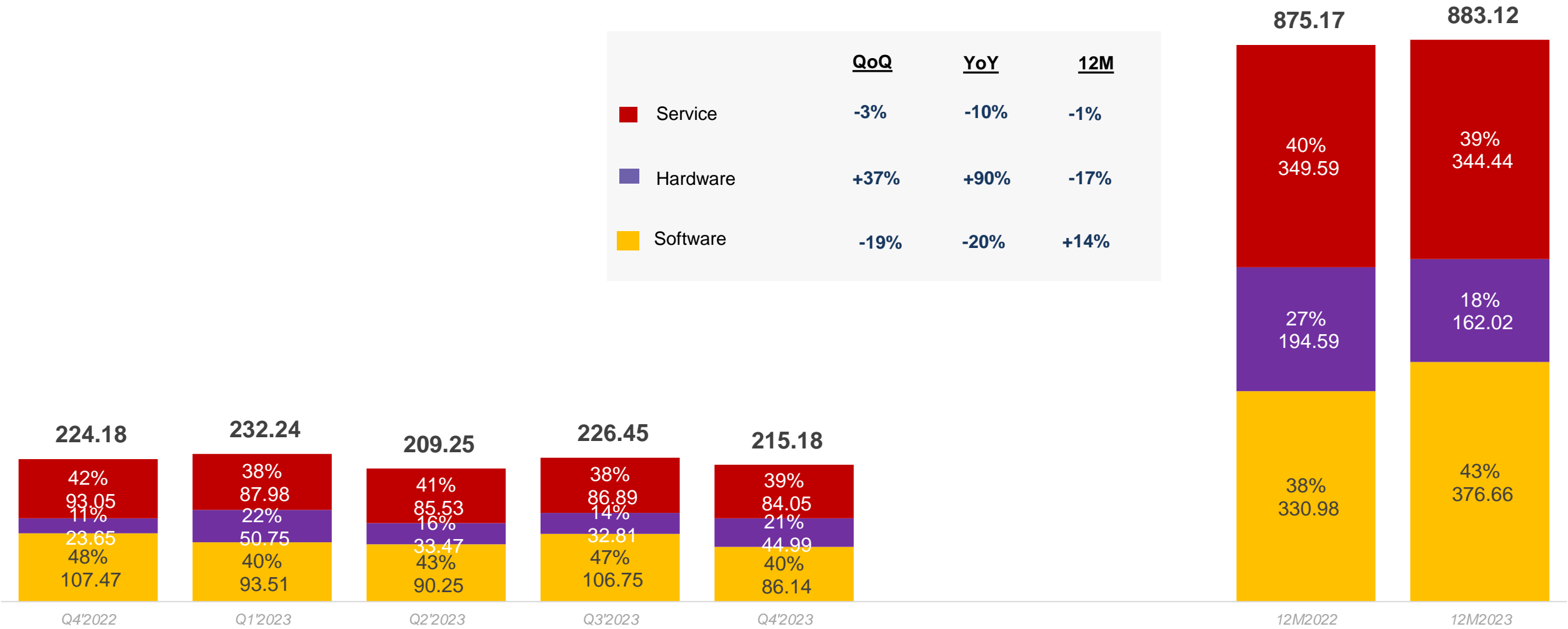
ROE



FINANCIAL PERFORMANCE

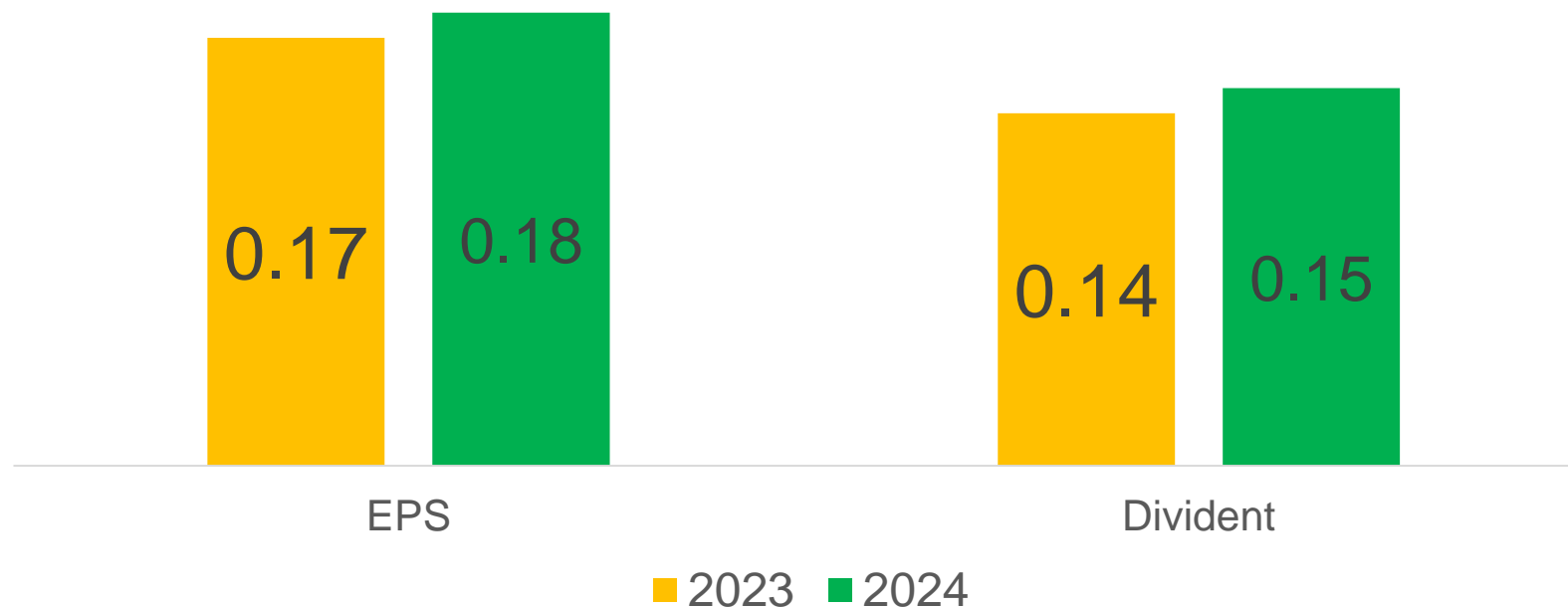
Revenue structure (Unit : MB)

	QoQ	YoY	12M
Service	-3%	-10%	-1%
Hardware	+37%	+90%	-17%
Software	-19%	-20%	+14%



DIVIDEND POLICY

The company has the policy to pay dividends at the rate of **NO LESS THAN 40 PERCENT** of the net profit after deduction of income taxes and legal reserves of 5%



The dividend payment will be paid in cash at the rate of 0.15 baht/share on 17 May 2024 and the list of shareholders entitled to receive such dividend will be determined on 2 May 2024. Hence, the dividend payment is pending for the approval from the Annual General Meeting of Shareholders for the year 2024.

AGENDA

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



PROJECT UPDATE



Human-cobot Collaboration Unlock New Applications For Auto Industry

Make a smart factory with JAKA cobot

[LEARN MORE →](#)



New

Customer	[LAZADA] LAZADA Online	<input type="checkbox"/> Expiration
Invoice Address	[LAZADA] LAZADA Online	<input type="checkbox"/> Pricelist
Delivery Address	[LAZADA] LAZADA Online	<input type="checkbox"/> Type
Contact Person	Contact..	
Contact	Phone <input type="text"/>	Fax <input type="text"/>
Project	<input type="text"/>	
<input type="button" value="Release Order"/>		

Order Lines	Optional Products	Other Info	Customer Signature
-------------	-------------------	------------	--------------------



ROBOT AI





HUMAN WARE ECOSYSTEM

Personal Skill



Instructors

Students

Part-Time

Freelance

AppliCAD as a Service



Design as a Service

Simulation as a Service

Prototype as a Service

Human as a Service

www.applcadthai.com

Customers



Project Base

Part Time Needed

Full-Time Needed

Seasonal Workload

Q & A



AppliCAD

Thank You

AppliCAD is Where Innovation Begins



AppliCAD Public Company Limited - Investor Relations
Department

Tel. +66 2744 9045, Fax. +66 2744 9049

E-mail : ir@applicadthai.com

Website : www.applicadthai.com