



# APP OPPORTUNITY DAY Q1/2024

*Presented by*

**AppliCAD Public Company Limited**

*"Where Innovation Begins"*



# AGENDA

01 FINANCIAL PERFORMANCE

02 BUSINESS OVERVIEW & PROJECT UPDATE

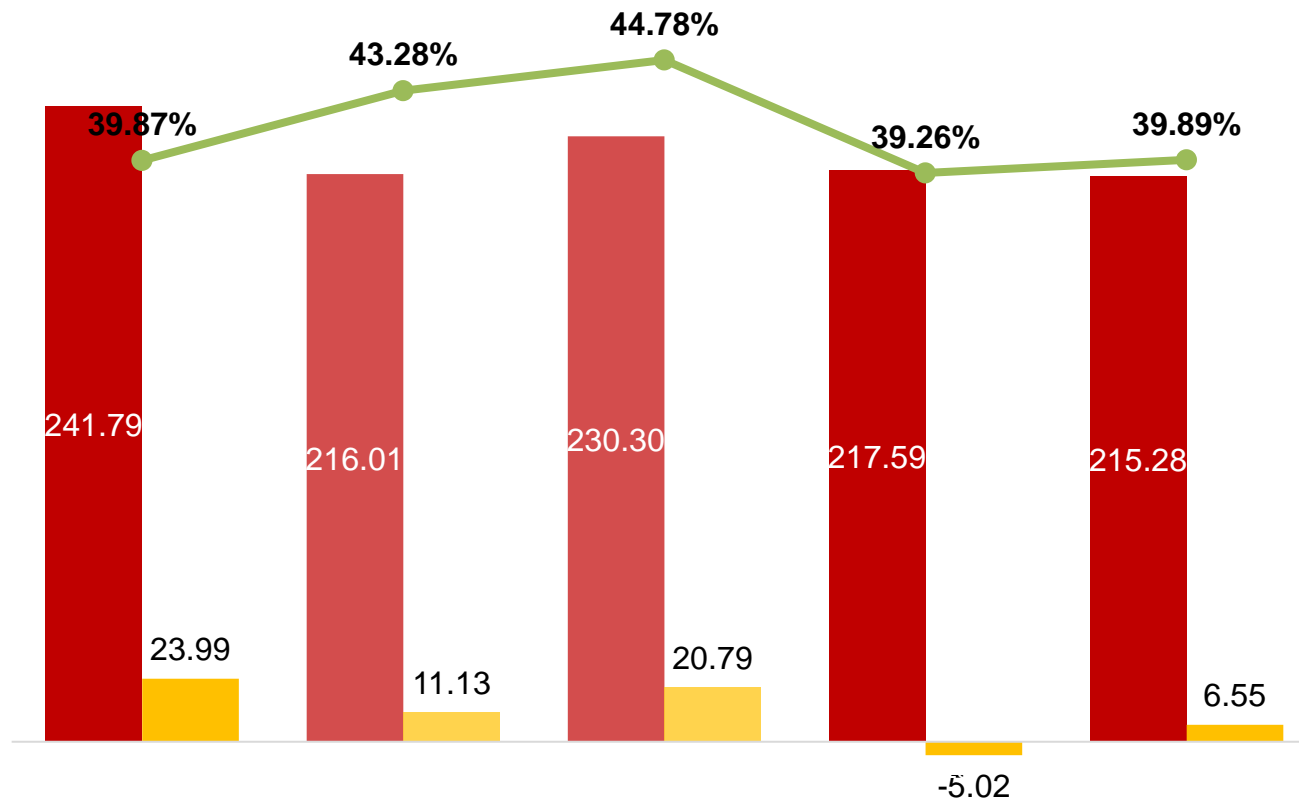
03 Q & A



# FINANCIAL PERFORMANCE

# FINANCIAL PERFORMANCE

Revenue & Net Profit (Unit : MB)



	QoQ	YoY
Revenue	-1%	-11%
Net Profit	231%	-73%

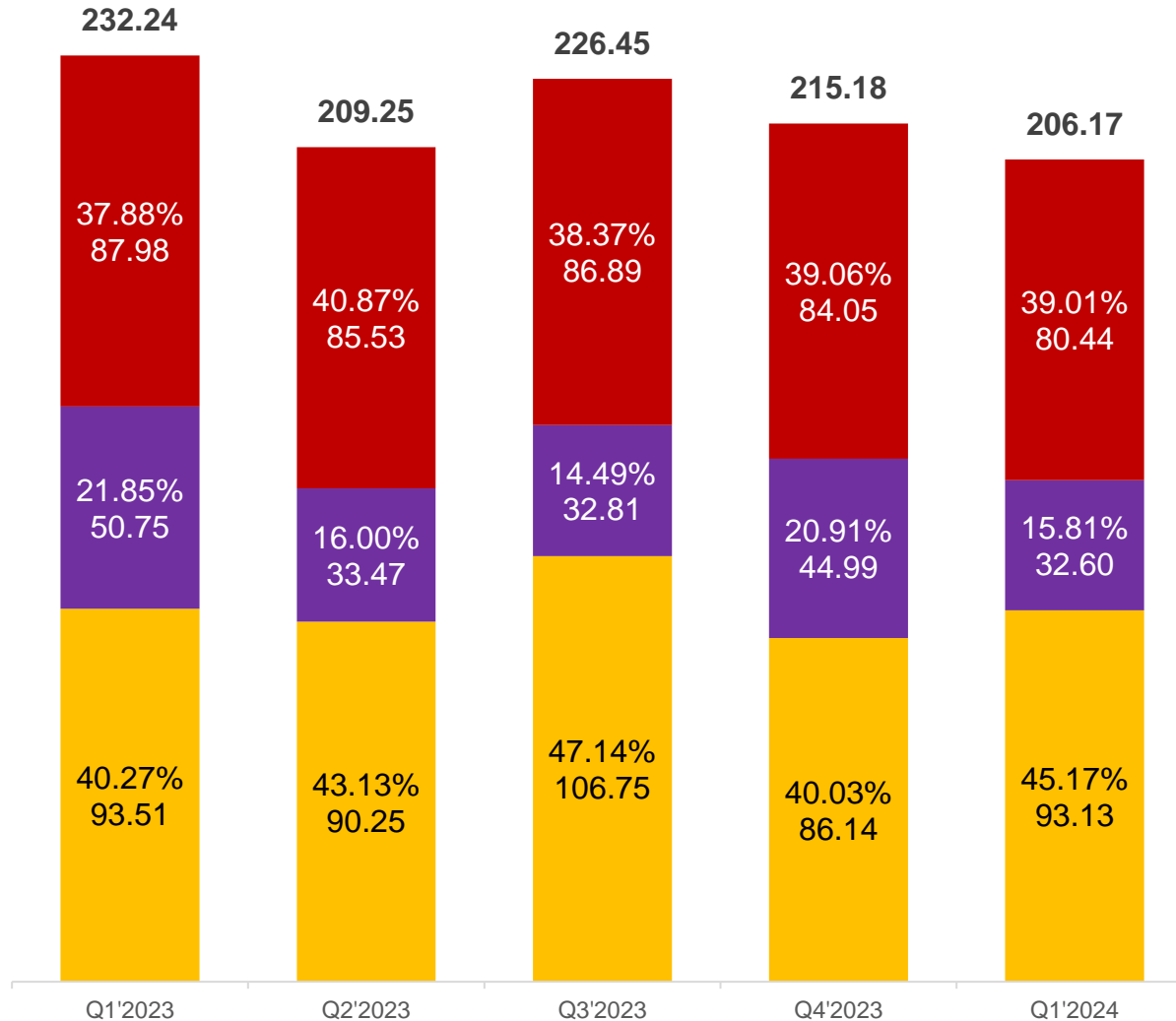
In 1Q2024, revenue decreased 1% QoQ, due to decreased revenue from PT indo.

Decrease 11% YoY, due to decrease revenue from software and hardware.

In 1Q2024, net profit increased 231% QoQ from too high base SG&A in the previous quarter.

Decreased 73%YoY, due to higher SG&A compared to the previous year.

# REVENUE STRUCTURE

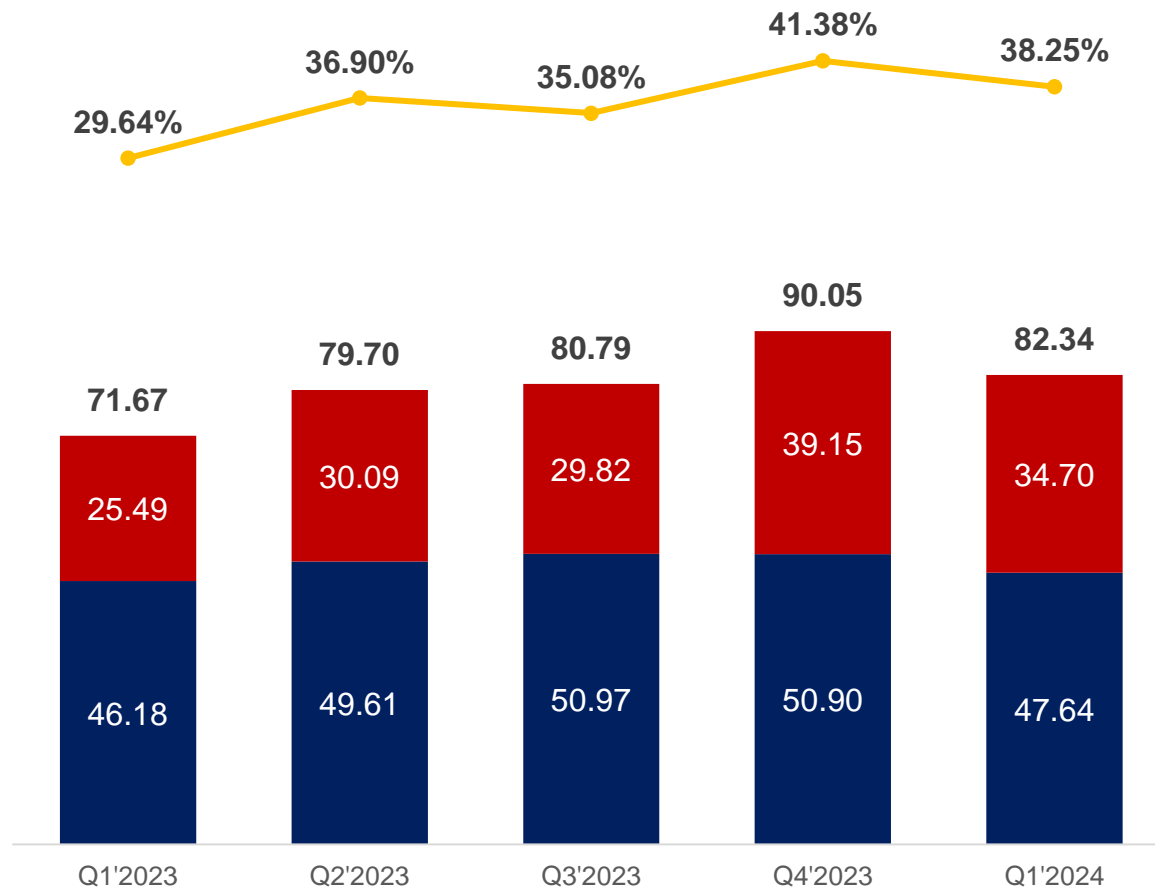


	QoQ	YoY
Service	-4%	-9%
Hardware	-28%	-36%
Software	+8%	-0%



# FINANCIAL PERFORMANCE

SG&A (Unit : MB)



	QoQ	YoY
Administrative Expenses	-11%	36%
Selling Expenses	-6%	3%

Administrative expenses decreased 11% QoQ due to high base employee welfare expenses in the previous quarter.

Increase 36% YoY due to employee welfare and tax expenses.

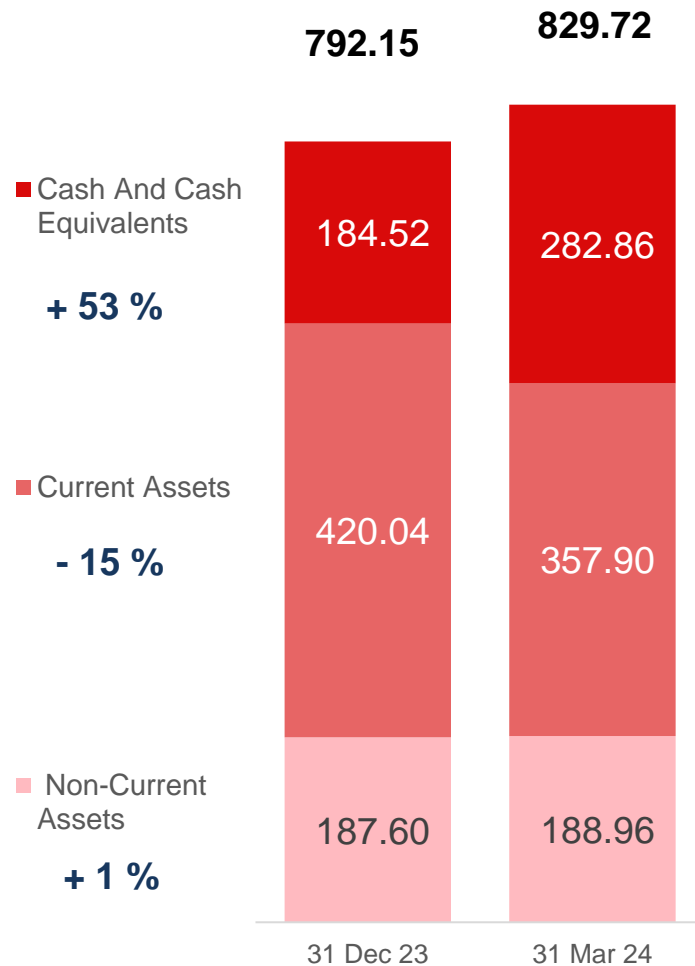
Selling expenses decreased by 6%QoQ due to advertising and sales promotion expenses and sales staff welfare

Increased 3% YoY from copyright infringement fees and sales consulting fees.

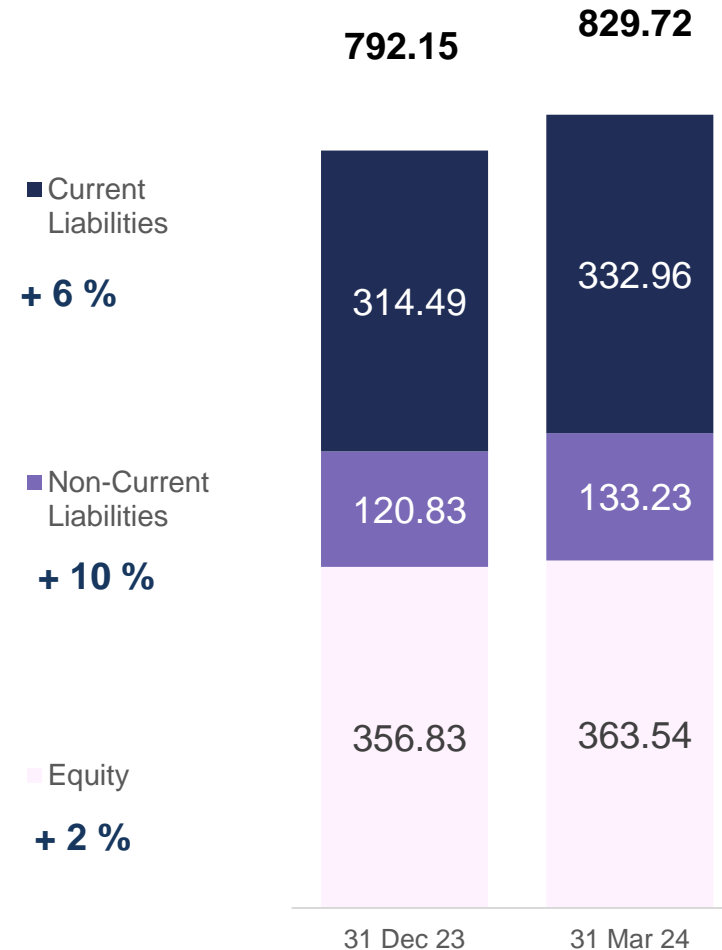
# FINANCIAL PERFORMANCE

Balance Sheet (Unit : MB)

## Assets

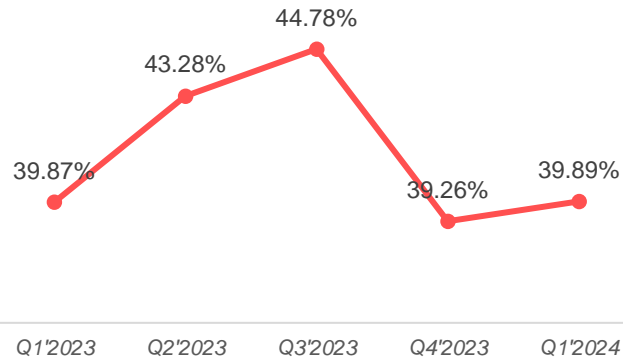


## Liabilities and Equity

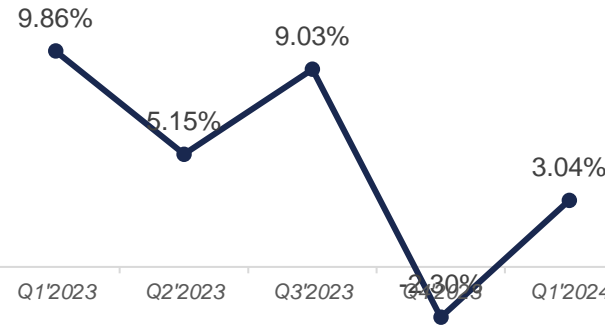


# FINANCIAL RATIO

GP



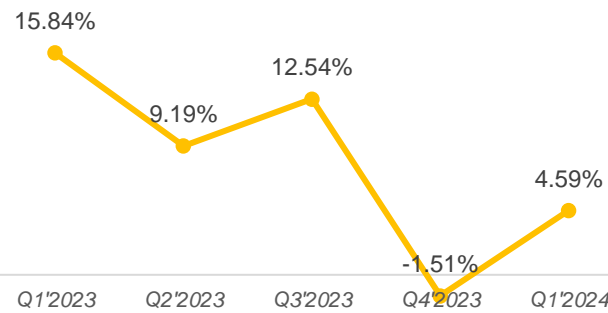
NP



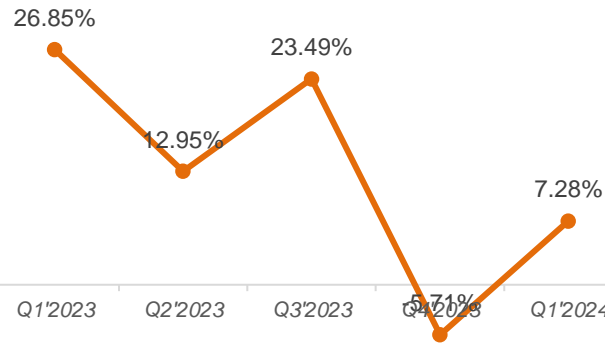
D/E



ROA



ROE





The background of the slide is a blurred industrial scene. On the left, a large orange robotic arm is visible, with sparks emanating from its end effector as it works on a metal component. The rest of the background is a soft-focus view of a factory floor with various mechanical parts and equipment.

# **BUSINESS OVERVIEW & PROJECT UPDATE**

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

นวัตกรรมจะเปลี่ยนทุกสิ่ง

แอปพลิเคชัน 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

+ JAKA

## SERVICE

+ Subscription Service

+ Training Service (DETI Training Center)

+ Prototype and low volume production

+ XR Service

+ 3D design services as customer's requirements





# 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..	Payment Terms
Contact	Phone <input type="text"/> Fax <input type="text"/>	Invoice Policy
Project	<input type="text"/>	

Order Lines Optional Products Other Info Customer Signature

*Turn any COBOT into your solution*



1. Add-on solution for any COBOT



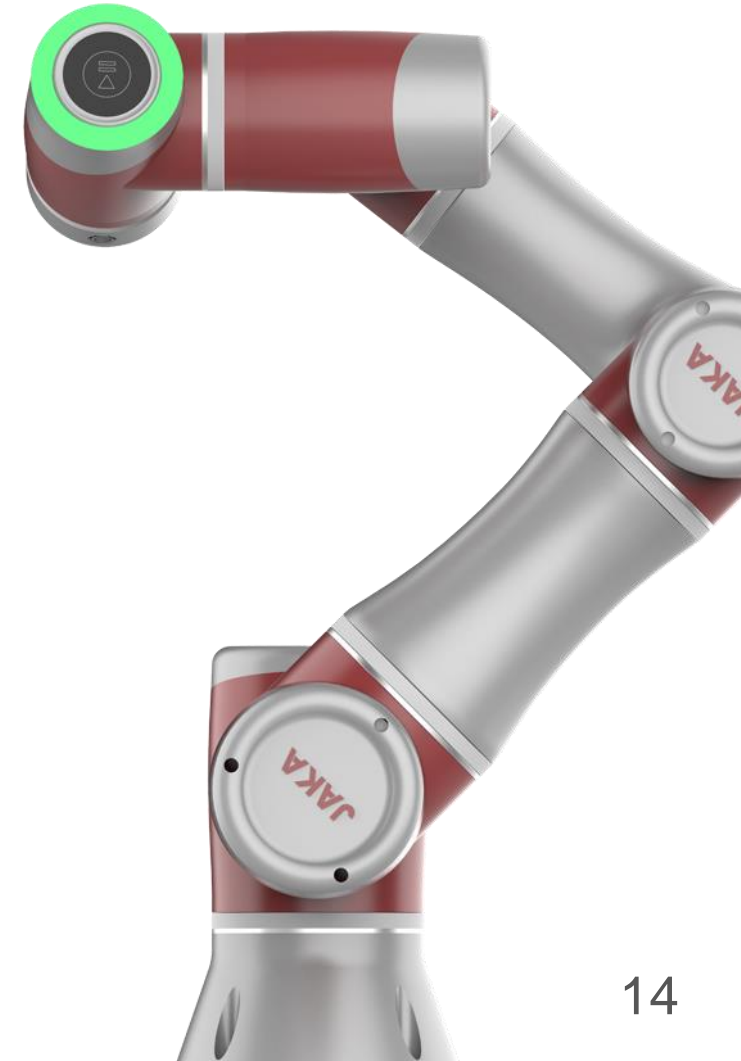
2. Easy Configuration



3. AI + Robot Vision for Industrial



4. Mobility Unit & Repurpose





# 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**

## Customers



Project Base

Part Time Needed

Full-Time Needed

Seasonal Workload

# HUMAN WARE ECOSYSTEM

## 2023

- 1. Hi-End 3D Printing (Origin with 1 Head-Count) = 6M  
With Material Budget 2-4M. / Year (Recurring)
- 2. Start 1st JAKA project (1 Unit) = 3.2M

## 2024

- 1. JAKA 14 Units Extended (Si 7.5M) = 18M

Pending Project

# COMPANY ACTIVITIES

## ME MANUFACTURING EXPO 2024

ASEAN's Most Comprehensive Show for Manufacturing and Supporting Industries.

19-22 JUNE  
WED-SAT • 10.00-18.00 hrs.  
BITEC, BANGKOK 2024



# IR ACTIVITIES

จัดโดย  maiA | สนับสนุนโดย  CMDP  
Thailand Capital Market  
Development Fund

## มหกรรมรวมพลังคน mai ครั้งที่ 8

Ref. สมาคมบริษัทจดทะเบียนในตลาดหลักทรัพย์ เอ็ม เอ ไอ

 25 ปี ตลาดหลักทรัพย์ mai

 mai **FORUM** 2024  
OPPORTUNITY X GROWTH

วันเสาร์ที่ 22 มิถุนายน 2567 เวลา 9.30 - 18.00 น.  
ณ ห้องบางกอกคอนเวนชันเซ็นเตอร์ ชั้น 22 โรงแรมเซ็นทาราแกรนด์ แอท เซ็นทรัลเวิลด์

 maiassociationth





# Q&A



THANK YOU

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Virtual Showroom

