



APP OPPORTUNITY DAY Q3/2024

Presented by

AppliCAD Public Company Limited

“Where Innovation Begins”



AGENDA

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02 FINANCIAL PERFORMANCE

03 BUSINESS UPDATE

04 Q & A



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

“
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

Executive Committee



Mr. Prakrit Laobooncharoen
Chief Executive Officer



Ms. Thitiporn Chartaisong
Chief Financial Officer



Mr. Jeerawat Kulsapudom
Chief Growth Officer



Mr. Krirkrit Jearnkamonchuen
Chief Operating Officer



Mr. Somsak Worraraksa
Executive Director



Ms. Siriporn Tangadulrat
Executive Director

REVENUE STRUCTURE



SOFTWARE

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

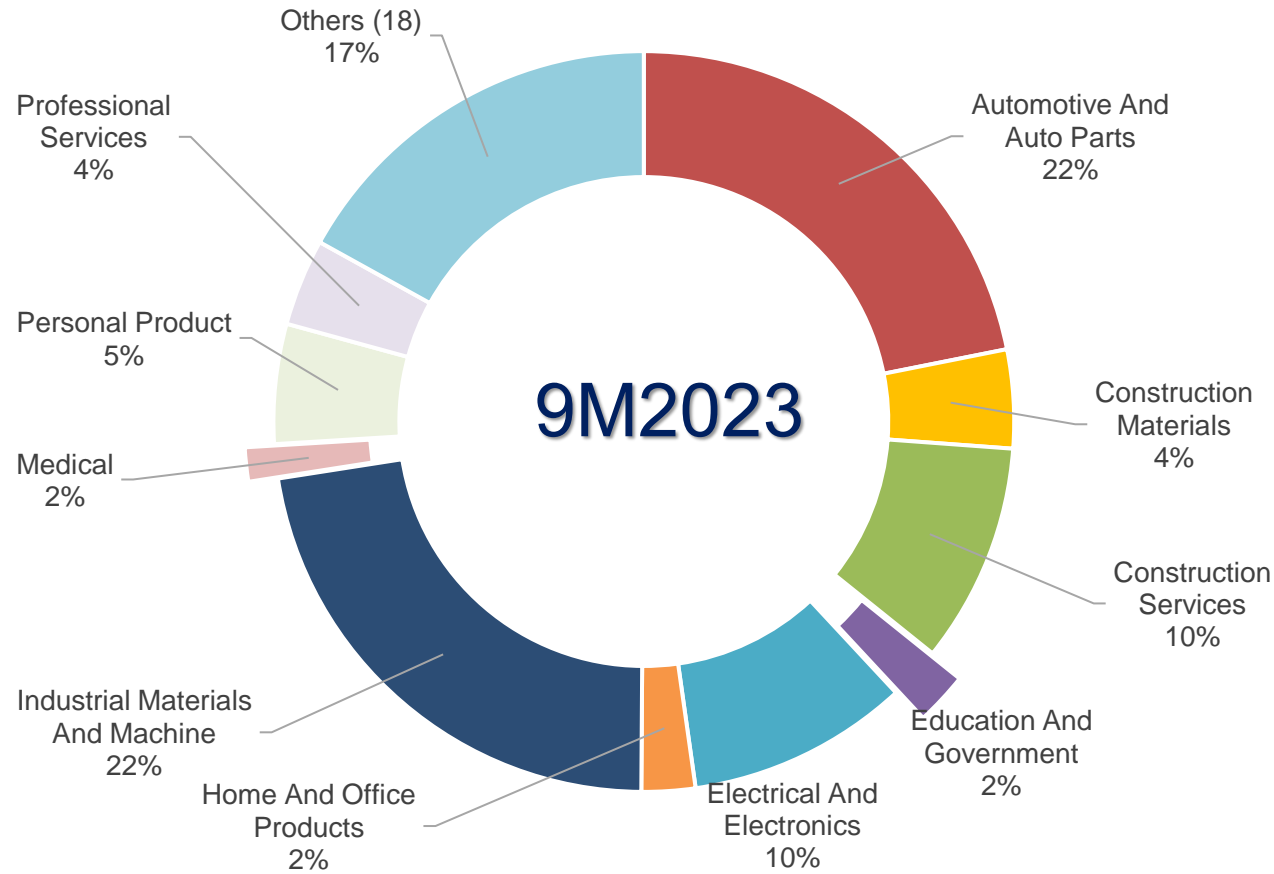
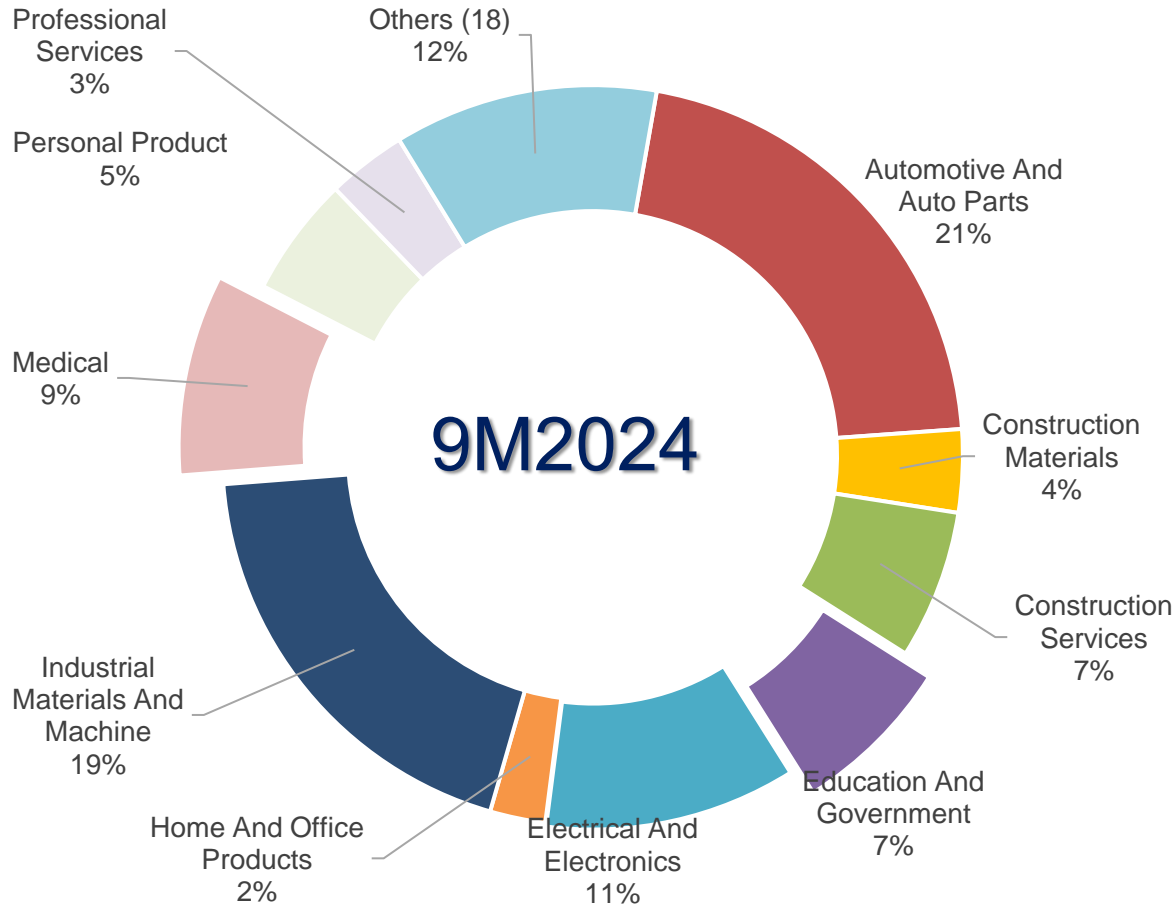
HARDWARE

- + 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

SALES PROPORTION



FINANCIAL PERFORMANCE

FINANCIAL PERFORMANCE

REVENUE STRUCTURE (Unit : MB)

Revenue	Q3 2024	Q3 2023	Change (MB)	%
Revenue from Service	96.9	86.9	10.0	11.6%
Revenue from Hardware	86.8	32.8	54.0	164.4%
Revenue from Software	92.7	106.7	-14.1	-13.2%
Total	276.4	226.4	49.9	22.0%

Unit : MB

9M 2024	9M 2023	Change (MB)	%
267.1	260.4	6.7	2.6%
155.7	117.0	38.6	33.0%
273.0	290.5	-17.5	-6.0%
695.7	667.9	27.8	4.2%

- ❖ The total core revenue for Q3 2024 was 276.4 million Baht, an increase of +49.9 million Baht or 22.0% compared to Q3 2023. This growth was driven primarily by an increase in hardware revenue of +54.0 million Baht, largely attributed to the education and government sectors, and a rise in services revenue of +4.2 million Baht, mainly from a subsidiary company.
- ❖ For the 9 months ending in Q3 2024, total core revenue reached 695.7 million Baht, marking an increase of +27.8 million Baht or 4.2% compared to the same period in 2023. This increase was primarily due to a rise in hardware revenue of +38.6 million Baht and service revenue of +6.7 million Baht, offset by a decline in software revenue of +17.5 million Baht.

FINANCIAL PERFORMANCE

Revenue & Net Profit (Unit : MB)

Unit : MB

	Q3 2024	Q3 2023	Change (MB)	%
Revenue	279.7	230.3	49.4	21.44%
Gross Profit	110.9	101.4	9.5	9.33%
Net Profit	25.9	20.8	5.1	24.63%
%GP	40.1%	44.8%		-4.7%

9M 2024	9M 2023	Change (MB)	%
714.8	688.5	26.4	3.8%
277.1	284.5	-7.4	-2.6%
39.4	55.9	-16.5	-29.5%
39.8%	42.6%		-2.8%

- ❖ For Q3 2024 compared to Q3 2023, revenue increased by +49.4 million Baht, or 21.44%, driven by growth in both services and hardware revenue. Additionally, revenue for 9M 2024 totaled 714.8 million Baht, reflecting an increase of +26.4 million Baht, or 3.8%, compared to 9M 2023.
- ❖ The %GP in Q3 2024 was 40.1% , decreased by -4.7 % from 44.8% in Q3 2023
- ❖ In Q3 2024, net profit was 25.9 million Baht, an increase of +5.1 million Baht, or 24.63%, compared to Q3 2023, primarily due to increased revenue and improved SG&A control efficiency. However, net profit for 9M 2024 was 39.4 million Baht, a decrease of -16.5 million Baht, or 29.5%, compared to 9M 2023, mainly due to a lower gross profit and higher SG&A expenses.

FINANCIAL PERFORMANCE

SG&A (Unit : MB)

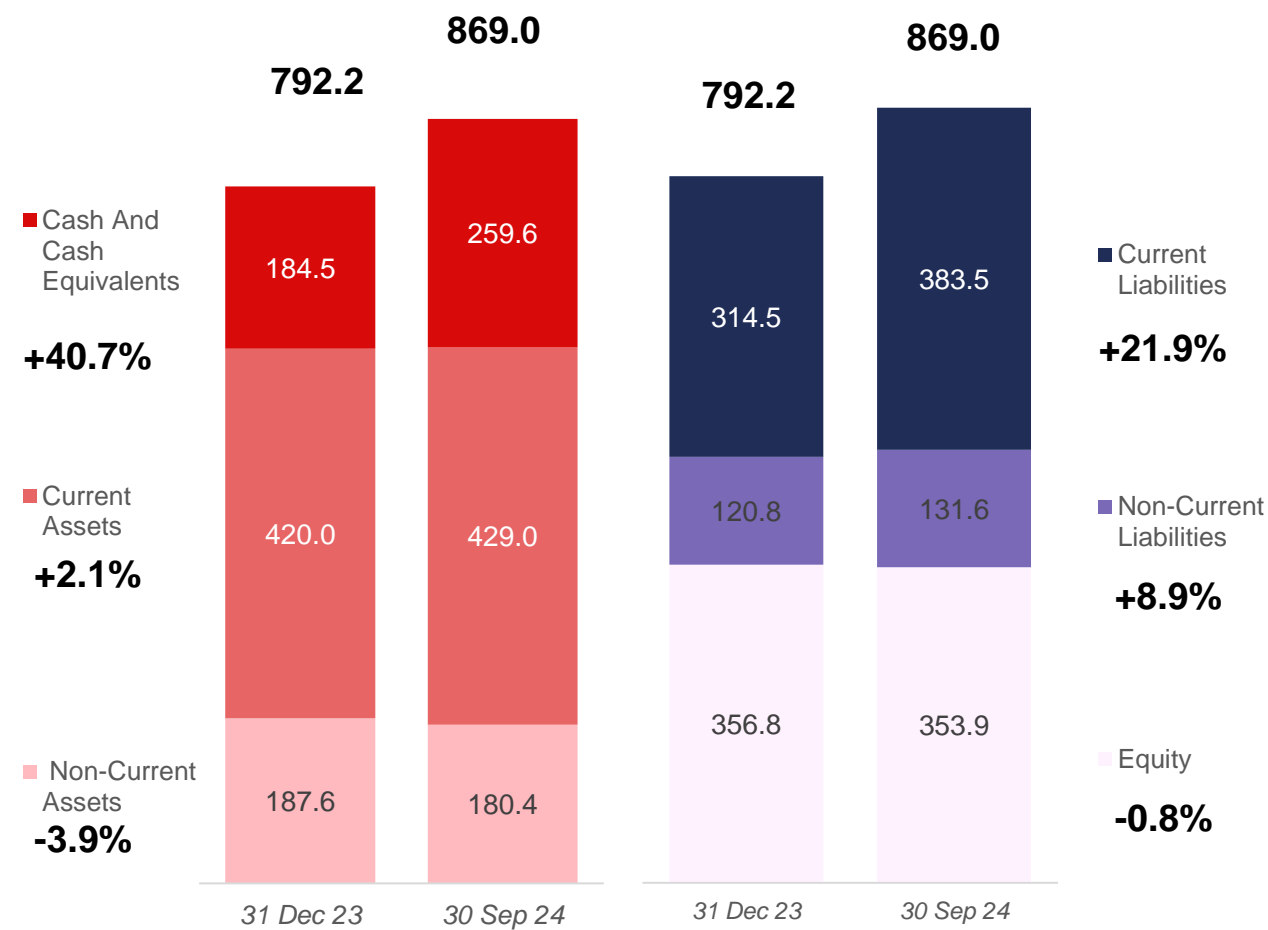
Unit : MB

SG&A	Q3 2024	Q3 2023	Change (MB)	%		9M 2024	9M 2023	Change (MB)	%
Selling Expenses	47.1	51.0	-3.9	-7.6%		143.2	146.8	-3.5	-2.4%
Administrative expense	36.5	29.8	6.7	22.4%		104.5	85.8	18.7	21.8%
Total	83.6	80.8	2.8	3.5%		247.8	232.6	15.2	6.5%

- ❖ In Q3 2024, total Selling & Administrative Expenses were 83.6 million Baht, an increase of +2.8 million Baht or 3.5% compared to Q3 2023. This increase was primarily due to losses from TFRS9 adjustments.
- ❖ For 9M 2024 compared to 9M 2023, there was an increase of +15.2 million Baht, or 6.5%, mainly driven by losses from TFRS9 adjustments, higher employee salaries and benefits, while sales expenses decreased.

FINANCIAL PERFORMANCE

Balance Sheet (Unit : MB)



As of September 30, 2024, the Company had total assets of 869.0 million Baht (MB), reflecting an increase of 9.7% or 76.8 MB, with changes in key asset categories as follows:

- Cash and cash equivalents totaled 259.6 MB, an increase of 75.1 MB, due to the reclassification of matured fixed deposits, which resulted in a 74.5 MB decrease in other current financial assets.
- Trade and other receivables were 143.6 MB, an increase of 31.1 MB, with trade receivables amounting to 122.8 MB, most of which (94.0 MB) were not yet due.
- Inventories reached 71.6 MB, up by 23.8 MB, primarily due to goods awaiting delivery, mainly hardware.
- Land, buildings, and equipment stood at 84.6 MB, a decrease of 11.0 MB due to asset write-offs.

Total liabilities amounted to 515.1 MB, an increase of 18.3% or 79.7 MB, with changes in major liabilities as follows:

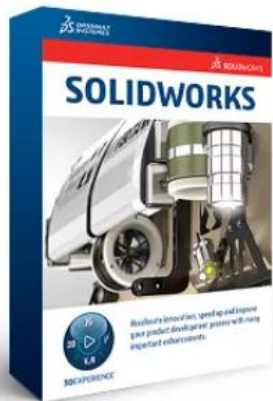
- Trade and other current payables were 135.5 MB, an increase of 18.5 MB.
- Liabilities arising from revolving and non-revolving contracts totaled 301.5 MB, up by 60.9 MB, mainly due to an increase in service contracts.

Total shareholders' equity was 353.9 MB, a decrease of 2.9 MB, mainly due to dividend payments for the 2023 operating results amounting to 42.0 MB, partially offset by a profit in 2024 of 39.4 MB.

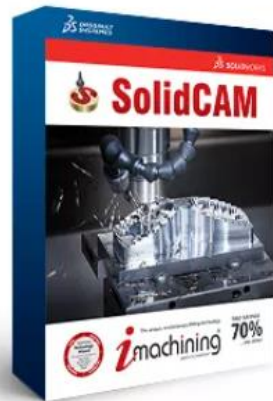
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BUSINESS UPDATE

CORE BUSINESS UPDATE



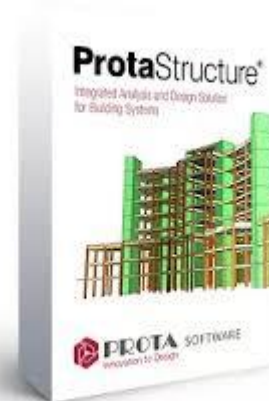
Manufacturing / 3D CAD
SOLIDWORKS



Manufacturing / CAD/CAM
SOLIDCAM



2D / 3D CAD
GSTARCAD



Total Backlog Q4/2024 = 105 MB



Manufacturing / Cobot
JAKA COBOT



3D Scanner / Industrial
GOM ATOS Q



J850 Anatomy



One Click Metal



Stratasys

Rabbit Prototype Company Limited



“Comprehensive Designs, Innovative Engineering
Technologies and Service Solutions for Better Products”



OUR CUSTOMERS

SONY

SHOWA
DENKO

NUOVO

NI/ECO

Kubota

KANG YONG
ELECTRIC
PUBLIC COMPANY LIMITED

IWK
an  company

HITACHI

HITACHI



Electrolux

Detekt

COBRA
INTERNATIONAL CO., LTD.

CNP
PLASTIC
Industries co., Ltd.

AI AND
ROBOTICS
VENTURES

CARIVA

Q&A



THANK YOU

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