

12 May 2025

Re: MD&A for the three-month period ended 31 March 2025

To the President
The Stock Exchange of Thailand

Chic Republic Public Company Limited (the “**Company**”) would like to submit the reviewed financial information for the three-month period ended 31 March 2025 and provide our Management Discussion and Analysis (MD&A) as following details:

Consolidated Statement of Comprehensive Income	31 March 2025 Million Baht	31 March 2024 Million Baht	Change	
			Million Baht	%
Merchandise sales revenue	107.24	109.68	(2.44)	(2.22)
Project-based revenue	24.61	25.25	(0.64)	(2.53)
Service revenue	12.66	11.48	1.18	10.28
Other revenue	0.76	3.64	(2.88)	(79.12)
Total revenues	145.27	150.05	(4.78)	(3.19)
Costs of sales and service	52.40	50.06	2.34	4.67
Gross profit	92.11	96.35	(4.24)	(4.40)
Selling expenses and administrative expenses	96.75	83.70	13.05	15.59
EBIT	(3.88)	16.29	(20.17)	(123.82)
Profit for the year	(12.48)	6.13	(18.61)	(303.59)
Earnings per share (Baht)	(0.0081)	0.0045	(0.01)	(279.71)

Total revenues for the three-month period ended 31 March 2025 amounting to Baht 145.27 million, decreased by Baht 4.78 million or 3.19% when compared to the three-month period ended 31 March 2024 due mainly from the following revenues:

- Revenue from sales of merchandise in stores including interior design decreased, but revenue from sales through online channels increased.
- Project-based revenue increased in line with the number of projects and delivery value during the period.
- Service income increased from rental and service revenues with increased in sales and new rental tenants during 2024.

Cost of sales and service for the three-month period ended 31 March 2025 amounting to Baht 52.40 million, increased by Baht 2.34 million when compared to the three-month period ended 31 March 2024, in line with increased revenue from project work.

Gross profit for the three-month period ended 31 March 2025 amounting to Baht 92.11 million, decreased by Baht 4.24 million when compared to the three-month period ended 31 March 2024 in line with lower revenue.

Selling and administrative expenses for the three-month period ended 31 March 2025 amounting to Baht 96.75 million, increased by Baht 13.05 million when compared to the three-month period ended 31 March 2024, mainly due to an increase in employee expenses from an increased number of employees and the Phuket Branch opening during 2024. Promotional expenses increased from marketing activities through various channels, transportation expenses, depreciation and amortization expenses increased from the Phuket branch and the new warehouse.

Financial costs for the three-month period ended 31 March 2025 amounting to Baht 8.38 million, increased by Baht 2.12 million when compared to the three-month period ended 31 March 2024, mainly due to increased borrowings and additional lease liabilities from the Phuket branch and new warehouse.

Net loss for the three months ended 31 March 2025 amounting to Baht 12.48 million from operation results during the period.

Analysis of Consolidated Statement of Financial Position

Consolidated Statement of Financial Position	As at 31 March 2025	As at 31 December 2024	Change	
	Million Baht	Million Baht	Million Baht	%
Total assets	1,854.73	1,868.50	(13.77)	(0.74)
Total liabilities	1,047.30	1,048.68	(1.38)	(0.13)
Total shareholders' equity	807.44	819.83	(12.39)	(1.51)

Total assets as at 31 March 2025 amounting to Baht 1,854.73 million, a decline by Baht 13.77 million from 31 December 2024 are mainly from:

- Cash and cash equivalents decreased by Baht 13.82 million are mainly from cash from operating activities, invested in decoration costs of Phuket Branch including purchase of equipment, computers and software used for warehouse operations totaling Baht 17.65 million. In addition to receipt of short-term and long-term loan totaling Baht 53.26 million and repayments of loans and lease liabilities.
- Trade and other receivables decreased by Baht 4.97 million are mainly from cash received from receivables from project-based works and accrued income decreased from billing to customers amounting to Baht 6.53 million whilst retention receivable of project-based works increased by Baht 1.15 million.
- Inventories increased by Baht 13.44 million are mainly from new product and new collection of furniture including inventories for project-based works will be delivered next periods.
- Building and equipment decreased by Baht 0.58 million came from decoration costs for Phuket Branch, acquisition of office equipment amounting to Baht 12.79 million and recognition of depreciation for the period amounting to Baht 15.71 million.
- Right-of-use assets decreased by Baht 8.08 million are mainly from recognition of a lease agreement amounting to Baht 1.45 million and recognition of amortization for the period amounting to Baht 9.53 million.

Total liabilities as at 31 March 2025 amounting to Baht 1,047.30 million, decreased by Baht 1.38 million from 31 December 2024 are mainly from:

- Trade and other payables decreased Baht 24.29 million from settlements of expenses of Phuket Branch and expenses related to project-based works.
- During the period, the Company received short-term and long-term loans totaling Baht 53.26 million and repayments of long-term loans amounting to Baht 17.56 million.
- Lease liabilities decreased by Baht 12.42 million from recognition of lease liability amounting to Baht 1.45 million and payments made for lease liabilities amounting to Baht 13.87 million.

Total shareholders' equity as at 31 March 2025 amounting to Baht 807.44 million, decreased by Baht 12.39 million from 31 December 2024 are mainly from loss for the period.

Ms. Piyanuch Nakayodhin

CFO, Chic Republic Public Company Limited