

Opportunity Day

1Q22 Performance

June 10, 2022

"We Take You to Safety"



KUMWEL

Kumwell Corporation Public Company Limited

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- 02 KUMWEL Key Financial 1Q 2022**
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KUMWEL Overview

KML Techno Co., Ltd.
Grounding & Lightning
System manufacturer



KML Techno Co., Ltd.
Issuing new common
stock for expansion of
Ground Rod factory



Changed name To
Kumwell Corporation Co., Ltd.

Launch new products -
Lightning warning system,
EEC Lightning Dome, smart
SPD, KHV cable.



Grand opening, for Innovation Base.

New Ground Rod factory at
Sai Yai completed.



1999

2008

2012

2016

2018

2019

2021

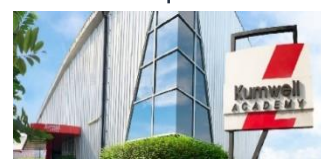
2021

2021

2022



Kumwell Co., Ltd.
Graphite Mold manufacturer
and exclusively selling KML
Techno Co., Ltd.



Establish Kumwell
Learning Center :
Kumwell Academy

Listed in **mai** market



Ground Rod and Air Terminal
product quality certification
sealed by Thai Industrial
Standards Institute (TISI)



Construction of the Company's new
head office **30% completed**

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KUMWEL Key Financial 1Q 2022

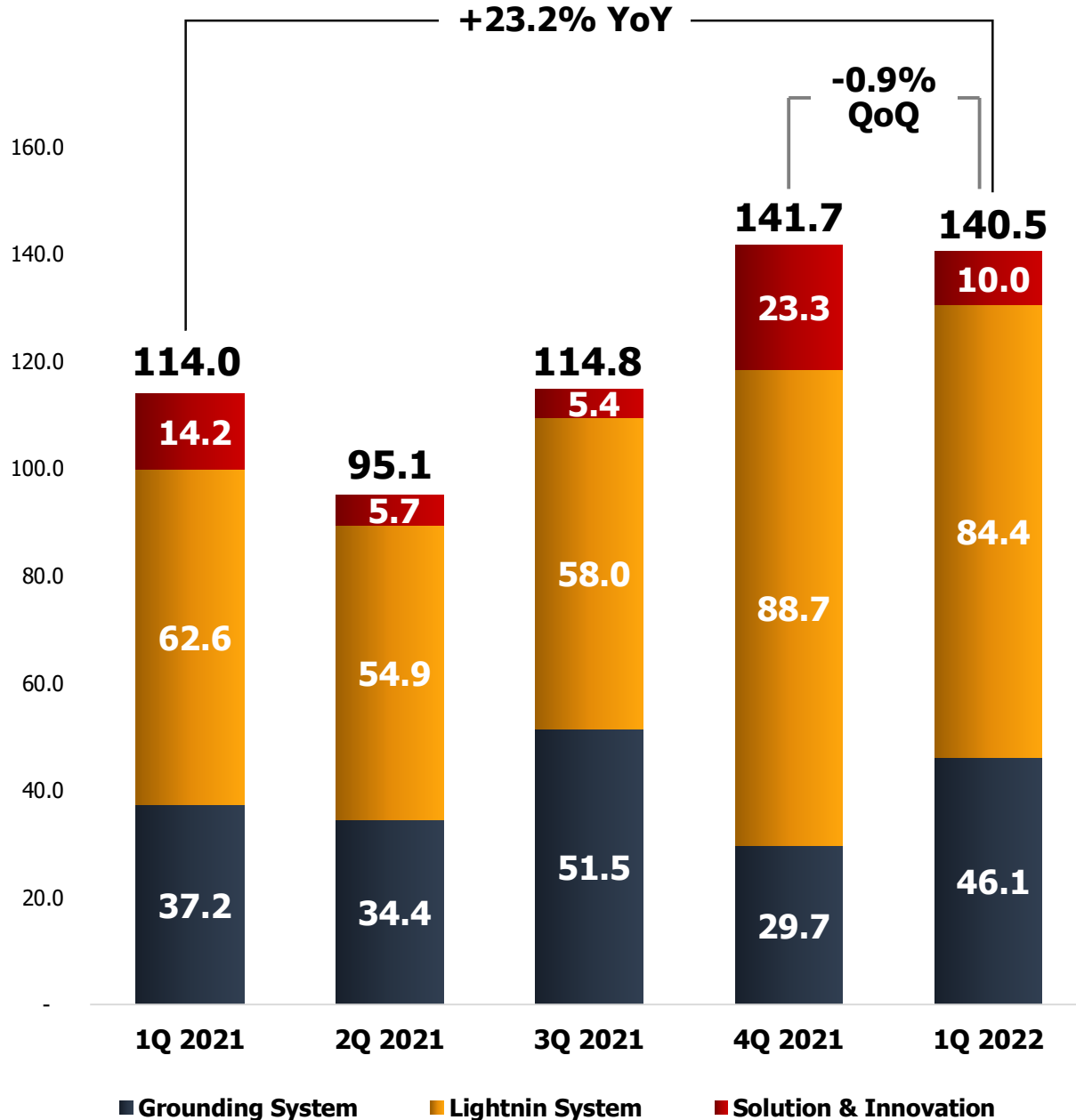
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KUMWEL Business Outlook

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Revenue Breakdown by Products Mix (Unit : Million Baht)



YoY : 1Q 2021 vs 1Q 2022 +23.2%

1Q 2022, sales increased by 26.5 MB or 23.2% YoY mainly due to:

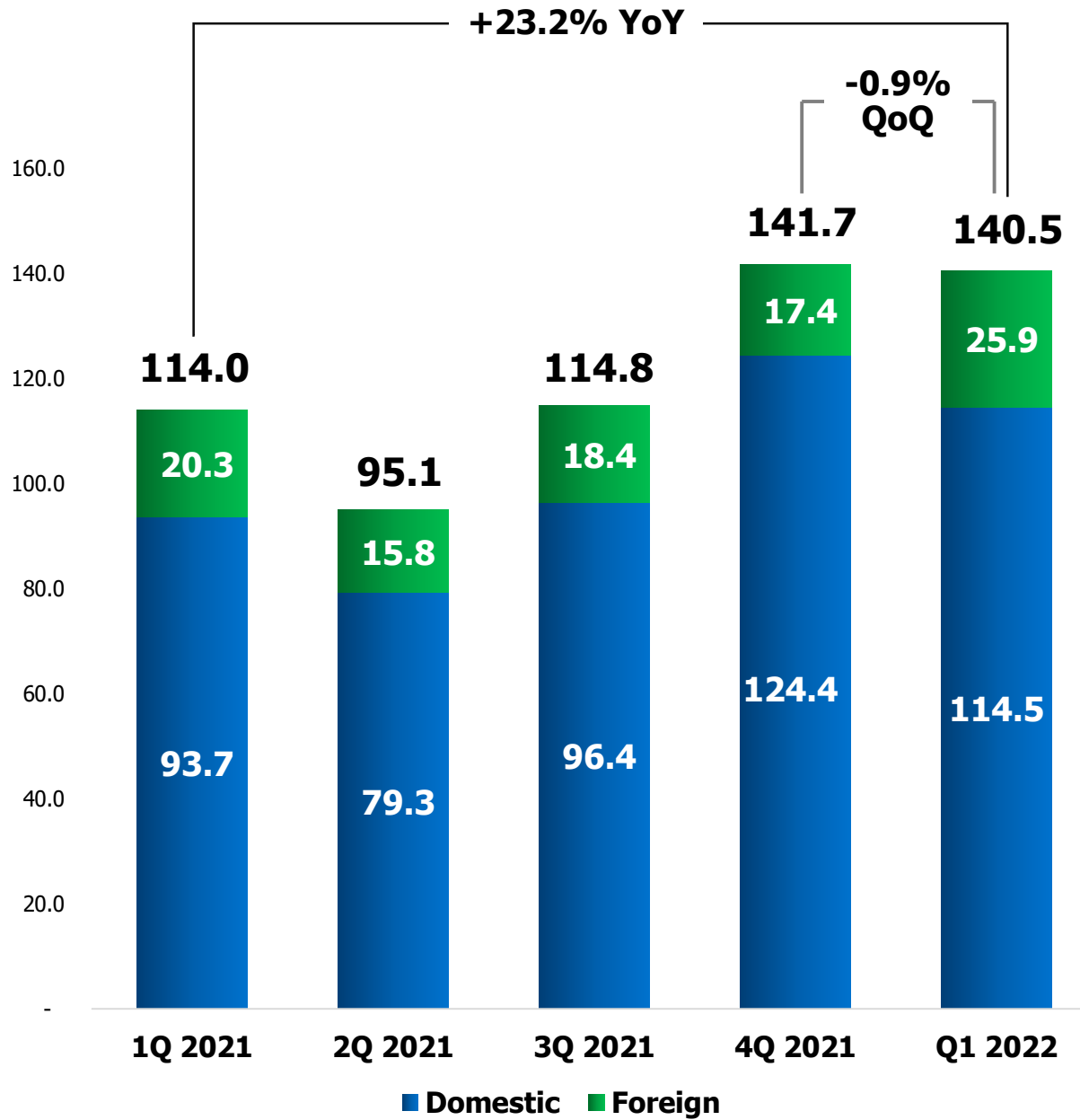
- **Grounding system** increasing 23.9 percent.
- **Lightning system** up 34.7 percent mainly due to the company's proactive marketing policy.
- **Solution & Innovation** decreasing 29.3 percent as the impact of the COVID-19 situation resulting in project sites could not be accessed for installations as planned.

QoQ : 4Q 2021 vs 1Q 2022 -0.9%

1Q 2022, revenue decreased by 1.3 MB or 0.9% QoQ mainly due to:

- **Grounding system** increasing 55.2 percent mainly demand from dealers.
- **Lightning system** down 4.9 percent.
- **Solution & Innovation** decreasing 57.0 percent as the impact of the COVID-19 situation.

Revenue Breakdown by Contribution Channel (Unit : Million Baht)



YoY : 1Q 2021 vs 1Q 2022 +23.2%

1Q 2022, sales increased by 26.5 MB or 23.2% YoY mainly due to:

- **Domestic sales** increasing 22.3 percent mainly demand from dealers.
- **Foreign sales** rising 27.6 percent as the COVID-19 situation continued to improve.

QoQ : 4Q 2021 vs 1Q 2022 -0.9%

1Q 2022, revenue decreased by 1.3 MB or 0.9% QoQ mainly due to:

- **Domestic sales** decreasing 7.9 percent.
- **Foreign sales** up 49.2 percent as the COVID-19 situation continued to improve.

Sales / Cost / Gross Profit

(Unit : Million Baht)



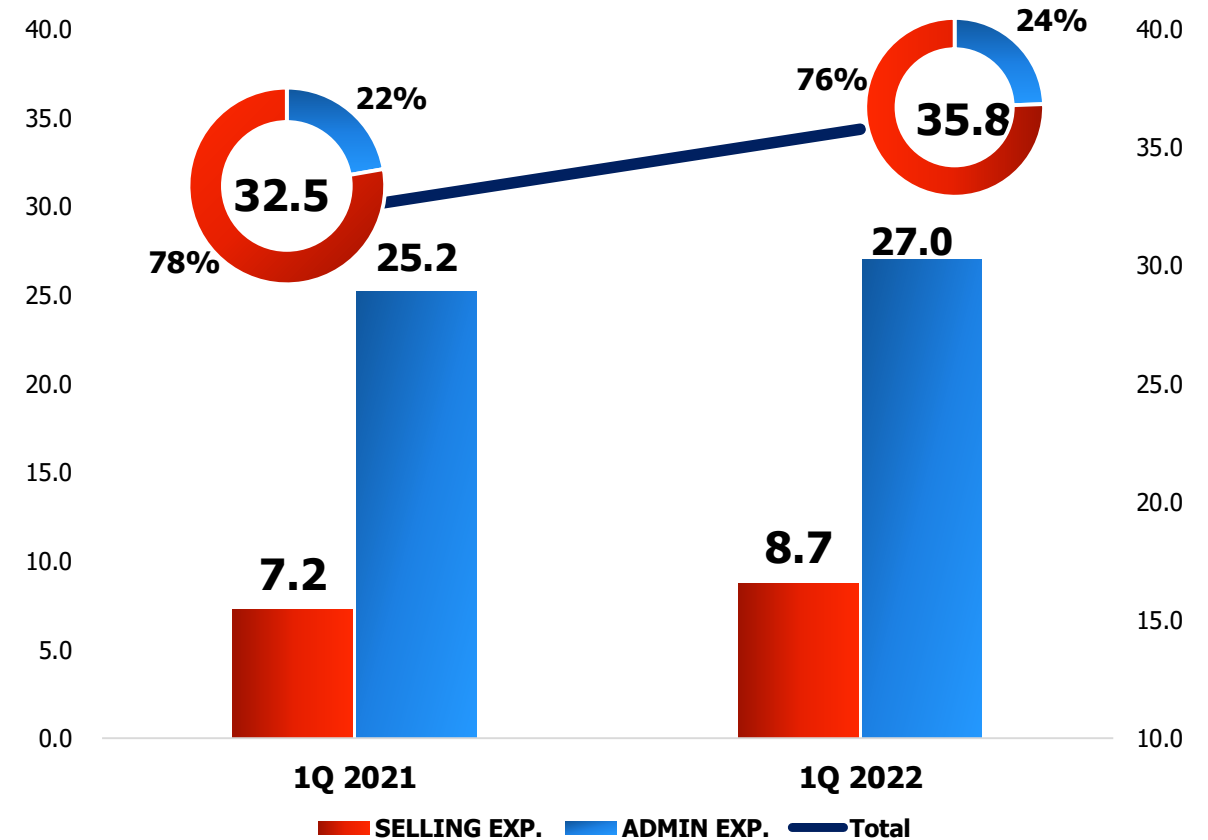
Sales Revenue up 23.2 percent - a positive sign for long-term growth.

Cost of goods and services up 38.5 percent due to rising raw material prices.

Gross profit up 4.9 percent as rising raw material price and products which had gross profit margin lower than average contributed higher portion to sales in the quarter.

SG&A Expense

(Unit : Million Baht)



Selling expense up 21.2 percent from 7.2 million baht of the same period of last year as employee compensation increased.

Administrative expenses up 7.1 percent due to consultant expenses and a machine impairment of grounding system production, which was a one-time expense.

Raw Material Price Trends :

COPPER



Upward trend in 2020 - 2022

Supply shortage from:

- COVID-19 situation and
- Russia - Ukraine war



Manage the impact of raw material price increase:

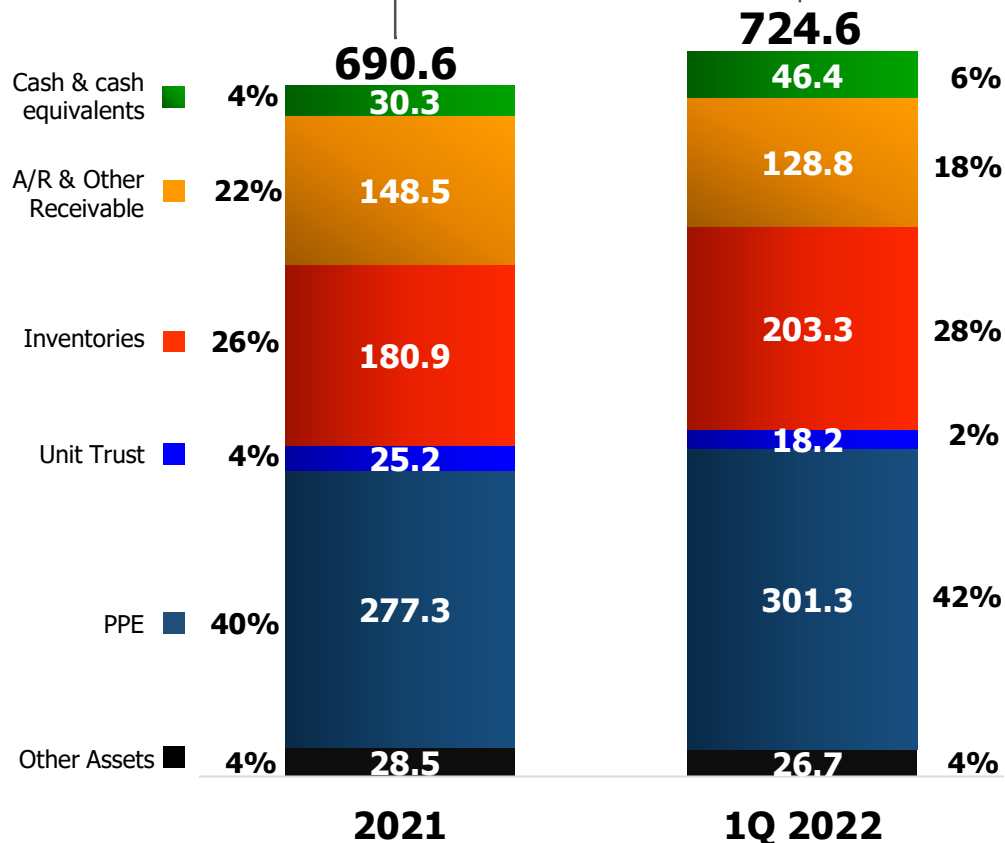
- Continuous improvement the cost-reduction process
- Monitor selling price to increase margin

Statement of Financial Position (As of 31 March 2022)

Total Assets

(Unit : Million Baht)

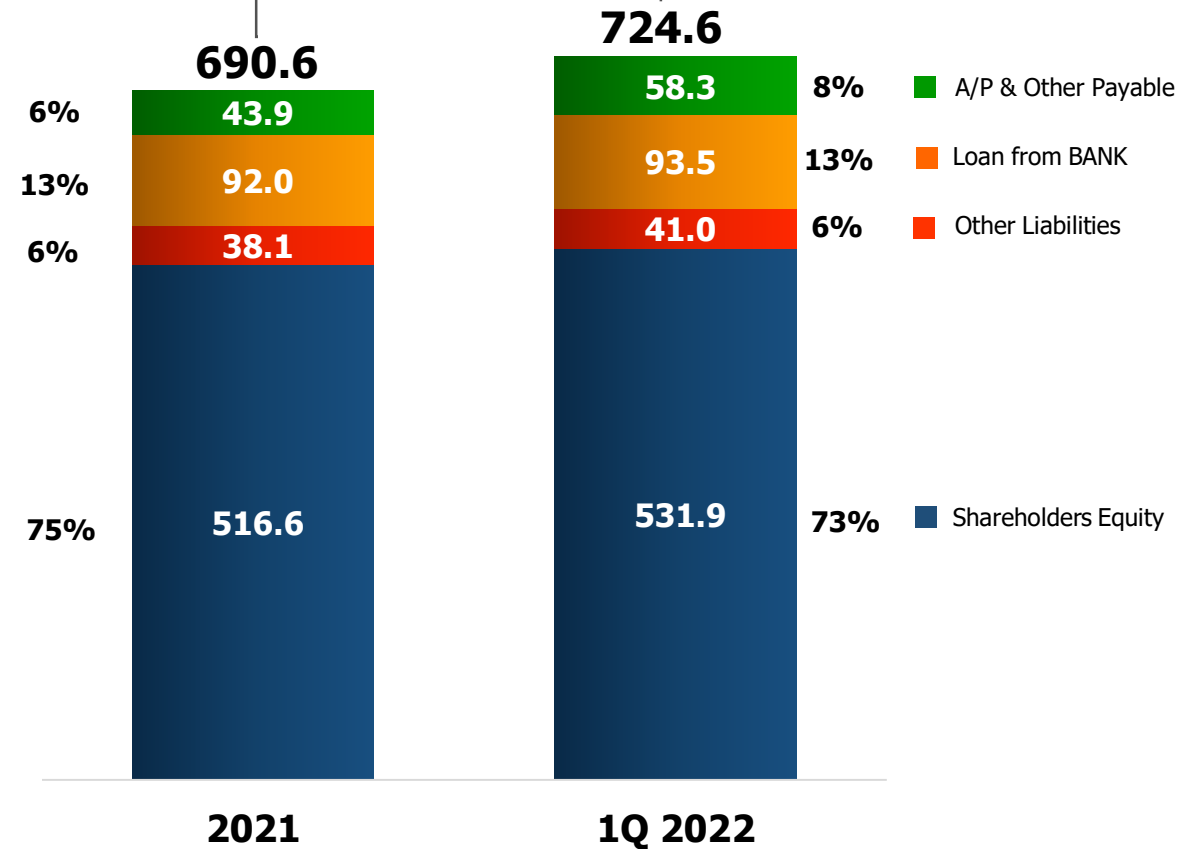
+4.9% YoY



Total Liabilities and Shareholders Equity

+4.9% YoY

(Unit : Million Baht)



Total Assets

Total assets: increased 34.0 MB or +4.9% YoY mainly due to:

1. CASH (+16.0 MB) : Gain from A/R collection.
2. INV. (+22.5 MB) : Sales volume increased.
3. PPE (+24.0 MB) : Construction of new head office.

Total Liabilities

Total liabilities: increased 18.7 MB or +10.7% YoY mainly due to:

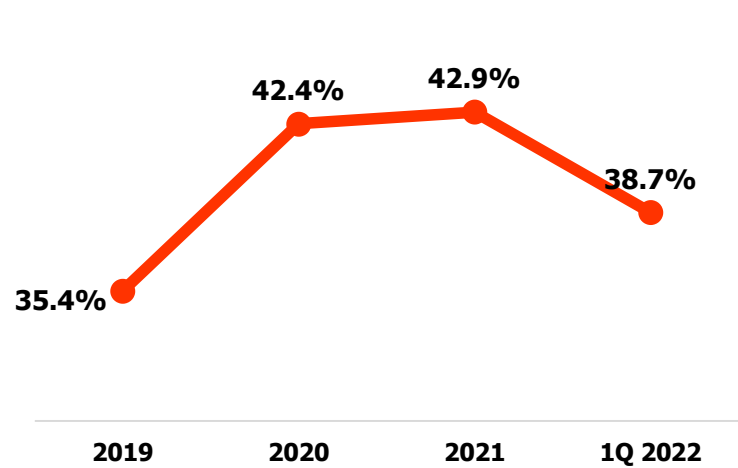
1. A/P (+14.3 MB) : Purchased of material.

Total Equity

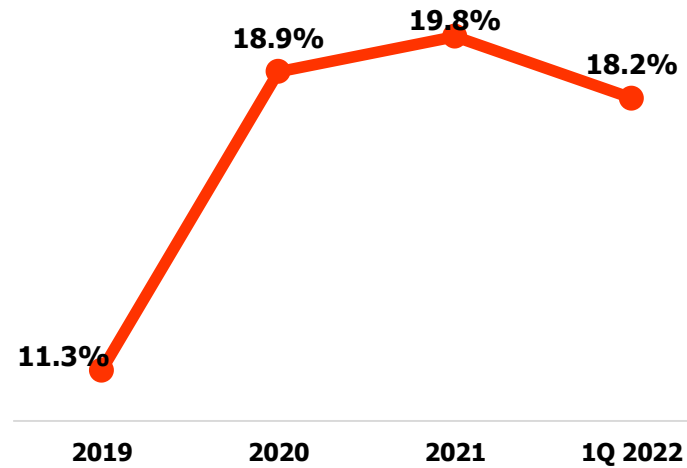
1. Shareholders Equity : +15.3 MB or +3.0%

Key Financial Ratios

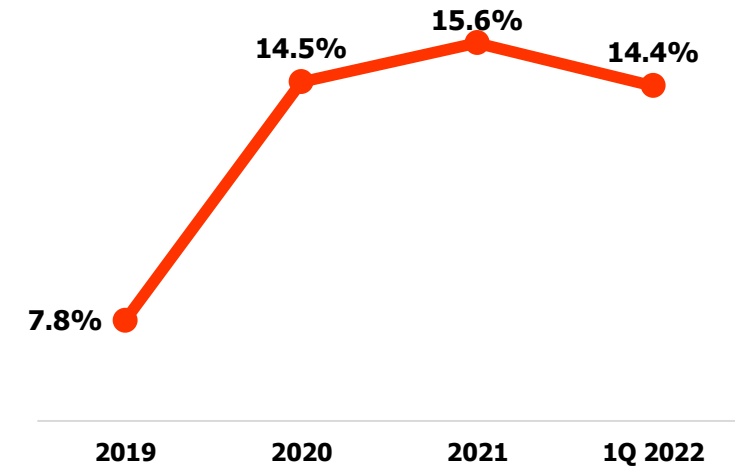
Gross Profit Margin



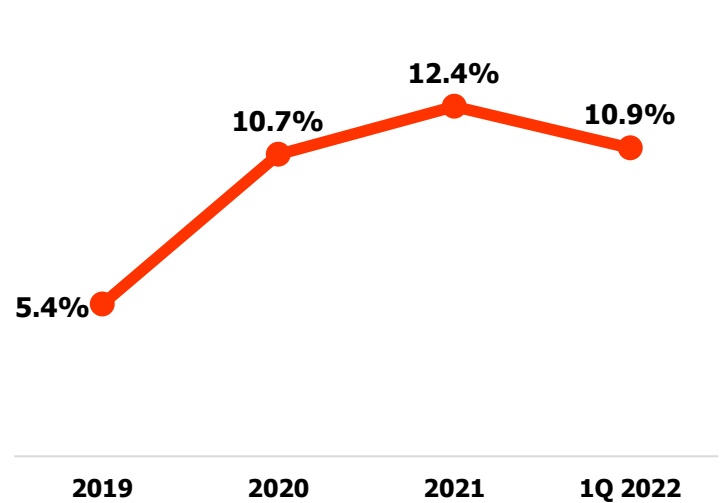
EBITDA Margin



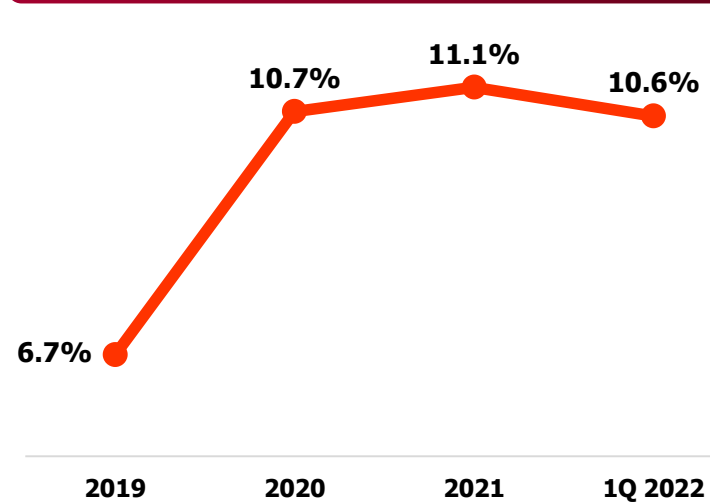
EBIT Margin



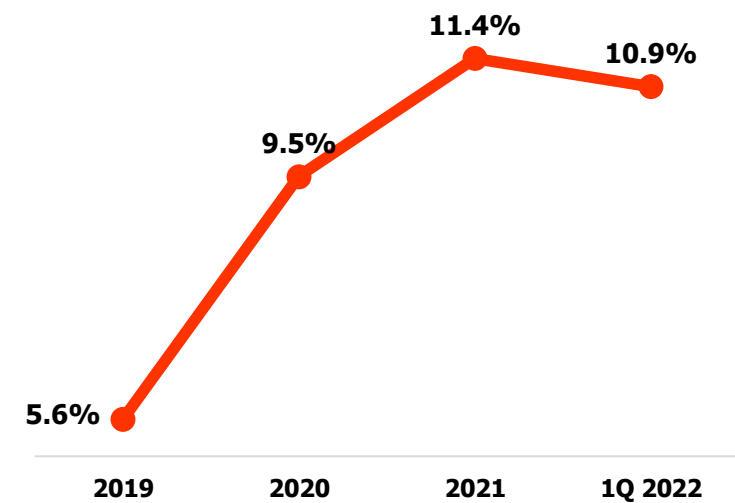
Net Profit Margin



ROA



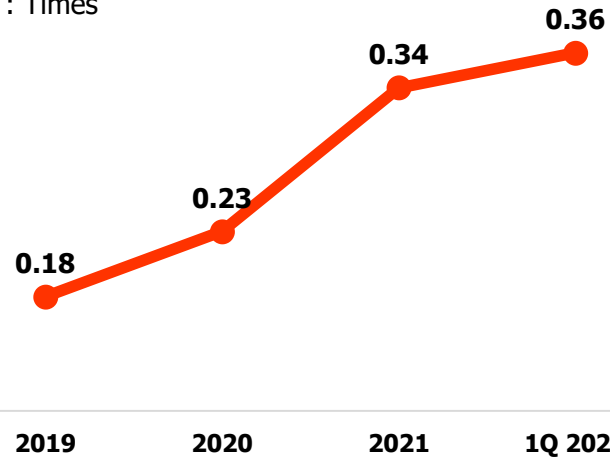
ROE



Financial Position

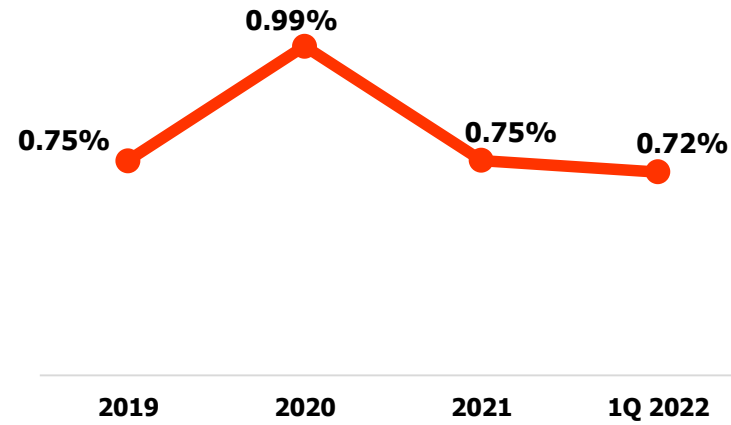
D/E Ratio

Unit : Times



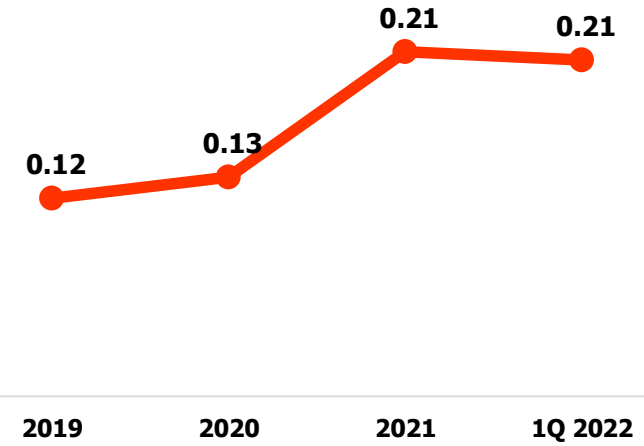
Finance Costs to Sales

Unit : Percent



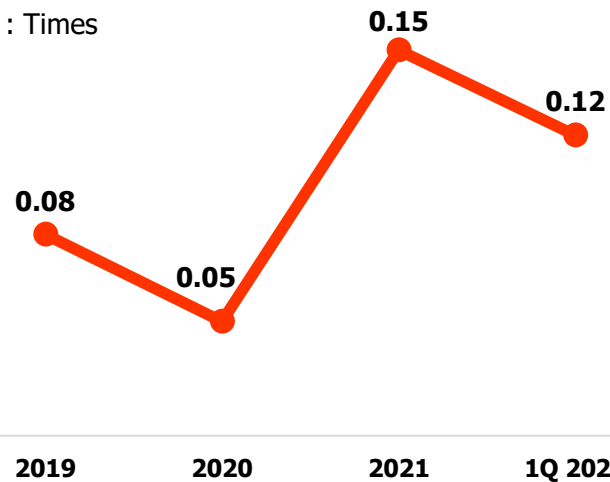
IBD to Equity

Unit : Times



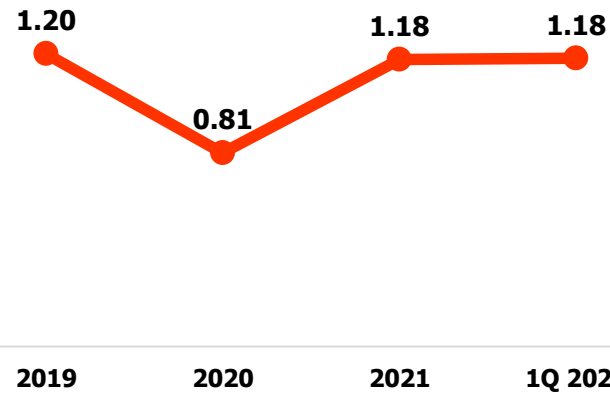
NIBD to Equity

Unit : Times



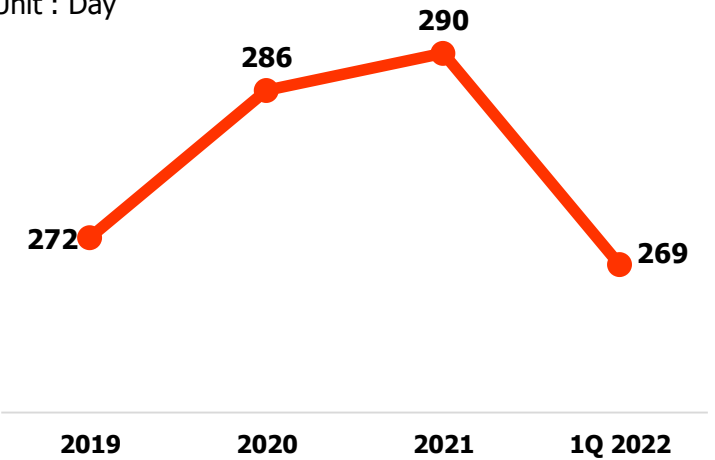
IBD to EBITDA

Unit : Times



Cash Cycle

Unit : Day



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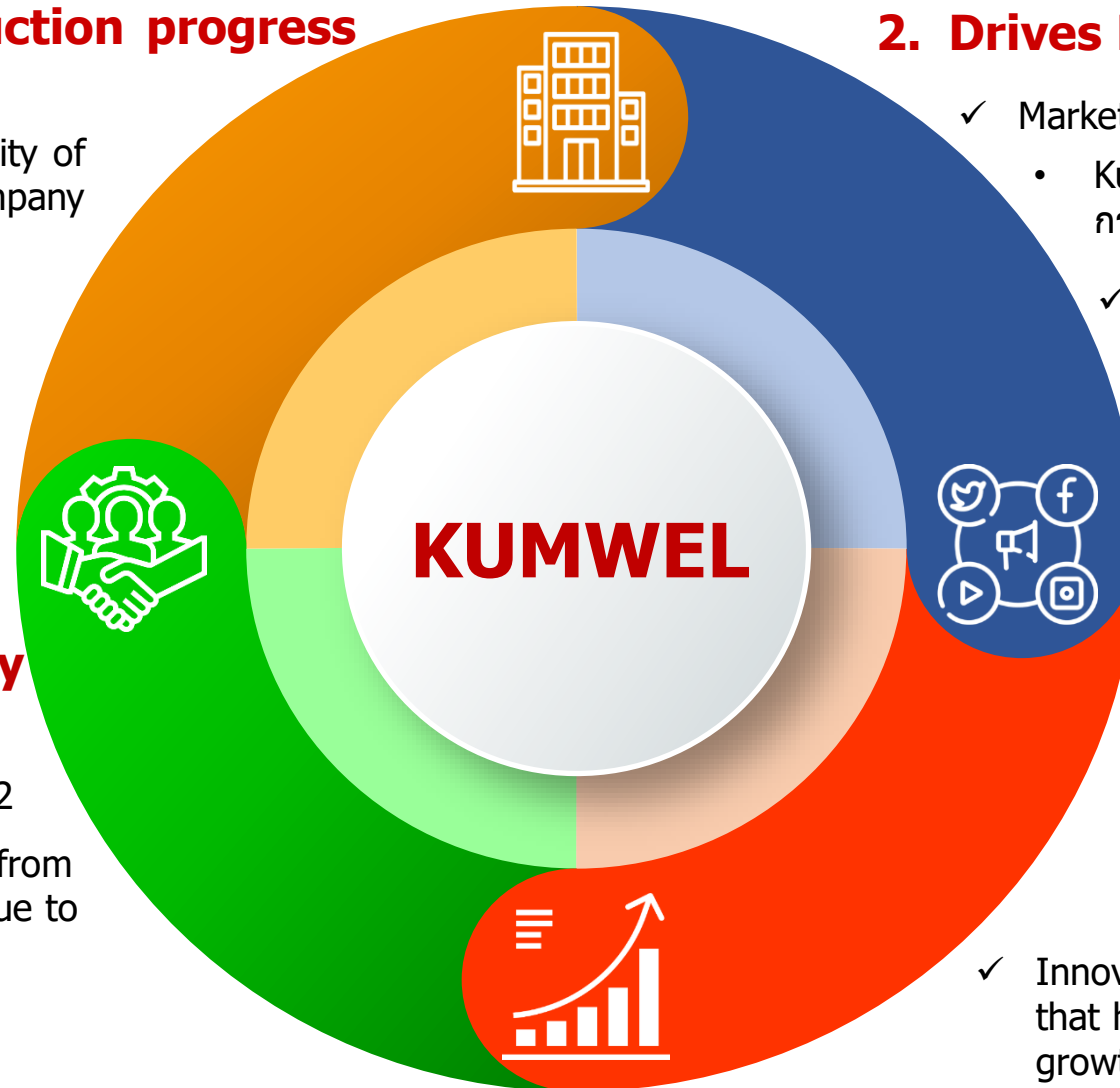
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1. New head office construction progress as planned

- ✓ End of year 2022, fully functionality of all operation and enhance company competitiveness.
- ✓ Implement technology to improve operation efficiency.
- ✓ High quality of laboratory and testing units to enhance product quality and innovation.

2. Drives Marketing Strategies

- ✓ Marketing Campaign & Promotion
 - Kumwell Special Talk – “Kumwell Lucky Day กราวนด์ดีมีโชค”
- ✓ Social Media Engagement
 - Online Seminar & Content Marketing To provide and share knowledge of Company’s products to public and private sector.

4. Solution revenue recovery

- ✓ Solution revenue portion will increase in the second half of 2022
 - Expects that solution demand from large-scale projects will continue to expand.

3. Build up long-term growth

- ✓ New Innovation likely to generate revenue – DTS that accepted by foreign customers (Indonesia)
- ✓ Innovation will be main source of revenue that helps support Company’s future growth.

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**For inquiries related to the Investor Relations,
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THANK YOU
