



3Q2023

OPPORTUNITY DAY

FORTH CORPORATION PUBLIC COMPANY LIMITED

30 Nov 2023



Agenda

I. Business Overview and Outlooks

II. Financial Performance

III. Q&A



About Us



Forth Corporation Public Company Limited is a well-established technology company specializing in research and development, electronics manufacturing and distribution, information and communication technology, and financial services. Delivering quality through automation under the good corporate governance with social and environmental responsibility for creating sustainable business growth.

Our Key Milestones

The Company was converted to a Public Company limited, being listed on "SET" under the stock name "FORTH"

Spun off Forth Smart Service Company Limited to be listed on "mai" under the stock name "FSMART"

Established Forth EMS Company Limited a subsidiary company, to conduct a business of electronic manufacturing services for local and global markets.

Forth EMS Company Limited was converted to a Public Company Limited.



1989

2006

2008

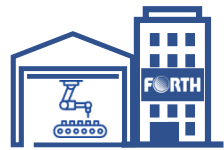
2014

2015

2019

2021

2023



The Company was founded, to operate the business of PABX Products under namely "FORTH" and manufacturing services for PCB Assembly (PCBA) and electronic equipment.

Established Forth Smart Service Company Limited, a subsidiary company, to conduct a business of "Boonterm" Top-up kiosk.

Established Forth Vending Company Limited, a subsidiary company, to conduct a business of Selling beverages and products through vending machines.

Forth Vending Company Limited begins to sell brewed fresh drinks through "TAO BIN" robotic barista.

Our Product Milestones

- FORTH WDM access switch
- BOONTERM Kiosk



2008-2011

- BOONTERM 10" touchscreen
- Vending machine



2013-2014

- EV Charger
- Electronic Monitoring Device
- BOONTERM (new version)



2017-2021

1989-2007



- Analog & Digital PBX
- Circuit Board and Electronics Devices
- LED Traffic light & System
- Implement DLC to TOT

2011-2012



- Smart IP phone
- Speaker
- WIFI
- LED streetlight

2015-2016



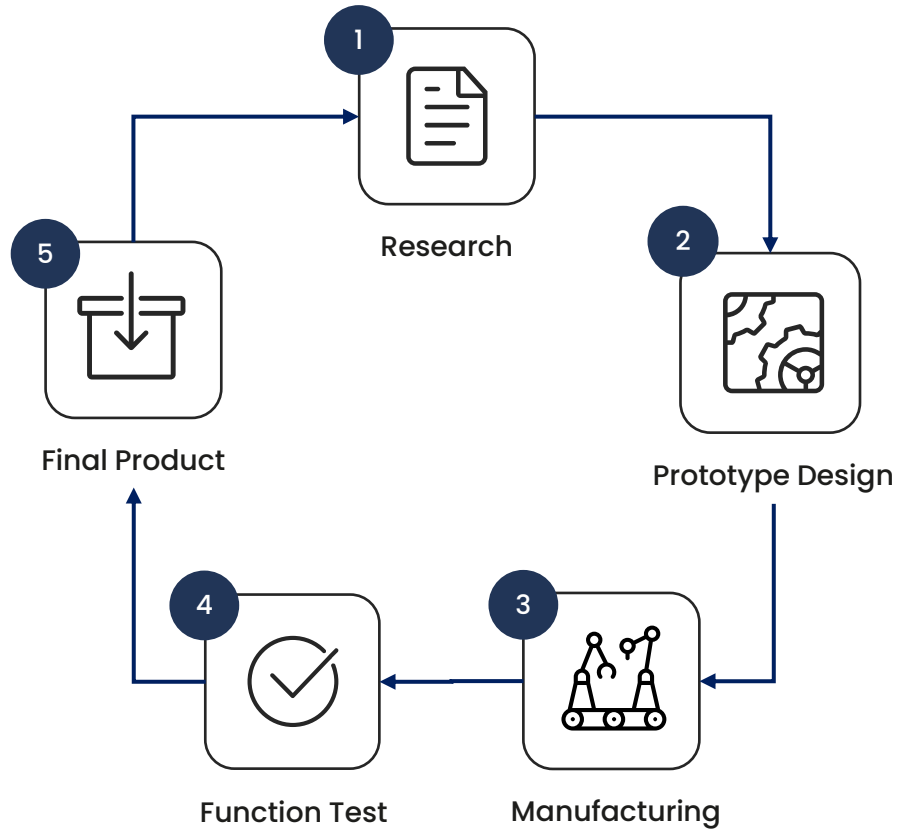
- Online gasoline vending machine
- passive optical network
- Electronic Monitoring device (EM-V.1)

2021 – 2023 >>



- TAO BIN Robotic Barista
- GINKA EV

Our Research & Development



Research & Development Team

R&D department provide wide range of telecom, electronics and product design from initial research, viability study, prototypes and final product.



FORTH's 3 Business Groups



1 EMS Business Group

Manufacturing service under trademark of FORTH and customer brands as well as trading of electronic parts and devices



2 Enterprise Solutions Business Group

Project contracting, procurement, and system installation for government and private sectors



3 Smart Services Business Group

Comprehensive financial transaction service and service vending machines for goods and beverages

FORTH's 3 Business Groups (continue)

Enterprise Solutions Business

- ICT, Telecommunication Solution Services
- Procurement Project
- System Integration Services



FORTH

EMS Business

- PCBA and Box Build Manufacturing Services
- Electronics components distributor (Trading)



Smart Services Business

- Smart Service through online machines
- Smart Vending Machine for Food and Beverage



FORTH's Business Groups

EMS Business Group



1 EMS BUSINESS GROUP

2 ENTERPRISE SOLUTIONS BUSINESS GROUP

3 SMART SERVICES BUSINESS GROUP

Electronic Components Distribution

Supplying products with good quality from world class manufacturers together with after-sell service support.



Electronic Manufacturing Services

Conducting Electronic Manufacturing Services business, regarding PCBA and box-build assembly with various types.



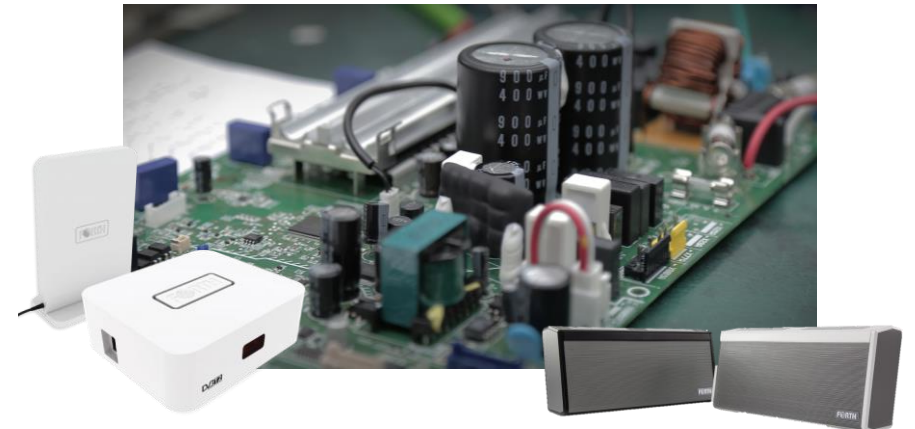
Design and Development



New Product Introduction



Manufacturing



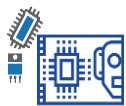
EMS Business Group

Electronic Components Distribution

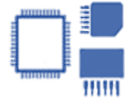
Trading electronic parts and devices as well as being a One-Stop Service for customers.



It's trusted by world class manufacturers as their authorized distributor, dealer and reseller in Thailand



Electric Component/
Board and Module



Connectors & Sockets/
Semiconductors



Power/ Circuit Protection/
Passive Components



Tools and
Equipment



Payment/
Display



Industrial
Automation

EMS Business Group

Electronic Manufacturing Services

WORLD OF MANUFACTURING TECHNOLOGY
FOR INNOVATIVE SOCIETY



Factory 1



Factory 2



TAO BIN Manufacturing

○ Turnkey manufacturing Services

The manufacturer will handle the whole process including assembly, manufacturing, testing, ordering the components and final shipment.

○ Consignment Manufacturing Services

The manufacturer receives the parts and components required for the circuit boards. The manufacturer handles the assembly.

EMS Business Group

Electronic Manufacturing Services

<Factory 1>



EMS Business Group

Electronic Manufacturing Services :

<Factory 2 and TAOBIN Manufacturing & Distribution Center (TMC-1 & 2)>

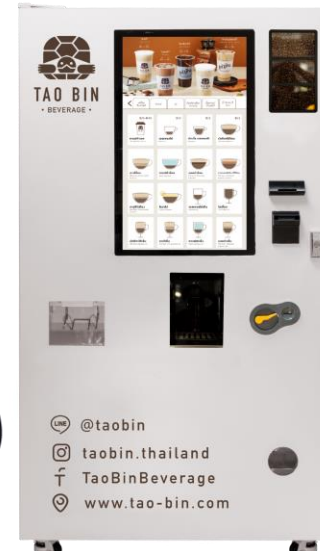
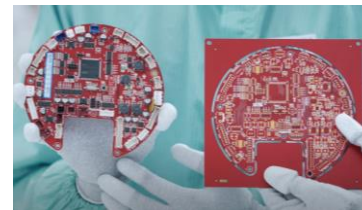
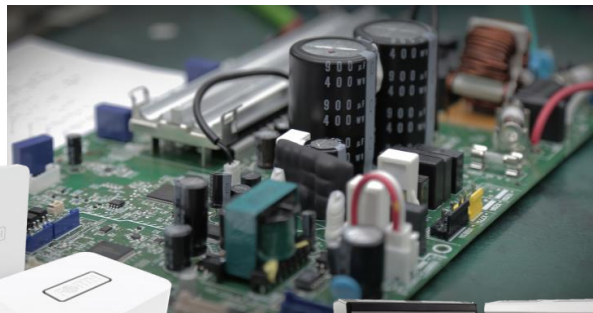


PIONEER

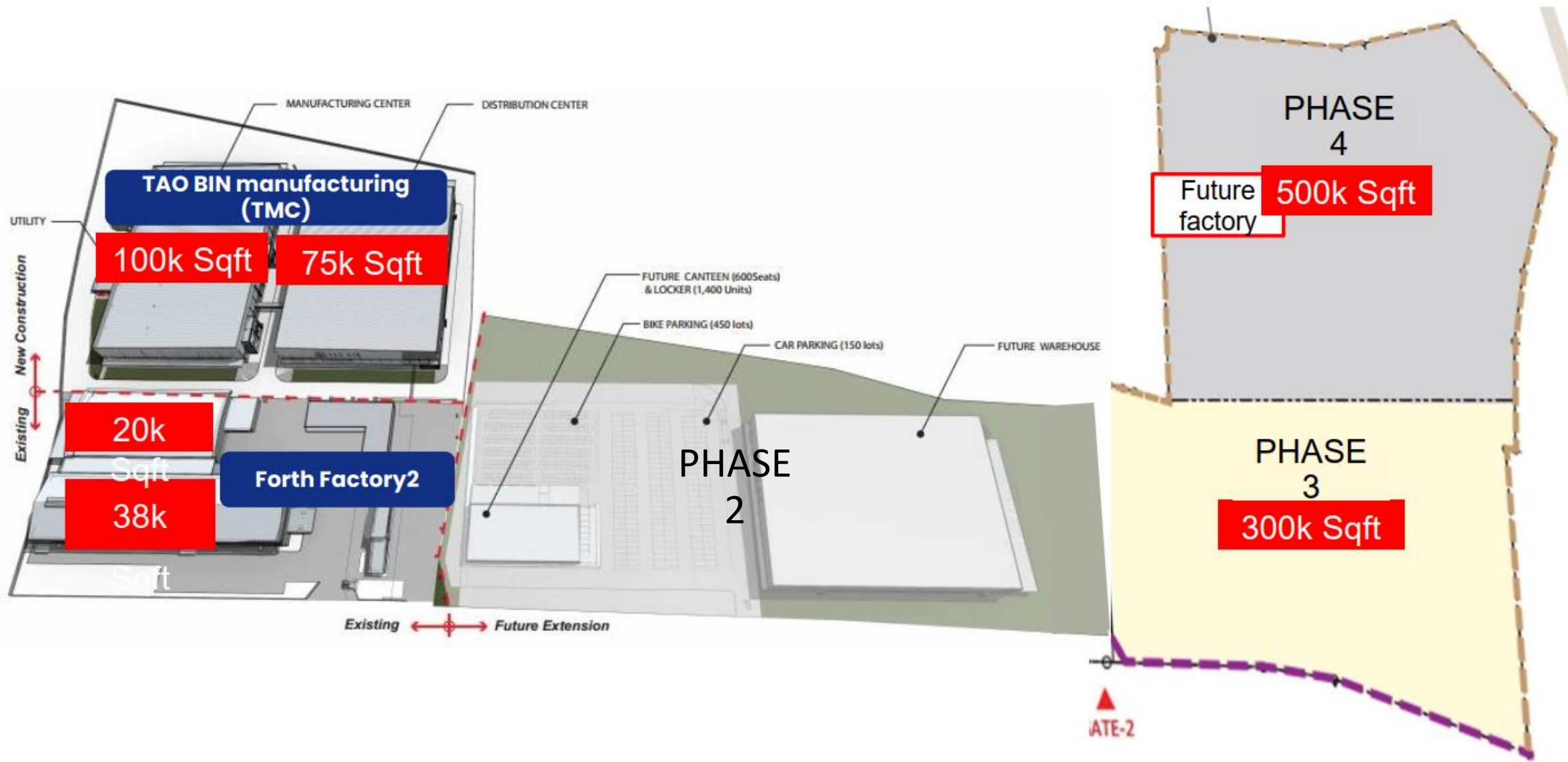
HIGH CAPABILITY AND RELIABILITY ADAPTIVE TECHNOLOGY ADVANCE MACHINES AND TEST EQUIPMENT

PCBA and Box-Build

- Automotive device
- Telecommunication device
- Medical device
- EV Charger device
- IoT device
- Smart Vending Machine
- Consumer products
- Others

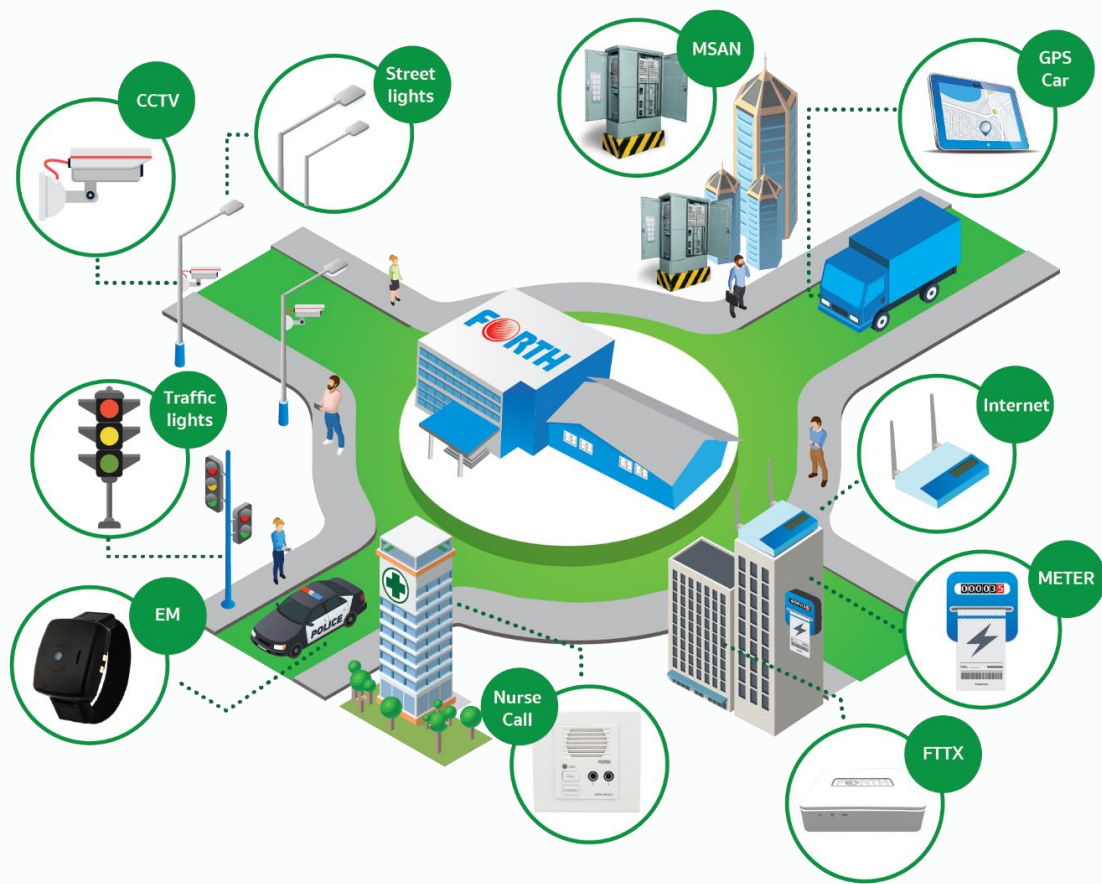


@taobin
taobin.thailand
TaoBinBeverage
www.tao-bin.com



FORTH's Business Groups

Enterprise Solutions Business Group



Providing Telecommunication Solution Services and Electronic equipment.

- 1** EMS BUSINESS GROUP
- 2** ENTERPRISE SOLUTIONS BUSINESS GROUP
- 3** SMART SERVICES BUSINESS GROUP

Project contracting, procurement, and system installation for government, state enterprises and private sectors

EM (Electronic Monitoring)
เครื่องติดตามอิเล็กทรอนิกส์

GPS Tracking
ระบบติดตามยานพาหนะ

Electronic Meter
มิเตอร์ระบบอิเล็กทรอนิกส์

Nurse Call System
ระบบเรียกพยาบาล

LED Lighting
หลอดไฟ LED

Traffic Light System and Automatic traffic controller
ระบบสัญญาณไฟจราจร และระบบควบคุมการจราจร

MSAN (Multi Service Access Network)
อุปกรณ์ชุมสาย MSAN

Other procurements

Enterprise Solutions Business Group

Electronic Devices and System Integration



EM (Electronic Monitoring)



Traffic Light System and Automatic traffic controller



LED Lighting



IP PBX (Private Branch Exchange) and Related Devices



Digital Electricity Meter



GPS Tracking



Nurse Call System



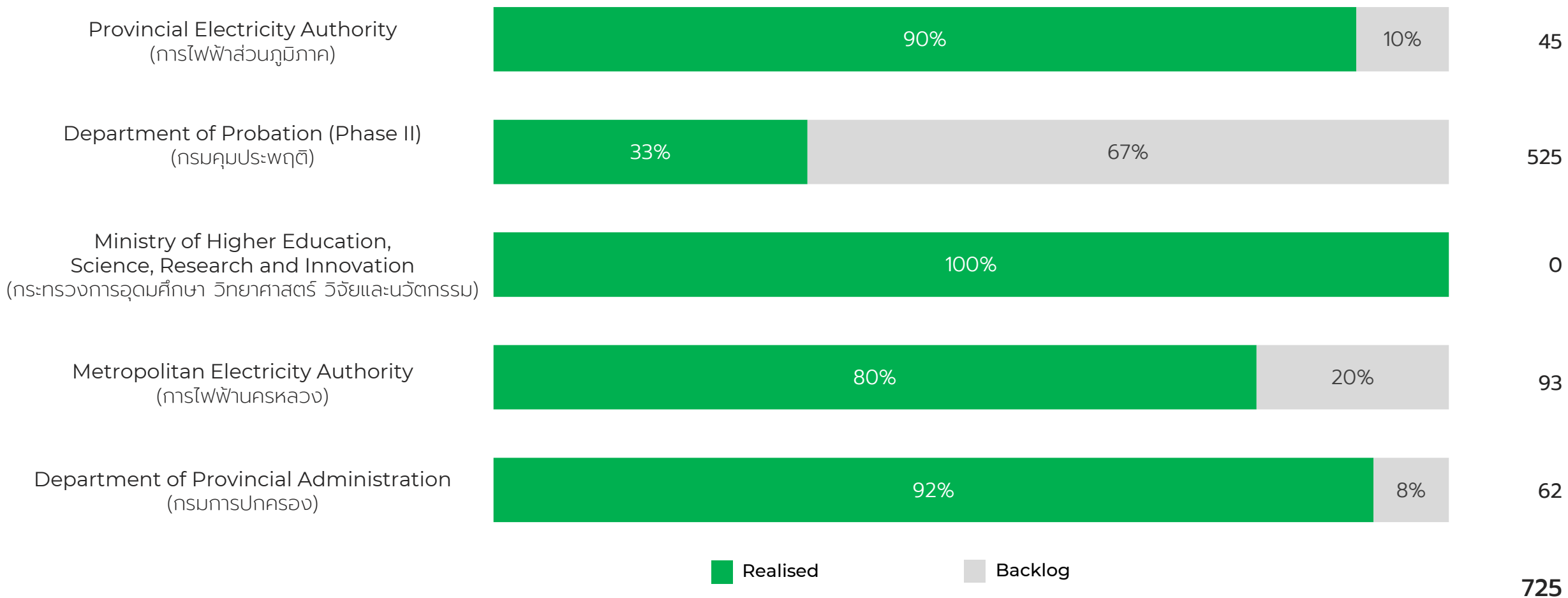
MSAN
(Multi Service Access Network)

Backlog Projects

Unit: Million Baht

Institute

Backlog Value



Procurement Projects Plan in 2024 -2025

Institute	Project	Value (MB)
Electricity Authority (หน่วยงานการไฟฟ้า)	10	4,856
Ministry of Higher Education, and Ministry of Interior (หน่วยงานสังกัดกระทรวงมหาดไทยและกระทรวงอุดมศึกษา)	6	2,775
Ministry of Transport (หน่วยงานสังกัดกระทรวงคมนาคม)	1	900
Ministry of Justice (หน่วยงานสังกัดกระทรวงยุติธรรม)	7	1,297
Ministry of Natural Resource and Environment (หน่วยงานสังกัดกระทรวงทรัพยากรธรรมชาติและสิ่งแวดล้อม)	4	2,700
Total	26	12,528

Note: Expected to be auctioned for 60-70 percent of the total project value.

Enterprise Solutions Business Group

AIRCRAFTS and MRO Services



Aircraft Distribution

Honda Jet : Authorized Distributor
in Thailand

Aircraft Distribution

KODIAK : Authorized Distributor
in Thailand



FORTH MRO Service

Maintenance Repair and Operations Service

- MROs is a maintenance service center for commercial aircraft
- Locate at Don Muang International Airport

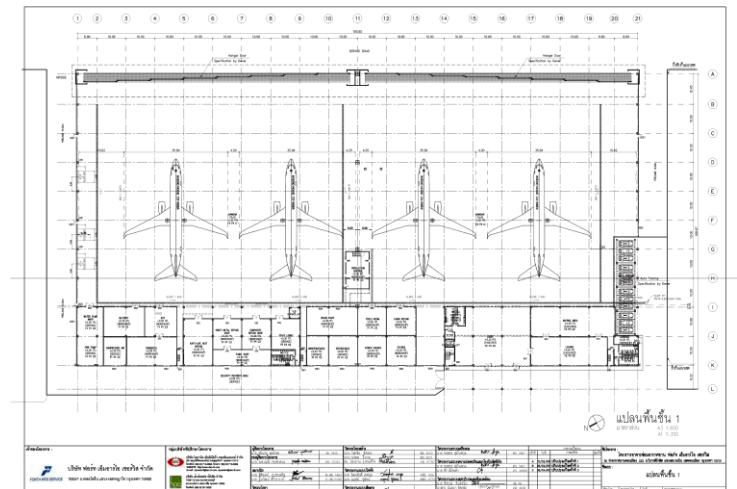


FORTH MRO Service

Maintenance Repair and Operations Service



A one-stop aircraft repair and operation service center that offers scheduled maintenance, flight hour maintenance, and maintenance and repairing aircraft parts according to the manual of each aircraft model



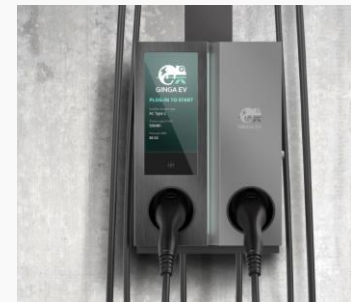
FORTH's Business Groups

Smart Services Business Group



- 1 EMS BUSINESS GROUP
- 2 ENTERPRISE SOLUTIONS BUSINESS GROUP
- 3 SMART SERVICES BUSINESS GROUP

Payment System and Financial Services as well as GINKA Charge Point providers (by **FSMART**)



A service of automation for Food and Beverage under trademark of TAO BIN (by **FVD**)



Note: **FSMART** is Forth Smart Service Public Company Limited

FVD is Forth Vending Company Limited

Smart Services Business Group

Financial Services and Food & Beverage Business

Payment System and Financial Services as well as EV Charge Point Providers

Providing financial transaction services through the “Boonterm” kiosk and counter cashier.

Top-up & Payment Services

- Mobile top-up,
- e-Wallet top-up,
- Game top-up
- Bill payment,
- Data Package, etc

All Financial Services

- Bank Account Opening
- Identity Verification (e-KYC)
- Deposit/Transfer Service
- Cash Withdrawal
- Money Lending
- Counter Cashier

EV Charger provider

- GINKA charge point



Smart Vending Machine for Goods, Food and Beverage

Selling fresh coffee and brewed drinks through “TAOBIN” Robotic Barista

- ✓ Customizable the Blend for over 100 menus
- ✓ Quality, Consistency and Convenience
- ✓ Sale Price per cup is between 10 - 65 Baht
- ✓ Support Cash and QR Code Payment
- ✓ Available 24 hours (24/7)
- ✓ Automatic Café with 35+ Petty Patent
- ✓ Software Security – IoT



FORTH's Business Groups

Smart Services Business Group

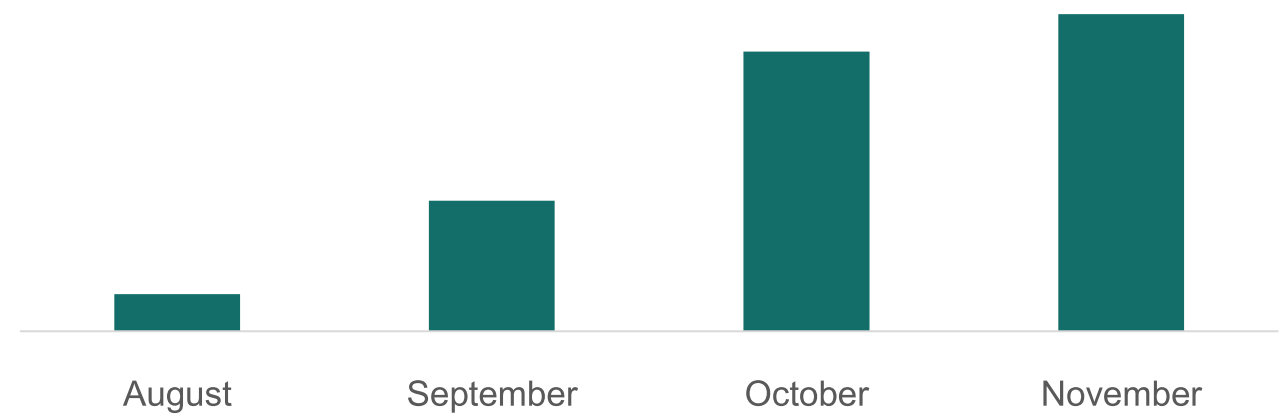
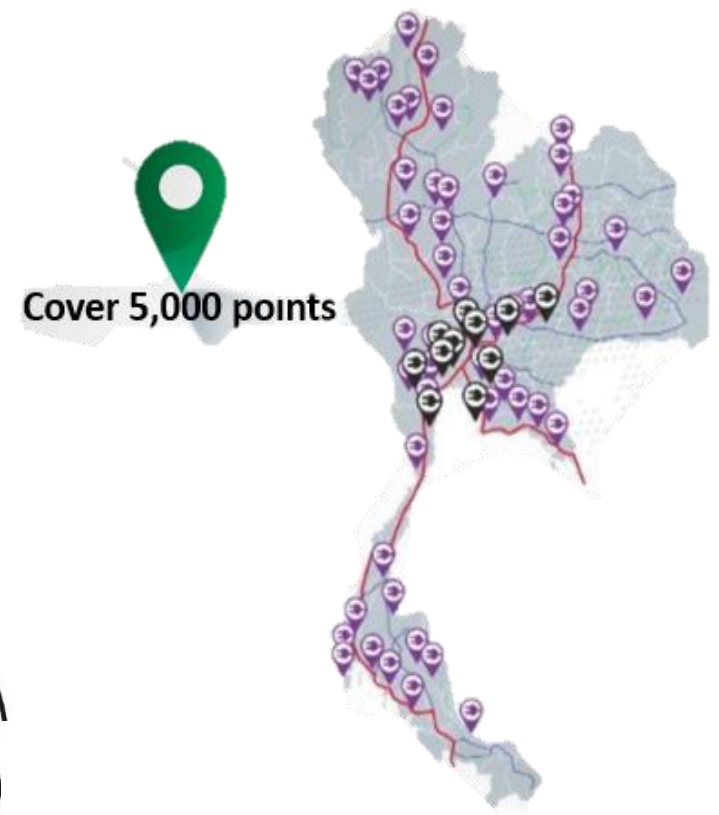


GINKA Charge Point with Different outstanding

- ❖ One EV Charger can serve two parking spaces.
- ❖ Enhanced efficiency with RFID system that will make it easier to use and safer.
- ❖ Easy to use with LCD touch screen.
- ❖ Enjoy the convenience of using the EV charger without the need to download any applications.
- ❖ Payment system via QR Code, E-Wallet and GINKA Credit.
- ❖ 24/7 customer support service.



GINKA has started to operate in 3Q2023



- ❖ Department Store
- ❖ Condominium
- ❖ Hospital
- ❖ Golf Club



FORTH's Business Groups

Smart Services Business Group

"TAO BIN with 35+ Petty Patents

is a contemporary, healthy and highly convenient Beverage machine, providing its customers with the high quality and consistent taste of Thailand's popular drink under a friendly atmosphere."



We serve premium coffee.



Hot, iced, smoothie - you name it!



We are open 24/7



Easy to use with a well-designed interface on a large touch screen



Multiple payment methods available for your convenience



Our call center never rests, We're always here for you.

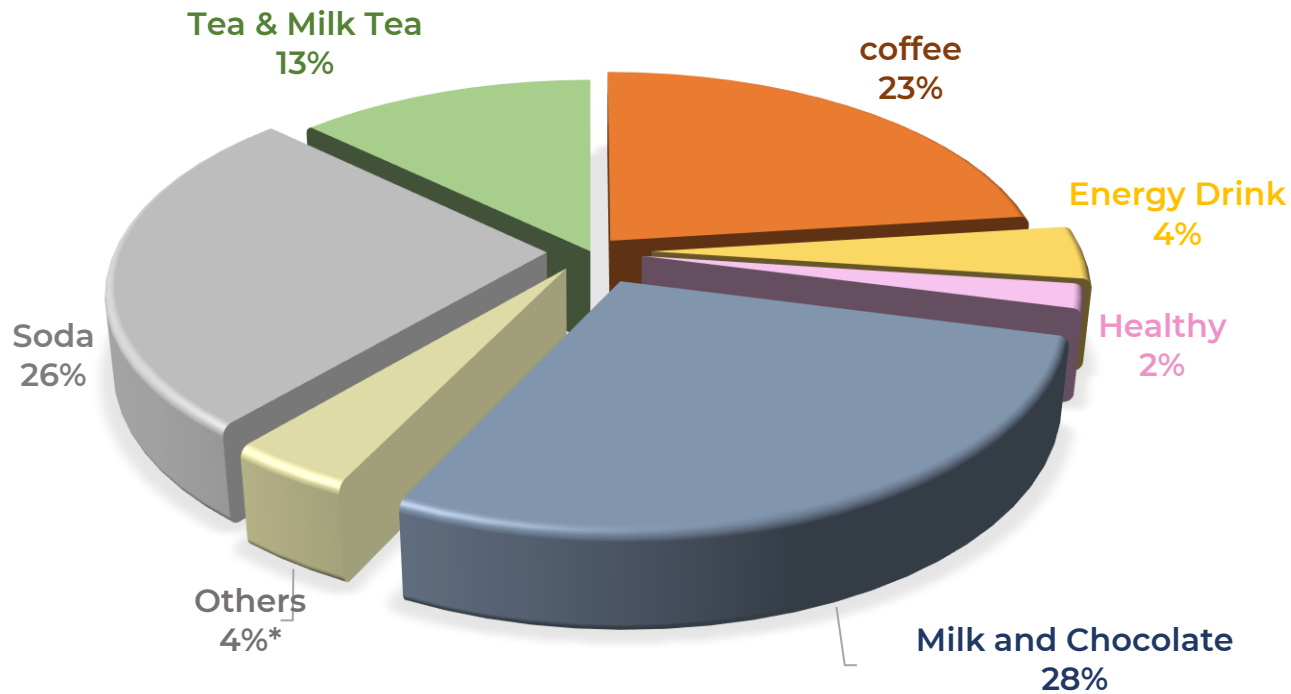


"TAO BIN" Robotic Barista

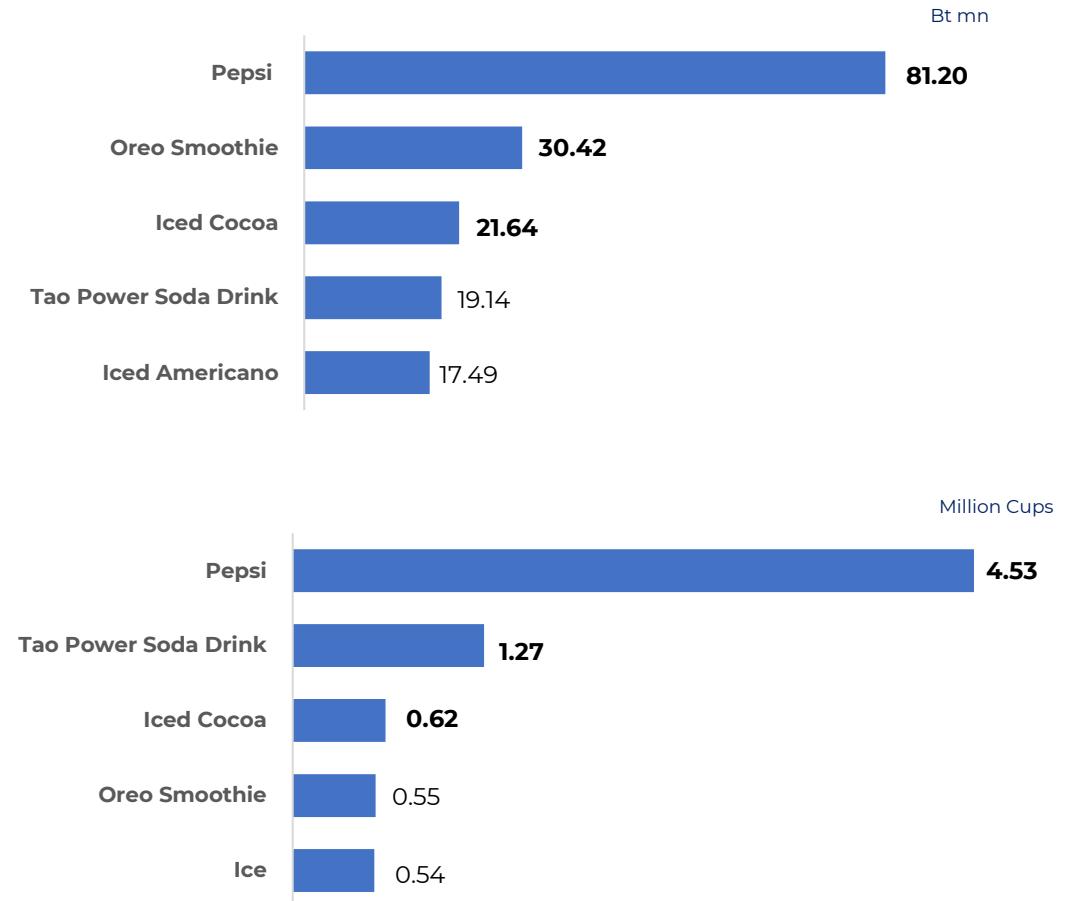


TAO BIN Able to Serve All Types of Non-alcohol Beverages

3Q2023
% Revenue by Segment Contribution

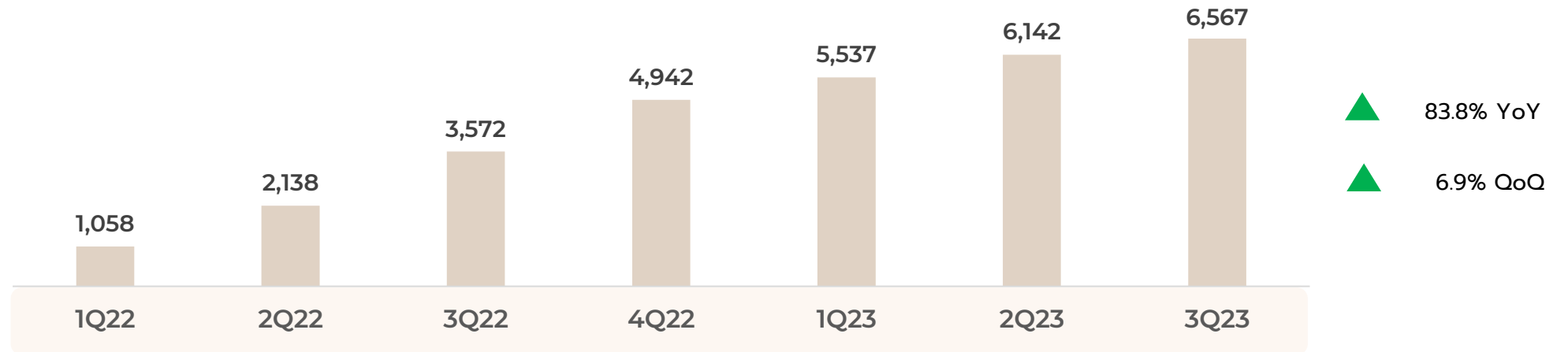
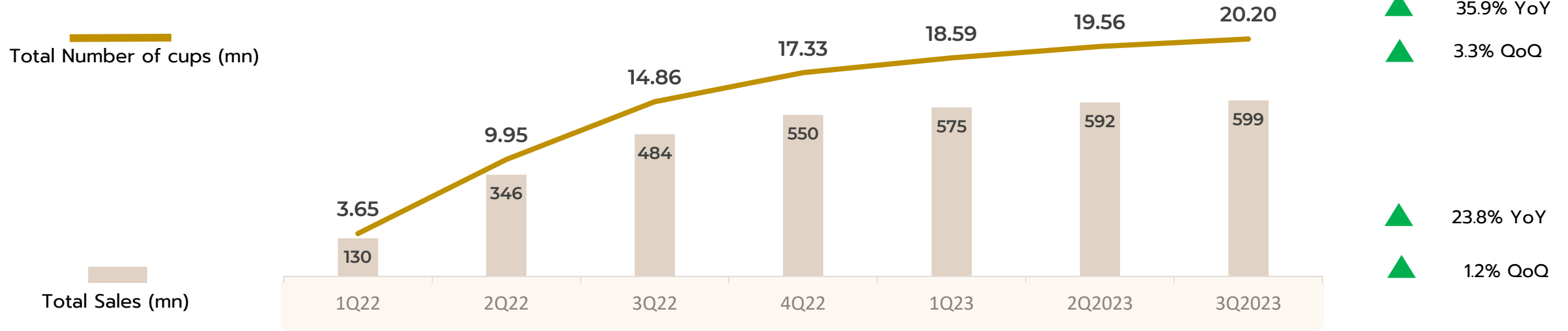


3Q2023
Top 5 Sales & cups of Tao Bin Menus



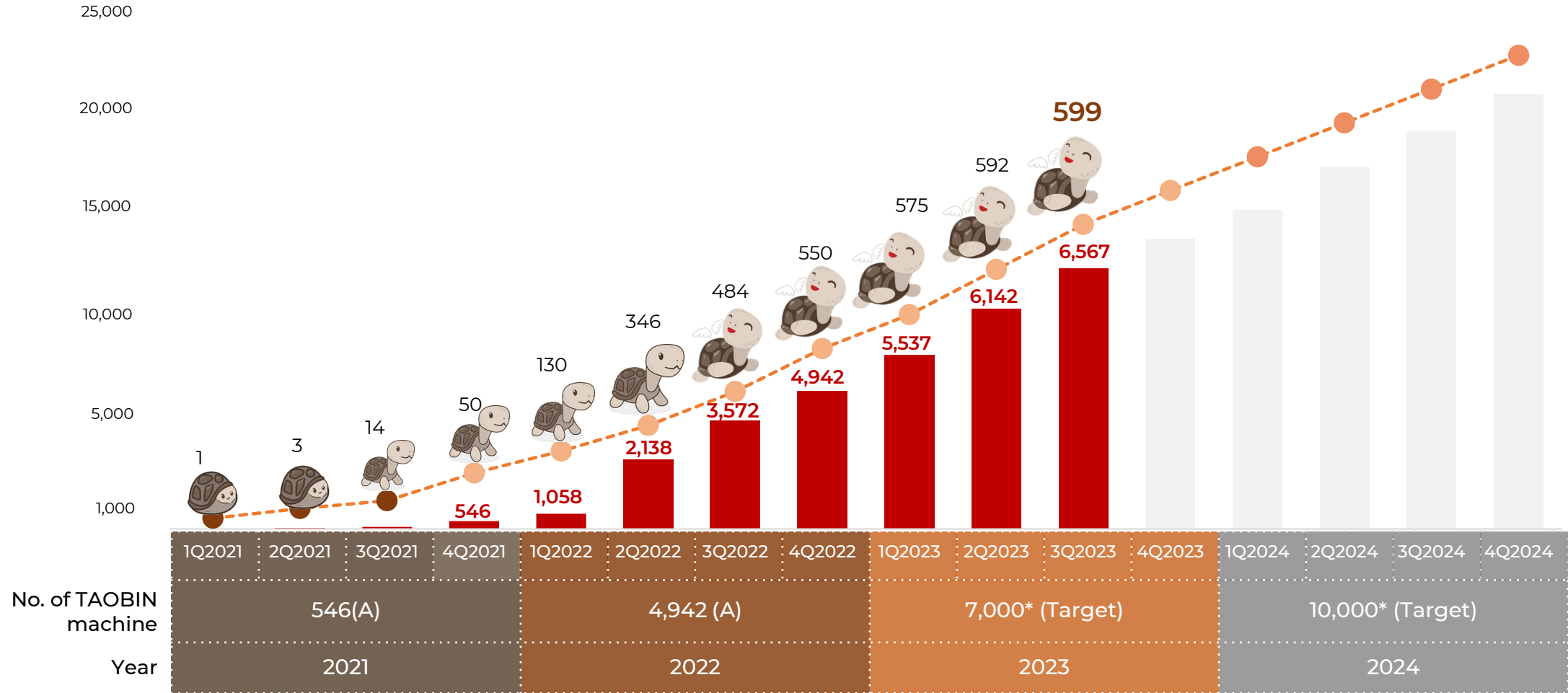
Remark: * Including drinking water, ice, fruity and whey protein

Sales of Drinks continued to grow



TAO BIN's Performance and Expansion Plan

No. of machine



* Revised the number

■ No. of Machine -○- Sales (MB)

TAO BIN in Malaysia



TAO BIN in Australia



ตอนนี้มีแต่คนแชร์ตุ๋นน้อยใน cbd เมลเบิร์น



3:55 PM



คนต่อคิวเยอะนี้



เป็นเล่นไป



TAO BIN Counter

(coming soon)

TAOBIN CAFE

ชั้น G

เดอะมอลล์ไลฟ์สไตล์
บางกะปิ



TAOBIN CAFE

Floor G
เดอะมอลล์ไลฟ์สไตล์
บางกะปิ



COMING SOON



TAOBIN CAFE

Floor G
เดอะมอลล์ไลฟ์สไตล์
บางกะปิ



COMING SOON

Agenda

I. Business Overview and Outlooks

II. Financial Performance

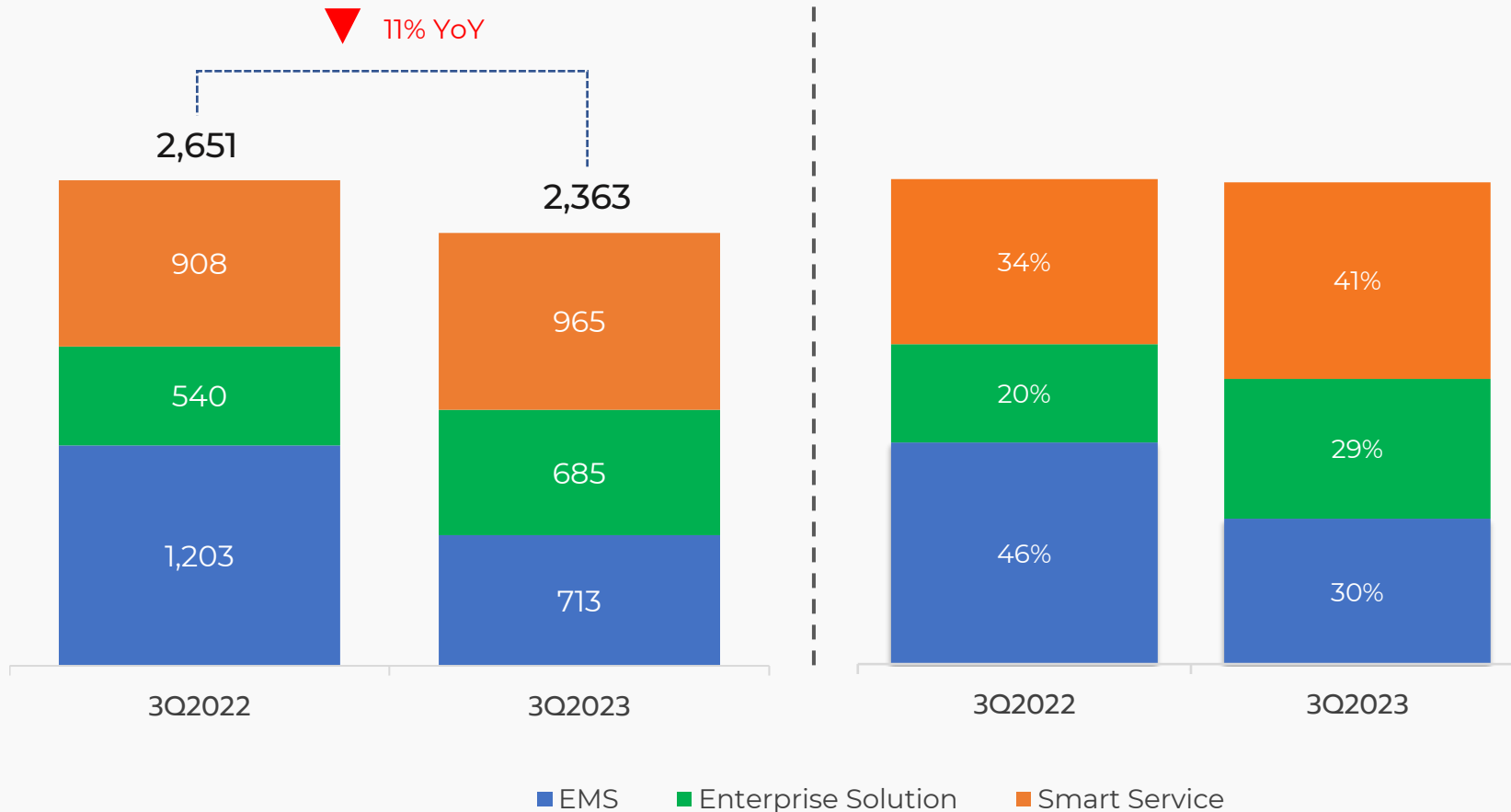
III. Q&A

Financial Performance

Unit: Million Baht

Core Revenue

Core Revenue Contribution



Overall Operating Performance of FORTH

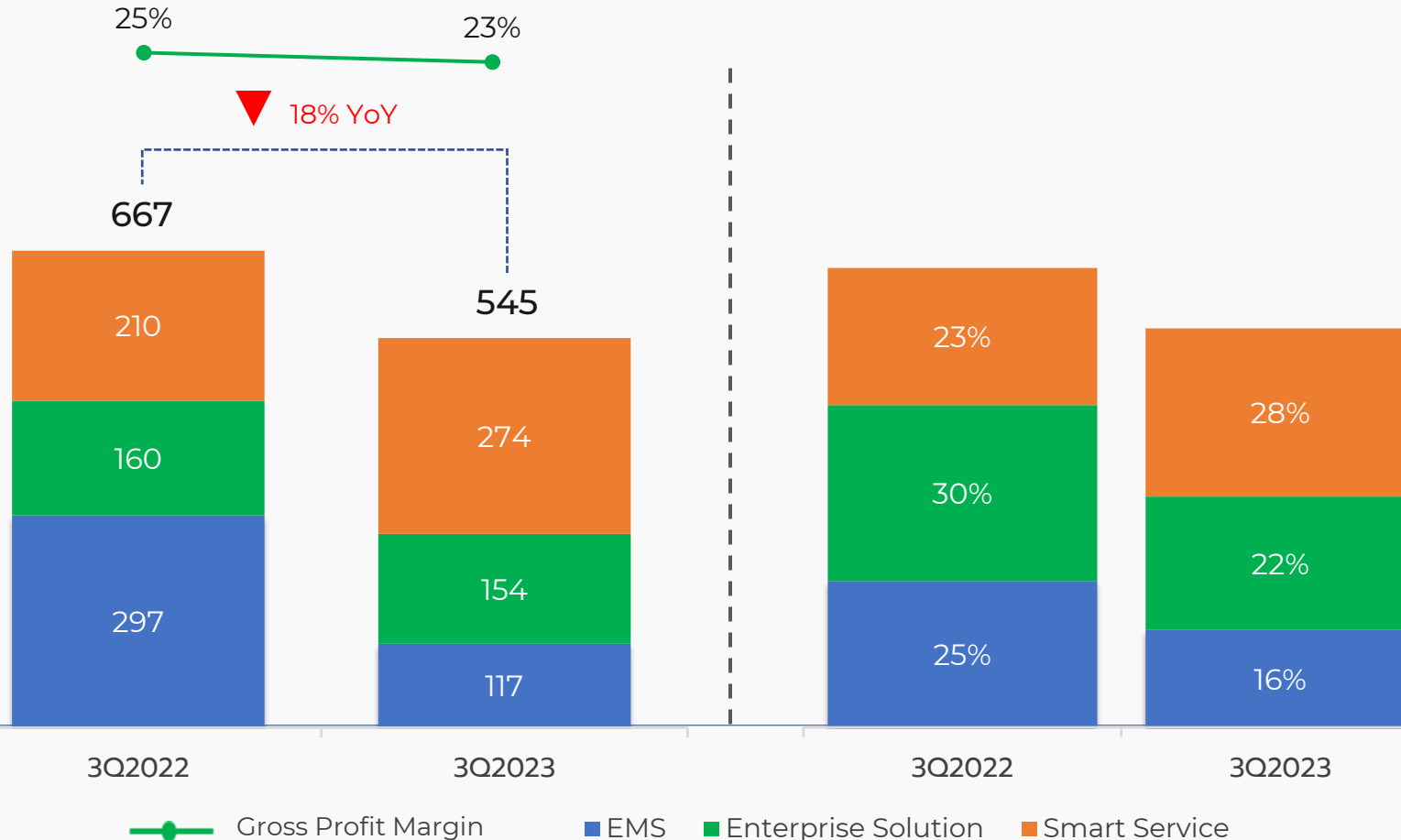
3Q2023 Core Revenue decreasing 11% YoY, mainly due to the decrease of revenue from the EMS business.

Financial Performance

Unit: Million Baht

Gross Profit & Gross Profit Margin

Gross Profit Margin by Business Group



EMS Business Group

3Q2023 gross profit margin decreased from 25% to 16% due to the decrease in sales of the electronic manufacturing services while some production expenses remained constant.

Enterprise Solutions Business Group

3Q2023 gross profit margin decreased from 30% to 22% due to the lower gross profit margin of the projects in 3Q2023 than in 3Q2022.

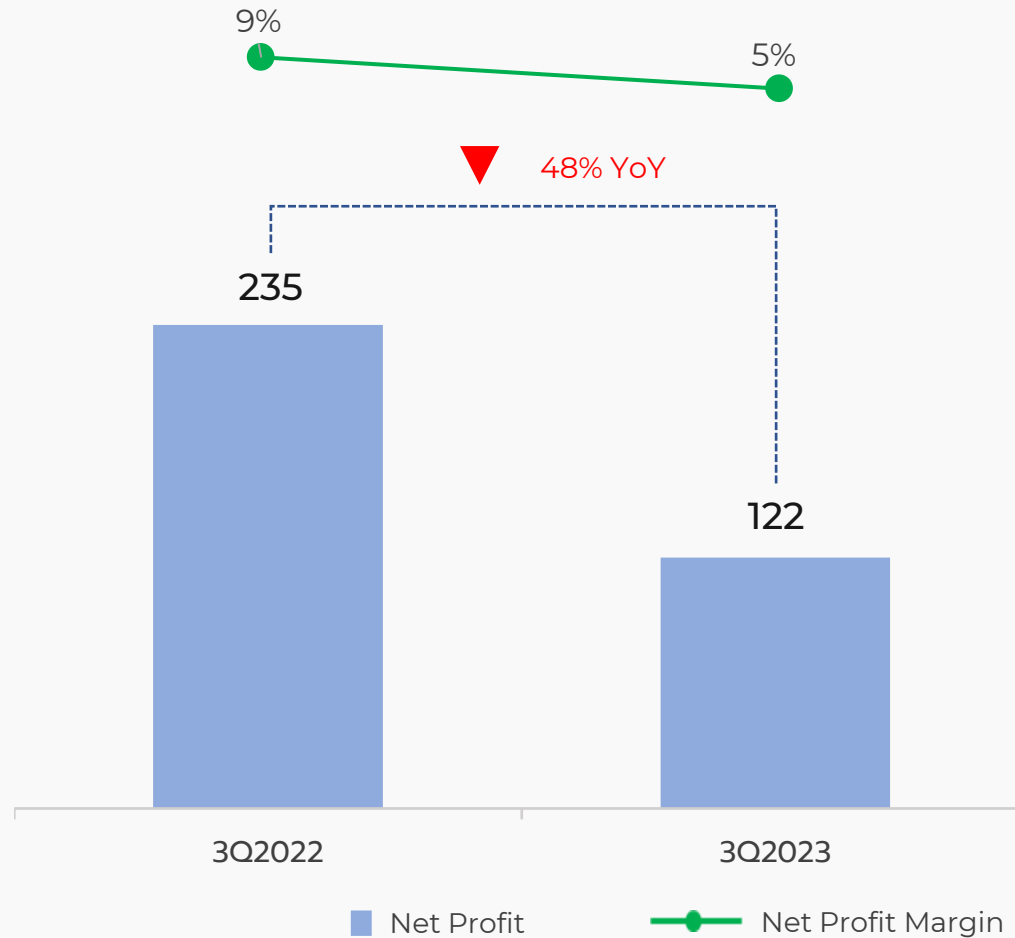
Smart services business group

3Q2023 gross profit margin increased from 23% to 28% due to an increase in TAOBIN's revenue while a decrease in depreciation of the Boonterm top-up machine.

Financial Performance

Unit: Million Baht

Net Profit & Net Profit Margin



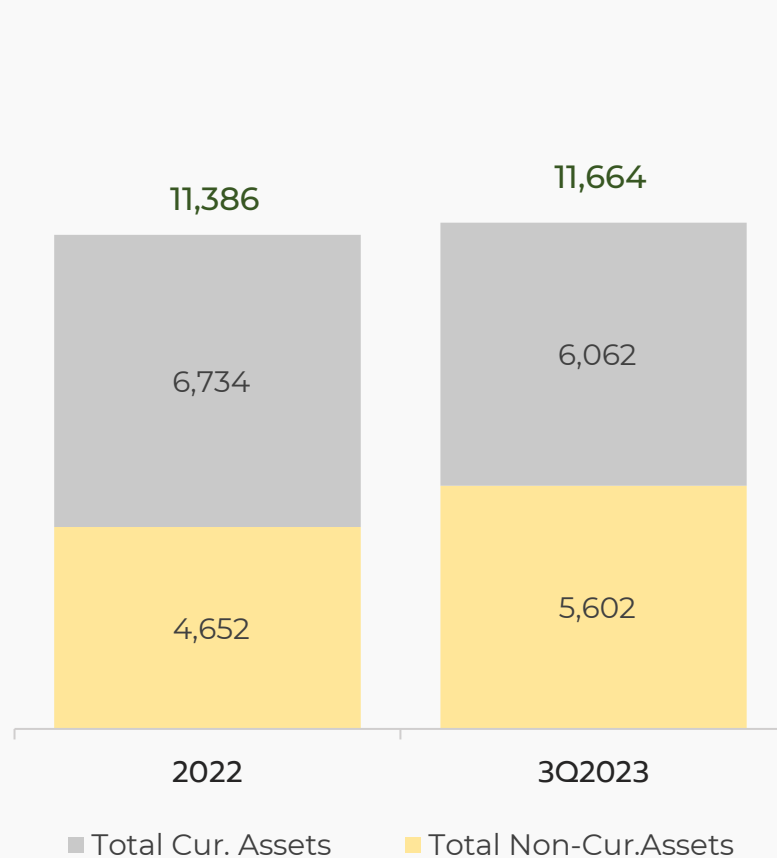
Net Profit

3Q/2023 Net profit, decreasing 48% YoY, this was mainly due to the decrease in gross profit from the EMS Business Group.

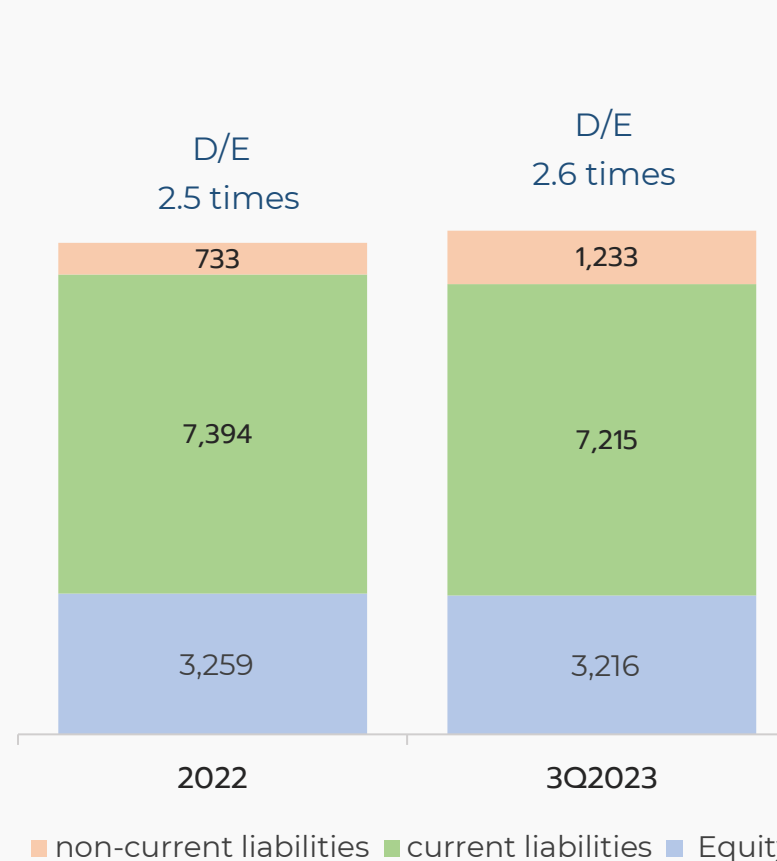
Financial Performance

Unit: Million Baht

Total Assets



Capital Structure



Total Assets

Total assets, increasing 2% when compared to the total assets of 31 Dec 2022, from an increase in the number of TAOBIN vending machines and 2 new factories.

Total Liabilities

Total liabilities, increasing 4% when compared to the total liabilities of 31 Dec 2022, from an increase in long-term loans for the acquisition of TAOBIN vending machines and the construction of new factories.

Shareholders' equity

Shareholders' equity, decreasing 1% when compared to the Shareholders' equity of 31 Dec 2022, from dividend payment to the Company's shareholders and non-controlling shareholders of the subsidiaries.

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Investor Relations

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