

Management Discussion and Analysis of TMH Telecom Public Company Limited
for the Year ended 31st March,2026

The following Management Discussion and Analysis (“MD&A”) is based on the financial Statements of TMH Telecom Public Company Limited for the year ended on 31st March 2026, FY 2025-26 and should be read in conjunction with those Financial Statements.

All currency amounts in the MD&A are expressed in Myanmar Kyats unless otherwise specified.

Results Summary

Summary of Income Statement (All amount in MMK'000)

| | April '2025 to March'2026 | April '2024 to March'2025 | % change |
|---|------------------------------|------------------------------|----------|
| Revenue | 9,343,098 | 5,888,008 | 59% |
| Cost of Goods Sold | (6,509,024) | (4,802,711) | 36% |
| Gross Profit | 2,834,075 | 1,085,297 | 161% |
| Other Income | 447,536 | 541,676 | (17%) |
| Expenses | (3,142,028) | (2,803,579) | 12% |
| Share of profit of Associates and JVs | 68,967 | 9,540 | 623% |
| Profit before Tax | 208,549 | (1,167,066) | 118% |
| Tax Expense | (23,729) | - | |
| Net Profit after Tax | 184,820 | (1,167,066) | 116% |
| Other Comprehensive Income for the Year | | | |
| Fair value adjustment of Investments | 71,610 | (17,325) | 513% |
| Total Comprehensive Income for the Year | 256,430 | (1,184,391) | 122% |
| Earning Per Share (Basic EPS) | 14 | (91) | - |

The company's total revenue of the fiscal year ended on 31 March 2026 was MMK 9.34 billion, representing a 59% increase compared to the previous fiscal year ended on 31 March 2025. The increase in total revenue was mainly due to higher revenue from telecom related maintenance projects and other project activities.

Although the company's revenue increased by 59% in FY 2025–26, the cost of sales increased by only 36% compared to the previous financial year due to better cost control and effective management. As a result, the company's gross profit improved significantly from MMK 1.09 billion in the previous financial year to MMK 2.83 billion in the current financial year.

The company's other income related to mobile project activities amounted to MMK 0.45 billion in the current financial year, representing a 17% decrease compared to the previous financial year.

As all expenses are carefully managed, including operating expenses, administrative and general expenses, and sales and marketing expenses, the total expenses increased by only 12% compared to the previous financial year. Therefore, the company improved its performance from a loss in FY 2024–25 to a profit of MMK 0.18 billion in FY 2025–26.

The company recognized a share of profit of MMK 0.07 billion from Myanmar GT Broadband Co., Ltd., an associate company, for the financial year ended on 31 March 2026.

In determining the value of investments, the company has re-evaluated the shares purchased from First Myanmar Investment Co., Ltd (FMI) according to Myanmar Accounting Standards. The re-evaluation is based on the market price of the shares as reflected in the stock market at the time of the financial year-end on 31st March, 2026.

Discontinued Operation and Write-off of Fixed Assets Disclosure

The business operations relating to the production, sale, and distribution of mobile top-up cards were permanently discontinued at the end of the 2025–2026 financial year. The main reasons for the closure of the business are as follows:

- 1) According to the changes in business trends and consumer behavior, customers increasingly prefer other top-up methods, such as mobile payment services like KPay and AYA Pay instead of purchasing physical mobile top-up cards, resulting in a decline in sales.

- 2) Due to regional instability issues in the main sales areas of the Company's mobile top-up business, the Company faced difficulties in collecting money from customers for top-up cards receivable.
- 3) For the above reasons, there was a higher risk of negative impact on the Company's profit and cash flow, which could lead to possible losses.
- 4) In previous fiscal year (2024-2025), the sales of prepaid top-up cards are only 5% of total incomes of the company.

Summary of Balance Sheet (All amount in MMK'000)

| | March 31,2026 Ks'000 | March 31,2025 Ks'000 | % Change |
|---------------------------------------|-------------------------|-------------------------|-------------|
| Assets | | | |
| Non-Current Assets | 2,924,471 | 2,903,057 | 1% |
| Current Assets | 12,725,732 | 10,845,386 | 17% |
| Total Assets | 15,650,204 | 13,748,443 | 14% |
| Equity & Liabilities | | | |
| Equity | 13,105,878 | 12,849,447 | 2% |
| Current Liabilities | 2,544,326 | 898,996 | 183% |
| Total Equity & Liabilities | 15,650,204 | 13,748,443 | 14% |

The company's current assets as of 31 March 2026 amounted to MMK 12.73 billion, representing a 17% increase compared to MMK 10.85 billion in the previous financial year. The increase was mainly due to advance payments made to contractors for project activities and prepayments for the purchase of goods for project use.

The company's non-current assets as of 31 March 2026 amounted to MMK 2.92 billion, representing a 1% increase compared to MMK 2.90 billion in the previous financial year. The increase was mainly due to the recognition of share of profit from Myanmar GT Broadband Company Limited, an associate company of the Company.

The company's current liabilities increased from MMK 0.90 billion in FY 2024–25 to MMK 2.54 billion in FY 2025–26. This increase was mainly due to tax liabilities payable and advance

receipts from customers, which will be recognized as revenue upon the completion of the related project activities.

As the company achieved a net profit of MMK 0.18 billion for the financial year ended 31 March 2026, the company's equity increased by 2% compared to the previous financial year.

Review and Going Forward

The management of the Company would like to report that although the Company faced uncertainties during the 2025–2026 fiscal year, continuous efforts were made by carefully managing expenditures, exploring new projects, and reviewing to discontinue business activities with high risk of potential losses.

Through close collaboration between the management team and operation team, we achieved significant positive results during the 2025–2026 fiscal year. Compared with the previous 2024–2025 fiscal year, revenue increased by 59%, while net profit increased by 116%, reflecting remarkable and encouraging business performance.

The Board of Directors would like to inform all shareholders and stakeholders that, in the coming fiscal years, we will continue to make more consistent efforts to achieve even better results by carefully evaluating the strengths and weaknesses to implement continuous improvements.

By order of the Board,

Thiha Lwin

Managing Director

30th June, 2026.