



(Translation)

Ref. MONO 008/2022

May 13, 2022

Subject: Notification of operating results and submission of report and financial statements for the first quarter of the year 2022

To: President  
The Stock Exchange of Thailand

Enclosures: 1) A copy of financial report and consolidated financial statements  
2) A summary of the operating results of the listed company and subsidiaries for the first quarter of the year 2022 (F45)

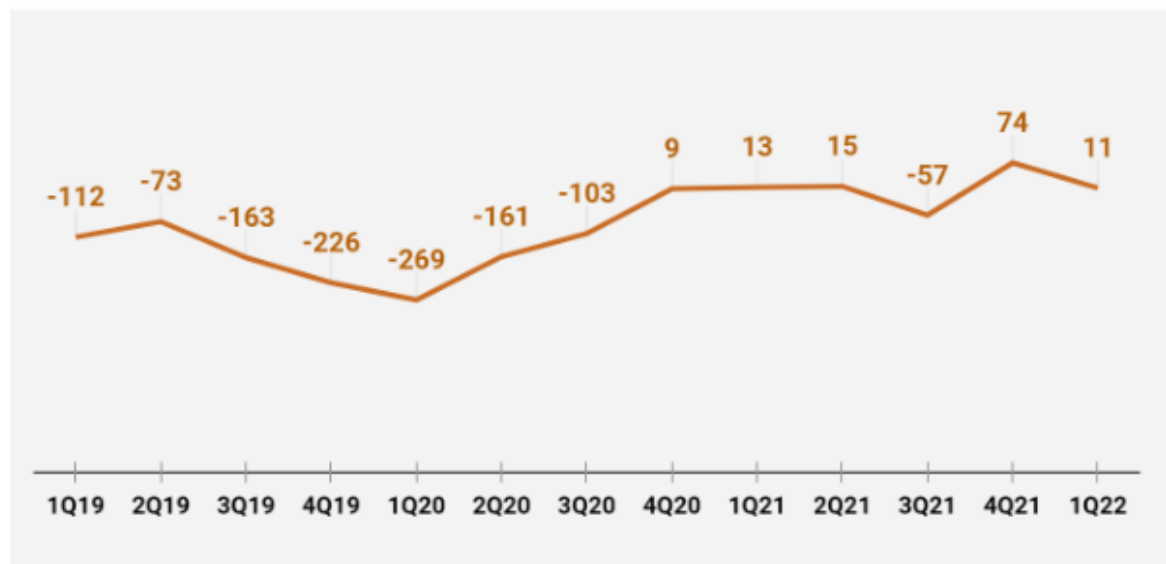
Mono Next Public Company Limited (the “Company”) would like to submit the copy of financial report and financial statements for the first quarter of the year 2022 (ended March 31, 2022) reviewed by the auditor and the meeting of the Audit Committee No. 3/2022 held on May 13, 2022. These financial report and financial statements were also approved by the meeting of the Board of Directors No. 3/2022 held on May 13, 2022. Details of the operating results are as follows:

#### Operating Results for 3 Months Period

Unit: Million Baht

	1Q/22	4Q/21	1Q/21	QoQ		YOY	
				Increase (Decrease)	Percent	Increase (Decrease)	Percent
Advertising Revenue	376.7	460.0	409.2	(83.3)	(18.1)	(32.5)	(7.9)
Content Service Revenue from MONOMAX/GIGATV	125.7	124.7	107.8	1.0	0.8	17.9	16.6
Product Sales Revenue (Home Shopping)	6.7	6.8	8.5	(0.1)	(1.5)	(1.8)	(21.2)
Other Revenue	4.3	12.6	38.0	(8.3)	(65.9)	(33.7)	(88.7)
<b>Total Revenue</b>	<b>513.4</b>	<b>604.1</b>	<b>563.5</b>	<b>(90.7)</b>	<b>(15.0)</b>	<b>(50.1)</b>	<b>(8.9)</b>
<b>Cost of Sales and Services</b>	<b>394.5</b>	<b>450.4</b>	<b>426.5</b>	<b>(55.9)</b>	<b>(12.4)</b>	<b>(32.0)</b>	<b>(7.5)</b>
<b>Expense of Sales and Management</b>	<b>86.2</b>	<b>90.4</b>	<b>89.6</b>	<b>(4.2)</b>	<b>(4.6)</b>	<b>(3.4)</b>	<b>(3.8)</b>
<b>Net Profit (Loss)</b>	<b>11.2</b>	<b>74.1</b>	<b>13.1</b>	<b>(62.9)</b>	<b>(84.9)</b>	<b>(1.9)</b>	<b>(14.5)</b>
<b>EBITDA</b>	<b>350.8</b>	<b>409.6</b>	<b>397.0</b>	<b>(58.8)</b>	<b>(14.4)</b>	<b>(46.2)</b>	<b>(11.6)</b>

The operating results of the first quarter of the year 2022 ending March 31, 2022 revealed net profit amounting 11.2 million Baht. Profit decreased by 1.9 million Baht comparing to the same quarter of the previous year, and profit decreased by 62.9 million Baht comparing to the fourth quarter of the year 2021.



The above diagram showed net profit (loss) in each account period, excluding the expense that occurred only once. It could be seen that the Company and subsidiaries continuously gained profit from business operation since Q4/2021 despite the circumstances that have been affected by many waves of Covid pandemic which have continued to the present. Moreover, the protracted economic impact from the pandemic, war, and inflation that began to occur at the beginning of the year have weighed on consumer confidence. The Company continues to focus on adjusting our business strategy to suit the situation. Additionally, the positive factors from the success of content services MONOMAX and GIGATV that show persistent growth and the measures to control and increase the efficiency of copyright cost management that have started to reduce costs this year around 150–200 million baht will promote the sustainable growth of operating results.

Comparison on the cause of changes of operating results in the first quarter of the year 2022

#### **Total Revenue**

- Total revenue in Q1/2022 decreased by 50.1 million Baht or 8.9 percent comparing to the same quarter of the previous year, and decreased by 90.7 million Baht or 15.0 percent comparing to the previous quarter mainly due to the following details.
  - 1) Advertising revenue decreased by 32.5 million Baht or 7.9 percent comparing to the same quarter of the previous year due to the epidemic of the Omicron variant. Currently, the

situation has begun to get better, so in Q2/2022, the market has begun to recover. As a result, advertising spending has increased from marketing and marketing activities.

- 2) Revenue from content service on MONOMAX and 3BB GIGATV increased by 17.9 million Baht or 16.6 percent comparing to the same quarter of the previous year, and increased by 1 million Baht or 0.8 percent comparing to the previous quarter.

#### **Cost and Expense**

- Cost of sales and services in Q1/2022 decreased by 32.0 million Baht or 7.5 percent comparing to the same quarter of the previous year, and decreased by 55.9 million Baht or 12.4 percent comparing to the previous quarter.
- Expense of sales and management in Q1/2022 decreased by 3.4 million Baht or 3.8 percent comparing to the same quarter of the previous year, and decreased by 4.2 million Baht or 4.6 percent comparing to the previous quarter.
- Cost and expense of sales and management decreased mainly due to the reduction in the cost of amortization as a result of copyright management policy as well as the effective control of cost of sales and expenses.

#### **2022 Business Plan**

In 2022, there has been the impact from the Omicron variant of COVID-19 at the beginning of the year. Although nowadays the situation has begun to get better, the tendency of macroeconomic recovery is still slow due to the impact of the Russo-Ukraine war. In addition, inflation has kept consumer confidence low, whereas the competition in the market is high. The Company still has to apply pricing strategy and promotional policy to maintain growth and increase market share. The goals for each business growth that the Company has set are as follows:

##### **1) MONO29 Digital TV Business**

The Company focuses on retaining existing customers and increasing market share by adjusting the style of TV programs and program schedule accordingly.

##### **2) MONOMAX Online Movie Subscription Service**

The Company focuses on expanding customer base in all target groups by increasing the channels to recognize the service, and cooperating with partners to achieve mutual benefits in Media Support.

### **3) Content Management**

The Company focuses on producing and developing content including Thai movies and series with a quality team, establishing cooperation with partners both domestically and internationally to produce content that meets the needs and desires of both domestic and international consumers, and generating revenue from selling copyright.

### **4) Developing New Business**

The Company has prepared a business plan relating to new technologies such as Web3.0 Technology and various forms of Virtual Experience in order to create continuous growth in the future.

Please be informed accordingly.

Yours sincerely,

---

(Mr. Patompong Sirachairat)

Chief Executive Officer