



(Translation)

Ref. MONO 018/2022

November 14, 2022

Subject: Notification of operating results and submission of report and financial statements for the third 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 third 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 third quarter of the year 2022 (ended September 30, 2022) reviewed by the auditor and the meeting of the Audit Committee No.5/2022 held on November 14, 2022. These financial report and financial statements were also approved by the meeting of the Board of Directors No.5/2022 held on November 14, 2022. Details of the operating results are as follows:

**Operating Results for 9 Months Period of the year 2022**

Unit: Million Baht

	9M22	9M21	YOY	
			Increase (Decrease)	Percent
Advertising Revenue	1,098.6	1,145.0	(46.4)	(4.1)
Content Service Revenue from MONOMAX/GIGATV	415.5	340.2	75.3	22.1
Product Sales Revenue (Home Shopping)	15.4	27.1	(11.7)	(43.2)
Other Revenue	17.4	75.0	(57.6)	(76.8)
<b>Total Revenue</b>	<b>1,546.9</b>	<b>1,587.3</b>	<b>(40.4)</b>	<b>(2.5)</b>
<b>Cost of Sales and Services</b>	<b>1,097.7</b>	<b>1,275.6</b>	<b>(177.9)</b>	<b>(13.9)</b>
<b>Expense of Sales and Management</b>	<b>305.9</b>	<b>303.8</b>	<b>2.1</b>	<b>0.7</b>
<b>Net Profit (Loss)</b>	<b>60.3</b>	<b>(28.9)</b>	<b>89.2</b>	<b>308.7</b>
<b>EBITDA</b>	<b>1,004.5</b>	<b>1,055.4</b>	<b>(50.9)</b>	<b>(4.8)</b>

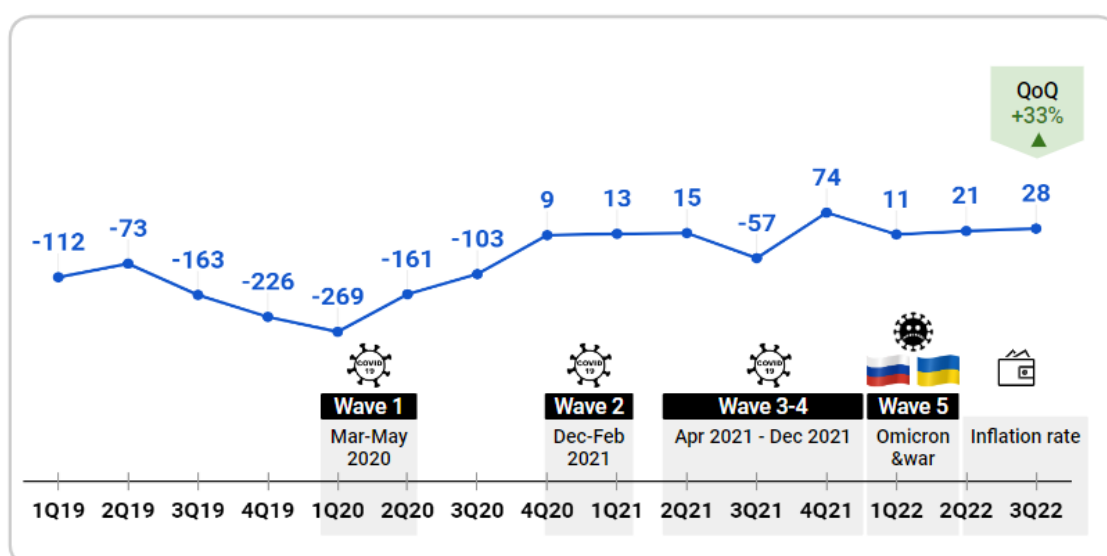
Operating results for 9 months period ended September 30, 2022 showed net profit of 60.3 million Baht. Profit increased by 89.2 million Baht or 308.7 percent comparing to the previous year.

## Operating Results of Q3/2022

Unit: Million Baht

	3Q/22	2Q/22	3Q/21	QoQ		YOY	
				Increase (Decrease)	Percent	Increase (Decrease)	Percent
Advertising Revenue	361.0	360.9	313.6	0.1	0.0	47.4	15.1
Content Service Revenue from MONOMAX/GIGATV	149.0	140.8	120.8	8.2	5.8	28.2	23.3
Product Sales Revenue (Home Shopping)	4.6	4.1	11.0	0.5	12.2	(6.4)	(58.2)
Other Revenue	5.8	7.3	10.3	(1.5)	(20.5)	(4.5)	(43.7)
<b>Total Revenue</b>	<b>520.4</b>	<b>513.1</b>	<b>455.7</b>	<b>7.3</b>	<b>1.4</b>	<b>64.7</b>	<b>14.2</b>
<b>Cost of Sales and Services</b>	<b>344.1</b>	<b>359.1</b>	<b>424.2</b>	<b>(15.0)</b>	<b>(4.2)</b>	<b>(80.1)</b>	<b>(18.9)</b>
<b>Expense of Sales and Management</b>	<b>110.9</b>	<b>108.8</b>	<b>115.6</b>	<b>2.1</b>	<b>1.9</b>	<b>(4.7)</b>	<b>(4.1)</b>
<b>Net Profit (Loss)</b>	<b>27.8</b>	<b>21.3</b>	<b>(56.7)</b>	<b>6.5</b>	<b>30.5</b>	<b>84.5</b>	<b>149.0</b>
<b>EBITDA</b>	<b>328.2</b>	<b>325.5</b>	<b>262.0</b>	<b>2.7</b>	<b>0.8</b>	<b>66.2</b>	<b>25.3</b>

The operating results of the third quarter of the year 2022 ending September 30, 2022 revealed net profit amounting 27.8 million Baht. Profit increased by 84.5 million Baht or 149.0 percent comparing to the same quarter of the previous year, and profit increased by 6.5 million Baht or 30.5 percent comparing to the second quarter of the year 2022.



The above diagram showed net profit (loss) in each account period which showed the profit from the operating results since 2021 that continued to grow in 2022. Even under the situation of uncertainty from

the protracted economic impact from the COVID pandemic, war, inflation, and energy costs, implementation of strategies and policies that has been used throughout the past situation is an important factor that allows the Company to maintain growth in good level. The Company continues to focus on the importance of taking action to continuously improve and increase cost and operational efficiency in each business sector in order to create sustainable growth.

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

#### **Total Revenue**

- Total revenue in Q3/2022 increased by 64.7 million Baht or 14.2 percent comparing to the same quarter of the previous year, and increased by 7.3 million Baht or 1.4 percent comparing to the previous quarter mainly due to the following details.
  - 1) Advertising revenue increased by 47.4 million Baht or 15.1 percent comparing to the same quarter of the previous year, and increased by 0.1 million Baht or 0.03 percent comparing to the previous quarter. In Q3/2021, the business was affected by the new wave of COVID-19 pandemic which started to recover in Q2/2022. However, the overall economic recovery was slow due to the increase of inflation and the cost of energy, affecting the overall cost of goods and services. This affected the ability to spend of customers, causing the spending of advertising budgets to remain stable.
  - 2) Revenue from content service on MONOMAX and 3BB GIGATV increased by 28.2 million Baht or 23.3 percent comparing to the same quarter of the previous year, and increased by 8.2 million Baht or 5.8 percent comparing to the previous quarter.

#### **Cost and Expense**

- Cost of sales and services in Q3/2022 decreased by 80.1 million Baht or 18.9 percent comparing to the same quarter of the previous year, and decreased by 15.0 million Baht or 4.2 percent comparing to the previous quarter. This was mainly due to the decrease in amortization cost as a result of the copyright management policy.
- Expense of sales and management in Q3/2022 decreased by 4.7 million Baht or 4.1 percent comparing to the same quarter of the previous year, and increased by 2.1 million Baht or 1.9 percent comparing to the previous quarter.

#### **2022 Business Plan**

In the second quarter of the year 2022, Thailand economy continues to face constraints on recovery amid the prolonged Covid pandemic. The outlook for macroeconomic recovery is still slow from the effects of war. Also, the rising inflation rates causes consumer confidence to be low, whereas the competition in the market is high. Nevertheless, as inflation and oil price in Thailand are not yet the factors to concern

compared to other countries, combining the positive result of the government measures and the growth of tourism sector, the Company believes that the Thai economy will recover quickly. The Company continues to focus on building new customers and maintaining existing customers by focusing on pricing strategies and promotional policies as well as improving the quality of products and services to satisfy customers. 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. The Company has started implementing the plan from the beginning of 2022.

**2) MONOMAX Online Movie Subscription Service**

The Company focuses on expanding customer base in all target groups by focusing on marketing strategy to increase the channels to recognize the service and cooperating with partners to achieve mutual benefits in Media Support. In the fourth quarter of 2022, the Company starts using marketing strategies by doing promotions and launching various packages to maintain the existing customer base and to increase the new customer base. In this regard, in October 2022, the new MINI Package of a great price has been launched and received a positive feedback, resulting in the increasing number of subscribers by 33 percent after the package was launched for only 1 month.

**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,

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(Mr. Patompong Sirachairat)  
Chief Executive Officer