

MMS-AC62/010

May 8, 2019

Subject Management Discussion of the three-month operating results ending on 31 March 2019

To The President of the Stock Exchange of Thailand

Matching Maximize Solution Public Company Limited (the Company) would like to report the three-month operating results ending on 31 March 2019, which were reviewed by a certified public accountant. In the consolidated financial statement, the Company booked a net profit of 1.89 million baht, reversing from a net loss of 5.00 million baht, representing the earnings acceleration of 137.86% or 6.89 million baht.

- The revenue from sales and service amounted to 134.23 million baht, up by 2.48 million baht or 1.88% on a year-on-year basis on the back of the following reasons:
 - (1) The revenue from equipment rental and service business increased thanks to foreign crew clients.
 - (2) The revenue from the studio rental and service business increased.

Therefore, the Company booked a gross profit of 47.38 million baht, equivalent to a gross profit margin of 35.30%, up by 5.59% from 29.71% booked for the same period of last year.

- The SG&A expenses increased by 0.31 million baht or 0.74% on a year-on-year basis to 41.75 million baht.
- Financial costs amounted to 1.49 million baht, down by 0.60 million baht or 28.79% on a year-on-year basis.

Financial Position

- Total assets
As of March 31, 2019, the assets totaled 1,730.10 million baht, down by 7.31 million baht or 0.42% versus the assets of 1,737.41 million baht as of December 31, 2018 because of the following reasons:

- (1) The current assets amounted to 202.50 million baht, increasing by 9.15 million baht, consisting of cash and cash equivalent at 40.25 million baht, up by 19.05 million baht. This was in line with the lower volume of trade receivables due to better quality of trade receivables in terms of debt payment.
- (2) Non-current assets stood at 1,527.60 million, decreasing by 16.46 million baht, consisting of net land, building and equipment and net assets for leases, which fell due to the depreciation

- Total liabilities

As of March 31, 2019, the total liabilities amounted to 181.78 million baht, down by 9.12 million baht or 4.77% versus the total liabilities of 190.90 million baht as of December 31, 2019 because:

- (1) The current liabilities fell by 6.43 million baht to 74.76 million baht due to the declines of trade payables and the current portion of long-term loans;
- (2) The non-current liabilities stood at 107.03 million, down by 2.68 million baht because of the repayment of long-term loans and loans under the financial leases at 3.81 million and the increase in the projection of employee benefits by 0.73 million baht.

Hence, the debt to equity ratio stood at 0.12 times and the current ratio was at 2.71 times.

- The shareholder's equity stood at 1,548.31 million baht, increasing by 1.81 million baht or 0.12% due to the operation performance.

- Cash Flows

The Company booked cash flows received from operating activities amounting to 36.65 million baht on the back of the cash flows received from trade receivables and cash paid for interest and tax expenses. The cash flows used for investing activities amounted to 9.23 million baht, mostly for purchases of assets for rent and the cash used for financing activities stood at 8.38 million, for loan repayment. Hence, as of 31 March 2019, the Company saw cash and cash equivalent amounting to 40.25 million baht.

Yours sincerely,
Matching Maximize Solution Public Company Limited

(Mr. Wiroj Bunsirirungruang)
Senior Executive Vice President
and Company Secretary