

Ref. WORK 20/2020

Nov 12, 2020

Re: Management Discussion and Analysis for the 3rd quarter ended September 30, 2020

To: President of the Stock Exchange of Thailand

Attachment: 1. Business Performance Report (Form F45-3)

2. The consolidated and separate financial statement for the 3rd quarter ended September 30, 2020

Workpoint Entertainment Public Company Limited ("The Company") is pleased to submit herewith the consolidated and separate financial statement for the 3rd quarter ended September 30, 2020, with the financial analysis in comparison to the financial statement for the 3rd quarter ended September 30, 2019. The performance can be summarized as follows:

The operating performance of the Company and its subsidiaries for 3rd quarter ended September 30, 2020 has shown the net profit of THB 75.84 million, increasing by THB 32.02 million or 73%, from the same period in the previous year which shown the net profit of THB 43.82 million.

**Revenue :**

For the 3rd quarter ended September 30, 2020, the total Revenue (Excluding Other Income) of the Company was THB 560.66 million which represented an decrease of THB 109.68 million or 16% from the same period in the previous year which shown the total Revenue (Excluding Other Income) of THB 670.35 million.. The change of total Revenue was mainly resulted from the following business:

**Revenue from Television Programs**

Revenue from television programs was comprised of revenue from the advertising and promotion during each broadcasting period of the Company's TV channel ("WORKPOINT TV"), and other online media channels such as YouTube. Revenue from television programs also includes revenue from Renting Air time to 3rd parties for TV program broadcasting on WORKPOINT TV, revenue from the production of TV programs for 3rd parties for broadcasting on WORKPOINT TV, and revenue from sales of TV program licenses.

For the 3rd quarter ended September 30, 2020, the Company had the revenue from television programs at THB 443.76 million, decreasing by THB 114.58 million or 21% from the same period in 2019. The decrease of revenue from TV programs, was from the decrease of revenue from WORKPOINT TV and revenue from sales of TV program licenses as the result of the spread of COVID-19 in early 2020, which has strucked both domestic and foreign economies.

**Revenue from Event Marketing**

Revenue from event marketing was comprised of the revenue from event activities arranged by the company and event activities which the Company organized for 3<sup>rd</sup> parties. For the 3rd quarter ended September 30, 2020, the Company had the revenue from event activities at THB 20.73 million, decreasing by THB 14.14 million or 41% from the same period in 2019 which had the revenue at THB 34.87 million. For the 3rd quarter ended September 30, 2020, due to the fact that the Government had reduced the Prevention measures to reduce the spread of COVIC-19, the Company, therefore, could begin to arrange some events.



**Selling and Administrative Expenses and Other Expenses:**

For the 3rd quarter ended September 30, 2020, the Company had selling and administrative expenses in total at THB 175.80 million, slight decreasing by THB 23.59 million or 12% from the same period in 2019 in which the Company had selling and administrative expenses in total at THB 199.39 million. The decrease was mainly from the Company's cost saving policy in order to reduce the impact of the COVID-19 situation.

For 3rd quarter ended September 30, the Company had the other revenue in total at THB 29.06 million, increasing by THB 15.03 million or 107% from the same period in 2019 in which the Company had other revenue in total at THB 14.03 million. The increase in other revenue was mainly from the partially sale of investment in an associated company. Additionally, the Company had other expenses at THB 4.20 million from Impairment loss determined in accordance with TFRS 9 which is effective in 2020 for the first time. Such other expenses are allowance for impairment loss for trade accounts receivables determined in accordance with TFRS 9.

Please be informed accordingly.

Best Regards,

Workpoint Entertainment Public Company Limited



(Mr. Surakarn Sirimothya)

Chief Financial Officer

Authorized to sign on behalf of the company