

MMS-AC64/018

November 8, 2021

Subject: Management discussion and analysis of the operating results for the third quarter of 2021, ending September 30, 2021

To: The President
The Stock Exchange of Thailand

Matching Maximize Solution Company Limited (“The Company”) would like to report the operating results for the third quarter, ending September 30, 2021, which were reviewed by the Certified Public Accountant. In the consolidated financial statement, the parent company booked a profit of 15.41 million baht. Compared to the loss of 62.74 million baht reported for the same period of last year, the 3Q21 earnings represented the acceleration of 78.15 million baht, or equivalent to the earnings rebound of 124.56% on a year-on-year basis. In the consolidated statement for 9M21 ending September 30, 2021, the parent company marked a net loss of 22.56 million baht; the 9M21 loss decreased by 117.86 million baht or 83.93% from the net loss of 140.42 million baht reported for the same period of last year. The details are as follows.

(Million Baht)

Profit and Loss Statement	Quarter 3				9M ending September			
	2021	2020	Change		2021	2020	Change	
	Amount	Amount	Amount	%	Amount	Amount	Amount	%
Revenue from TV content	5.96	11.06	(5.10)	-46.11%	21.85	30.10	(8.25)	-27.41%
Revenue from rental and related services	95.95	47.37	48.58	102.55%	220.28	160.29	59.99	37.43%
Revenue from products sold	0.69	0.58	0.11	18.97%	2.01	1.74	0.27	15.52%
Total revenue	102.60	59.01	43.59	73.87%	244.14	192.13	52.01	27.07%
Total cost	57.89	63.44	(5.55)	-8.75%	181.41	204.09	(22.68)	-11.11%
Gross profit	44.71	(4.43)	49.14	1109.26%	62.73	(11.96)	74.69	624.50%
Selling and Administrative Expenses	27.14	63.03	(35.89)	-56.94%	77.39	142.35	(64.96)	-45.63%
Finance cost	2.86	2.70	0.16	5.93%	8.64	7.66	0.98	12.79%
Total expenses	30.00	65.73	(35.73)	-54.36%	86.03	150.01	(63.98)	-42.65%
Profit (loss)								
Before revenue and other expenses	14.71	(70.16)	84.87	120.97%	(23.30)	(161.97)	138.67	85.61%
Other revenue	1.26	0.18	1.08	600.00%	1.48	5.01	(3.53)	-70.46%
After-tax gain (loss)	15.97	(69.98)	85.95	122.82%	(21.82)	(156.96)	135.14	86.10%
Corporate income tax	0.56	(7.24)	7.80	107.73%	0.74	(16.54)	17.28	104.47%
Net profit (loss)	15.41	(62.74)	78.15	124.56%	(22.56)	(140.42)	117.86	83.93%

The Company booked total revenue in 3Q21 at 102.60 million baht, up by 43.59 million baht or an increase of 73.87 % on a year-on-year basis. 9M21 revenue, ending September 2021, amounted to 244.14 million baht, increasing by 52.01 million baht or 27.07% from the amount reported for 9M20. The increase was on the back of the resumption of the equipment and studio rental services following the relaxation to the restriction measures aimed at containing the disease infections. This business resumption was strictly in compliance with the restrictions regarding the reopening as announced in Section 9 of the Emergency Decree on Public Administration in Emergency Situations B.E. 2548. However, the revenue from the TV content business decreased due to shorter airtime.

The gross profit in 3Q21 amounted to 44.71 million, up by 49.14 million baht from the amount reported in the same period of last year or increasing by 1,109.26% on a year-on-year basis. The gross profit accounted for 43.57% of the total revenue. For 9M21, the gross profit marked at 62.73 million baht, up from the 9M20 amount by 74.69 million baht or increasing by 624.50% on the year-on-year basis. The 9M21 gross profit accounted for 25.69% of the total revenue. This improvement in gross profit was thanks to the strategies aimed at boosting sales from the equipment and studio rental services.

The SG&A expenses in 3Q21 amounted to 27.14 million baht, decreasing by 35.89 million baht or 56.94% on a year-on-year basis. In 9M21 ending September 30, 2021, the SG&A expenses declined to 77.39 million baht, down by 64.96 million baht or falling by 45.63% from the amount reported for 9M20. The decline in SG&A expenses was a consequence of the Company's appropriate cost control plans amid the COVID-19 infection situation.

The finance cost in 3Q21 stood at 2.86 million baht, up by 0.16 million baht or 5.93% from the amount marked for 3Q20. For 9M21 ending September 30, 2021, the finance cost increased to 8.64 million baht, up by 0.98 million baht or increasing by 12.79% YoY from the 9M20 amount. The increase was because of the rise in long-term borrowing from banks that occurred during the period.

Financial Position

As of September 30, 2021,

- The total assets amounted to 1,597.38 million baht. Key assets consisted of cash and cash equivalent at 44.00 million baht, account receivables and other receivables at 79.69 million baht, inventories at 10.47 million baht, withheld corporate income tax at 16.95 million baht,

- land, plant and equipment at 1,189.48 million baht, assets for lease at 207.53 million baht, and deferred tax assets at 33.25 million baht. The total assets declined by 23.30 million baht or 1.43% from the figure as of December 31, 2020 because of the asset depreciation and the receipt of withheld tax refund.
- The liabilities totaled 281.38 million baht, down by 0.74 million baht or declining by 0.26% compared to the figure reported as of December 31, 2020. Key liabilities included short-term loan at 15.00 million baht, account payables and other payables at 38.93 million baht, current portion of long-term loans from banks at 30.11 million baht and long-term loans from banks at 159.14 million baht.
 - The shareholders' equity stood at 1,316.00 million baht, down by 22.56 million baht or 1.68% from the figure seen as of December 31, 2020. The D/E ratio marked at 0.21x and the current ratio was at 1.57x.

Cash flow

For 9M21 operation, the net cash flow received from operating activities amounted to 60.38 million baht. The net cash flow used for investing activities stood at 18.38 million baht, most of which was used for purchases of assets for rent. Meanwhile, the net cash flow used for financing activities marked at 20.40 million baht, most of which was used for loan repayment made to banks. The net cash flow increased by 21.60 million baht. Therefore, the cash flow at the end of the period amounted to 44.00 million baht.

Yours sincerely,

Matching Maximize Solution Public Company Limited

(Mr.Chayanont Ulit)

Chief Executive Officer