



(TRANSLATION)

Tor. For. 11/2021

November 12, 2021

Subject: Management Discussion and Analysis (MD&A) for Q3/2021 Financial Statements

To: President of the Stock Exchange of Thailand

Far East Fame Line DDB Public Company Limited (“the Company”) would like to submit the reviewed Q3/2021 Financial Statements and the Consolidated Financial Statements for the third quarter of 2021, reviewed by auditor, to the Stock Exchange of Thailand. The clarification on the Company’s operating results for the third quarter of 2021, are as below:

From the Consolidated Financial Statements for the third quarter of 2021, for the three-month period ended September 30, 2021, the Company has operating profit for 3 months amounting to THB 17.03 million, a decrease from the same quarter of the last year amounted THB 1.95 million or 10.28 per cent. The Company has operating profit of the equity holders of THB 16.29 million, a decrease of THB 1.91 million or 10.51 per cent, compared to the same quarter in 2020. Details are as follows:

1. The Consolidated Financial Statements for the third quarter of 2021, the income from advertising commission and service fee in an amount of THB 63.21 million, a decrease of THB 87.04 million or 57.93 per cent. Costs of service and commission in an amount of THB 26.93 million, a decrease of THB 73.36 million or 73.15 per cent, compared to the same quarter in 2020.



2. The administrative expenses of the Consolidated Financial Statements in an amount of THB 25.24 million, a decrease of THB 6.39 million or 20.21 per cent, compared to the same quarter in 2020. A decrease of the administrative expenses came from the reduction of employee expenses and employee's benefit expenses, due to the reduction of employees.
3. Other incomes consist of dividend income & return on private capital fund, the profit from investment in associated companies. Other income had total amount of THB 8.53 million, an increase from the same quarter of the last year amount of THB 3.79 million or 79.84 per cent. Due to an increasing from the profit from investment in associated amount of THB 3.42 million or 104.72 per cent.

From the above operating result, the Group of Company was affected from Covid-19 pandemic situation since the end of 2020 and continuously been affected until 2021, result in decreasing of client's advertisement budget. Advertising Revenue from online media is more than offline media in which advertising income from online media is less than offline media, thus, revenue from advertising media were extremely decreased in 2021. In addition, the Government's measures to control Covid-19 effected the Company operation for not allowing to perform offsite production. At the same time the clients cannot arrange offsite activities, so revenue from production was avoidable decrease.

However, the Company's management continuously arrange online meeting with clients to support online promotion activities and the Company still has an intention to find out new business in order to reach the Company's growth target.

Kindly be informed accordingly.

Yours sincerely,

Malee Leelasiriwong

(Mrs.Malee Leelasiriwong)

Director