



No. 004/2022

28 February 2022

Subject: Management Discussion and Analysis Yearly for the year 2022 ended 31 December 2021

To: President  
The Stock Exchange of Thailand

SLM Corporation Public Company Limited (the “Company”) would like to explain the Company’s operating results and financial position for the year 2022, ended 31 December 2022 as follows:

#### Analysis of Operating Results

For the year 2022 ended 31 December 2022, the Company group had net profit for the period of 10.07 million Baht, increased by 36.17 million Baht or 138.59 percent when compared with net loss at the same period last year in an amount of -26.10 million Baht. Due to the Company have increased income and efficient cost management continuously.

Operating Result	January - December		
	2021 (Thousand Baht)	2020 (Thousand Baht)	Change
Service income	177,552	96,251	84.47%
Other income	3,194	6,302	-47.33%
<b>Total revenues</b>	<b>180,872</b>	<b>102,553</b>	<b>76.37%</b>
Cost of services	115,774	60,858	90.24%
Gross profit	61,778	35,393	74.55%
Selling expenses	33,811	41,859	-19.23%
Administrative expenses	21,076	25,576	-17.59%
<b>Total expenses</b>	<b>170,662</b>	<b>128,294</b>	<b>33.02%</b>
Profit (Loss) from operating activities	10,210	(25,740)	139.66%
Finance costs	(255)	(425)	40.13%
<b>Profit (Loss) before income tax</b>	<b>9,955</b>	<b>(26,165)</b>	<b>138.05%</b>
Income tax (expense) income	118	64	82.33%
<b>Profit (Loss) for the period</b>	<b>10,073</b>	<b>(26,101)</b>	<b>138.59%</b>
Profit (Loss) per share (Baht)	0.05	(0.19)	126.32%
Gross Profit Margin (%)	34.79%	36.77%	-5.38%
Net Profit Margin (%)	5.57%	-25.45%	121.88%

The Company group had services income of 177.55 million Baht, increased by 81.30 million Baht or 84.47 percent when compared with service income of 96.25 million Baht at the same period last year due to the increase in income from the business of full-service online media production, and advertising media production.



The cost of services was 115.77 million Baht, increased by 54.92 million Baht when compared with cost of services at the same period last year in an amount of 60.86 million Baht, which was in line with the increase in service income. The cost of services consists of direct labor cost from production department and direct materials cost and overhead. The proportion of cost of services to services income was 65.21 percent from 63.23 percent respectively.

The gross profit of the Company group was 61.78 million Baht, increased by 74.55 percent which was in line with the increase in service income 84.47 percent when compared to the same period last year. But gross profit margin decreased by 5.38 percent due to an increase in the cost of services.

In part of selling expenses consist of all expense in no sponsor video was 33.81 million Baht, decreased by 8.05 million Baht or 19.23 percent when compared to selling expenses in the same period last year in an amount of 41.86 million Baht.

Total expenses were 170.66 million Baht, increased by 42.37 million Baht when compared with total expenses at the same period last year in an amount of 128.29 million Baht as a result from the increase in the cost of services.

The Company group had other income in an amount of 3.32 million Baht, decreased by 2.98 million Baht when compare with other income at the same period last year in an amount of 6.30 million Baht. The other income in this period was generated from refund of court fines for late submission of financial statements, adjustment the accrued expense item, the service that the customer canceled, but no refund was requested, and receiving financial assistance under the COVID-19 remedy measures, Social Security; causing the said item was adjusted to be other income.

The net profit margin was 5.57%, increased from -25.45% in the same period last year due to the Company turned from loss back to profit, and the Company has continuously managed the expenses effectively. This is a result of the management and control of selling expenses and administrative expenses. The expenses were reduced by 19.23 percent and 17.59 percent when compare at the same period last year.

#### Analysis of Financial Position

Financial Position	31 December 2021 (Thousand Baht)	31 December 2020 (Thousand Baht)	Change
Assets	134,947	62,519	115.85%
Liabilities	86,900	80,864	7.46%
Shareholders' equity	48,047	(18,345)	361.91%

As at 31 December 2021 and 31 December 2020, the Company group had assets of 134.95 million Baht and 62.52 million Baht, increased by 72.43 million Baht due to an additional capital from right offering proportionately to shareholders, and the increase in trade and other receivables, unbilled receivables and right-of-use assets.



As at 31 December 2021 and 31 December 2020, the Company group had liabilities of 86.90 million Baht and 80.86 million Baht, increased by 6.04 million Baht as a result of the increase in advance received from customer, and lease liabilities.

As at 31 December 2021 and 31 December 2020, the Company group had shareholder's equity of 48.05 million Baht and -18.34 million Baht, increased by 66.39 million Baht. Due to the increase in capital from Right Offering in June 2021, and increase of net profit during the period resulted in the increase of shareholders' equity.

Please be informed accordingly.

Yours Sincerely,  
SLM Corporation Public Company limited

(Autthapol Pohundratanakul)  
Chief Executive Officer