

MMS-AC65/013

August 10, 2022

Subject: Management Discussion and Analysis of Operating Results for the second quarter ending  
June 30, 2022

To: The President  
The Stock Exchange of Thailand

Matching Maximize Solution Company Limited (“The Company”) would like to report the operating results for the second quarter ending June 30, 2022, which were already reviewed by the Certified Public Accountant. In the Company’s consolidated financial statement, the parent company booked a loss amounting to 15.51 million baht, representing a decline in loss by 2.32 million baht or down 13.01% from the net loss of 17.83 million baht booked in the same period of 2021.

The Company’s total revenue in 2Q22 amounted to 82.21 million baht, up by 12.45 million baht or up 17.85% from the figure reported for the same period of the previous year. The revenue increase was made possible by better business operation compared to the year before and improvement in the COVID-19 situation.

Revenue from rental services in 2Q22 was recorded at 72.03 million baht, up 12.35 million baht or 20.69% on a year-on-year basis from 59.68 million baht reported in 2Q21.

Revenue from TV content business in 2Q22 stood at 9.34 million baht, down by 0.26 million baht or down 2.71% from 9.60 million baht reported in 2Q21.

(Million Baht)

Profit and Loss Statement	Quarter 2			
	2022	2021	Changes	
	Amount	Amount	Amount	%
Revenue from TV content business	9.34	9.60	(0.26)	-2.71%
Revenue from rental services	72.03	59.68	12.35	20.69%
Revenue from products sales	0.84	0.48	0.36	75.00%
<b>Total revenue</b>	<b>82.21</b>	<b>69.76</b>	<b>12.45</b>	<b>17.85%</b>

The gross profit in 2Q22 marked at 13.58 million baht, down by 0.55 million baht or 3.89% from the gross profit of 14.13 million baht in 2Q21. The lower gross profit was due to higher cost according to the economic circumstances.

The SG&A expenses in 2Q22 amounted to 27.16 million baht, increasing by 0.21 million baht or 0.78% on the year-on-year basis.

The finance cost in 2Q22 amounted to 2.46 million baht, down by 0.40 million baht or 13.99% from the figure seen in the same period of the year before due to repayment of long-term debts to the financial institution during the period.

The tax income in the second quarter of 2022 marked at 0.12 million baht, up by 2.38 million baht or 105.31% on a year-on-year basis.

For the six-month operating period ending June 30, 2022, in the Company's consolidated financial statement, the parent company booked a net loss of 26.87 million baht, representing earnings improvement by 11.11 million baht or 29.25% compared to the net loss of 37.98 million baht booked for the same period of last year.

The Company marked total sales revenue at 173.26 million baht, increasing by 31.73 million baht or up 22.42%. The total cost increased by 18.62 million baht or up 15.07% on a year-on-year basis to 142.15 million baht. Thus, the total gross profit marked at 31.11 million baht, up 13.11 million baht or 72.83%. Meanwhile, the SG&A expenses totaled 53.60 million baht, up 3.36 million baht or 6.69%. Finally, the finance expenses declined by 0.84 million or 14.53% YoY to 4.94 million baht.

## **Financial Position**

As of June 30, 2022;

- The total assets amounted to 1,574.26 million baht. Key assets included cash and cash equivalent at 26.48 million baht, account receivables and other receivables at 86.27 million baht, inventory at 13.63 million baht, income tax withheld at source at 24.39 million baht, property, plant and equipment at 1,177.44 million baht, assets for rent at 193.72 million baht, deferred tax income at 32.13 million baht. The total assets fell by 38.23 million baht or 2.37% from the figure reported as of December 31, 2021 because of the depreciation and amortization expenses at 43.15 million baht and additional investment in intangible assets at 13.45 million baht and in assets for rent at 12.98 million baht. Meanwhile, the

additional investment in the right-of-use assets worth 8.00 million baht consisted of the investment the Thai traditional style house to support filming service activities and additional investment in new rental equipment to serve more customers.

- The total liability stood at 279.02 million baht, down by 11.36 million baht or declining by 3.91% from the figure reported as of December 31, 2021 following loan repayment to the financial institution. Key liabilities were account payable and other payables at 41.10 million baht, the current portion of long-term loan from banks at 37.88 million baht, the current portion of lease liabilities at 3.43 million baht, long-term loan from banks at 150.14 million baht, lease liabilities at 11.65 million baht, and employee benefit obligations at 18.54 million baht.
  
- The shareholders' equity amounted to 1,295.24 million baht, down by 26.87 million baht or falling by 2.03% from the figure reported as of December 31, 2021. The debt to equity ratio (D/E ratio) stood at 0.22 time and the current ratio was at 1.54 times.

#### Cash flow

The Company's net cash flow used in operating activities amounted to 1.18 million baht. The net cash flow used in investment activities marked at 27.45 million baht, mostly for purchase of new rental assets and additional investment in property, plant and equipment related to the Thai traditional style houses to support filming services. Meanwhile, the net cash flow used for financing activities stood at 12.97 million baht, mostly for loan repayment to banks. The net cash flow fell by 41.60 million baht. Therefore, the cash flow balance at the end of the period amounted to 26.49 million baht.

Yours sincerely,

Matching Maximize Solution Plc.

(Mr. Chayanont Ulit)  
Chief Executive Officer