



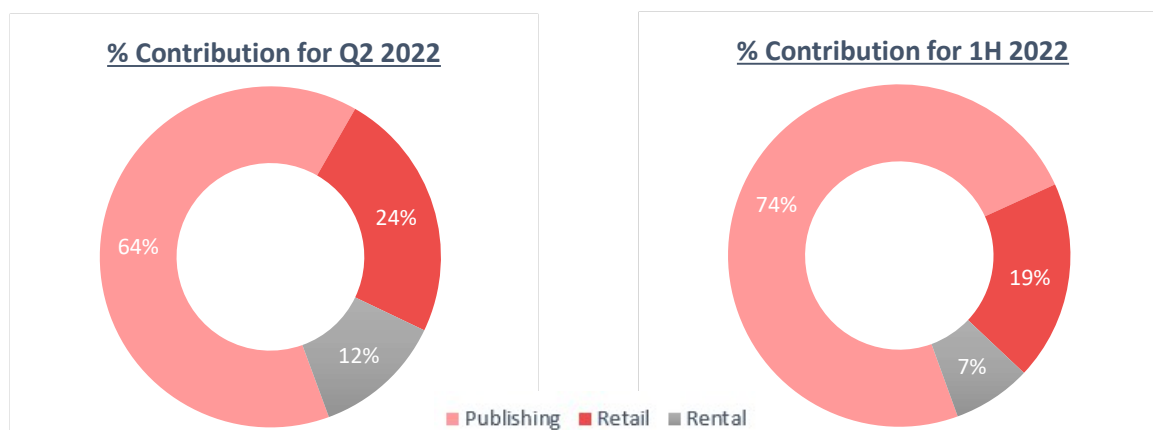
QUARTERLY BUSINESS HIGHLIGHTS FOR Q2 2022

In Million Baht	Q2		YoY (%)	1H		1H (%)
	2021	2022		2021	2022	
Sales and service income	26.38	33.69	28%	44.20	61.24	39%
Rental income	-	4.75	100%	-	4.92	100%
Total revenues	26.38	38.44	46%	44.20	66.16	50%
Cost of sales and services	(13.78)	(29.45)	114%	(23.19)	(48.65)	110%
Gross profit	12.60	8.99	(29%)	21.01	17.51	(17%)
Selling and administrative expenses	(16.41)	(43.65)	166%	(27.47)	(76.60)	179%
Other income	2.95	10.25	247%	20.97	11.52	(45%)
EBITDA	(0.86)	(24.41)	2,738%	14.51	(47.57)	(428%)
EBIT	(3.81)	(34.72)	811%	7.25	(67.02)	(1,024%)
Finance cost	(0.31)	(1.42)	358%	(0.57)	(2.75)	382%
Income tax	2.96	(0.03)	(101%)	3.29	(0.03)	(101%)
Profit (loss) for the period	(1.16)	(36.17)	3,018%	9.97	(69.80)	(800%)

Revenue by segments (In Million Baht)

In Million Baht	Q2		YoY (%)	1H		1H (%)
	2021	2022		2021	2022	
Publishing	26.38	24.54	(7%)	44.20	48.78	10%
Retail	-	9.15	100%	-	12.46	100%
Merchandising space on BTS stations	-	4.75	100%	-	4.92	100%
Total revenues	26.38	38.44	46%	44.20	66.16	50%

% Contribution to total revenue





PERFORMANCE ANALYSIS

Total revenues for quarter 2/2022 was Baht 38.44 million which increased 46% compared to the same period of 2021. In addition, total revenue for 1H/2022 was Baht 66.16 million which increased 50% compared to the same period of 2021. The increase was as the following reason.

- Revenue from Publishing business for quarter 2/2022 decreased 7% from quarter 2/2021 due to the drop of pocketbook sales from quarter 2/2021, while revenue of this segment for 1H/2022 increased 10% when compared to the same period of 2021 because there are a lot of new published titles in 2022 and new box set launched in latest quarter 2021 but continuously delivered to customers in the beginning of 2022. These were resulting to increase in revenue of box set in the beginning of 2022.
- Revenue from Retail business increased 100% from last period due to the opening of retail shop under brand “TURTLE” which the first branch, located on Saint Louis BTS station, was started its operations in December 2021. The second and third branches, located on Ploen Chit and Victory Monument BTS station, were started their operations in the end of March 2022.
- Revenue from providing the merchandising space on BTS stations also increased 100% from last period due to the Company has been granted the License to Manage and Operate Merchandising Space on BTS Stations totaling 31 stations in 2022.

Cost of sales and services and selling and administrative expenses increased due to the following reason.

- Cost of sales and services for quarter 2/2022 increased 114% compared to quarter 2/2021 and the amount for 1H/2022 increased 110% compared to the same period in 2021 because of staff cost of new headcount for retail business, rental cost, and the utilities expenses relate to retail and merchandising space business.
- Selling and administrative expenses for quarter 2/2022 increased 166% compared to quarter 2/2021 and the amount for 1H/2022 increased 179% compared to the same period in 2021 were resulted from increasing in salary and benefits of new headcount supported retail and merchandising businesses.

Other income for quarter 2/2022 increased 247% compared to quarter 2/2021 due to gain on cancellation of the former lease agreement amounting to Baht 8.44 million recognized in this period. However, other income for 1H/2022 decreased 50% compared to the same period in last year since there were dividend income and gain on sales of investment in subsidiary (Landy) in last period.



In conclusion, the Group recorded net loss for quarter 2/2022 of Baht 36.17 million or increased 3,018% from quarter 2/2021. The Group also recorded net loss for the six-month period ended 30 June 2022 of Baht 69.80 million while recorded net profit for the same period in 2021 of Baht 9.97 million or decreased 800%.

Mr. Kumpol Ruaypom

Chief Financial Officer