

No. 0324-2022

November 10, 2022

Subject : Management Discussion and Analysis Quarter 3rd quarter ended September 30, 2022

Dear : Managing and Director of the Stock Exchange of Thailand

CMO Public Company Limited "CMO" would like to inform total revenue 228.19 million baht and net loss 11.74 million baht in the consolidated financial statement for the 3rd quarter ended September 30, 2022 compared with the same period, the 3rd quarter ended September 30, 2021, which had total revenue 66.60 million baht and net loss 38.90 million baht. The performance clarification is explaining as these following reasons;

- **Revenue from Service** in Q3/2022 was significantly increased by 242.62% from Q3/2021. Due to, the declining trend of the COVID-19 outbreak and the relaxation of COVID-19 restrictions. All client has more confident to return the marketing activities.

- **Cost of Service compare with total sales** was significantly decreased from 108.97% in Q3/2021 to 78.33% in Q3/2022. As the result, the Company has more income from service which is cover variable and fixed cost. Then, cost of service shows decreased in compared.

- **Selling and Administration Expense** was increase by 70.92% in Q3/2022. As a result of the new business restructuring, more new teams which related to new businesses.

- **Interest Expense** was slightly decrease by 15.02% in Q3/2022 because the company has gradually repayment term loan which terminated since the COVID-19 outbreak.

For the separate company statement has total revenue 94.29 million baht and net loss 10.42 million baht in the separate financial statement for the 3rd quarter ended September 30, 2022, compared with the same period, the 3rd quarter ended September 30, 2021 which had total revenue 40.80 million baht and net loss 74.24 million baht. The financial performance of Separate Company was explaining as above mention.

Please be informed accordingly,

Sincerely Yours,

(Mr. Kitisak Jampathipphong)
Chief Executive Officer
CMO Public Company Limited