



บริษัท กรังด์ปรีซ์ อินเตอร์เนชั่นแนล จำกัด (มหาชน)
GRAND PRIX INTERNATIONAL PUBLIC COMPANY LIMITED

Management Discussion and Analysis
for 3Q22 Results, ended September 30, 2022

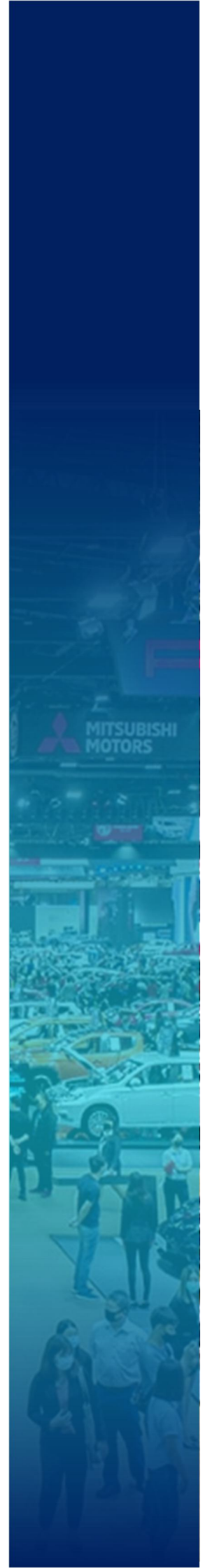
GRAND PRIX INTERNATIONAL PUBLIC COMPANY LIMITED

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Business Overview

Grand Prix International Public Company Limited (the “Company” or “GPI”) involves in exhibition, marketing event business and digital and publishing media related in automotive industry and printing business. The Company’s revenue is mainly from the exhibition, event organizer and public relation activity such as Bangkok International Motor Show, Bangkok Used Car Show, Yangon International Motor Show and Digital Motor Sport.

Economic Outlook

According to Bank of Thailand Press Release on the Economic and Monetary Conditions for September and the Third Quarter of 2022 (October 31, 2022), summarized the economic conditions and outlook as follows:

In September 2022

- Thai economy is still recovering. The service sector continued to recover in line with the number of foreign tourists. In addition, the value of merchandise exports increased after the decline in the previous period while domestic demand was relatively stable from the previous month.
- Headline inflation was lowered in line with energy sector inflation, while core inflation remained stable similar to the previous month

Outlook for October 2022 and the next period

- Economic activity in October 2022 is likely to continue to recover.
- In the next phase, must follow-up these factors
 - 1) an increase in costs, wages and product prices
 - 2) a slowdown in foreign demand
 - 3) the spread of COVID-19 and its implications for economic activities

Industry Outlook

According to the report on Thai business and industry trends 2022-2024 by Krungsri Research (January 2022), the Thai automobile industry trends are summarized as follows:

- Outlook 2022-2024 Thai car production in the next three years is likely to grow at an average of 4.0-6.0% per year, with the COVID-19 epidemic situation expected to begin to improve after the number of vaccinations covered more population. Labor shortage problem alleviated and the chip shortage is likely to begin to ease in the second half of 2022.
- Domestic sales are likely to grow by 3.0-5.0% in 2022 and average 4.0-6.0% per year in 2023 and 2024 in line with the gradual economic recovery. As a result, consumers' confidence in their spending has improved. The demand for commercial vehicles will expand well due to expansion of the construction sector, online retail business, and logistics. Moreover, entrepreneurs also have plans to continuously launch new models, both electric and internal combustion engine car.

Performance summary

Performance summary for 9 month periods ended 30 September, 2022 and 2021 are shown as following:

Income Statement (Million Baht)	9 month		% Change
	2022	2021	
Revenue from Sales& Services	552.64	475.12	16.32%
Gross Profit	246.65	223.31	10.45%
Gross Profit Margin (%)	44.63%	47.00%	-5.04%
SG&A	132.64	128.87	2.93%
Comprehensive income(loss) for the period	82.05	76.42	7.37%
Net Profit Margin (%)	14.85%	16.08%	-7.70%

Revenue from Sales & Service:

As of September 30, 2022, the company's revenue from sales and services according to the consolidated financial statements was 552.64 million baht, which increase 16.32% compared to the same period last year. This was a result of the revenue from the exhibition of Bangkok International Motor Show.

Gross profit (loss):

As of September 30, 2022, the company had gross profit of 246.65 million baht, an increase of 10.45% compared to the same period last year. This is mainly due to Revenue from the Bangkok International Motor Show.

Selling and administrative expenses (SG&A):

As of September 30, 2022, The company has selling and administrative expenses around 132.64 million baht, an increase of 2.93% from the same period last year. This was mainly due to the cost of advertising and public relations.

Comprehensive income (loss) for the period:

The company has comprehensive income (loss) for the year consolidated financial statement ended on September 30, 2022 of 82.05 million baht, which represent a net profit margin of 14.85% of revenue

The Company has revenue from sales and services classified by business group as follows:

Business	9 month		%
	2022	2021	Change YoY
1. Exhibitions and Event Organizing	501.07	415.35	20.64
2. Print and Digital Media	28.71	28.57	0.48
3. Printing	14.15	18.88	-25.02
4. Others	8.71	12.33	-29.35
Total Revenue from Sales and Services	552.64	475.12	16.32

Exhibitions and Event Organizing Business:

As of September 30, 2022, Exhibitions and Event Organizing revenue increased by 20.64 percent compared to the same period last year. This was mainly due to revenue from the 43rd Bangkok International Motor Show.

Print and Digital Media Business:

As of September 30, 2022 Revenue from Print and Digital Media Business Group increased by 0.48% compared to the same period last year. This was mainly due to the provision of print and web advertising services.

Printing:

As of the end of September 30, 2022, revenue from the printing business group decreased by 25.02 percent compared to the same period last year. This was caused by the employer changing the form of printing outsourcing.

Others:

As of September 30, 2022, income from other groups decreased 29.35% due to revenue from car decoration services and competition.

Financial Structure

Financial Structure (Million Baht)	Q3 2022	Year Ended 2021	% Change
Total Assets	856.53	788.88	8.58
Total Liabilities	90.76	57.16	58.78
Total Shareholder's Equity	765.77	731.72	4.65

Total Assets:

According to the financial statements as of September 30, 2022, total assets were 856.53 million baht, an increase of 8.58% compared to the year 2021. These were mainly due to cash and cash equivalents which the company receiving cash back from the maturity of fixed deposit.

Total Liabilities:

According to the financial statements as of September 30, 2022, total liabilities were 90.76 million baht, an increase of 58.78% compared to the year 2021. These were mainly due to an increase in short-term loans from financial institutions.

Total Shareholder's Equity:

According to the consolidated financial statements as of September 30, 2022, Total shareholder's equity were 765.77 million baht. This number increase 4.65 percent compared to the period ended 2021, which mainly due to an increase in unappropriated retained earnings.

Cash Flow Analysis

As of September 30, 2022, the Company had cash and cash equivalents of 88.76 million baht, a decrease of 58.65 million baht from 2021.

Cash flow statement ended 30 September, 2022	Million Bath
Net cash flow from operating activities	120.30
Net cash flow from investing activities	(14.54)
Net cash flow from finance activities	(31.81)
Net cash flow	73.86

- **Net cash from operating activities:** This was mainly due to an increase in advance income from the 43rd Bangkok International Motor Show
- **Net cash from investing activities:** This mostly caused by cash paid for purchases of land, buildings and equipment, including cash paid for investments in fixed deposits as collateral.
- **Net cash from financing activities:** This was mainly due to cash received from short-term loans from financial institutions and as a payment of dividends

Key Financial Ratios

Financial Ratios	Q3	
	2022	2021
Gross Profit Margin (%)	44.63	47.00
EBITDA Margin (%)	23.60	23.36
Return on Equity (%)	4.74	4.04
Return on Asset (%)	5.36	3.92
Current Ratio (Times)	4.24	7.21
D/E Ratio (Times)	0.12	0.10
EPS (Baht)	0.14	0.13

Mr.Peeraphong Eamlumnow

Chief Growth Officer and Chief Financial Officer