



MATI 12/2565

November 11, 2022

Subject: Notice of operating results for the 3rd quarter of 2022

To: Directors and Managers
The Stock Exchange of Thailand

Matichon Public Company Limited and its subsidiaries (“Company”) would like to submit the financial statements for the 3rd quarter of 2022 ended on September 30, 2022, which have been audited by a certified public accountant, AMC Office Company Limited, along with the notification of the operating results as follows:

For the 3rd quarter

Unit: Million baht

Details	Consolidated financial statements		Separate financial statements	
	Year 2022	Year 2021	Year 2022	Year 2021
Operating income	176.98	180.04	117.46	109.84
Other income (profit from the sale of land)	-	<u>6.88</u>	-	<u>6.88</u>
Total income	<u>176.98</u>	<u>186.92</u>	<u>117.46</u>	<u>116.72</u>
Operating profit – net	15.88	29.17	4.90	9.61
Profit from the sale of land – net	-	<u>5.50</u>	-	<u>5.50</u>
Total profit (loss) for the period	<u>15.88</u>	<u>34.67</u>	<u>4.90</u>	<u>15.11</u>

For the period of 9-month

Unit: Million baht

Details	Consolidated financial statements		Separate financial statements	
	Year 2022	Year 2021	Year 2021	Year 2022
Operating income	529.55	512.87	416.38	366.13
Other income (profit from the sale of land)	<u>15.43</u>	<u>167.24</u>	-	<u>167.24</u>
Total income	<u>544.98</u>	<u>680.11</u>	<u>416.38</u>	<u>533.37</u>
Operating profit - net	48.70	48.84	78.05	52.13
Profit from the sale of land - net	<u>12.34</u>	<u>155.01</u>	-	<u>155.01</u>
Total profit (loss) for the period	<u>61.04</u>	<u>203.85</u>	<u>78.05</u>	<u>207.14</u>



Income

In the operating results for 9-month, the Company and its subsidiaries had total revenue of 544.98 million baht, compared to the revenue of 680.11 million baht in 2021, a decrease of 19.87%. This is due to the fact that in 2021 the Company had other incomes of 167.24 million baht from the sale of unused land and large buildings, compared to 2022 with other incomes of 15.43 million baht.

When considering the 9-month operating income, the Company and its subsidiaries had total revenue of 529.55 million baht, compared to the revenue of 512.87 million baht in 2021, an increase of 3.25%. This is the result of the Company's acceleration in its marketing and sales activities after the government relaxed measures to prevent and control the COVID-19 pandemic. As a result, the Company's income from organizing events and seminars increased by 40.53%; income from sales of pocketbooks and publication members increased by 33.07%, while income from vocational training increased 116%.

In terms of financial strength, as of September 30, 2022, the Company has cash, cash equivalents and other current financial assets (in the form of fixed deposit, 4-12 months) totaling 821.38 million baht, or 42.52% of total assets.

Cost of sales and expenses

In the operating results for the 9-month period of 2022, the Company's cost of sales and services slightly increased by 11.09 million baht, or 3.69%, in line with the increase in revenue. Selling and distribution expenses, including administrative expenses, increased by 6.32 million baht or 4.19%, partly due to inflation, resulting in higher production costs. Another factor is the end of government relief measures aimed at assisting business operators, such as the taxation of land and buildings, and the remittance of the provident fund, etc. However, the Company continues to maintain a strict policy on handling various expenses effectively.



Profit (loss) for the period

As a result of adjusting the business strategy each year to be in line with the rapidly changing situation and able to achieve the goal of both revenue growth and financial strengthening, as well as effective cost control, in the 3rd quarter of 2022, the Company has a net profit of 15.88 million baht. By comparison, the 3rd quarter of 2021 saw a net profit of 34.67 million baht. Throughout the 9-month period of 2022 the Company has a net profit of 61.04 million baht, compared to 203.85 million baht of net profit throughout the same period in 2021.

Excluding the profit from the sale of land, the profit for the period of 9-month in 2022 the Company has a net profit of 48.70 million baht, compared to 48.84 million baht of net profit throughout the same period in 2021.

Please be informed accordingly.

Yours Sincerely,

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(Miss Parnbua Boonparn)

Managing Director