

FY 2022/23 HIGHLIGHTS

TOTAL REVENUE	OPERATING EBITDA	NET PROFIT	O&M REVENUE
THB 24,139mn ▼22.6% YoY	THB 7,669mn ▼5.5% YoY	THB 1,836mn ▼52.0% YoY	THB 6,834mn ▲8.4% YoY

EXECUTIVE SUMMARY

In FY 2022/23, BTS Group Holdings PCL (BTS Group or the Company) recorded **Total Reported (consolidated) Revenue** of THB 24,139mn, decreasing 22.6% YoY or THB 7,056mn. The decline was mostly attributed to lower revenue from contracting works of THB 9,227mn due to the development of new rail lines reaching the tail-end stage. However, the decline was offset by (i) an increase of THB 1,498mn in service and sales income, driven by a robust revenue growth in MIX business and a resilient revenue stream from O&M contracts in MOVE business, and (ii) higher interest income of THB 1,097mn from the previous year.

Total Reported (consolidated) Expenses decreased 23.0% YoY to THB 17,510mn in tandem with the reduction in revenues, but to a higher degree.

BTS Group recorded **Recurring EBITDA** of THB 7,669mn, a decrease of 5.5% YoY or THB 447mn, largely from a softer performance from MIX and MATCH businesses. For MIX business, the weakened recurring EBITDA was due to higher SG&A expenses resulting from business expansion and consolidation of VGI's subsidiaries. Additionally, a mark-to-market loss on financial investment drove a softer MATCH performance. However, this was partially compensated by a stronger recurring EBITDA from MOVE business driven by a higher mass transit related interest income and a higher share of profit from investment in BTS Rail Mass Transit Growth Infrastructure Fund (BTSGIF).

Reported Net Profit Attributable to The Company was THB 1,836mn, decreasing 52.0% YoY or THB 1,989mn and **Net Profit Margin** was 7.6%, decreasing from 12.3% in FY 2021/22.

Total Assets as of 31 March 2023 stood at THB 270,926mn, an increase of 6.9% or THB 17,387mn from 31 March 2022. With an increase in receivables from government authorities and provision of Electrical & Mechanical works (E&M) of THB 9,713mn from 31 March 2022, BTS Group's balance sheet remains strong with the adjusted net debt¹ to equity ratio of 1.85x.

(1) Calculated based on interest bearing debt - cash and cash equivalent and liquid investment, Cash to be received from clearing house - share subscription of subsidiary and Receivable from subscription for newly issued ordinary shares of subsidiary

STOCK INFORMATION *(as of 29 May 2023)*

Ticker:	BTS TB Equity
Closing Share Price:	7.60
52-week High:	9.00
52-week Low:	5.40
Shares Outstanding (mn shares):	13,167.6
Market Cap (THB mn):	100,074
Market Cap (USD mn*):	3,198
*THB/USD = 31.2920	

3M Business Strategy Overview

Under the 'Sharing Economy' concept, BTS Group provides a unique MATCH solution to its partners, sharing access to both its MOVE network (providing ACCESS to customers) and its MIX network (providing broad and customised audience REACH).

Our MOVE network itself is a pioneering concept whereby we aim to provide convenient and safe door-to-door transportation solutions to customers, which purposefully support UNSDG13 (Climate Action) by reducing carbon emissions and improving living conditions.

Our MIX network has advanced beyond its leading OOH media capability to provide comprehensive O2O solutions combining advertising, payment, and distribution services, incorporating smart DATA for optimising insight and customer satisfaction.

SIGNIFANT EVENTS & KEY DEVELOPMENT IN FY 2022/23

BTS GROUP

7 December 2022: ASEAN Entrepreneurial Excellence Award 2022

Mr. Keeree Kanjanapas, Chairman of the Board of BTS Group, received the Asean Entrepreneurial Excellence Award 2022 at the EY Entrepreneur of The Year 2022 Singapore event. In the running were the leaders of leading organisations in Thailand and across Southeast Asia. The award reflects successful business leadership in creating growth and increasing Thailand's economic competitiveness through mass transit systems, notably the electric train, which has improved Thai people's quality of life by helping solve the traffic congestion in Bangkok.

13 January 2023: Interim dividend approved

BTS Group Board of Directors' meeting approved the interim dividend payment for FY 2022/23 at the rate of THB 0.15 per share. The interim dividend of THB 1,975mn was paid on 10 February 2023.

24 May 2023: TRIS annual rating

TRIS Rating downgraded the company rating on BTS Group and the ratings on BTS's outstanding senior unsecured debentures to "A-" from "A" reflecting the company's heightened financial leverage from investments. However, TRIS revised the outlook to "stable" from "negative". Despite rating downgrade, the A- rating continues to reflect the Company's strong business profile based on the steady service income from mass transit business, sizable cash flow received from the investment in BTSGIF, and entrenched position in the media business.

29 May 2023: Final dividend approved

BTS Group's Board of Directors' meeting approved the final dividend payment for FY 2022/23 up to THB 2,106.8mn or THB 0.16 per share. The final dividend payment is expected to be paid in August 2023 (subject to shareholder's approval on the Annual General Meeting 2023).

MOVE

RAIL

2 August 2022: Pink Line Extension

Bangkok Land PCL signed a contract together with Northern Bangkok Monorail Co., Ltd. (NBM), BTS Group's subsidiary, to build the Pink Line Extension to Muang Thong Thani adding two more stations: IMPACT Muang Thong Thani Station (Challenger 1) and Muang Thong Thani Lake Station. The project is expected to be completed and operational by 2025. The extension requires THB 4bn investment to further increase urban mobility for the public to uplift their way of life.

12 October 2022: Yellow Line first trial run

Eastern Bangkok Monorail Co., Ltd. (EBM), BTS Group's subsidiary and the operator of the Yellow Line Monorail, successfully completed the longest trial run through 16 stations. The Yellow Line Monorail, Lat Phrao – Samrong station, covers a total distance of 30.4km with 23 stations and is expected to fully commence operations in 2023.

NON-RAIL

3 March 2023: U-Tapao International Airport development

U-Tapao International Aviation Co., Ltd. (UTA) (BTS Group shareholding of 35%) signed a cooperation agreement with Hong Kong International Airport to upgrade the development of U-Tapao International Airport to become the "3rd Major Commercial International Airport". Hong Kong Airport will share knowledge and experience in management and technology with UTA, as well as serve as a consultant for various projects which operate under the MOU agreement, so that UTA can develop U-Tapao International Airport for sustainable growth.

MIX

PAYMENT

4 July 2022: Rabbit Care Series C fundraising

Rabbit Care Co., Ltd (RCare), VGI PCL (VGI)'s subsidiary, Thailand's leading online insurance and financial product comparison platform, raised THB 708mn in Series C round by issuing 148,150 preferred shares. With the additional capital, RCare aims to invest in new business opportunities and new technological infrastructure that stipulate competitive advantages for the company. Following this funding, RCare invested in developing its own IT system by introducing 'CareOS' technology, a proprietary IT system to compare credit cards and insurance products that best service each customer's needs.

DISTRIBUTION

22 June 2022: VGI invested in NINE

VGI invested 59.9% in Nation International Edutainment PCL (NINE) through the purchase of 954mn shares through a private placement with a total investment value of THB 3,147mn. NINE has the rights to operate on 31 BTS stations' merchandising spaces. Subsequently, NINE became a subsidiary of VGI since 22 June 2022.

January 2023: NINE launched 'SuperRich Turtle' and 'Turtle Taste!'

NINE opened its first currency exchange service under the 'SuperRich Turtle' brand at Asok station. Moreover, NINE also launched its new services under the 'Turtle Taste!' brand, a food and beverage booth to provide the best-seller of Turtle's brand.

27 April 2023: NINE rebranded to 'Super Turtle'

NINE rebranded its corporate identity and logo, along with the announcement of a new company name to Super Turtle PCL (TURTLE). Subsequently, the security ticker symbol has also changed from NINE to TURTLE, effect from 3 May 2023.

**MATCH
PARTNERSHIP****7 December 2022: BTS Group invested in TNL**

BTS Group invested 41.09% through the acquisition of newly issued ordinary shares with a total investment value of THB 2,884mn in Thanulux PCL (TNL), a subsidiary of Saha Pathana Inter-Holding PCL (SPI) – an investment arm of Saha Group. Currently, TNL has transformed into a finance services business, currently focusing on property backed lending aimed at high net worth customers. Subsequently, TNL became our associate, and BTS Group starts recognising its 'share of profit (loss) from investment' from 7 December 2022 onwards (as of 31 March 2023, BTS Group held 128,302,746 shares or 42.12% in TNL).

FINANCIAL SERVICES**27 July 2022: A LIFE rebranded to Rabbit Life Insurance (Rabbit Life)**

Advance Life Assurance PCL or A LIFE (Rabbit Holdings's subsidiary), launched its re-branding to becoming Rabbit Life Insurance PCL (Rabbit Life) with the vision of *"Think differently to improve your life with a life insurance that hedge your bets and provides simplified solutions"* – aiming to become the leader in the life insurance business.

SUSTAINABILITY AT BTS GROUP

In FY 2022/23, as part of our long-term climate strategy, BTS Group maintained its carbon neutral status for the 3th year running. The carbon neutral status was certified by the Thailand Greenhouse Gas Management Organisation (TGO). This was through the continuance of its environmental-focused initiatives which includes operational energy efficiency solutions and having at least 10% of electricity consumption from renewable sources, which translates into a reduction of 10,300 tonnes of carbon dioxide equivalent, representing a 13%¹ reduction in scope 2 emissions within this year.

Additionally, for our decarbonisation efforts, we are currently working on a feasibility study for the installation of solar rooftops for the Yellow and Pink Line depots. With the opening of our Yellow and Pink lines expected within 2023 and the beginning of 2024 respectively, these lines will contribute towards the growth of urban mobility and accessibility for the sustainable socio-economic development of Thailand.

(1) A reduction of 10,300 tonnes of carbon dioxide equivalent, compared to total scope 2 emission of 82,200 tonnes of carbon dioxide equivalent in FY 2022/23.

30 September 2022: U City Unveils new identity under 'Rabbit Holdings'

U City PCL (U City) announced its new identity under the name of 'Rabbit Holdings PCL' providing new perspective to its shareholders and investors. The objective is to reflect the change in long-term business direction to primarily focus on the financial services business allowing Rabbit Holdings to create synergies among companies within BTS Group and partnership network under BTS Group's 3M strategy. Subsequently, to reflect the change in its company name, its securities symbols have also changed accordingly: from "U" to "RABBIT" for ordinary shares and from "U-P" to "RABBIT-P" for the preferred shares.

28 February 2023: Rabbit Holdings to invest in Prime Zone Asset Management

RBH Ventures Co., Ltd. (Rabbit Holdings's subsidiary) has entered into a share subscription agreement with Prime Zone Asset Management Co., Ltd. for 2,228,572 shares, or equivalent to 70% of the total registered capital of PZ after its capital increase, for a total purchase price of THB 900mn. The purpose of the investment is to expand further into the financial services business, increase Rabbit Holdings income base and customer group, and ultimately enhance the Company's overall business value. The transaction is expected to be completed by July 2023.

BTS Group also aims to provide greater access to impact investment opportunities within the Thai capital markets. To support this, in November 2022, the Group has raised THB 20bn, through the second issuance of its Sustainability-Linked Bonds (SLBs). This is **the first SLB in Southeast Asia to be made available to retail investors**. The SLB is linked to a set of KPIs on energy efficiency and increasing the proportion of renewable electricity. Since the beginning of its sustainable finance practices, BTS Group has raised a total of THB 62.8bn.

This year, BTS Group is included in the DJSI (Emerging Markets) for the 5th year running and is recognised within the S&P Global Sustainability Yearbook 2023 as the World's Most Sustainable Transportation Company for the 3rd consecutive year. The Company was also selected on the Thailand Sustainability Investment (THSI) list for the 4th consecutive year from the Stock Exchange of Thailand (SET).

Furthermore, we strive towards cultivating a people-centric workplace, promoting equality and transparency across all aspects of our operations. The Company's good governance and zero-tolerance for corruption is reflected in the transparent disclosure of our ESG performance. As a result, BTS Group has been designated a "5-Star Rating" or "Excellent" Corporate Governance rating for the 11th consecutive year by the Thai Institute of Directors.

BUSINESS TARGETS ASSESSMENT FY 2022/23

MOVE (Rail Business)	FY 2022/23 Targets	Results
<u>Train O&M revenue</u> Operating and Maintenance (O&M) revenue increased 8.4% YoY or THB 0.53bn to THB 6.8bn, exceeding its target.	THB 6.7bn	THB 6.8bn <i>Target exceeded</i>
<u>Construction revenue for Pink and Yellow Lines</u> The Company continued to recognise THB 5.3bn construction revenue for the Pink and Yellow Lines in FY 2022/23	THB 5-6bn	THB 5.3bn <i>Target met</i>
<u>Mass transit related interest income</u> Mass Transit related interested income of THB 4.5bn was recognised in FY 2022/23, exceeding its target.	THB 3.8bn	THB 4.5bn <i>Target exceeded</i>
<u>CAPEX</u> The Company invested THB 5.1bn in the construction of the Pink and Yellow lines, surpassing its target.	THB 5-6bn	THB 5.1bn <i>Target met</i>

FY 2022/23 PERFORMANCE

(THB mn)	FY 2022/23	FY 2021/22	% YoY
Reported Revenue	24,139	31,195	(22.6)%
Operating Revenue	18,073	25,823	(30.0)%
Recurring EBITDA¹	7,669	8,116	(5.5)%
Recurring Net Profit	2,004	2,782	(28.0)%
Reported Net Profit	1,836	3,826	(52.0)%

¹ Recurring EBITDA calculated from the operational performance of 3 BUs, interest income, dividend income, other income, net share of recurring profit/(loss) from associates/ JV, yet, excludes other non-recurring items.

OPERATIONAL PERFORMANCE

	Contribution FY 2022/23	Operating Revenue (THB mn)			GP margin (%)	
		FY 2022/23	FY 2021/22	% YoY	FY 2022/23	FY 2021/22
MOVE	68%	12,293	20,873	(41.1)%	38.1%	23.1%
MIX	28%	5,138	4,298	19.6%	29.2%	24.0%
MATCH	4%	642	652	(1.6)%	n/a	n/a
Total	100%	18,073	25,823	(30.0)%	34.0%	22.2%

In FY 2022/23, **Total Operating Revenues** were THB 18,073mn, decreasing by 30.0% YoY or THB 7,750mn. Revenues from MOVE, MIX and MATCH businesses accounted for 68%, 28% and 4%, respectively of total operating revenues (as opposed to 81%, 17% and 2%, respectively in the previous year).

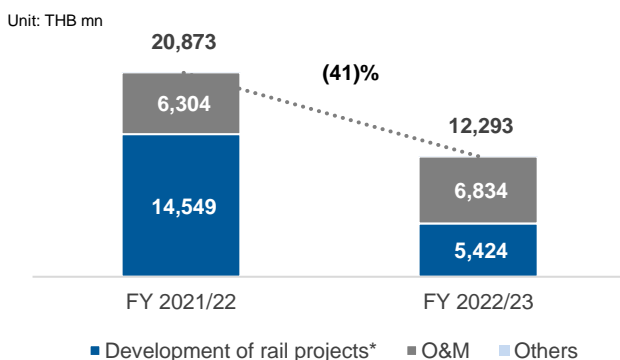
The decline in operating revenue was mainly due to the development of new rail lines under MOVE business reaching the tail-end stage, reflecting in the development of Pink and Yellow Line having advanced to 96% and 99% completion, respectively in March 2023.

However, the decline in operating revenue was compensated by a significant improvement in MIX revenue of 19.6% YoY or THB 840mn to THB 5,138mn and a resilient and steady growth in O&M revenue from MOVE business, increasing 8.4% YoY or THB 530mn to THB 6,834mn. **Total Operating Costs** were THB 11,932mn, a decrease of 40.6% YoY. Operating costs fell to a higher degree than total operating revenue.

Consequently, BTS Group booked **Operating Gross Profit** of THB 6,141mn, an increase of 7.0% YoY and **Operating Gross Profit Margin** of 34.0%, increasing from 22.2% in FY 2021/22.

SEGMENTAL PERFORMANCE

MOVE BUSINESS



(*) Development of rail projects include Green Line Extensions and Pink and Yellow Lines

Total **MOVE Revenue** was THB 12,293mn, decreasing by 41.1% YoY mainly due to a lower revenue from the construction of Pink and Yellow Lines (falling by 62.0% or THB 8,613mn). The decrease was partially offset by an increase in O&M revenue of THB 530mn or 8.4% YoY to THB 6,834mn from the contractually agreed increase in operating fee of the Green and Gold Lines.

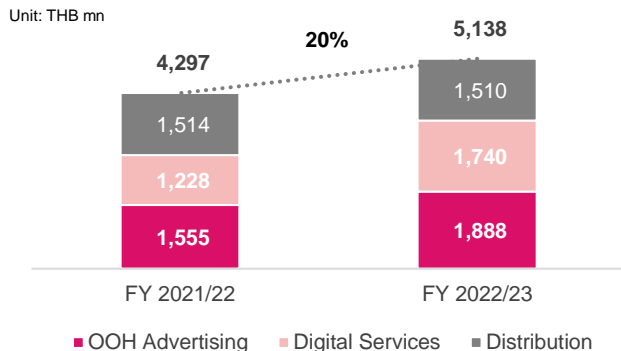
Gross Margin of MOVE business improved to 38.1% in FY 2022/23, comparing to 23.1% in FY 2021/22, due to reduced recognition of the construction revenue for the Pink and Yellow Lines which has lower margins.

Mass Transit related Interest Income was THB 4,478mn, increasing 33.1% YoY or THB 1,113mn, resulting from a higher interest income from receivables related to the Green Line extension, Pink and Yellow projects.

In FY 2022/23, the Company recognised Share of Profit from Investments in BTSGIF of THB 390mn, compared to a share of loss of THB 29mn in FY 2021/22. There has been a substantial rise in BTSGIF's farebox revenue on the Core Line Network, increasing 125.1% YoY, predominantly supported by the growth in ridership of 120.3% YoY to 163.4mn trips thanks to Thailand's nationwide cessation of COVID-19 restrictions. The average fare increased 2.1% YoY to THB 32.9 per trip.

More commentary on the Core Network performance can be found in FY 2022/23 BTSGIF management discussion and analysis: <https://weblink.set.or.th/dat/news/202305/1126NWS290520231738470980E.pdf>

MIX BUSINESS



Total MIX Revenue in FY 2022/23 was THB 5,138mn, improving by 19.6% YoY or THB 840mn, supported by a strong growth in Digital Services segment and the recovery of OOH Advertising segment.

- **OOH Advertising Revenue** was THB 1,888mn, increasing by 21.4% YoY or THB 332mn, mainly attributable to improvement in all media segments under VGI. In FY 2022/23, the utilisation rate reached approximately 45%.
- **Digital Services Revenue** was THB 1,740mn, increasing by 41.7% YoY or THB 512mn, mainly driven by more insurance commission fee and higher lead generation from the expansion of RCare. Moreover, this was driven by an increase in revenue from card sales and transaction fees of Rabbit Card as well as project management fees.
- **Distribution Revenue** was THB 1,510mn, remaining flat YoY from lower sales from Fanslink¹, offset by the consolidation of TURTLE².

Gross Margin of MIX business advanced to 29.2% in FY 2022/23, compared to 24.0% in FY2021/22. This was supported by the improvement in OOH Advertising business which has a relatively higher margin than other businesses. However, SG&A expenses under MIX business grew significantly from the previous year due to business expansions of RCare, Rabbit Cash Co., Ltd., and Fanslink, as well as the 9-month consolidation of TURTLE.

In FY 2022/23, BTS Group recorded Share of Loss from Investments in Kerry Express (Thailand) PCL of THB 711mn, primarily from the sluggish operational performance of logistics business. However, BTS Group recognised Share of Profit from Investment in Jay Mart PCL (JMART) of THB 145mn.

More commentary on VGI can be found in FY 2022/23 VGI's management discussion and analysis:

<https://weblink.set.or.th/dat/news/202305/1102NWS250520232101540866E.pdf>

(1) Fanslink Communication PCL (Fanslink), an Omni-channel e-Commerce service provider and leading brand management for Chinese brands

(2) TURTLE generates revenue from 3 businesses, comprising 1) Merchandising spaces rental business on BTS stations, 2) Retail business under Turtle brand and 3) Publishing business (TURTLE's former business operation). The performance from Merchandising spaces rental is recorded under OOH Advertising segment, while Retail and Publishing performance is recorded under MIX's Distribution segment.

MATCH BUSINESS

Total MATCH revenue in FY 2022/23 was THB 642mn, slightly decreasing by 1.6% YoY or THB 11mn, mainly due to lower construction revenue from HHT Construction Co., Ltd. of THB 136mn. However, this was offset by an increase in rental and services revenue of THB 130mn from the operation of Thana City Golf & Sports Club.

In FY 2022/23, the Company recorded a share of recurring profit from investments in Rabbit Holdings of THB 515mn, comparing to a share of loss of THB 212mn in the previous year³. The improvements were primarily from:

- Record revenue from Rabbit Life
- Higher hotel revenue due to the easing of COVID-19 control measures across Thailand and Europe and the recovery of hotel business and tourism sector
- Gain from disposition of its properties (hotels in Europe and 7JVs with Noble)

More commentary on Rabbit Holdings can be found in 1Q 2023 Rabbit Holdings's management discussion and analysis:

<https://weblink.set.or.th/dat/news/202305/0329NWS120520232030280423E.pdf>

MATCH is BTS Group's platform to establish strategic alliances and leverage our unique and proprietary MOVE and MIX platforms in order to provide our partners with more REACH and insight. Our investments in JMART, SINGER, Rabbit Life, TBN⁴ and TNL in this year are a part of our 3M strategy to increase the value of our group and partners, strengthening business possibilities and creating additional business synergies in the near future.

(3) Excluding the one-time items which were the record of an unrealised gain from the recognition of the investment in JMART and the recognition of impairment of assets

(4) TBN Software PCL (TBN), a leading low-code solution provider

BALANCE SHEET

Total assets as of 31 March 2023 stood at THB 270,926mn, an increase of 6.9% or THB 17,387mn from 31 March 2022, due to an increase in:

- Net receivables from government authorities and provision of E&M work of THB 9,713mn
- Elevated train project costs of THB 7,846mn recognised from the construction of the Pink and Yellow Lines
- Cash and cash equivalents of THB 6,198mn, predominantly from the consolidation of TURTLE
- Investments in joint ventures of THB 4,283mn
- Other financial assets of THB 3,186mn
- Investment properties of THB 2,025mn

The increase in total assets was partially offset by a decrease in:

- Extinguished receivables related to VGI RO subscription amounting to THB 12,917mn
- Investment in associates of THB 3,005mn.

Total liabilities as of 31 March 2023 stood at THB 189,604mn, an increase of 12.0% or THB 20,375mn from 31 March 2022. The increase was mainly from an increase in:

- Net issuance of long-term debentures of THB 28,666mn, primarily from the issuance of the BTS Group's SLBs totaling THB 31,000mn and another issuance of bond of THB 1,000mn in FY 2022/23.
- Net long-term loans from financial institutions of THB 7,718mn chiefly from a syndicated loan drawdown for the Pink & Yellow Lines.

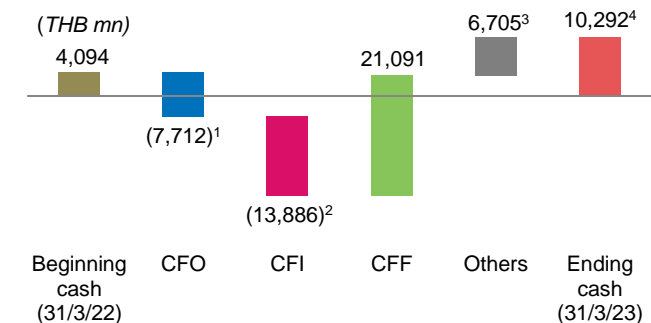
However, the increase in total liabilities was partly offset by a decrease in:

- Short-term loans from financial institutions and bills of exchange payable of THB 15,539mn
- Other financial liabilities of THB 951mn.

Total equity as of 31 March 2023 was THB 81,322mn, a decrease of 3.5% or THB 2,989mn from 31 March 2022. The decrease was primarily attributed to (i) a decrease in retained earnings of THB 2,096mn mainly due to FY 2021/22 final dividend payment in August 2022 and FY 2022/23 interim dividend payment in February 2023 and (ii) a lower other component of shareholders' equity of 1,683mn. However, this decrease was partially offset by a higher non-controlling interest of the subsidiaries of THB 1,184mn, chiefly from a subscription of newly issued ordinary shares in TURTLE through rights offering (with final stake at 59.9%) by Point of View Media Group Co., Ltd., BTS Group's subsidiary.

As of 31 March 2023, issued and fully paid-up shares of BTS Group stood at 13,167.6mn shares (13,164.5mn shares as of 31 March 2022).

CASH FLOW



¹ CFO after

- Net corporate income tax of THB 1,409mn
- Net interest expenses of THB 4,690mn
- An increase in a receivable under agreements with government authority of THB 8.8bn mainly from the provision of the O&M services for the Green Line extensions

² CFI included net investment for construction of the Pink and Yellow Lines of THB 5.8bn

³ Others include cash to be received from subscription VGI RO of THB 6,669mn

⁴ Excluding liquid investments of THB 10.7bn

As of 31 March 2023, **cash and cash equivalents** stood at THB 10,292mn, an increase of 151.4% or THB 6,198mn from 31 March 2022. Cash used in operating activities was THB 1,612mn (versus cash used in operating activities of THB 9,045mn in FY 2021/22). This was derived from profit before tax of THB 3,162mn, being partially offset by (i) non-cash reconciling items of THB 656mn and (ii) decreased net working capital of THB 5,430mn. After deducting cash paid for interest expense of THB 4,690mn (FY 2021/22: THB 4,211mn) and net cash paid for corporate income tax of THB 1,410mn (FY 2021/22: THB 2,242mn), **net cash used in operating activities** was THB 7,712mn.

Net cash used in investing activities was THB 13,866mn. The key components were (i) net cash paid for acquisitions of financial assets of THB 4,455mn, (ii) net investment in construction of the Pink and Yellow Lines of THB 5,805mn and (iii) Cash paid for purchases of investment in joint ventures of THB 4,256mn. These were partially offset by cash received from return of capital of associate of THB 901mn.

Net cash from financing activities was THB 21,091mn. The key components were (i) net cash received of THB 28,700mn from issuance of the BTS Group's debentures of THB 32,000mn in FY 2022/23, extracting the repayment of debentures amounting THB 3,300mn, (ii) cash received from non-controlling interests of subsidiaries for issuance of ordinary shares of subsidiaries of THB 6,942mn and (iii) cash received from long-term loans from financial institutions of THB 7,692mn. These were partially offset by (i) net cash paid in short-term loan from financial institutions and bills of exchange payables of THB 15,734mn and (ii) dividend payment of THB 4,070mn.

BTS GROUP FINANCIAL SUMMARY (CONSOLIDATED)

STATEMENT OF COMPREHENSIVE INCOME (THB mn)	FY 2022/23	FY 2021/22	% YoY
Service and sales income	12,170	10,672	14.0%
Revenues from contracting works	5,848	15,075	(61.2)%
Interest income	4,751	3,654	30.0%
Other income ¹	1,370	1,794	(23.6)%
Reported revenues	24,139	31,195	(22.6)%
Expenses ²	(12,311)	(20,263)	(39.2)%
SG&A expenses	(4,139)	(2,622)	57.9%
Other expenses	(1,060)	136	n/a
Reported expenses	(17,510)	(22,748)	(23.0)%
Share of profit/ (loss) from investments in associates / JVs	350	(131)	n/a
Finance cost	(3,818)	(3,220)	18.6%
Profit before income tax expenses	3,162	5,095	(37.9)%
Income tax	(1,539)	(1,214)	26.7%
Profit for the year	1,623	3,881	(58.2)%
Reported net profit attributable to the company³	1,836	3,826	(52.0)%

¹ Other income includes rental income, gain on sale of real estate, dividend income and other income stated in audited financial statement

² Expenses include cost of services and sales and cost of contracting works

³ Before adjusting non-controlling interests of the subsidiaries

STATEMENT OF FINANCIAL POSITION (THB mn)	31-Mar-23	31-Mar-22	% Change
Current assets	22,707	23,143	(1.9)%
Non-current assets	248,219	230,396	7.7%
Total assets	270,926	253,539	6.9%
Current liabilities	40,835	47,468	(14.0)%
Non-current liabilities	148,769	121,760	22.2%
Total liabilities	189,604	169,229	12.0%
Issued and fully paid capital	52,671	52,658	0.0%
Retained earnings	(9,310)	(7,214)	29.1%
Other items in shareholders' equity ⁴	12,712	14,802	(14.1)%
Non-controlling interest of the subsidiaries	25,248	24,065	4.9%
Total shareholders' equity	81,322	84,311	(3.5)%
Total liabilities and shareholders' equity	270,926	253,539	6.9%

⁴ Other items in shareholders' equity includes all items that apart from Issued and fully paid capital and retained earnings

DEBT INFORMATION (THB mn)	31-Mar-23	31-Mar-22	% Change
Gross interest-bearing debt	171,569	151,282	13%
Adjusted net debt ⁵	150,614	125,824	20%

⁵ Calculated based on interest bearing debt - cash and cash equivalent and liquid investment, Cash to be received from clearing house - share subscription of subsidiary and Receivable from subscription for newly issued ordinary shares of subsidiary

CASH FLOW STATEMENT (THB mn)	FY 2022/23	FY 2021/22	% YoY
Earnings Before Tax	3,162	5,095	(37.9)%
Cash from (used in) operating activities	(1,612)	(8,995)	(82.2)%
Cash paid for interest expenses	(4,690)	(4,211)	11.4%
Cash paid for corporate income tax	(1,430)	(2,252)	(36.5)%
Cash received for corporate income tax	20	10	107.1%
Net cash from operating activities	(7,712)	(15,448)	(50.2)%
Net cash from investing activities	(13,886)	(11,971)	16.5%
Net cash from financial activities	21,091	34,370	(38.6)%
Net changes in cash and cash equivalents	(508)	6,951	(107.3)%
Others ⁶	6,705	(6,686)	(200.3)%
Cash and cash equivalents at beginning of the year	4,094	3,829	6.9%
Cash and cash equivalents at end of the year	10,292	4,094	151.4%

⁶ Others include effect of exchange rate for cash and cash equivalents and cash received from clearing house - share subscription of subsidiary

KEY FINANCIAL RATIOS

Profitability ratios	FY 2022/23	FY 2021/22	FY 2020/21
Gross operating profit margin (%)	34.0%	22.2%	18.1%
Recurring net profit margin (%) ^A	8.8%	9.3%	9.6%
Net profit margin (%) ^B	7.6%	12.3%	10.8%
ROA (%) ^C	0.6%	1.7%	2.8%
ROE (%) ^D	2.0%	4.8%	7.5%
Liquidity ratio			
Current ratio (times)	0.56x	0.49x	0.44x
Leverage ratios			
Interest bearing debt to equity (times)	2.11x	1.79x	1.49x
Adjusted net debt ^E to equity (times)	1.85x	1.49x	1.28x
Interest coverage (times) ^F	2.01x	2.52x	3.51x
Per share ratios^G			
Basic earnings per share (THB)	0.14	0.29	0.35
Book value per share (THB)	6.18	6.40	5.78

Note:

^A Calculated based on recurring net profit / total recurring revenue

^B Calculated based on accounting net profit (after MI) / total accounting revenue

^C Calculated based on accounting net profit / total average assets

^D Calculated based on accounting net profit / total average shareholders' equity

^E Calculated based on interest bearing debt - cash and cash equivalent and liquid investment, Cash to be received from clearing house - share subscription of subsidiary and Receivable from subscription for newly issued ordinary shares of subsidiary

^F Calculated based on recurring EBITDA / finance cost

^G Calculated based on weighted average number of shares at par value of THB 4.0 per share

MANAGEMENT OUTLOOK

As the world economy struggled to recover from the economic impact of COVID-19, challenges such as geopolitical conflict, food supply crises and inflation pressure, the Thai economy began to recover mainly reinforced by the continual improvement of domestic demand in both private consumption and investment. Thailand's Gross Domestic Product (GDP) is anticipated to expand an average of 3.5% in 2023¹ from a growth of 3.2% in 2022. Given the aforementioned outlook, FY 2023/24 should mark a positive year for BTS Group underpinned by: A new government in office, the opening of the Pink and Yellow Lines, and potential resolution on BMA's outstanding debts. The outlook for each business unit in FY 2023/24 is as follows:

For our MOVE business, FY 2023/24 will mark a key milestone as the long-awaited Pink and Yellow Lines are taking final steps towards their full operation. The farebox revenue from both aforesaid lines will be recognised in accordance with the 30-year concession contracts. Furthermore, NBM² and EBM² (BTS Group's subsidiaries) are entitled to receive subsidies from the government upon the full operation (substantial) of both lines, subsequently reinforcing the Company's liquidity position. Furthermore, the Company expects to record train O&M revenue of THB 6.9bn and the mass transit related interest income of THB 5.2bn (increasing 16% YoY). The Company also expects to recognise the remaining THB 2.9bn of construction revenue of for the Pink and Yellow Lines. Additionally, the Company expects an increase in ridership from the Green Line Core Network to reach pre-COVID level by 3Q 2023/24 resulting in a higher share of profit from investment in BTSGIF.

For MIX business, despite the positive sentiment in economic activities and ridership rebound, we believe that businesses and brands may implement a rather cautious approach to their advertising and marketing budget given uncertainties on both global and domestic economic outlooks. This could subsequently add headwinds to VGI's OOH advertising revenue. However, OOH advertising revenue will continue to be a major driver for MIX business revenue due to the uptrend in media occupancy rate. VGI will implement the shift in Fanslink's product mix under its Distribution business, which is expected to result in wider margins, hence enhancing business performance. All things considered, we anticipate a conservative revenue target in the range of THB 6.0bn to THB 6.5bn and net profit margin target of more than 10% in FY 2023/24.

Under our MATCH business, Rabbit Holdings will continue to divest its real estate portfolios as planned in order to recycle capital towards the growth of its financial services. Moreover, with household debt being amplified, reaching 87% of the country's GDP, Rabbit Holdings sees the opportunity for more non-performing loans to be released into the markets which will directly benefit Prime Zone Asset Management Co., Ltd. (Prime Zone), an asset management company. Rabbit Holdings's strategic investment in Prime Zone is expected to be completed in July 2023, hence Rabbit Holdings is positioned for further expansion and success in the financial services sector. Separately, we expect more collaboration with potential partners under MATCH business, to expand untapped opportunities and create synergies for mutual growth.

Lastly, BTS Group's Board of Directors' meeting on 29 May 2023 approved the final dividend payment for FY 2022/23 up to THB 2,106.8mn or THB 0.16 per share. The final dividend payment is expected to be paid in August 2023, subject to shareholder's approval on the Annual General Meeting 2023. As a result, the dividend yield for FY 2022/23 was 3.85%³, as opposed 3.48% in FY 2021/22.

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Rangsin Kritalug

(Executive Director and Chief Operating Officer)

(1) Source: NESDC, Krungsri Research

(2) NBM is the Pink Line's concessionaire and EBM is the Yellow Line's concessionaire

(3) Dividend per share over the prior 12 months (Interim dividend FY 2022/23 + Final dividend FY 2022/23), divided by stock price 1 day prior to each BOD meeting date