

**2022/23 BUSINESS HIGHLIGHTS**

In 2022/23, MACO overcame lowest financial performance and recorded a net profit of THB 134mn.

- **Revenue from sales and services revenue was THB 2,595mn, an increase of 21.5% YoY.**
  - Advertising revenue increased by 23.1% YoY to THB 398mn.
  - System Integration increased by 21.3% YoY to THB 2,198mn.

**CONSOLIDATED P&L SNAPSHOT**

THB (mn)	2021/22	2022/23	YoY (%)
Revenue from sales and services	2,135	2,595	21.5%
Cost of sales	1,664	1,929	15.9%
Gross profit	472	666	41.3%
SG&A	410	458	11.6%
Share of profit (loss) from JVs & associates	(22)	50	323.6%
EBITDA	512	524	2.2%
EBIT	81	305	276.7%
Financial cost	54	30	-44.1%
Tax	35	82	133.1%
<b>Net profit: owners of the parent</b>	<b>34</b>	<b>134</b>	<b>297.6%</b>

Gross profit margin	22.1%	25.7%	
EBITDA margin	24.0%	20.2%	
Net profit margin: owners of the parent	1.6%	5.1%	

**REVENUE FROM SALES AND SERVICES BY SEGMENTS**

THB (mn)	2021/22	2022/23	YoY (%)
Advertising	323	398	23.1%
System Integration	1,812	2,198	21.3%
<b>Revenue from sales and services</b>	<b>2,135</b>	<b>2,595</b>	<b>21.5%</b>

**% CONTRIBUTION TO REVENUE FROM SALES AND SERVICES**

	2021/22	2022/23
Advertising	15.1%	15.3%
System Integration	84.9%	84.7%
<b>Revenue from sales and services</b>	<b>100.0%</b>	<b>100.0%</b>

**PERFORMANCE ANALYSIS (2022/23 vs 2021/22)**

During 2022/23, the global economy has continued to recover from the COVID-19 pandemic situation, demonstrated by an increase of economic activities as well as a rebound in tourism and services sectors. Correspondingly, the recovery has contributed across all of our business segments, with the recorded **revenue from sales and services** growth of at 21.5% YoY to THB 2,595mn.

- **Advertising revenue** contributed 15.3% of total revenue or THB 398mn, an increase of 23.1% YoY. The increase was mainly from the production of static media revenue.
- **System Integration revenue** contributed 84.7% of total revenue or THB 2,198mn, an increase of 21.3% YoY. This was mainly from more installation and maintenance projects.

Revenue growth also reflected in **cost of sales**, which increased by 15.9% YoY to THB 1,929mn. While, **cost-to-sales ratio** decreased from 77.9% to 74.3% in this year, resulting in an increase in **gross profit margin** to 25.7% (prior year: 22.1%).

The continued growth was also accompanied by an increase in **selling, general and administrative expenses (“SG&A”)** to THB 458mn from THB 410mn, an increase of 11.6% YoY. Meanwhile, **SG&A to revenue ratio** decreased from 19.2% to 17.6% due to revenue increase in higher rate than SG&A.

In 2022/23, the Company recorded a **share of profit from investment in joint ventures & associates** of THB 50mn (prior year: share of loss THB 22mn). This was primarily from the recovery of business performance in both domestic and international markets.

Altogether, the Company recorded **net profit: owners of the parent** of THB 134mn with a **net profit margin: owners of the parent** of 5.1%.

**FINANCIAL POSITION**
**ASSETS**

ASSETS BREAKDOWN	31 MAR 2022		31 MAR 2023	
	(THB mn)	% out of total	(THB mn)	% out of total
Cash & cash equivalents and current investments	1,210	18.8%	1,365	21.2%
Trade & other receivables	225	3.5%	365	5.7%
Investment in joint venture and associates	2,408	37.5%	2,456	38.2%
Property, plant and equipment	442	6.9%	379	5.9%
Right-of-use assets	485	7.6%	396	6.2%
Goodwill and Intangible assets	641	10.0%	617	9.6%
Other assets	1,014	15.7%	853	13.2%
<b>Total assets</b>	<b>6,425</b>	<b>100.0%</b>	<b>6,431</b>	<b>100.0%</b>

**Total assets** as of 31 March 2023 was reported at THB 6,431mn, an increase of 0.1% or THB 6mn from THB 6,425mn as of 31 March 2022.

**Total current assets** were THB 2,332mn, increasing by 17.9% or THB 354mn, primarily from an increase of 1) cash & cash equivalents and current investments of THB 204mn and 2) trade and other receivables of THB 140mn.

**Total non-current assets** stood at THB 4,099mn, decreasing by 7.8% or THB 348mn, primarily due to a decrease in 1) investment in financial assets of THB 190mn, 2) right-of-use assets of THB 89mn, 3) property, plant and equipment of THB 63mn and 4) restricted bank deposits of THB 41mn. However, the decrease was partially offset by an increase in 5) investment in joint venture and associate of THB 48mn.

**Trade and other receivables** were THB 365mn, an increase of 62.2% or THB 140mn from THB 225mn. As of 31 March 2023, the average collection period as at the end of this quarter was 45 days compared to 53 days as of 31 March 2022.

AGEING OF TRADE RECEIVABLES (THB mn)	31 MAR 2022	31 MAR 2023
Not yet due	102	148
Up to 3 months	21	56
3 - 6 months	19	9
6 - 12 months	7	3
Over 12 months	9	7
<b>Total</b>	<b>158</b>	<b>223</b>
Allowance for expected credit losses	(2)	(1)

## LIABILITIES AND SHAREHOLDERS' EQUITY

LIABILITIES AND EQUITY BREAKDOWN	31 MAR 2022		31 MAR 2023	
	(THB mn)	% out of total	(THB mn)	% out of total
Short term loans from financial institutions	195	3.0%	190	3.0%
Trade and other payables	879	13.7%	1,034	16.1%
Advances received from employers and unearned revenue	300	4.7%	274	4.3%
Other current liabilities	91	1.4%	118	1.8%
Lease liabilities	515	8.0%	417	6.5%
Other non-current liabilities	179	2.8%	128	1.9%
<b>Total liabilities</b>	<b>2,159</b>	<b>33.6%</b>	<b>2,161</b>	<b>33.6%</b>
<b>Shareholders' equity</b>	<b>4,266</b>	<b>66.4%</b>	<b>4,270</b>	<b>66.4%</b>
<b>Total liabilities and equity</b>	<b>6,425</b>	<b>100.0%</b>	<b>6,431</b>	<b>100.0%</b>

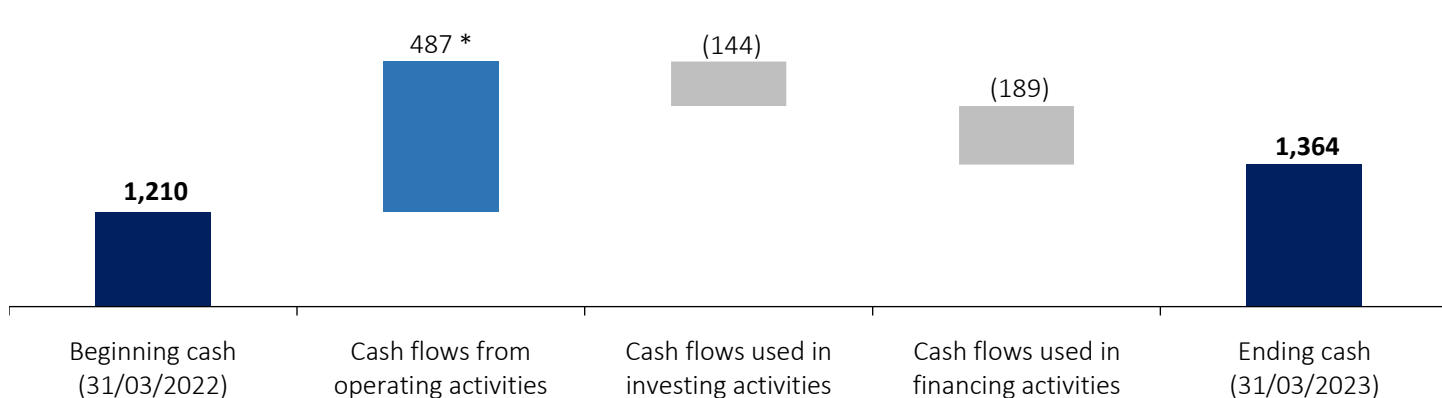
**Total liabilities** were THB 2,161mn, slightly increasing by 0.1% or THB 1mn from THB 2,159mn as of 31 March 2022.

**Total equity** was THB 4,270mn, slightly increased by 0.1% or THB 5mn from THB 4,266mn as of 31 March 2022. This was mainly attributed to an increase in 1) retained earnings of THB 134mn and 2) non-controlling interests of the subsidiaries of THB 64mn, which was partially offset by a decrease in 3) other components of shareholders' equity of THB 194mn.

## CASH FLOW

As of 31 March 2023, the Company had **net cash from operating activities** of THB 487mn. **Net cash used in investing activities** was THB 144mn mainly from cash paid for 1) acquisition of equipment in domestic and international markets of THB 78mn, 2) an investment in joint venture of THB 50mn for MYGG Company Limited and 3) an investment in financial assets of THB 50mn. However, it was offset by cash received from 4) dividend THB 50mn. **Net cash used in financing activities** was THB 189mn. The key components were cash paid for 5) repayment of loans from financial institution of 87mn, 6) lease liabilities of THB 65mn and 7) interest expenses of THB 32mn.

### 12-MONTH CASH FLOW SNAPSHOT (THB mn)



\*Included translation adjustment of THB 3mn

**KEY FINANCIAL RATIOS**

		2021/22	2022/23			31-Mar-2022	31-Mar-2022
<b>Profitability Ratios</b>				<b>Liquidity Ratios</b>			
Gross profit	(%)	22.1%	25.7%	Current ratio	(times)	1.3	1.4
Operating EBITDA	(%)	24.0%	20.2%	Quick ratio	(times)	1.1	1.2
Net profit margin	(%)	2.2%	7.4%	Account receivable turnover	(times)	4.8	10.6
Net profit margin: owners of the parent	(%)	1.6%	5.1%	Average collection period	(days)	53	45
Return on equity	(%)	1.0%	3.4%	Payable days	(days)	232	181
<b>Efficiency Ratios</b>				<b>Leverage Ratios</b>			
Return on assets	(%)	1.2%	4.7%	Liability to equity	(times)	0.5	0.5
Return on fixed assets	(%)	15.3%	74.3%	Debt to equity	(times)	0.1	0.1
Asset turnover	(times)	0.2	0.4				

Remark:

- Financial ratios were calculated based on The Stock Exchange of Thailand's formula.

**MANAGEMENT OUTLOOK**

During the past few years, MACO has restructured itself mainly focusing on outdoor media business, both domestically and internationally to becoming the owner of Street Furniture media in Thailand. Now, the Company has presently assigned Plan B Media Public Company Limited ("PlanB") to manage the street furniture media since 2020.

With the restructuring, MACO has over 85% of total revenue contributed from the system integration business or IT Solutions business, which was operated by Trans.Ad Solutions Company Limited and Roctec Technology Company Limited, collectively known as "Trans.Ad Group". Trans.Ad Group's projects are mostly related to hardware and software procurement for the companies under BTS Group and government organisations in Thailand, Vietnam and Hong Kong.

In 2023/24, MACO forecasts a revenue growth of 10 – 12% YoY, mainly driven by system integration business according to the rise of digital trends in related businesses and industries. Therefore, the Company aims to expand the system integration business to other projects beyond BTS Group. In addition, we believed that our traditional media business will continue to grow under PlanB's expertise, while we focus on the expansion towards the digital markets through Trans.Ad Group and our game publishing joint venture - MYGG Company Limited.



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 Tamonwan Narintavanich

(Chief Financial Officer)

Master Ad Public Company Limited