

BUSINESS HIGHLIGHTS IN 1Q 2023

Following the continuous expansion, Super Turtle recorded revenue from sales and services of THB 106mn in 1Q 2023, significantly increased by 278.6% YoY.

- Leasing revenue was reported at THB 55mn from the effect of the right to operate commercial areas on BTS stations since June 2022.
- Retail revenue increased by 575.0% YoY to THB 27mn due to the more Turtle shops on BTS stations.
- Publishing revenue was reported at THB 24mn.
- The Company successfully invested 18.0% in HiveBox (Thailand) Company Limited (“HiveBox”), China’s leader in smart locker service provider.

KEY BUSINESS AND STRATEGIC UPDATES

1) SUPER TURTLE’S REBRANDING - REFLECTING BUSINESS TRASFORMATION

- Since 2022, the Company has been transitioning from a publishing company to a mass transit retail provider. To reflect the repositioning of the business, the Company announced its new company name formerly known as, Nation International Edutainment Public Company Limited (“NINE”) to Super Turtle Public Company Limited (“Super Turtle”) on 27 April 2023. Subsequently, following the change in the Company name, its security ticker symbol has also changed from NINE to TURTLE with effect from 3 May 2023.



2) EXPANDING TURTLE BRAND ALONG THE BTS SKYTRAIN NETWORK

- In April 2023, Super Turtle launched new Turtle shops across 3 BTS stations at Phaya Thai, Siam and Saphan Taksin.



- In May 2023, SuperRich Turtle Exchange Company Limited, under the SuperRich Turtle brand (a currency exchange service), opened 2 more branches across the BTS network at Chit Lom and Phrom Phong stations.
- Altogether, there are 6 Turtle shops and 3 SuperRich Turtle branches currently available across the BTS network stations.

3) CAPTURING REVENUE GROWTH FROM THE CUSTOMER RELATIONSHIPS PROGRAMME

- Since September 2022, Super Turtle has participated in the BTS subscription programme. The programme is a collaboration between BTS and its partners, providing a variety of benefits to subscribers. Recently, Super Turtle and BTS together launched the subscription package known as 'XTREME SAVINGS', which is a combination of BTS trips and Super Turtle discount coupons. This is expected to be beneficial for Super Turtle in terms of uplifting our revenue of our Retail business.


CONSOLIDATED P&L SNAPSHOT

THB (mn)	1Q 2022	4Q 2022	1Q 2023	QoQ (%)	YoY (%)
Revenue from sales and services	28	96	106	10.4%	278.6%
Cost of sales and services	(24)	(114)	(120)	5.3%	400.0%
Gross profit	4	(18)	(14)	-22.2%	-450.0%
Other income	1	17	11	-35.3%	1,000.0%
SG&A	(38)	(66)	(63)	-4.5%	65.8%
Share of profit from joint venture	-	-	1	100.0%	100.0%
EBITDA	(23)	(58)	(54)	-6.9%	134.8%
EBIT	(33)	(67)	(65)	-3.0%	97.0%
Interest expenses and income tax	(1)	(1)	-	-100.0%	-100.0%
Net loss	(34)	(68)	(65)	-4.4%	91.2%

Revenues Breakdown

THB (mn)	1Q 2022	4Q 2022	1Q 2023	QoQ (%)	YoY (%)
Leasing	-	50	55	10.0%	100.0%
Retail	4	14	27	92.9%	575.0%
Publishing	24	32	24	-25.0%	0.0%
Revenue from sales and services	28	96	106	10.4%	278.6%

% Contribution to Revenue from sales and services

	1Q 2022	4Q 2022	1Q 2023
Leasing	-	52.1%	51.9%
Retail	14.3%	14.6%	25.5%
Publishing	85.7%	33.3%	22.6%
Revenue from sales and services	100.0%	100.0%	100.0%

PERFORMANCE ANALYSIS (1Q 2023 vs 1Q 2022)

In 1Q 2023, the Company recorded **revenue from sales and services** of THB 106mn, an increase of 278.6% YoY. The significant growth was attributable from the increase in performance of the following business units.

- **Leasing revenue** was THB 55mn in 1Q 2023, which was generated after the Company was granted the right to operate commercial areas on the BTS Green lines from VGI since June 2022.
- **Retail revenue** was THB 27mn, an increase of 575.0% YoY. The increase was mainly from an expansion of Turtle business on 12 BTS stations, including Turtle shop, Turtle Coffee and Turtle taste! during 1Q 2023, while there was only one Turtle shop on St. Louis station in 1Q 2022. Apart from business expansion, the massive growth was due to the significant increase of BTS ridership and the redemption of voucher from BTS subscription programme.
- **Publishing revenue** was THB 24mn, mainly from the sales of youth books and pocket books.

The expansion of the Company's businesses also reflected in higher **cost of sales and services and selling and administrative expenses ("SG&A")** in 1Q 2023 than 1Q 2022. This was mainly due to the following reasons:

- **Cost of sales and services** increased by 400.0% YoY to THB 120mn, mainly from rental cost of merchandising spaces on BTS stations, cost of merchandise sold at Turtle shops and production cost of books.
- **SG&A** increased by 65.8% YoY to THB 63mn, mainly from manpower cost and office related costs.

In conclusion, the Company recorded **net loss** of THB 65mn.

FINANCIAL POSITION

ASSETS

	31 DECEMBER 2022		31 MARCH 2023	
	(THB mn)	% of total	(THB mn)	% of total
Current assets	4,184	94.3%	4,099	93.4%
Cash and cash equivalents	2,897	65.3%	3,371	76.8%
Trade and other receivables	126	2.9%	101	2.3%
Inventories	37	0.8%	39	0.9%
Other current financial assets	1,097	24.7%	556	12.7%
Other current assets	27	0.6%	32	0.7%
Non-current assets	255	5.7%	289	6.6%
Investment in associate	-	-	18	0.4%
Investment in joint venture	5	0.1%	6	0.1%
Leasehold improvements and equipment	118	2.7%	148	3.4%
Right-of-use assets	19	0.4%	17	0.4%
Intangible assets	14	0.3%	12	0.3%
Estimated goodwill	82	1.8%	82	1.9%
Other non-current assets	17	0.4%	6	0.1%
Total assets	4,439	100.0%	4,388	100.0%



SUPER TURTLE PUBLIC COMPANY LIMITED

SUPERTURTLE

MANAGEMENT DISCUSSION & ANALYSIS 1Q 2023 ENDED 31 MARCH 2023

11 MAY 2023

Total assets as of 31 March 2023 were THB 4,388mn, a decrease of THB 51mn from THB 4,439mn as of 31 December 2022.

Total current assets were THB 4,099mn, decreasing by THB 85mn, primarily from cash used in operating activities and investment in HiveBox and the settlement of leasing income receivables from VGI.

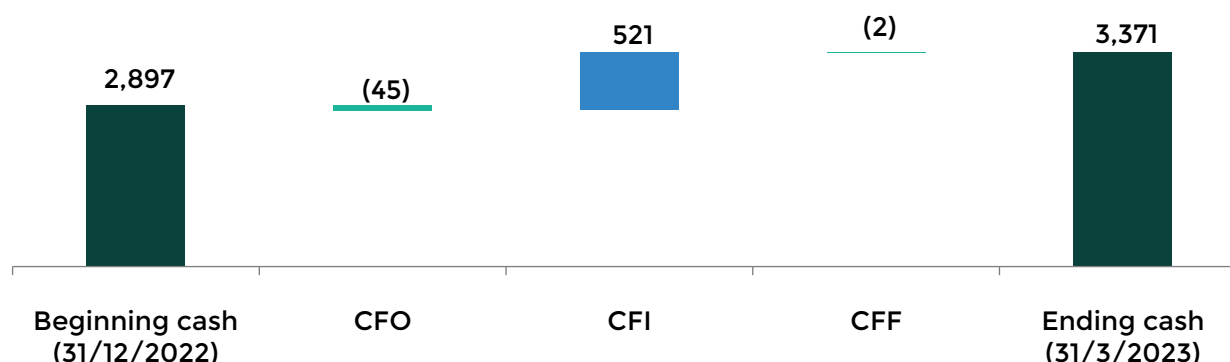
Total non-current assets were THB 289mn, increasing by THB 34mn, primarily due to investment in HiveBox and leasehold improvements and equipment of new Turtle shops which planned to operate in 2Q 2023.

LIABILITIES AND SHAREHOLDERS' EQUITY

	31 DECEMBER 2022		31 MARCH 2023	
	(THB mn)	% of total	(THB mn)	% of total
Current liabilities	209	4.7%	224	5.1%
Trade and other payables	141	3.2%	160	3.6%
Current portion of lease liabilities	7	0.2%	7	0.2%
Unearned revenues	11	0.2%	5	0.1%
Deposits received from rental spaces	42	0.9%	47	1.1%
Other current liabilities	8	0.2%	5	0.1%
Non-current liabilities	40	0.9%	39	0.9%
Lease liabilities, net of current portion	13	0.3%	11	0.3%
Provision for long-term employee benefits	17	0.4%	18	0.4%
Other non-current liabilities	10	0.2%	10	0.2%
Total liabilities	249	5.6%	263	6.0%
Shareholders' equity	4,190	94.4%	4,125	94.0%
Total liabilities and equity	4,439	100.0%	4,388	100.0%

Total liabilities were THB 263mn, increasing by THB 14mn from THB 249mn as of 31 December 2022 mainly from an increase in 1) trade payables for retail business which in line with the increase in retail sales and 2) accrual of construction cost of new Turtle shops.

Total equity was THB 4,125mn, decreasing by THB 65mn mainly due to operation loss for 1Q 2023.

LIQUIDITY AND CASHFLOW (THB mn)


For the three months ended 31 March 2023, **net cash used in operating activities** of THB 45mn. **Net cash from investing activities** was THB 521mn, mainly from net cash received from purchase and sell of investments in debt instruments in 1Q 2023, offset to cash paid for investment in new associate, HiveBox. **Net cash used in financing activities** was THB 2mn, mainly from payment of lease liabilities.

MANAGEMENT OUTLOOK

We are optimistic about our business prospects for 2023, as several positive factors are expected to drive the Company's growth. The Bank of Thailand forecasts 3.7% GDP growth in 2023, indicating overall economic health and stability and the BTS ridership is expected to reach 700,000 - 750,000 trips per weekday. These are beneficial factors for our business as the growing economy has demonstrated more consumer spending, as well as the increase in demand for goods and services. Meanwhile, the increase in ridership may bring more patrons to our Retail and Leasing business.

For Super Turtle, we believe we are well-positioned to capture the growth opportunities from the aforementioned factors. The Company has plans to expand Turtle shops across the BTS green lines, while continuing to renovate the existing leasing spaces on the remaining stations. Moreover, the participation with BTS subscription programme is expected to be one of the key growth drivers for the Company's performance. By capitalising on these positive trends, we believe we can significantly improve our financial performance and pursue to build a successful and sustainable business.

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Kumpol Ruaypom

(Chief Financial Officer)

Super Turtle Public Company Limited