

BUSINESS HIGHLIGHTS IN 2Q 2023

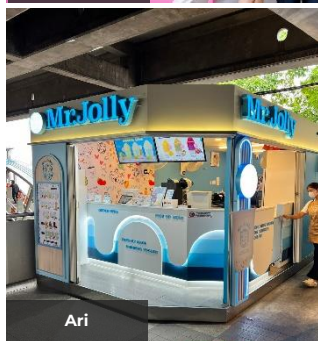
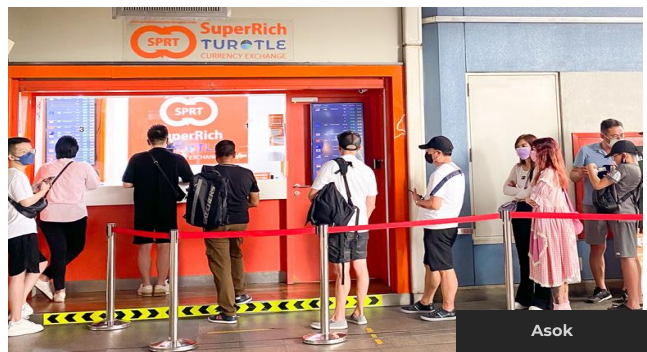
The Company reported a total revenue of THB 121mn, an increase of 218.4% YoY. This was mainly from the increase in revenue of Leasing and Retail business.

- Leasing business revenue increased by 1,080.0% YoY to THB 59mn from the operation of commercial spaces on BTS Green lines.
- Retail business revenue increased by 266.7% YoY to THB 33mn. This was mainly from the same-store sales growth (“SSSG”) of St. Louis, Phloen Chit and Victory Monument station, which started the operation in April 2022. The SSSG from these 3 stations grew by 122.3% from the same period last year.

KEY BUSINESS AND STRATEGIC UPDATES

EXPANDING TURTLE BRAND AND RENOVATING COMMERCIAL SPACES ALONG THE BTS SKYTRAIN NETWORK

- In July 2023, Super Turtle launched new Turtle shops on 3 BTS stations at Asok, Siam Branch 2 and Sala Daeng. This brings the total number of Turtle shops across the BTS network to 9 shops.
- In addition, the Company renovated the merchandising spaces, aiming to modernise and standardise those spaces to attract prospective tenants. The renovations were completed for 5 stations, comprising Nana, Phra Khanong, Ari, Surasak and National Stadium stations.



STRIVING FOR WIDESPREAD RECOGNITION OF THE TURTLE BRAND

- Super Turtle has strategically launched comprehensive marketing campaigns to attract a larger customer base. These initiatives involve utilising our own communication channels such as Line Official Account, to effectively engage with existing and potential customers. In addition, the Company have established partnerships with prominent entities such as Rabbit Rewards and BTS, maximising our reach and brand exposure.


CONSOLIDATED P&L SNAPSHOT

THB (mn)	2Q 2022	1Q 2023	2Q 2023	QoQ (%)	YoY (%)
Revenue from sales and services	38	106	121	14.2%	218.4%
Cost of sales and services	(34)	(120)	(121)	0.8%	255.9%
Gross profit	4	(14)	-	100.0%	-100.0%
Other income	10	11	13	18.2%	30.0%
SG&A	(49)	(63)	(68)	7.9%	38.8%
Share of profit from associate and joint venture	-	1	1	0.0%	100.0%
EBITDA	(24)	(54)	(43)	20.4%	-79.2%
EBIT	(35)	(65)	(54)	16.9%	-54.3%
Interest expenses and tax	(1)	-	(1)	-100.0%	0.0%
Net loss	(36)	(65)	(55)	15.4%	-52.8%

Revenues Breakdown

THB (mn)	2Q 2022	1Q 2023	2Q 2023	QoQ (%)	YoY (%)
Leasing	5	55	59	7.3%	1080.0%
Retail	9	27	33	22.2%	266.7%
Publishing	24	24	29	20.8%	20.8%
Revenues from sales and services	38	106	121	14.2%	218.4%

% Contribution to Total Revenues from Sales and Services

	2Q 2022	1Q 2023	2Q 2023
Leasing	13.2%	51.9%	48.8%
Retail	23.7%	25.5%	27.3%
Publishing	63.1%	22.6%	23.9%
Revenues from sales and services	100.0%	100.0%	100.0%

PERFORMANCE ANALYSIS (2Q 2023 vs 2Q 2022)

In 2Q 2023, the Company recorded **revenue from sales and services** of THB 121mn, an increase of 218.4% YoY. The significant growth was attributable from the increase in performance of the following business units.

- **Leasing business revenue** was THB 59mn in 2Q 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 business revenue** was THB 33mn, an increase of 266.7% YoY, mainly from same store sales growth, which grew by 122.3% from the same period last year. In addition, revenue from retail business also increased from the launched of new Turtle shops across 3 BTS stations at Phaya Thai, Siam and Saphan Taksin in April 2023. Therefore, Turtle business, includes Turtle shop, Turtle Coffee and Turtle taste!, are available on 13 BTS stations during the year 2023, while there were only 3 Turtle shops on BTS St. Louis, Phloen Chit and Victory Monument operated in 2Q 2022.
- **Publishing business revenue** was THB 29mn, 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")**. This was mainly due to the following reasons:

- **Cost of sales and services** increased by 255.9% YoY to THB 121mn, 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 38.8% YoY to THB 68mn, mainly from employee-related costs.

Altogether, the Company recorded **net loss** of THB 55mn.

FINANCIAL POSITION

ASSETS

	31 DECEMBER 2022		30 JUNE 2023	
	(THB mn)	% of total	(THB mn)	% of total
Cash and cash equivalents and other current financial assets	3,994	90.0%	3,850	88.5%
Trade and other receivables	126	2.8%	73	1.6%
Leasehold improvements and equipment	118	2.7%	196	4.5%
Goodwill	77	1.7%	77	1.8%
Investment in associate and joint venture	5	0.1%	33	0.8%
Other assets	120	2.7%	122	2.8%
Total assets	4,440	100.0%	4,351	100.0%

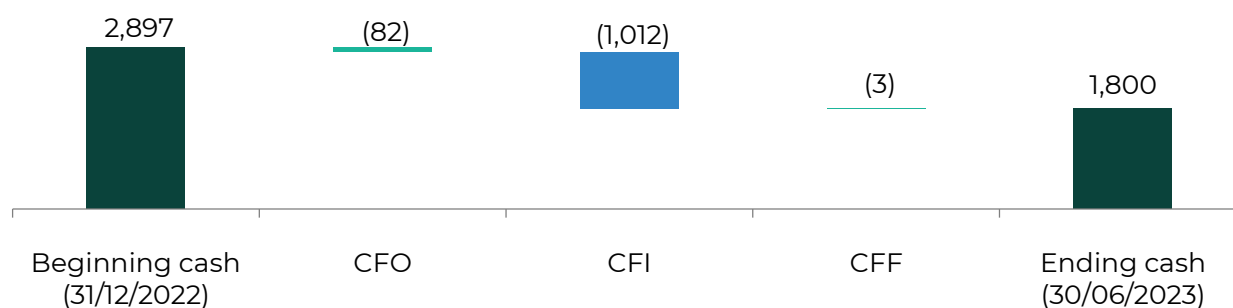
Total assets as of 30 June 2023 were THB 4,351mn, a decrease of THB 89mn from THB 4,440mn as of 31 December 2022 primarily due to cash used in operating activities.

LIABILITIES AND SHAREHOLDERS' EQUITY

	31 DECEMBER 2022		30 JUNE 2023	
	(THB mn)	% of total	(THB mn)	% of total
Trade and other payables	141	3.2%	187	4.3%
Deposits received from rental spaces	42	0.9%	48	1.1%
Provision for long-term employee benefits	17	0.4%	19	0.5%
Other liabilities	50	1.1%	27	0.6%
Total liabilities	250	5.6%	281	6.5%
Shareholders' equity	4,190	94.4%	4,070	93.5%
Total liabilities and equity	4,440	100.0%	4,351	100.0%

Total liabilities were THB 281mn, increasing by THB 31mn from THB 251mn as of 31 December 2022 mainly from an increase in trade payables for retail business and accrual of construction cost of new Turtle shops which planned to operate in 3Q 2023.

Total equity was THB 4,070mn, decreasing by THB 120mn mainly due to the loss during the first six months of 2023.

LIQUIDITY AND CASHFLOW (THB mn)


For the six months ended 30 June 2023, **net cash used in operating activities** of THB 82mn. **Net cash used in investing activities** was THB 1,012mn, mainly from net cash paid for 1) purchase and sell of investments in debt instruments in the first 6 months of 2023, 2) leasehold improvements and equipment of new Turtle shops which started operations in 2Q 2023 and 3) investing in new associate (HiveBox) and additional share capital for SuperRich Turtle Exchange. **Net cash used in financing activities** was THB 3mn from payment of lease liabilities.



MANAGEMENT OUTLOOK

We maintain a positive outlook for the remaining of 2023, as two main factors are poised to drive the growth of our company. The Bank of Thailand has forecasted a 3.6% GDP growth in 2023, indicating a rise in consumer spending. In addition to the favorable economic forecast, the expansion of Turtle shops through the BTS Green Line remains on track. As a result, we anticipate a significant increase in footfall and patronage for our business.

The Company believes that the economic growth and the Turtle brand expansion across BTS network will have a positive impact on our businesses, as it can potentially boost revenue for Super Turtle from the increase in both our buyers from Turtle brand and commercial space tenants.

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Kumpol Ruaypom

(Chief Financial Officer)

Super Turtle Public Company Limited