



November 10, 2023

Subject : Clarification of the operating results for the third quarter of 2023

To : The President
The Stock Exchange of Thailand

TVD Holdings Public Company Limited ("the Company") and its subsidiaries ("the Group") would like to clarify the operating results for the third quarter of 2023 ended September 30, 2023 as per the consolidated financial statement reviewed by the Certified Auditor as follows:-

(Unit : Million Baht)	FOR THE THREE-MONTH PERIOD ENDED SEPTEMBER 30, 2023				FOR THE NINE-MONTH PERIOD ENDED SEPTEMBER 30, 2023			
	2023	2022	Increase (Decrease)	% Change	2023	2022	Increase (Decrease)	% Change
Revenues from sale and services	390.81	487.66	(96.85)	-19.86%	1,497.09	1,566.71	(69.62)	-4.44%
Cost of goods sold and services	229.57	315.41	(85.84)	-27.22%	871.04	948.86	(77.82)	-8.20%
Gross profit	161.24	172.25	(11.01)	-6.39%	626.05	617.85	8.20	1.33%
Other income	17.58	6.29	11.29	179%	50.17	10.03	40.14	400%
Profit before expenses	178.82	178.54	0.28	0.16%	676.22	627.88	48.34	7.70%
Media Costs	78.02	119.47	(41.45)	-34.69%	305.10	357.28	(52.18)	-14.60%
Distribution Costs	130.21	124.83	5.38	4.31%	431.41	472.59	(41.18)	-8.71%
Administrative expenses	99.12	74.61	24.51	32.85%	335.87	214.65	121.22	56.47%
Other expenses	12.63	0.45	12.18	2706.67%	31.38	2.61	28.77	1102.30%
Finance Costs	10.49	3.61	6.88	190.58%	22.70	9.85	12.85	130.46%
Income tax income (expense)	16.37	69.51	(53.14)	-76.45%	40.15	74.03	(33.88)	-45.77%
Profit (loss) for period	(135.28)	(74.91)	(60.37)	-80.59%	(410.10)	(355.08)	(55.02)	-15.50%
Profit (loss) attributable to the equity holders of company	(126.74)	(61.76)	(64.98)	-105.21%	(394.28)	(316.78)	(77.50)	-24.46%

1. Revenues from sales and services

The Group had revenue from sales and services for the three-month period ending 30 September 2023 amounting to 390.81 Million Baht, a decrease of 96.85 Million Baht or 19.86 % from the same period last year. For the nine-month period ending 30 September 2023, The Group had revenue from sales and services amounting to 1,497.09 Million Baht, a decrease of 69.62 Million Baht or 4.44 % from the same period last year. The Group's strategies and distribution channels is on transition, by expanding online marketing channels to reach a wider range of customers. It is expected that the group of companies will be able to increase sales continuously in the long run.

2. Cost of Goods Sold and Gross Profit

The Group's cost of goods sold and service for the three-month period ending 30 September 2023 was 229.57 Million Baht, a decrease of 85.84 Million Baht or 27.22 % from the same period last year, the gross profit ratio per sales amount to 41.26 %, higher than last year's gross profit margin of 35.32 %. The Group's cost of goods sold and service, for the nine-month period ending 30 September 2023 was 871.04 Million Baht, a decrease of 77.82 Million Baht or 8.2 % from the same period last year, the gross profit ratio per sales amount to 41.82 %, higher than last year's gross profit margin of 39.44 %. The gross profit margin increased from effective management of sales and service costs.

3. Media costs

The Group had media costs for the three-month period ending 30 September 2023 of 78.02 Million Baht, a decrease of 41.45 Million Baht or 34.69 % from the same period last year and for the nine-month period ending 30 September 2023 was 305.10 Million Baht, a decrease of 52.18 Million Baht or 14.60 % from the same period last year by managing the channel to be more efficient. Reduce broadcasting of some channels in order to effectively manage advertising media expense.

4. Distribution costs

The Group had distribution costs for the three-month period ending 30 September 2023 of 130.21 Million Baht, an increase of 5.38 Million Baht or 4.31 % from the same period last year, and for the nine-month period ending 30 September 2023 of 431.41 Million Baht, a decrease of 41.18 Million Baht or 8.71 % from the same period last year. The Group is working on improving the efficiency of transportation and warehouse management.

5. Administrative expenses

The Group's administrative expenses for the three-month period ending 30 September 2023 was 111.75 Million Baht, an increase of 36.69 Million Baht or 48.88 % from the same period last year, and for the nine-month period ending 30 September 2023 was 367.25 Million Baht, an increase of 149.99 Million Baht or 69.04 % from the same period last year the reasons as follows:

- During the period, the Group has considered adjusting the internal structure of the group of companies and reducing the number of branches and recording allowance for impairment losses of buildings and equipment which are no longer in use in the amount of 49.75 Million Baht.
- During the period, the Group has considered the allowance for bad debt, allowance for obsolete and slow-moving inventories and allowance for unclaimed income tax refundable according to the net realizable value in the amount of 20.90 Million Baht.
- During the period, the Company has considered the allowance for impairment of investments in subsidiaries in the amount of 20.00 Million Baht in the separate financial statements, which has been eliminated from related transactions in the preparation of the consolidated financial statements.

6. Net Profit (loss)

The Group had a net loss for the three-month period ending 30 September 2023 of 126.74 Million Baht, loss increased from the same period last year in the amount of 64.98 Million Baht or 105.21 % and for the nine-month period ending 30 September 2023 of 394.28 Million Baht, loss increased from the same period last year in the amount of 77.50 Million Baht or 24.46 % as a result of decreased sales and the restructuring of the organization to be more efficient.

Please be informed accordingly.

Yours faithfully,

(Miss Pisamai Kumlar)
Chief Financial Officer