



TRANSLATION

Safari World Public Company Limited

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May 15<sup>th</sup>, 2024

Subject An explanation and analysis of the financial status and operational results for the quarter ending March 31<sup>st</sup>, 2024, which is more than 20% vary by the same period last year.

To: Directors and the President  
The Stock Exchange of Thailand

Safari World Public Company Limited (the "Company") would like to report an explanation and analysis of the financial status and operational results of the Company and its subsidiaries for the quarter ending on March 31<sup>st</sup>, 2024; which has changed by more than 20 percent from the same period of the previous year, with significant details as follows:

The progress situation of the operation and the characteristics of business operations in Q1/2024

Due to the improving tourism situation in Thailand following the control of the COVID-19 pandemic both locally and globally, according to the report by the Tourism Authority of Thailand (TAT), the first four months (January-April) of 2024 saw a significant recovery. There were 12,127,447 foreign tourists visiting Thailand during this period. The Ministry of Tourism and Sports reported a 39% increase compared to the same period last year, generating 583,902 million Baht from foreign tourists. This aligns with the improved performance of the Safari group, with Bangkok continuing to be the top destination.



In Q1/2024, the company recorded a total revenue of 563.87 million Baht, an increase of 23.69% compared to Q1/2023, which was 455.87 million Baht. Additionally, the company recorded a profit of 196.38 million Baht from animal sales, leading to an individual total revenue of 606.14 million Baht and a net profit of 276.63 million Baht, an increase of 172.30% compared to Q1/2023, which had a net profit of 101.59 million Baht. The consolidated financial statements for Q1/2024 showed a net profit of 93.27 million Baht, an increase of 203.91% compared to Q1/2023, which had a net loss of 89.76 million Baht. This sequential revenue recognition led to improved overall operational results, in line with the positive trend in the tourism sector.

The two subsidiaries located in Phuket, Phuket Fantasea and Carnival Magic, operated not at full capacity similar to 2023, opening only three days a week. "Phuket Fantasea" was open every Tuesday, Friday, and Sunday, while "Carnival Magic" was open every Monday, Wednesday, and Saturday. Despite an increase in foreign tourists visiting Phuket in Q1/2024, the numbers were still not as high as pre-COVID times, thus the three days of operation were sufficient to accommodate customer service, with additional show rounds added on days with higher customer volume. This was part of an ongoing cost-saving strategy as both subsidiaries were still operating at a loss.

However, the Safari group has closely monitored the performance of its subsidiaries, continuously adapting their operation plans, especially in marketing and public relations, to better reach target customer groups. For instance, they organized promotional booths both domestically and internationally and utilized international social media, particularly targeting key customer countries. In Q1/2024, Phuket Fantasea had an operational revenue of 105.96 million Baht but incurred a net loss of 25.85 million Baht, a 210.77% increase in losses compared to Q1/2023, which had a revenue of 103.30 million Baht and a net loss of 8.32 million Baht.

Carnival Magic, a new theme park that started operations in late 2022, saw improved performance in line with the increase in tourist numbers. In Q1/2024, it had a revenue of 90.90 million Baht but a net loss of 158.23 million Baht, a 13.62% decrease in losses compared to Q1/2023, which had a revenue of 56.59 million Baht and a net loss of 183.17 million Baht. The main expenses contributing to the loss were depreciation and financial costs.

The operating results for the Q1/2024 for the company and its subsidiaries

Unit: million Baht

Item	Consolidated		QoQ	%	Individual		QoQ	%
	Q1/2024	Q1/2023			Q1/2024	Q1/2023		
Revenue from operation	563.87	455.87	108.00	23.69	367.07	295.99	71.08	24.01
<u>Less</u> Cost of sale and services	227.20	206.48	20.72	10.03	115.88	102.90	12.98	12.61
Loss from dead animal	4.84	5.86	(1.02)	(17.41)	4.82	4.77	0.05	1.05
Depreciation	107.70	112.30	(4.60)	(4.10)	19.33	19.99	(0.66)	(3.30)
Gross profit (loss)	224.13	131.22	92.91	70.80	227.04	168.33	58.71	34.88
Reversal of expected credit losses	0.39	2.97	(2.58)	(86.7)	0.39	0.36	0.03	8.33
Profit (Loss) from the sale and disposal of fixed assets	(1.10)	0.07	(1.17)	(1,671.43)	(0.80)	(0.03)	(0.77)	2,566.67
Profit (Loss) from sale and impairment of assets	196.38	-	196.38	-	196.38	-	196.38	-
Other income	6.35	1.67	4.68	280.24	42.69	30.65	12.04	39.28
<u>Less</u> Cost of distribution	26.73	26.22	0.51	1.95	14.83	12.49	2.34	18.73
Cost of administration	131.30	101.19	30.11	29.76	64.47	49.64	14.83	29.88
Financial costs	106.01	99.68	6.33	6.35	37.65	34.50	3.15	9.13
Profit (loss) before income tax	162.11	(91.16)	253.27	277.83	348.75	102.68	(246.07)	239.65
Revenue (expense) income tax	(68.84)	1.40	(70.24)	(5,017.14)	(72.12)	(1.09)	73.21	6,716.51
<b>Net Profit (loss)</b>	<b>93.27</b>	<b>(89.76)</b>	<b>183.03</b>	<b>203.91</b>	<b>276.63</b>	<b>101.59</b>	<b>175.04</b>	<b>172.30</b>
EBIT	268.12	8.52			386.40	137.18		
Gross margin	39.75	28.78			61.85	56.87		
Net profit margin	16.54	(19.69)			75.36	34.32		

For Q1/2024, the company and its subsidiaries reported a net profit of 93.27 million Baht, which included an individual net profit of 276.63 million Baht from the company, a loss of 25.85 million Baht from Phuket Fantasea, and a loss of 158.23 million Baht from Carnival Magic. Compared to Q1/2023, when the company and its subsidiaries had a net loss of 89.75 million Baht, the net profit increased by 183.02 million Baht or 203.92 percent, primarily due to the following factors:

Operating Income

For Q1/2024, the company and its subsidiaries achieved a total operating revenue of 563.87 million Baht, consisting of 367.07 million Baht from the company and 105.96 million Baht and 90.90 million Baht from Phuket Fantasea and Carnival Magic, respectively. The total revenue increased by 108 million Baht or 23.69 percent from Q1/2023, driven by a significant increase in foreign tourist arrivals and expanded services and activities within the parks. Notably, "Carnival Magic" became better known, resulting in higher revenue, even though the number of foreign tourists visiting Phuket continued to increase but still not to pre-COVID-19 levels.

#### Other Revenue

In Q1/2024, the company and its subsidiaries recorded other income of 6.35 million Baht, an increase from 1.67 million Baht in Q1/2023, or 280.24 percent. This rise was primarily due to the reversal of expense entries, which were then recognized as other income.

#### Cost of Sales and Services

For Q1/2024, the company and its subsidiaries had a cost of sales and services amounting to 227.20 million Baht, an increase of 20.72 million Baht or 10.03 percent from Q1/2023. This increase was in line with the higher operating revenue due to an increase in customer numbers, while still maintaining the same number of operational days as in 2023.

#### Loss from Animal Deaths

In Q1/2024, the company and its subsidiaries incurred losses of 4.84 million Baht from animal deaths, a decrease of 1.02 million Baht or 17.41 percent from Q1/2023. This reduction was due to enhanced animal care measures aimed at reducing the number of animal deaths.

#### Depreciation Costs

For Q1/2024, the company and its subsidiaries recorded depreciation costs of 107.70 million Baht, a decrease of 4.60 million Baht or 4.10 percent from Q1/2023. This decrease was primarily due to the depreciation of older assets reaching the end of their useful lives and no significant new asset investments.

#### Cost of Distribution

For Q1/2024, the company and its subsidiaries had distribution costs amounting to 26.73 million Baht, an increase of 0.51 million Baht or 1.95 percent from Q1/2023. This increase was due to marketing activities aimed at enhancing advertising and public relations efforts to increase brand recognition.

#### Administrative Expenses

For Q1/2024, the company and its subsidiaries incurred administrative expenses of 131.30 million Baht, an increase of 30.11 million Baht or 29.76 percent from Q1/2023. This increase was primarily due to the provision for annual bonuses at 3 percent of net profit and the hiring of additional staff to accommodate the increased number of customers, leading to higher administrative costs.

#### Financial Costs

For Q1/2024, the company and its subsidiaries recorded financial costs of 106.01 million Baht, an increase of 6.33 million Baht or 6.35 percent from Q1/2023. This increase was mainly due to higher interest rates on loans from financial institutions.



## Safari World and Subsidiaries Financial Analysis Report

### Financial Statement

Unit: million Baht

Item	Consolidated Financial Statement		YoY	%	Individual Financial Statement		YoY	%
	31 Mar 24	31 Dec 23			31 Mar 24	31 Dec 23		
	Assets							
Current Assets	179.71	216.74	(37.03)	(17.08)	236.95	100.62	136.33	135.49
Non-current Assets	8,272.62	8,392.76	(120.14)	(1.43)	6,977.45	6,968.69	8.76	0.13
<b>Total Assets</b>	<b>8,452.33</b>	<b>8,609.50</b>	<b>(157.17)</b>	<b>(1.83)</b>	<b>7,214.40</b>	<b>7,069.31</b>	<b>145.09</b>	<b>2.05</b>
Liabilities and Equity								
Current Liabilities	4,475.97	4,661.63	(185.66)	(3.98)	1,127.32	1,229.90	(102.58)	(8.34)
Non-current Liabilities	2,483.33	2,548.11	(64.78)	(2.54)	1,785.17	1,814.13	(28.96)	(1.60)
Total Liabilities	6,959.30	7,209.74	(250.44)	(3.47)	2,912.49	3,044.03	(131.54)	(4.32)
Total Shareholders' Equity	1,493.03	1,399.76	93.27	6.66	4,301.91	4,025.28	276.63	6.87
<b>Total Liabilities and Shareholders' Equity</b>	<b>8,452.33</b>	<b>8,609.50</b>	<b>(157.17)</b>	<b>(1.83)</b>	<b>7,214.40</b>	<b>7,069.31</b>	<b>145.09</b>	<b>2.05</b>
Debt to Equity Ratio (time)	4.66	5.15			0.68	0.76		
Interest-bearing Debt to Equity Ratio (time)	3.45	3.75			0.49	0.53		

#### Assets

As of March 31, 2024, the company and its subsidiaries had total assets of 8,452.33 million Baht, a decrease of 157.17 million Baht or 1.83 percent from December 31, 2023. This reduction resulted from;

A decrease in current assets of 37.03 million Baht or 17.08 percent, primarily due to a reduction in trade and other receivables by 19.74 million Baht or 20.71 percent, and a decrease in cash and cash equivalents by 18.44 million Baht or 24.30 percent, mainly due to the resumption of operations by the company group.

Non-current assets decreased by 120.14 million Baht or 1.43 percent, mainly due to a reduction in animals, land, buildings, and equipment by 118.41 million Baht or 1.44 percent, from the sale of animals and vehicles and the disposal of depreciated assets.

#### Liabilities

As of March 31, 2024, the company and its subsidiaries had total liabilities of 6,959.30 million Baht, a decrease of 250.44 million Baht or 3.47 percent from December 31, 2023. This was primarily due to a decrease in trade and other payables by 217.87 million Baht or 13.57 percent, resulting from the full operation of all three companies and the reduction in interest-bearing debt due to partial repayments of principal.

As of March 31, 2024, the debt-to-equity ratio of the company was 4.66 times, and the interest-bearing debt-to-equity ratio was 3.45 times, both showing a decrease compared to December 31, 2023.

#### Shareholders' Equity

As of March 31, 2024, the company and its subsidiaries had total equity of 1,493.03 million Baht, an increase of 93.27 million Baht or 6.66 percent from December 31, 2023. This increase was due to a net profit of 93.27 million Baht for Q1/2024. There was also a non-controlling interest gain of 5.67 million Baht, mainly from the individual company's profitable operations, while the subsidiaries incurred losses due to not operating at full capacity.

#### Liquidity

The liquidity of the company and its subsidiaries as of the year ending March 31, 2024, showed a net decrease in cash flows of 18.44 million Baht. The cash and cash equivalents at the beginning of the period were 75.87 million Baht, resulting in cash and cash equivalents at the end of the period amounting to 57.43 million Baht. The details of the cash flow activities are as follows:

	Unit: million Baht	
	Consolidated	Individual
Net cash flows from operations	129.48	140.68
Net cash flow used in investing activities	96.84	(48.03)
Net cash flow derived from money raising activities	(244.76)	(94.26)
Decrease in cash and cash equivalents - net	(18.44)	(1.61)
Cash and cash equivalents at the beginning of the period	75.87	28.88
Cash and cash equivalents at the end of the period	<u>57.43</u>	<u>27.27</u>

The net cash flow from operating activities was 129.48 million Baht, stemming from a pre-tax loss of 93.27 million Baht. Adjustments to reconcile pre-tax loss to net cash provided by (used in) operating activities included the main items that increased cash flow: income tax returns amounting to 68.84 million Baht, depreciation and disposal costs totaling 112.40 million Baht, financial costs of 106.01 million Baht, employee benefits expenses of 6.79 million Baht, losses from animal deaths of 4.84 million Baht, losses from the sale of assets amounting to 2.48 million Baht, profits from the sale of animals totaling 196.38 million Baht, and reversal of accounting entries of 1.33 million Baht. The main items that reduced cash flow included adjustments due to changes in working capital assets and liabilities, which decreased cash flow by 63.87 million Baht, while cash was paid out for employee benefit obligations totaling 1.39 million Baht, and corporate income tax payments of 2.18 million Baht.

Net cash used in investing activities amounted to 96.84 million Baht, primarily due to cash paid for the purchase of animals totaling 11.64 million Baht for the company's performances, cash paid for other assets amounting to 17.88 million Baht, lease payments of 1.76 million Baht, and cash received from the sale of animals and assets totaling 128.12 million Baht, mainly from the sale of animals by Safari World Public Company Limited.

Net cash from financing activities was 244.76 million Baht, mainly from cash received from borrowing from companies and external individuals totaling 15.00 million Baht, loans from related individuals and companies amounting to 61.50 million Baht, repayment of loans totaling 153.50 million Baht, cash payments for financial costs of 116.06 million Baht, bond debt payments of 46.97 million Baht, and lease liabilities payments of 4.73 million Baht.

Please be informed accordingly.

Sincerely yours,  
Apar Kewkacha  
(Apar Kewkacha)  
President