

No. 0144-2024

May 15, 2024

Subject : Management Discussion and Analysis for the Quarter 1/2024 ended March 31, 2024

To : The President of the Stock Exchange of Thailand

**Performance Summary of the CMO Group**

Financial Performance (Unit : Million Baht)	Consolidated			
	Q1'67	Q1'66	Increase (Decrease)	
			Million Baht	%
Total revenue	263.89	315.22	(51.34)	(16.29)
Cost of services	218.74	316.15	(97.41)	(30.81)
Profit (loss) before expenses	45.14	(0.93)	46.07	4,963.62
Profit (loss) before income tax expenses	(40.65)	(72.56)	31.91	43.98
Profit (loss) before period	(49.23)	(80.52)	31.29	38.86
Earning (loss) per share	(0.1259)	(0.2866)	0.1607	56.07

CMO Public Company Limited (the "Company") would like to inform that the Group's revenue from services, according to the consolidated financial statements for Q1/2024 was 263.89 million baht, a decrease of 16.29 percent compared to the same quarter of the previous year due to the decline in income of the concert organizing business group, the whole amount decreased which the first quarter of 2023 is the type of work that has a loss. The service of equipment and materials installation business group decreased by 48 percent, the equipment rental business group decreased by 39 percent, the media production business group decreased by 28 percent, and the income of the event management business group increased by 16 percent from the same period of the previous year. Total costs decreased by 30.81 percent, which decreased more than the rate of decrease in revenue. As a result, the Group of companies recorded gross profit in Q1/2024 of 45.14 million baht, an increase of 46.07 million baht from the same quarter of the previous year. Organizing concerts has been reduced. The Group of companies' equipment rental business can also make more gross profit.

In Q1/2024, the Group had a net loss of 49.23 million baht, which decreased from the same quarter last year by 31.29 million baht or 38.86 percent because the previous year

there were concerts. Events from the concert organizing business group had loss results, but there is no such work in this year. There are additional expenses from litigation, attorney's fees, and expenses related to special investigations. Expenses for capital increase total 26.63 million baht. With this extraordinary expense in the first quarter of 2024, the Group of companies will have a net loss of 22.22 million baht, a decrease of 58.30 million baht from the same quarter last year or equivalent to 72.40 percent.

### Financial Highlight

Financial Position (Unit : Million Baht)	Consolidated			
	Q1'67	Q1'66	Increase (Decrease)	
			Million Baht	%
Cash and cash equivalents	42.93	28.97	13.96	48.19
Trade and other current receivable	172.73	267.56	(94.83)	(35.44)
Contract assets	42.98	58.57	(15.59)	(26.62)
Property, plant and equipment	570.50	574.53	(4.03)	(0.70)
<b>Total Assets</b>	<b>1,018.32</b>	<b>1,122.26</b>	<b>(103.94)</b>	<b>(9.26)</b>
Trade and other current payable	151.80	199.73	(47.93)	(24.00)
Total loan	276.70	388.54	(111.84)	(28.78)
<b>Total liabilities</b>	<b>612.18</b>	<b>766.54</b>	<b>(154.36)</b>	<b>(20.14)</b>
<b>Total shareholders' equity</b>	<b>406.15</b>	<b>355.73</b>	<b>50.42</b>	<b>14.17</b>

As of March 31, 2024, the Group had an increase in cash and cash equivalents of 13.94 million baht from operating results and better-collected money from debtors from a decrease in trade receivables of 94.10 million baht. Total liabilities decreased by 154.38 million baht in last year. This was because the loan repayments were due on the due date during the quarter. Shareholders' equity increased by 51.15 million baht due to a capital increase in January 2024, earning 101.65 million baht.

Please be informed accordingly,

Sincerely Yours,

(Mr. Kitisak Jampathipphong)  
Chief Executive Officer  
CMO Public Company Limited