

# MONO TECHNOLOGY PUBLIC COMPANY PCL. (MONO) Q2 2016 PERFORMANCE REVIEW

### MONO UPDATE

**April 27, 2016** The General Meeting of Shareholders approve the increase of capital under general mandate in an amount not exceeding 265,000,000 shares valued 0.10 baht per share for private placement.

**June 2, 2016** MONO made an announcement regarding the adjustment of the exercise price and exercise ratio for the outstanding warrants to purchase common stocks of MONO from 2.50 Baht per share to 2.492 Baht per share and adjustment of the exercise ratio from 1 warrant to 1 share to 1 warrant to 1.003 share.

### FINANCIAL REVIEW

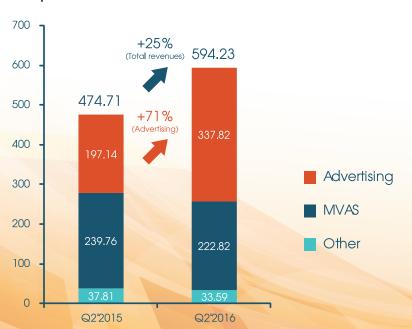


## Q2 2016 Operation Results (Consolidated)

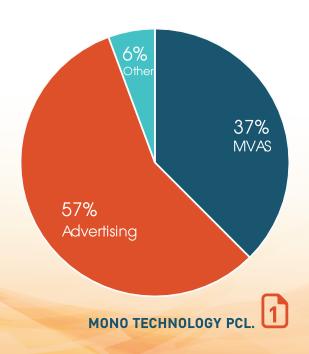
## "The core revenue continuously comes from media advertising."

The Company reported the consolidated revenues and its subsidiaries revenues of Q2 2016 with a total of 594.23 million Baht, or an increase of 25%, compared to the same quarter in 2015 of 474.71 million Baht. The main revenue contributions are from two business areas: media advertising at 57 % and mobile value added contents at 37% which reflected the increase of the media advertising revenues at 337.82 million Baht this quarter, increased by 71% compared to 197.14 million Baht of the same quarter in the prior year.

#### Compare Revenue in Q2 2015 to 2016 (million Baht)



#### **Q2 2016 Revenue Contribution**





The continued increase of income from advertising business, especially digital TV business "MONO29" channel, contributes to a high growth of rating. In June 2016, the average rating of "MONO29" was 0.527, increasing by 86%, compared to that of 0.284 in the same period last year. Data from AGB Nielsen, Rating All 4+, shows that currently the average rating of "MONO29" ranks fourth of all free TV channels.

## **Operating expenses**

Operating expenses in Q2 2016 is at 544.01 million Baht, a decrease of 19% as compared to Q2 the prior year at 668.37 million Baht reflected from the decrease of marketing expenses specifically in the promotion expenses of "MONO29" which today is widely known to the audience and increasingly uses co-promotion with partners. Gross Margin in Q2 2016 is at 180.10 million Baht, an increase from Q2 of the prior year which had a loss of 20.66 million Baht increasing 972%. The gross margin ratio from revenue of Q2 2016 is at 30.66% which is an increase of 35.09% from Q2 of the prior year.

# Operating profit (EBIT), Net profit and EBITDA

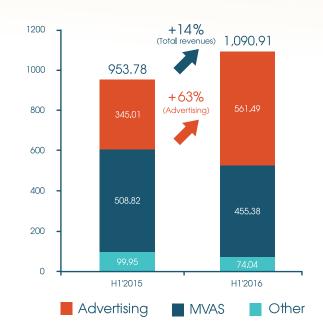
In Q2 2016, the Company and its subsidiaries have an EBIT of 49.99 million Baht, an increase of 126% as compared to Q2 of the prior year which had a loss of 193.66 million Baht. The increase of EBIT, which reflects the increase of the TV media advertising together with the decrease of operating expenses, contributes to the Q2 2016 net profit of 13.08 million Baht which is an increased of 106% as compared to Q2 of the prior year at a loss of 211.78 million Baht. EBITDA in Q2 2016 at 256.94 million Baht increased 613% as compared to Q2 of the prior year at 36.03 million Baht. EBITDA margin in Q2 2016 at 43.24% increased 35.65% as compared to Q2 of the prior year at 7.59%



#### 6 Months 2016 Operation Results (Consolidated)

The Company reported the consolidated revenues and its subsidiaries revenues for the first six months of 2016 with a total of 1,090.91million Baht, increasing by 137.13 million Baht or 14% compared to the first six months in 2015 of 953.78 million Baht.

The main revenue for the first six months of this year which is 561.49 million Baht contributes to media advertising, increasing by 216.48 million Baht or 63%, compared to that of 345.01 million Baht in the first six months of the prior year.



# Operating expenses

Operating expenses in the first six months of 2016 is at 1,081.24 million Baht, a decrease of 11% as compared to the first six months the prior year at 1,213.48 million Baht reflected from the decrease of promotion and marketing expenses.

Gross margin in the first six months of 2016 is at 277.37 million Baht, an increase from the first six months of the prior year which was 94.10 million Baht increasing 195%. The gross margin ratio from revenue of the first six months of 2016 is at 25.72% which is an increase of 15.62% from the first six months of the prior year.

## Operating profit (EBIT), Net profit and EBITDA

For the first six months 2016, the Company and its subsidiaries have an EBIT of 9.44 million Baht, an increase of 104% as compared to the first six months of the prior year which had a loss of 259.70 million Baht. This amount, when deducted by financial expenses and corporate income tax, the Company and its subsidiaries records the net loss of 67.10 million Baht, as shown in consolidated financial statement for the first six months of 2016, loss decreased by 78%, compared to net loss of 298.99 million Baht for the first six months of the prior year.

EBITDA in the first six months 2016 at 413.18 million Baht increased 291% as compared to the first six months of the prior year at 105.73 million Baht. EBITDA margin in the first six months 2016 at 37.88% increased 26.79% as compared to the first six months of the prior year at 11.09%



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## **FINANCIAL STATEMENT SUMMARY**

(Baht mn)	Q2'15	Q1'16	Q2'16	%QoQ	%YoY	1H'15	1H'16	%YoY	+/-YoY
Sales	466.21	490.93	587.34	20%	26%	931.85	1,078.27	16%	146.42
Other Income	8.50	5.75	6.89	20%	-19%	21.93	12.64	-42%	(9.29)
Total operating revenues	474.71	496.68	594.23	20%	25%	953.78	1,090.91	14%	137.13
Cost of sales	(486.87)	(393.66)	(407.24)	3%	-16%	(837.75)	(800.90)	-4%	36.85
Gross profit	(20.66)	97.27	180.10	85%	972%	94.10	277.37	195%	183.27
SG&A	(181.50)	(143.57)	(136.77)	-5%	-25%	(375.73)	(280.34)	-25%	95.39
Share of loss from investments in jointventure	-	-	(0.23)	-	-	-	(0.23)	-	(0.23)
EBIT	(193.66)	(40.55)	49.99	223%	126%	(259.70)	9.44	104%	269.14
Financial expenses	(32.30)	(34.64)	(35 17)	2%	9%	(63.54)	(69.81)	10%	(6.27)
Corporate income tax	14.18	(4.99)	(1.74)	-65%	-112%	24.25	(6.73)	128%	(30.98)
Net profit	(211.78)	(80.18)	13.08	116%	106%	(298.99)	(67.10)	78%	231.89
Depreciation	229.69	196.79	206.95	5%	-10%	365.43	403.74	10%	38.31
EBITDA	36.03	156.24	256.94	64%	613%	105.73	413.18	291%	307.45
Gross margin	-4.43%	19.81%	30.66%	10.85	35.09	10.10%	25.72%	15.62	15.62
EBITDA margin	7.59%	31.46%	43.24%	11.78	35.65	11.09%	37.88%	26.79	26.79