



(Translation)

Ref. MONO 034/2020

November 11, 2020

Subject: Notification of Operating Results and Submission of Report and Financial Statements for the Third Quarter of 2020

To: President
The Stock Exchange of Thailand

Enclosures: 1) A copy of financial report and consolidated financial statements
2) A summary of the operating results of the listed company and subsidiaries for the third quarter of 2020 (F45)

Mono Next Public Company Limited (the “Company”) would like to submit the copy of financial report and financial statements for the third quarter of 2020 (ended September 30, 2020) reviewed by the auditor and the meeting of the Audit Committee No. 6/2020 held on November 11, 2020. These financial report and financial statements were also approved by the meeting of the Board of Directors No. 8/2020 held on November 11, 2020. Details of the operating results are as follows:

Operating Results

Unit: Million Baht

	3Q/20	2Q/20	3Q/19	QoQ		YOY	
				Increase (Decrease)	Percent	Increase (Decrease)	Percent
Advertising Revenue	324.7	208.2	405.3	116.5	56.0	(80.6)	(19.9)
Content Service Revenue	76.6	72.4	34.1	4.2	5.8	42.5	124.6
– MVAS	9.8	10.4	18.6	(0.6)	(5.8)	(8.8)	(47.3)
– MONOMAX	66.8	62.0	15.5	4.8	7.7	51.3	331.0
Product Sales Revenue (Home Shopping)	10.3	14.6	5.3	(4.3)	(29.5)	5.0	94.3
Other Revenue	31.1	38.0	82.1	(6.9)	(18.2)	(51.0)	(62.1)
Total Revenue	442.7	333.2	526.8	109.5	32.9	(84.1)	(16.0)
Cost of Sales and Services	411.5	407.4	486.9	4.1	1.0	(75.4)	(15.5)
Expense of Sales and Management	137.1	89.8	191.2	47.3	52.7	(54.1)	(28.3)
Net Profit (Loss)	(112.1)	(167.9)	(177.4)	55.8	33.2	65.3	36.8
EBITDA	243.3	181.0	192.5	62.3	34.4	50.8	26.4

The operating results of the third quarter of 2020 ending September 30, 2020 revealed net loss amounting 112.1 million Baht. Loss decreased by 65.3 million Baht comparing to the same quarter of the previous year, and loss decreased by 55.8 million Baht comparing to the second quarter of 2020. The reasons were as follows.

Total Revenue

- Total revenue decreased by 84.1 million Baht or 16.0 percent comparing to the same quarter of the previous year, but increased by 109.5 million Baht or 32.9 percent comparing to the second quarter of 2020. The reduction was mainly due to the decrease of advertising revenue by 80.6 million Baht or 19.9 percent comparing to the same quarter of the previous year, but increased by 116.5 million Baht or 56.0 percent comparing to the second quarter of 2020. The major cause of the decrease of revenue was the effect of COVID-19 outbreak in 2020 which resulted in a continuous decrease in advertising expense since early 2020.

In the third quarter of 2020, the situation of COVID-19 in Thailand has gradually improved. In addition, sales promotion policy to stimulate the purchase of advertising received satisfying feedback. Therefore, advertising revenue tends to increase. Nevertheless, due to the uncertainty of worldwide situation, ad spending cannot be increased to the same level as that of the same period of the previous year.

- Monomax revenue increased more than 300 percent resulted from social distancing to prevent the spread of COVID-19. Moreover, the positive factor of the increase was the synergy of Monomax with 3BB and HBO Go to form the package 3BB Gigatainment. The revenue of this service has appeared since April 2020.

Cost and Expense

- Cost of sales and services decreased by 75.4 million Baht or 15.5 percent comparing to the same quarter of the previous year, and increased by 4.1 million Baht or 1.0 percent comparing to the second quarter of 2020.
- Expense of sales and management decreased by 54.1 million Baht or 28.3 percent comparing to the same quarter of the previous year, and increased by 47.3 million Baht or 52.7 percent comparing to the second quarter of 2020.

- Cost and expense of sales and management decreased comparing to the same quarter of the previous year. The reduction is due to the internal business restructuring of Mono Group which focuses on core businesses, and therefore, the management of cost of sale and expense has become more effective. Nevertheless, expense of sales and management increased comparing to the second quarter of 2020. The increase mainly came from marketing expense and sales promotion expense.

Please be informed accordingly.

Yours sincerely,

(Mr. Patompong Sirachairat)

Chief Executive Officer