



MONO NEXT

1Q2021

AGENDA

- **1Q2021 Highlights**
 - **Operational Highlights**
 - **Financial Highlights**
 - **Strategic Directions**
 - **2021 Outlook**

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1Q2021 Highlights



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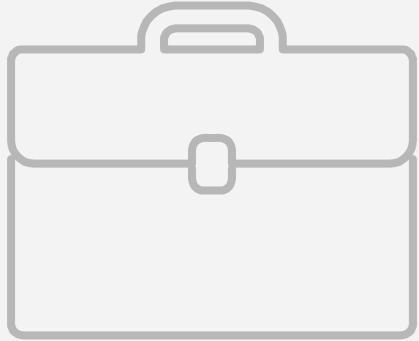
1Q2021 Highlights

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- **Monomax & 3BB Giga TV:**
member growth QoQ **56%** (sub as of Mar. = **0.34 M**)
VOD views growth QoQ **61%**
 - Rating **prime time 20:30** in 1Q2021 = **2.091**
(QoQ growth **15%**, 4Q2020 = 1.822, TVR 15+)
 - Mono29 **peak TVR** of 1Q2021 : Aquaman = **5.956**
 - Online activation **revenue decrease** QoQ **-68%**
(due to covid situation)
-
- Total revenues: **THB 563m** (QoQ +3%)
 - EBITDA: **THB 397m** (QoQ +8%)
 - Investment: **THB 129m** (QoQ -11%)

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Operational Highlights

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“The Wolf หมาป่าจอมราชันย์” แรงเกินต้าน!

ยอดชมพุ่ง **1,000,000 วิว** ภายในเดือนเดียว!

Highlight content
2Q-4Q2021



SVOD: VDO Views trend and members

7

"The Wolf" got **1M** Views,
22% of total view contribution
in this month



*รอการติดตั้งประมาณ 20,000 ราย
เนื่องจากปัญหาการจัดส่งกล่อง IPTV จากต่างประเทศ



สุดคึกคัก
"โมโน เน็กซ์"
เฟ้นหานักแสดง
"แดง-รัญญา"
ปลื้มกระแสดีเกินคาด
สมัครกว่า 1,000 ชีวิต



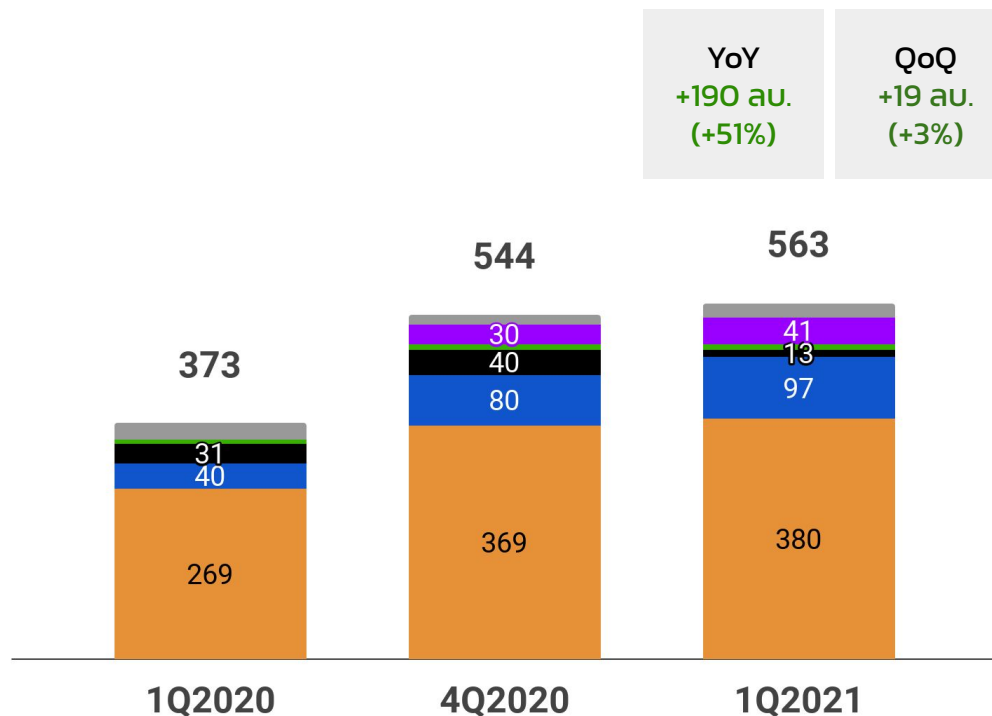
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Financial Highlights



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1.Revenue from core businesses

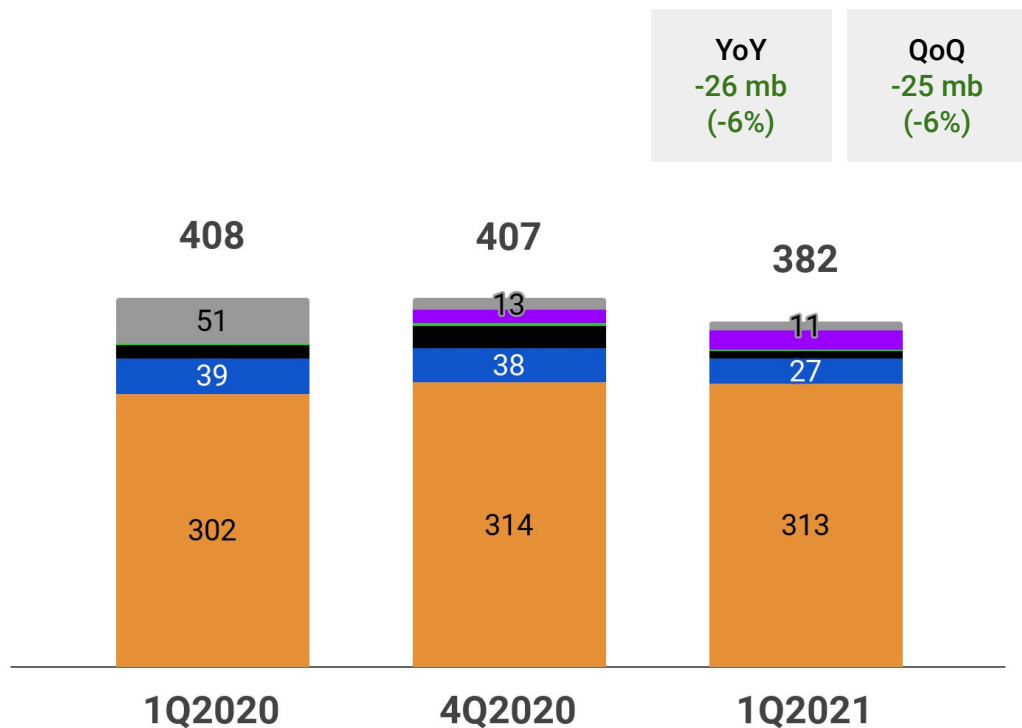


■ Others ■ 3BBTV ■ shopping ■ Online ad & activation ■ Monomax + film + MVAS ■ TV

Revenue	YoY	QoQ
TV	+111 (+41%)	+11 (+3%)
Monomax+film +MVAS	+57 (+143%)	+17 (+21%)
Online	-18 (-58%)	-27 (-68%)
Shopping	-	-1 (-11%)
3BB GigaTV	+41 (+100%)	+11 (+37%)
Other	-1 (-4%)	+8 (+50%)

2. Cost Structure

11



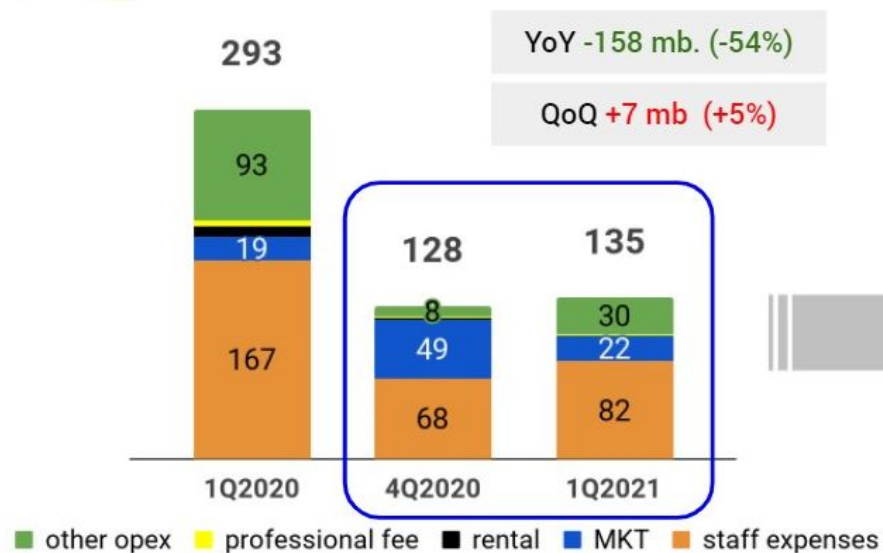
■ Others ■ 3BBTV ■ shopping ■ Online ad & activation ■ Monomax + film + MVAS ■ TV

COGS	YoY	QoQ
TV	+11 (+4%)	-1 (-0.3%)
Monomax+film +MVAS	-12 (-31%)	-11 (-29%)
Online	-7 (-47%)	-17 (-68%)*
Shopping	+1 (+100%)	-
3BBTV	+21 (+100%)	+6 (+40%)
Other	-40 (-78%)	-2 (-15%)

*variable cost

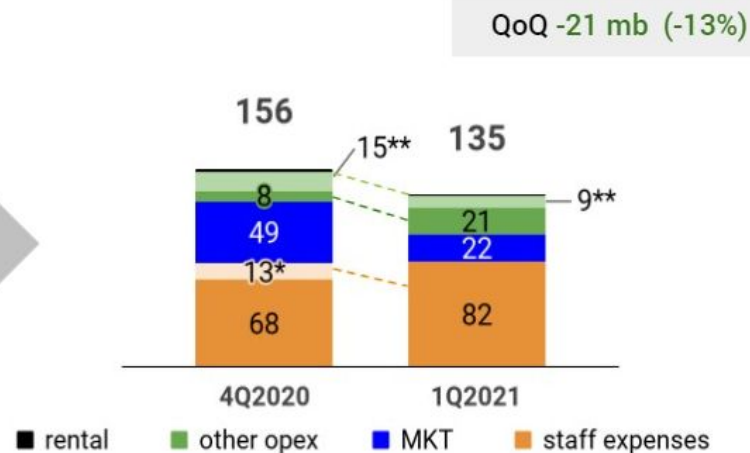
3.OPEX : Operating Expenses

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	1Q20	4Q20	1Q21	YoY	QoQ
OPEX	293	128	135	-54%	+5%
Special items: compensate +Impair&write off	-89	-	-	-100%	-100%
OPEX-special	204	128	135	-34%	+5%

Annual adjustment occurred in Q42020

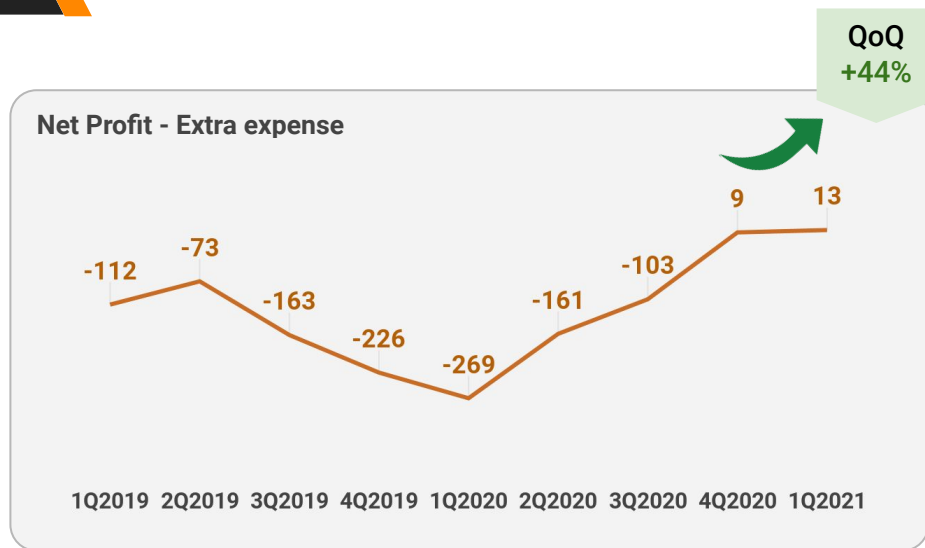


* ปรับลดโบนัส 5 MB + ปรับลดผลประโยชน์พนักงานระยะยาว เนื่องจากการปรับโครงสร้าง 8 MB = 13 MB

** gain/loss exchange rate

4. EBITDA and Net Profit

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EBITDA

YoY
+293 mb
(+282%)

QoQ
+29 mb
(+8%)

Net Profit

YoY
+403 mb
(+103%)

QoQ
+4 mb
(+44%)

Quarter	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	QoQ
Net Profit	-112	-95	-177	-231	-390	-168	-112	9	13	
Extra expense*	-	-22	-14	-5	-121	-7	-9	-	-	
Net Profit - Extra expense	-112	-73	-163	-226	-269	-161	-103	9	13	+44%
Ebitda	249	278	193	87	104	181	243	368	397	+8%

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Strategic Directions 1Q2021



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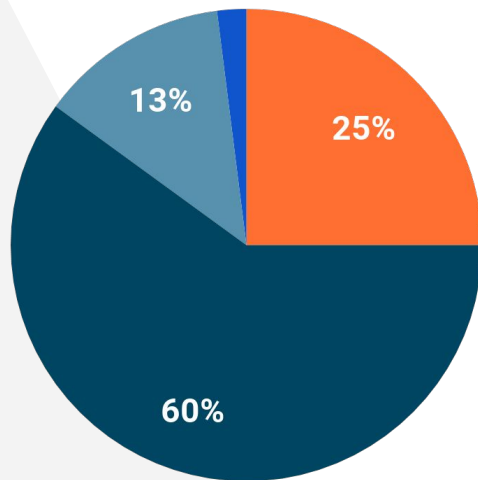
2Q



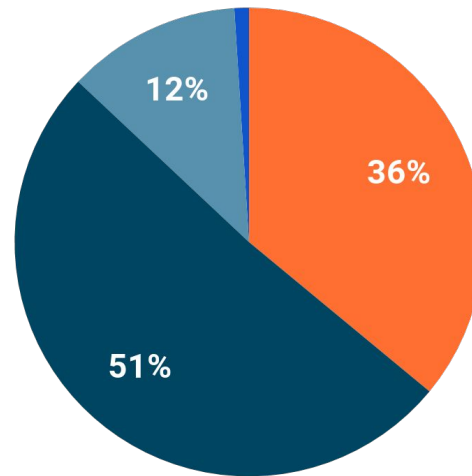
New Mono29 Program Schedule in July 2021

- A new MONO29's program is going to be:
 - Synergy with **MonoMax** (content launch, special scoop, uncut version)
 - Synergy with **3BB GigaTV** (highlight program, filler program)
 - **News**: more sophisticated and urban (i.e. Crypto currency, World economics, Gadget)

MONO29 current program proportion



New MONO29 program proportion



● news and documentary ● movies ● series ● variety



Movie (direct to TV)

10-12 Titles



Series

4-6 Titles

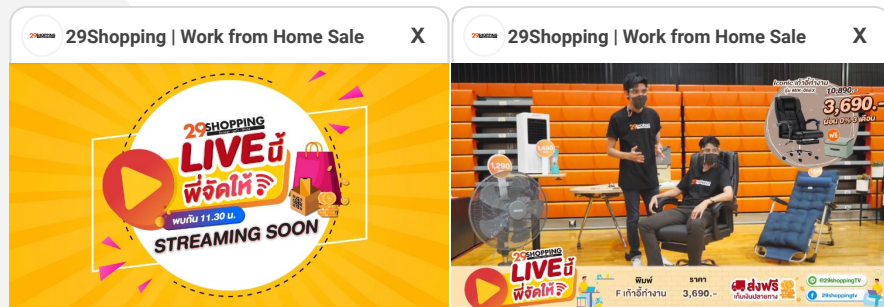


Mini-Series

2-4 Titles

29shopping expansion plan

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- 1Q2021 ★ pilot FB live
★ revise security system on the site

3Q2021

- ★ advertising on channels in 3BB GigaTV platform



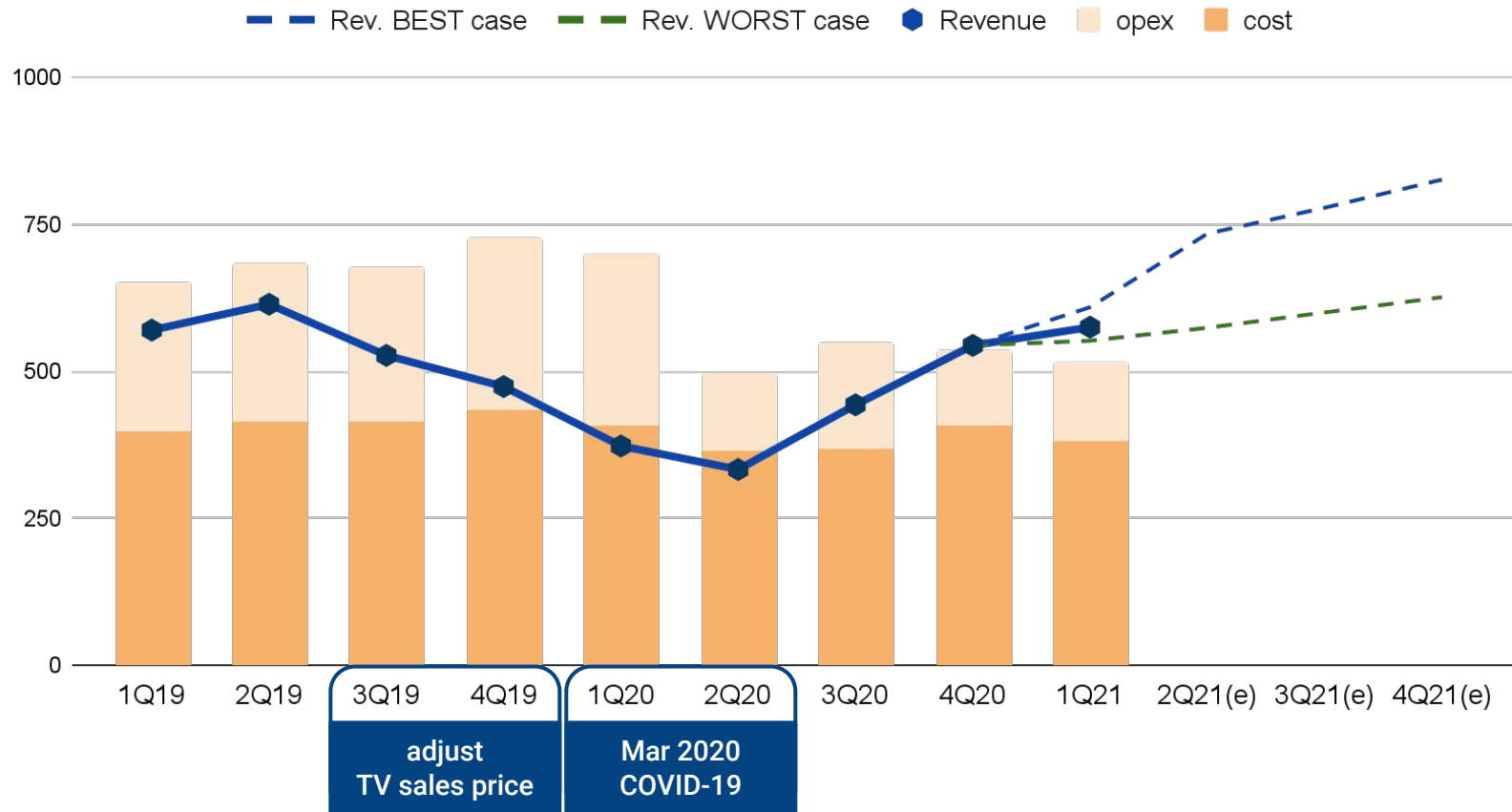
- 1Q2022 ★ tentative launch own channel on 3BB GigaTV



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2021 Outlook

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Revenue growth about
33% to 75% from previous
year

40% to 50%
EBITDA margin

THB **40 to 60** million
Tangible assets

THB **0.80 to 1.00** billion
Intangible assets



Thank you