



(Translation)

Ref. MONO 024/2020

August 13, 2020

Subject: Notification of Operating Results and Submission of Report and Financial Statements for the Second 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 form (F45)

Mono Technology Public Company Limited (the “Company”) would like to submit the copy of financial report and financial statements for the second quarter of 2020 (ended June 30, 2020) reviewed by the auditor and the meeting of the Audit Committee No. 5/2020 held on August 13, 2020. These financial report and financial statements were also approved by the meeting of the Board of Directors No. 7/2020 held on August 13, 2020. Details of the operating results are as follows:

Operating Results

Unit: Million Baht

	2Q/20	1Q/20	2Q/19	QoQ		YOY	
				Increase (Decrease)	Percent	Increase (Decrease)	Percent
Advertising Revenue	208.2	293.9	528.3	(85.7)	(29.2)	(320.1)	(60.6)
Content Service Revenue	72.4	24.6	34.7	47.8	194.3	37.7	108.6
- MVAS	10.4	14.2	22.9	(3.8)	(26.8)	(12.5)	(54.6)
- MONOMAX	62.0	10.4	11.8	51.6	496.2	50.2	425.4
Product Sales Revenue (Home Shopping)	14.6	7.9	3.7	6.7	84.8	10.9	294.6
Other Revenue	38.0	46.5	47.0	(8.5)	(18.3)	(9.0)	(19.1)
Total revenue	333.2	372.9	613.7	(39.7)	(10.6)	(280.5)	(45.7)
Cost of Sales and Services	407.4	468.8	495.5	(61.4)	(13.1)	(88.1)	(17.8)
Expense of Sales and Management	89.8	232.1	188.5	(142.3)	(61.3)	(98.7)	(52.4)
Net Profit (Loss)	(167.9)	(390.3)	(95.2)	(222.4)	(57.0)	72.7	76.4
EBITDA	181.0	104.0	278.3	77.0	74.0	(97.3)	(35.0)

The operating results of the second quarter of 2020 ending June 30, 2020 revealed net loss amounting 167.9 million Baht. Loss increased by 72.7 million Baht comparing to the same quarter of the previous year, and loss decreased by 222.4 million Baht comparing to the first quarter of 2020. The reasons were as follows.

Total Revenue

- Total revenue decreased by 280.5 million Baht or 45.7 percent comparing to the same quarter of the previous year, and decreased by 39.7 million Baht or 10.6 percent comparing to the first quarter of 2020. The reduction was mainly due to the decrease of advertising revenue by 320.1 million Baht or 60.6 percent comparing to the same quarter of the previous year, and decreased by 85.7 million Baht or 29.2 percent comparing to the first quarter of 2020. The major cause of the decrease of revenue was the effect of COVID-19 outbreak which resulted in a continuous decrease in advertising expense.
Nevertheless, 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.
- Monomax revenue during social distancing to prevent the spread of COVID-19 increased more than 400 percent. The positive factor of this dramatic growth was partly 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.
- Product sales revenue (Home Shopping) increased by 10.9 million Baht or 294.6 percent comparing to the same quarter of the previous year, and increased by 6.7 million Baht or 84.8 percent comparing to the first quarter of 2020. The revenue has increased continuously.

Cost and Expense

- Cost of sales and services decreased by 88.1 million Baht or 17.8 percent comparing to the same quarter of the previous year, and decreased by 61.4 million Baht or 13.1 percent comparing to the first quarter of 2020.
- Expense of sales and management decreased by 98.7 million Baht or 52.4 percent comparing to the same quarter of the previous year, and decreased by 142.3 million Baht or 61.3 percent comparing to the first quarter of 2020.

- The reduction of the cost of sales and services and the expense of sales and management was mainly due to the following factors (1) The business restructuring of Mono Group by focusing on the operation of core businesses and discontinuing unprofitable businesses which were affected by economic condition and the change of customer behavior (Mono Group discontinued 8 subsidiaries in the first quarter of 2020.) (2) The restructuring of the organization by effective management of cost and expense to reduce fix cost and control expenses, for example, expense relating to employees, expense of office rental and services (The head office has been relocated to the Company's property.), and expense control in content acquisition and production. Therefore, cost and expense decreased continuously.

Please be informed accordingly.

Yours sincerely,

(Mr. Patompong Sirachairat)

Chief Executive Officer