

No. MVP050/2023

August 15, 2023

Subject: Management Discussion and Analysis for the quarter 2<sup>st</sup> ended June 30, 2023

To: President and Manager

The Stock Exchange of Thailand

M Vision Public Company Limited (“the Company”) would like to submit this Management Discussion and Analysis for the quarter 2<sup>st</sup> ended June 30, 2023 with details as follows (since the consolidated financial statements include the accounts of M Vision Public Company Limited and its subsidiaries, the subsidiaries have not had any significant operating results. Therefore, an explanation and analysis of the operating results of the separate financial statements are submitted only.):

#### Summary overview in quarter 2/2023




In Q2/2013 the Company has succeeded in turning the retained loss back to retained earnings, resulting in retained earnings as of June 30, 2023 amounting to Baht 4.3 million. During the 2<sup>nd</sup> quarter, the Company had not obtained a big project and in process of improving and preparing caravans and locations to prompt for using in many events during the end of the year.

The Company has still focused on technology-related events including the sport, the online media production, including revenue from Bitcoin mining business, revenue from the transfer of service right, outdoor event and rendering caravans.

## Operating Results Overview




An overview of the operating results in the Company's separate financial statements for the three months ended June 30, 2013 is as follows.

(Unit: Million Baht)

| Operating Segment                  | Revenue       |   | Cost        |   | Gross profit   |   | Increase<br>(Decrease) |
|------------------------------------|---------------|---|-------------|---|----------------|---|------------------------|
|                                    | Y2023         | Y2022   | Y2023       | Y2022   | Y2023          | Y2022   |                        |
| 1. Technology and events business  | 39.9          | 55.2  | 35.5        | 45.4  | 4.4            | 9.8   | (5.4)                  |
| 2. Advertising and agency business | 14.5          | 11.4  | 2.9         | 0.0   | 11.6           | 11.4  | 0.2                    |
| 3. Commercial business             | 8.1           | 0.6   | 10.9        | 0.4   | (2.8)          | 0.2   | (3.0)                  |
| <b>Total</b>                       | <b>62.5</b>   | <b>67.2</b>   | <b>49.3</b> | <b>45.8</b>   | <b>13.2</b>    | <b>21.4</b>   | <b>(8.2)</b>           |
| <b>Increase (%)</b>                | <b>(7.0)%</b> |  | <b>7.6%</b> |  | <b>(38.3)%</b> |  |                        |

An overview of the operating results in the Company's separate financial statements for the six-month period ended June 30, 2013 is as follows.

(Unit : Million Baht)

| Operating Segment                  | Revenue      |   | Cost         |   | Gross profit   |   | Increase<br>(Decrease) |
|------------------------------------|--------------|---|--------------|---|----------------|---|------------------------|
|                                    | Y2023        | Y2022   | Y2023        | Y2022   | Y2023          | Y2022   |                        |
| 1. Technology and events business  | 113.9        | 115.4   | 93.8         | 77.1  | 20.1           | 38.3  | (18.2)                 |
| 2. Advertising and agency business | 24.2         | 22.0  | 10.0         | 2.4   | 14.2           | 19.6  | (5.4)                  |
| 3. Commercial business             | 20.6         | 1.8   | 15.5         | 2.0   | 5.1            | (0.2)   | 5.3                    |
| <b>Total</b>                       | <b>158.7</b> | <b>139.2</b>  | <b>119.3</b> | <b>81.5</b>   | <b>39.4</b>    | <b>57.7</b>   | <b>(18.3)</b>          |
| <b>Increase (%)</b>                | <b>14.0%</b> |  | <b>46.4%</b> |  | <b>(31.7)%</b> |  |                        |

## Revenue and Gross profit by segment

For the three-months period ended June 30, 2023, revenue is Baht 62.5million and gross profit is Baht 13.3 million, the mainly income was from Bitcoin business amounting to Baht 19.7 million, sport events amounting to Baht 8.5 million and revenue from the transfer of service right from Multitechnology Expert Company Limited.

However, the Company has increased costs from organizing new events, both cost of space and marketing, that required a lot of initial investment, including depreciation, resulting in gross profits reduced to Baht 8.2 million million (or 38.3 percent).

For Bitcoin mining business which the Company invested, it has loss on operation amounting to Baht 2.0 million because the BTC's price declined in this year, however it is only loss on accounting, EBITDA is profit of Baht 5.9 million and mining able to operate as normal, not loss form electricity fee since it is in Loa People's Democratic Republic which electricity fee is lower than Thailand.

### Net profit

Net profit for the three months ended June 30, 2013 was Baht 6.9 million, increasing of Baht 5.3 million or 328.9 percent from the same period last year, mainly due to the Company has more efficiency cost management and debtor management more efficiently, able to reversal of expected credit loss which is good indicator that the long overdue debtors be return to normal business and have money to pay debts to the Company and also recording deferred tax income relating to temporary differences. As a result, the net profit margin is 11.0 percent.

### Litigation

On September 21, 2018, the Company was sued for the restitution of property and damage compensation regarding the non-compliance with the memorandum in the amount of Baht 9.2 million. On March 30, 2021, the Civil Court sentenced 1) the Company takes in return of goods sold and the Company make a payment for goods to the plaintiff in the amount of Baht 6.2 million with interest at the rate of 7.5% per annum from the date of the lawsuit and 2) the plaintiff makes a payment for goods to the Company in the amount of Baht 0.3 million with interest at the rate of 7.5% per annum from the date of counterclaimed.

On August 25, 2022, the Court of Appeal read the verdict that judge the plaintiff to pay the Company in the amounts of Baht 97.9 million with the interest at the rate 7.5% per annum of the principal from the date of the counterclaim (December 13, 2018) onwards until April 10, 2021, with the interest rate of 5% per annum from April 11, 2021, onwards until the payment is completed to the Company.

On October 25, 2022, the plaintiff filed a petition and a request for permission to petition the court. In which the Company filed an objection to the request for permission to petition on December 23, 2022. According to the opinion of the Company's management and legal team, we are of the opinion that there is still discrepancy between the consignment contract and the consignment contract. The management and the legal team have assessed that the Company is not at fault and that the company will prevail. Litigation lawsuits and the Company will receive payment for goods and damages according to the verdict of the Court of Appeal.

### **Executive Views for Forward Looking in the second half of the year 2023**

The Company believe that the economy will bounce back, events will be variously organised, The Company therefore begins to prepare for the big events that will be held in the second half of the year whether the mobile events, Thailand Mobile EXPO, the electrical vehicles and alternative panel ,Bangkok EV EXPO, the Tech Investment Show at the Queen Sirikit National Convention Center and the boat and equipment events, Thailand BOAT EXPO at Phuket, Including preparing caravans for using in various music festivals.

In addition, the Company joined as a marketer of new healthy drinks and energy drinks under the brand "HIGHKICK", which will be gradually released in the second half of the year as well for 4 products that will support the Company's business to growth even more.

Please be informed accordingly,

Yours sincerely,



Mr. Opas Cherdphan

Chief Executive Officer

M Vision Public Company Limited