



August 11, 2021

Subject : Management Discussion and analysis for the 2<sup>nd</sup> quarter ending June 30, 2021

Dear : Managing and Director of the Stock Exchange of Thailand

CMO Public company Limited “CMO” would like to inform total revenue 114.85 million Baht and net loss 36.49 million baht in the consolidated financial statement for the 2<sup>nd</sup> quarter ended June 30, 2021 compared with the same period Year 2020 which had total revenue 37.55 million baht and net loss 78.66 million Baht. The performance clarification is explaining as these following reason;

- **Revenue from Service** in Q2/2021 was increase by 205.88% from Q2/2020. Due to, CMO Group has changed the service pattern in to a new style of event which related with the new normal situation. With the new service, CMO Group is able to increase new clients. Meanwhile, company has acknowledged income from museum projects and learning centers as a service’s timeline.

- **Cost of Services** was significant decreased from 200.13 % in Q2/2020 to 100.75% in this quarter. The cost of services consists of variable cost from project and fixes cost from operation staffs. By the operation staffs, CMO Group has changed the employee structure since last year and revealed a good result in year 2021.

- **Selling and Administration Expense** was decrease by 47.04% in Q2/2021 due to restructuring of employee and the effective policies to control company’s cost in accordance with the pandemic and new business service.

- **Interest Expense** was slightly increase by 5.58% in Q2/2021 since the company has submitted a new long-term loan for internal cash flow management together with debt moratorium as the Bank of Thailand’s Policy for Covid-19 affected.

For the separate company statement for the 2<sup>nd</sup> quarter ended June 30, 2021, the company had total revenue 66.48 million Baht and net loss 17.30 million Baht, compared with the same period, year 2020 which had total revenue 27.04 million Baht and loss 45.79 million Baht. The financial performance of Separate company was explaining as above mention.

Please be informed accordingly,

Sincerely Yours,  
(Mr.Sermkhun Kunawong)  
Chief Executive Officer  
CMO Public Company Limited

