

I. FY2023/24 KEY FINANCIAL PERFORMANCE

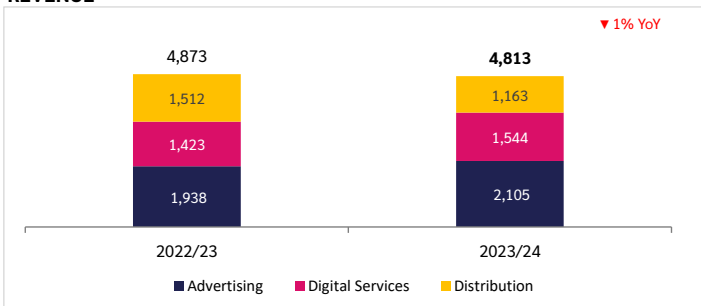
VGI reported revenue from services and sales of THB 4,813mn, -1% YoY. Advertising and Digital Services revenue grew 8.7% and 8.5% respectively, while Distribution revenue declined 23%. VGI recorded share of loss from JV and associates, loss on disposal of KEX, and impairment loss of investment in Jmart, resulting in a net loss of THB 3,489mn. Please find more details at <https://investor.vgi.co.th/en/document/viewer/106254/md-and-a-fy-2023-24>

(Unit: THB mn)

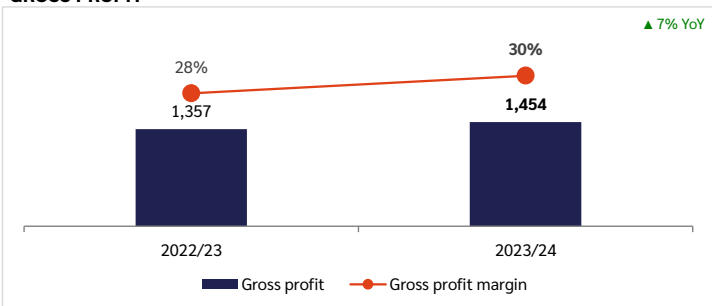
REVENUE	GROSS PROFIT	EBIT	NET PROFIT	BALANCE SHEET (as of 31 MAR 24)
4,813mn ▼ 1% YoY	1,454mn ▲ 7% YoY	-3,952mn ▼ 1667% YoY	-3,489mn ▼ 5277% YoY	Asset 28,401mn Liabilities 3,267mn Equity 25,134mn IB Debt 0mn D/E Ratio 0.00X

II. HISTORICAL FINANCIAL PERFORMANCE

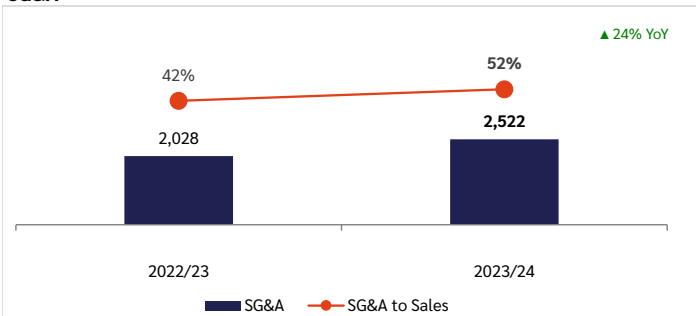
REVENUE



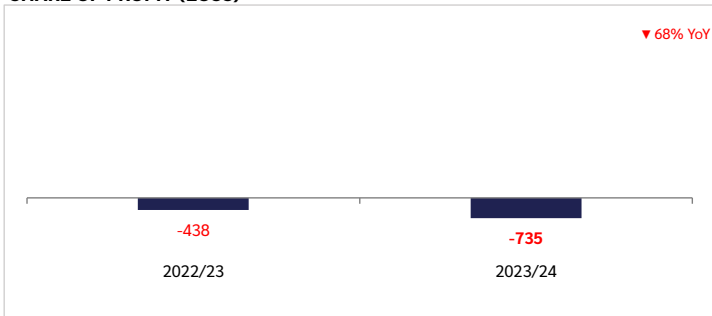
GROSS PROFIT



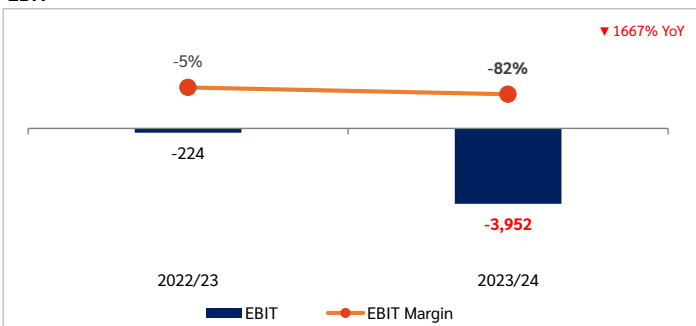
SG&A



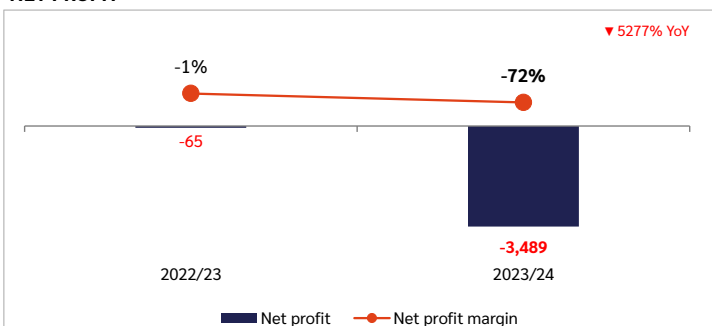
SHARE OF PROFIT (LOSS)



EBIT



NET PROFIT



III. FY2023/24 BUSINESS UPDATE

ADVERTISING



- Expanded media space to cover yellow and pink lines and street furnitures at St. Louis and Ploen Chit stations, enhancing reach and impact of VGI advertising capabilities
- FY2023/24 Utilisation rate improved to 47.1%. (compared to 45.1% in FY2022/23)

DIGITAL SERVICES



- The number of Rabbit cards reached 17.8 million cards. +9.6% YoY
- Sold over 200,000 insurance policies, with gross written premium THB 2,805 mn. + 12.7% YoY
- Outstanding loan portfolio reached THB 731 mn, +558% YoY.

DISTRIBUTION



- During FY2023/24, Turtle expanded 19 new turtle shops, bringing the total to 22 shops
- Superrich Turtle expanded 3 shops, bringing total to 7 shops
- Developing owned brand products to enhance its profitability. Gross profit margin improved to 13.6% from 8.5%

AWARD



Top 1% of Sustainability Scorers by S&P Global



Member of CAC since 2014



Member of MSCI Small Cap indices



Thailand Top Corporate Brand Hall of Fame 2023



"AA" sustainable stock under "SET ESG Rating"



Excellent CG score by Thai IOD



Thailand's first and only "Carbon Neutral" media company



Member of SET100