



บริษัท อีกราดซิล กรุ๊ป จำกัด (มหาชน)

YGGDRAZIL GROUP PUBLIC COMPANY LIMITED

348 ซอยลาดพร้าว 94 (ปิ่นจิมิตร) แขวงพลับพลา เขตวังทองหลาง กรุงเทพฯ ประเทศไทย 10310 โทร: (662)-934-4364 โทรสาร: (662)-934-4560

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No. YGG009/2567

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Subject Management Discussion and Analysis for Q1 ended 31 March 2024

To President, The Stock Exchange of Thailand

Yggdrazil Group Public Company Limited (“the Company”) would like to report Management Discussion and Analysis for the period ended 31 March 2024 as follows:

**Performance from Consolidated Financial Statement**

Unit : THB mm	Consolidated Financial Statement		Change	
	Jan – Mar	Jan – Mar	Increase	%
	2024	2023	/(Decrease)	
<b>Sales and Services Revenues</b>	<b>90.09</b>	<b>90.01</b>	<b>0.08</b>	<b>0.09</b>
Other Income	0.96	0.56	0.40	71.43
<b>Total Revenue</b>	<b>91.05</b>	<b>90.57</b>	<b>0.48</b>	<b>0.53</b>
Cost of Sales and Services	55.72	50.89	4.83	9.49
<b>Gross Margin (Excl. other income)</b>	<b>34.37</b>	<b>39.12</b>	<b>(4.75)</b>	<b>(12.14)</b>
Selling Expenses	1.03	1.32	(0.29)	(21.97)
Administrative Expenses	8.33	5.49	2.84	51.73
Gain (loss) on Exchange rate	5.54	(0.01)	<b>5.55</b>	N.A.
Share of loss of Joint Ventures accounted for using the equity method	0.02	(0.28)	<b>0.30</b>	<b>(107.14)</b>
<b>Profit before Finance Costs and Income Tax</b>	<b>31.53</b>	<b>32.58</b>	<b>(1.05)</b>	<b>(3.22)</b>



Finance Costs	0.13	0.06	<b>0.07</b>	<b>116.67</b>
<b>Profit before Income Tax</b>	<b>31.40</b>	<b>32.52</b>	<b>(1.12)</b>	<b>(3.44)</b>
Income Tax	0.44	1.01	<b>(0.57)</b>	<b>(56.44)</b>
<b>Net Profit After Tax</b>	<b>30.96</b>	<b>31.51</b>	<b>(0.55)</b>	<b>(1.75)</b>

For the period ended 31 March 2024, company recorded total revenue of THB 91.05 million which increased by THB 0.48 million or growth by 0.53% compared to 3-months 2023. The company has gradually started contracting to provide services to major international customers following the extension of the testing period in the year 2023. For the first quarter of 2024, Total Cost of goods sold was THB 55.72 million and Gross profit margin recorded at 38.15% of total sales and service income.

Total Cost of goods sold of 3-months 2024 was THB 55.72 million, increased by THB 4.83 million or 9.49% compared to the same period of last year. This mainly due to recognizing depreciation in the company's gaming division and an increase in staff to support business expansion plans.

#### **Breakdown revenue by Business unit (Consolidated Financial Statement)**

For the period ended 31 March 2024, the company recorded total sales and services of THB 90.09 million. This is equal to an increase of THB 0.08 million or growth by 0.09 YoY.

Revenue by business units	For the period ended 31 March				Change	
	2024		2023		Increase / (Decrease)	
	THB mm	%	THB mm	%	THB mm	%
1. VFX	30.82	33.8	28.64	31.6	2.18	7.6
2. Game	24.00	26.4	27.27	30.1	(3.27)	(12.0)
3. Movie / Animation	35.27	38.7	34.10	37.7	1.17	3.4
Sales and Services	<b>90.09</b>	<b>98.9</b>	<b>90.01</b>	<b>99.4</b>	<b>0.08</b>	<b>0.1</b>
Other Income	0.96	1.1	0.56	0.6	0.40	71.4
<b>Total Revenue</b>	<b>91.05</b>	<b>100.0</b>	<b>90.57</b>	<b>100.0</b>	<b>0.48</b>	<b>0.5</b>



- VFX Business unit, revenue increased by THB 2.18 million which accounted for 7.6% growth compared to the same period in prior year. This mainly due to project volume has increased from both local and international customer bases.
- Game Business unit, revenue decreased by THB 3.27 million which recorded decreasing of 12.0% compared to the same period of last year. The revenue from the company's licensed game distribution segment increased by 1.00 million baht compared to the same period in 2023. Meanwhile, the revenue from game production outsourcing has decreased as clients are currently studying marketing strategies to refine their games during development. Additionally, the company is engaged in researching and developing other games to expand our Own-IP.
- Movie / Animation Business unit, revenue increased by THB 1.17 million which equivalent to 3.4% compared to the same period of last year. The production phase of the new project has started, which stems from leveraging the international customer base.

**Statement of Financial Position ended 31 March 2024**

Unit : THB mm	Consolidated Financial Statement		Change	
	31 December 2023	31 December 2022	Increase / (Decrease)	%
	Cash and Cash Equivalents	22.93	12.32	10.61
Financial Assets measured at Fair Value through profit or loss	50.65	55.94	(5.29)	(9.46)
Trade and Other Receivables	11.06	15.05	(3.99)	(26.51)
Contract assets	300.10	270.01	30.09	11.14
Films under production	119.17	103.12	16.05	15.56
Other Current Assets	22.94	21.10	1.84	8.72
Leasehold Improvement and Equipment	72.31	67.31	5.00	7.43
Intangible Assets	87.68	85.05	2.63	3.09



Other Non-current Assets	13.90	22.42	(8.52)	(38.00)
Investment in Joint Ventures	36.76	36.74	0.02	0.05
<b>Total Assets</b>	<b>737.50</b>	<b>689.06</b>	<b>48.44</b>	<b>7.03</b>
Trade and Other Payables	60.01	40.32	19.69	48.83
Other Current Liabilities	13.20	18.53	(5.33)	(28.76)
Non-current Liabilities	7.91	7.68	0.23	2.99
<b>Total Liabilities</b>	<b>81.12</b>	<b>66.53</b>	<b>14.59</b>	<b>21.93</b>
<b>Total Equity</b>	<b>656.38</b>	<b>622.53</b>	<b>33.85</b>	<b>5.44</b>
<b>Total Liabilities and Equity</b>	<b>737.50</b>	<b>689.06</b>	<b>48.44</b>	<b>7.03</b>

Total assets as of 31 March 2024 was THB 737.50 million, increased THB 48.44 million or 7.0% compared to total assets as of December 2023. This mainly due to increasing of cash & cash equivalent, contract assets, and films under construction by its progression.

Total liabilities as of 31 March 2024 was THB 81.12 million, increased THB 14.59 million or 21.93% compared to total liabilities as of December 2023. This mainly due to increasing of account payables.

Total equity as of 31 March 2024 is THB 737.50 million, increased THB 48.44 million. This is resulted from increased of retained earnings.

Please be informed accordingly,

Yours Sincerely,

*-Tanat Juwiwat-*

(Mr. Tanat Juwiwat)

Chief Executive Officer