

No. 107/2021

November 12, 2021

Subject : Management Discussion and Analysis Quarter 3 Ending 30 September 2021

Attention : President of the Stock Exchange of Thailand

Tirathai Public Company Limited and its subsidiaries have already reviewed its audited financial statements for the third quarter ending 30 September 2021. The Company has net profit of 57.28 million Baht compared to net loss of 88.65 million Baht of the same period last year which is excess 20% change in operating result as per the followings:

1. The Company and its subsidiaries have the sale revenue equivalent to 1,321.88 million Baht which increased by 23.14 million Baht or 1.78% from the last year because of the increase in revenue from sales, especially transformer product.

2. The Company and its subsidiaries have the service revenue equivalent to 96.46 million Baht which decreased by 2.79 million Baht or 2.81% from the last year mainly from Transformer Service.

3. The company and its subsidiaries have the revenues of construction contracts 24.14 million Baht which decreased by 34.05 million Baht or 58.52% from previous year because of high competition during COVID 19 period.

4. Gross profit margin from sales in the third quarter in 2021 is at 23.49% which increased when compared to 14.00% the same period last year mainly due to transformer business.

5. Gross profit margin from services at 49.30% increased when compare to 38.31% the same period last year mainly due to transformer service.

6. Gross Loss margin from construction contract at 12.04% compared to the same period last year at gross profit margin of 19.38% because of high price competition during COVID 19 period.

7. The Company has the selling and administrative expenses of 248.80 million baht or 17.03% of total revenue compared to 267.57 million bath or 18.16%.

8. The Company and its subsidiaries have the finance cost about 37.28 million Baht, decreased by 13.85 million baht or 27.08% from the previous year due to a reduction in long-term loan principle.

Please be informed accordingly.

(Mr. Upakrom Thaweephoke)  
Executive Director and Company Secretary