

Clarification of Operating Results and Financial Position
D.T.C. Industries public company Limited and Subsidiary Companies
For the period ended Dec 31,2018

D.T.C. Industries Plc. And subsidiary companies have the total sales for the year ended Dec 31, 2018 amounting of 223.14 million baht respectively. (2017: amounting to 240.12 million baht.) The sale decreased by 16.98 million baht total sale decrease in ratio 7.07 of total sale revenue as a result of Local Sale decreased 12.06 million baht, Export Sale decreased 2.23 million baht, estimated return good decreased by 2.23 million baht, rental income decreased by 0.74 million baht, other income decreased 1.95 million baht and total revenue decreased by 16.98 million baht.

Cost of sales for the year ended Dec 31, 2018 amounted to 142.48 million baht. (2017: amounting to 145.03 million baht) The cost of sales decreased by 2.54 million baht, representing a gross margin at Dec 31, 2018 in ratio 34.71 (2017: ratio 37.63) decreased cost due to raw material used and cost of production decreased 8.20 million baht, raw material and production cost increase million baht, Set up depreciation increased 5.66 million baht. Total cost decreased by 2.54 million baht.

The cost of distribution for the year ended Dec 31, 2018 amounted to 27.89 million baht. (2017: amounting to 30.39 million baht) cost of sales decreased by 2.50 million baht (ratio 8.23) due to cost of advertising and support department decreased by 1.01 million baht, Rebate estimate decreased by 0.70 million baht, Travel expense and other expenses decreased by 0.79 million baht.

The cost of administration for the year ended Dec 31, 2018 amounting to 25.83 million baht. (2017: Baht 29.03 million baht), administrative expenses decreased 3.20 million baht. decrease for Exchange losses increased by 0.51 million baht. Decrease in allowance for doubtful accounts decreased by 0.53 million baht. Salaries, wages and other expenses decreased 0.80 million baht, utilities expenses decreased 1.36 million baht.

Therefore, D.T.C. Industries Plc. and subsidiary companies had the net profit for the year ended Dec 31, 2018, net profit amounting to 18.34 million baht (2017: net profit of 25.50 million baht.) The net profit decreased 7.16 million baht.

The net profit per share for the year ended Dec 31, 2018 net profit 1.83 baht. (2017 : net profit amounting 2.55 baht.) the net profit per share decreased by 0.72 baht.

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D.T.C. INDUSTRIES

PUBLIC COMPANY LIMITED