



## บริษัท ดีโอดี ไบโอเทค จำกัด (มหาชน)

111 หมู่ที่ 2 ตำบลท่าจีน อำเภอเมืองสมุทรสาคร จังหวัดสมุทรสาคร 74000

111 Moo 2 Tambon Thachin, Amphur Muangsamutsakhon, Samutsakhon 74000, Thailand.

No. DOD017/2562

May 8, 2019

Re: Management's Discussion and Analysis (MD&A) of the Consolidated Financial Results for Quarter 1 of 2019

To: The President

The Stock Exchange of Thailand

DOD Biotech Public Company Limited (the "Company") would like to submit the Management's Discussion and Analysis (MD&A) of the Consolidated Financial Results for the first quarter of 2019 ending March 31, 2019, as follows:

(Unit : Baht million)	Consolidated Results* Year 2019	Year 2018	Increase / (Decrease)	% Change
Revenue from sales	120.13	214.32	(94.19)	-43.95%
Other revenues	3.00	0.24	2.76	1,152.06%
<b>Total revenues</b>	<b>123.13</b>	<b>214.56</b>	<b>(91.43)</b>	<b>-42.61%</b>
Cost of sales	47.20	77.95	(30.75)	-39.45%
Selling expenses	4.97	9.20	(4.23)	-45.96%
Administrative expenses	25.77	14.60	11.16	76.46%
Financial cost	2.53	1.03	1.50	146.47%
<b>Profit before income tax expenses</b>	<b>42.67</b>	<b>111.79</b>	<b>(69.11)</b>	<b>-61.83%</b>
Income tax expenses (revenues)	1.27	0.58	0.69	119.50%
<b>Profit for the year</b>	<b>41.40</b>	<b>111.21</b>	<b>(69.81)</b>	<b>-62.77%</b>
Unrealised gain on revaluation	(5.87)	-	(5.87)	-100%
Amount transferred to profit or loss	(1.26)	-	(1.26)	-100%
Income tax relating to profit (loss) components of other comprehensive income	1.43	-	1.43	-100%
Net other comprehensive income	(5.71)	-	(5.71)	-100%
<b>Total other comprehensive income</b>	<b>35.69</b>	<b>111.21</b>	<b>(75.51)</b>	<b>-67.90%</b>

Gross profit margin	60.71%	63.63%	-2.92%	
Net profit margin	29.71%	51.89%	-22.18%	

\* Note: Financial results for the first quarter ending March 31, 2019 is shown as a consolidated financial statement since the Subsidiary company started on December 26, 2018.

1. Revenues from sales

The Company recorded revenues from sales in the first quarter of 2019 (“Q1/2019”) of Baht 120.13 million, decreased from the same period of the previous year in the amount of Baht 94.19 million or decreased by 43.95 per cent, mainly attributable to lower orders from existing customers.

1. Cost of sales and gross profit

The Company’s cost of sales in Q1/2019 amounted to Baht 47.20 million, decreasing year-on-year by Baht 30.75 million or 39.45 per cent in line with the decrease in revenues from sales in this period. Gross profit margin of 2018 was 60.71 per cent, lower than that of 63.63 per cent a year earlier, representing a decrease of 2.92 per cent, due to the decrease of sales.

2. Selling expenses

In Q1/2019, the Company incurred selling expenses of Baht 4.97 million, going down year-on-year by Baht 4.23 million or 45.96 per cent decrease. This was mainly attributable to a decrease in the Company’s commission payment upon decreased sales.

3. Administrative expenses

The Company’s administrative expenses in Q1/2019 accounted for Baht 25.77 million, going up year-on-year by Baht 11.16 million or 76.46 per cent increase, mainly attributable to increase in expenses on staff and top executives in the Subsidiary company of Baht 4.20 million, and the increase in depreciation of the Subsidiary company of Baht 2.06 million.

4. Net profit and net profit margin

In Q1/2019, the Company posted a net profit of Baht 35.69 million, a year-on-year decrease of Baht 75.51 million or 67.90 per cent decrease with a net profit margin of 29.99 per cent, down from 51.83 per cent in the previous corresponding period of the year because of a significant decrease in sales and decrease in gross profit margin due to the increase in administrative expenses in the Subsidiary company. As a result, the Company’s net profit and net profit margin have decreased significantly compared to the same period of the previous year.



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### Financial position

The Company recorded total assets of Baht 1,728.88 million as at March 31, 2019, a Baht 1,185.27 million or 218.04 per cent growth from that of Baht 543.61 million as at March 31, 2018, mainly attributable to the increases in cash form the initial public offering of new shares (IPO) and the deposit of that cash in the form of fixed deposit and the acquisition of business, Baht 113.56 million in an increase in trade and other receivables, Baht 315.65 million in an increase in available-for-sale investments, Baht 245.68 million in an increase in fixed deposits as collateral, Baht 439.14 million in an increase of land, building and equipment and the increase in Baht 106.51 million in goodwill of from the acquisition of a company.

The Company's total liabilities as at March 31, 2019 amounted to Baht 485.26 million, increasing by Baht 227.38 million or 88.17 per cent from those of Baht 257.88 million as at March 31, 2018. It stemmed principally from a Baht 180.40 million decline in accrued dividend payable following the Company's announcement of interim dividend payment from the net profit of the April 1, 2018 to September 30, 2018 period, an increase in short-term loan repayment to financial institutions by Baht 262.03 million, and a Baht 59.85 million increase in trade and other payables, as well as an increase in long-term loan repayment to financial institutions by Baht 55.69 million.

The Company had shareholders' equity of Baht 1,243.62 million as at March 31, 2019, a growth of Baht 957.89 million or 335.24 per cent from that of Baht 285.73 million as at March 31, 2018, driven mainly by a Q1/2019 net profit of Baht 35.69 million, ordinary share premium of Baht 939.87 million and new share issuance for capital increase of Baht 55 million.

Please be informed accordingly.

Sincerely yours,

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Miss Suwarin Konthong

Executive Vice President of Account  
and Finance

DOD Biotech Public Company Limited