

EMC013/2021

August 11, 2021

Subject : Management Discussion and Analysis for Quarter 2/2021

Attention : The Director and the Manager  
The Stock Exchange of Thailand

EMC Public Company Limited (“the Company”) would like to clarify the Company’s results of operation as of quarter 2/2021 ended June 30, 2021 as follows:

#### **REVENUES FROM THE OPERATION**

In quarter 2/2021, the total revenue of the Company and subsidiaries is Baht 342.62 million, a decrease of Baht 120.37million or 26.00 percent comparing to that of quarter 2/2020 which the total revenue was Baht 462.99 million due to a decrease in revenue from construction services.

For 6 months of 2021, the total revenue of the Company and subsidiaries is Baht 785.59 million, an increase of Baht 98.32 million or 14.31 percent comparing to that of 6 months of 2020 which the total revenue was Baht 687.27 million due to an increase of the construction service revenues.

#### **CONSTRUCTION AND REAL ESTATE COSTS**

In quarter 2/2021, the Company and subsidiaries has recorded the construction costs amounting to Baht 240.28 million or 81.93 percent of the construction service revenues, a decrease of Baht 132.32 million or 35.51 percent comparing to that of quarter 2/2020 which the total cost was Baht 372.60 million. The construction and services costs of real estate business are Baht 27.87 million or 76.67 percent of the real estate revenues.

For 6 months of 2021, the Company and subsidiaries has the construction costs amounting to Baht 592.75 million or 84.79 percent of the construction service revenues, an increase of Baht 45.31 million or 8.28 percent comparing to that of 6 months of 2020 which the total cost was Baht 547.44 million. The construction and services costs of real estate business are Baht 59.44 million or 85.33 percent of the real estate revenues.

#### **SALES AND ADMINISTRATION EXPENSES**

The sales and administration expense in quarter 2/2021 is Baht 52.37 million representing 15.29 percent of the total revenue, an increase of Baht 15.36 million or 41.50 percent comparing to that of the same quarter of the previous year mainly due to the increase in the sales expenses.

The sales and administration expenses for 6 months of 2021 is equivalent to Baht 93.33 million or 11.88 percent of the total revenue, an increase of Baht 12.85 million or 15.97 percent comparing to that of the same period of the previous year due to an increase in sales expenses of Baht 17.98 million while administration expenses a decrease of Baht 5.37 million.

#### **FINANCIAL COSTS**

The financial costs in quarter 2/2021 is Baht 0.62 million, a decrease of Baht 0.68 million or 53.08 percent comparing to that of the same quarter last year.

The financial costs for 6 months of 2021 is Baht 1.22 million, a decrease of Baht 1.43 million or 53.96 percent comparing to that of the same period last year due to the repayment of loans from financial institutions.

#### **NET PROFITS**

In quarter 2/2021, the Company and subsidiaries has recorded a net profit of Baht 12.83 million representing a net profit margin of 3.74 percent of the total revenue, a decrease of Baht 21.39 million or 62.51 percent comparing to that of the same period last year.

For 6 months of 2021, the Company and subsidiaries has recorded a net profit of Baht 24.09 million representing a net profit margin of 3.07 percent of the total revenue, an increase of Baht 2.33 million or 10.71 percent comparing to that of the same period last year, due to the decrease of the real estate revenues.

Please be informed accordingly.

Yours faithfully,

(Mr. Ratchai Pichayapoom)

Chief Financial Officer