



บริษัท ดูโฮม จำกัด (มหาชน)
อาคารอรรถณชัย เลขที่ 60 ถนนวิภาวดีรังสิต
แขวงสามเสนใน เขตพญาไท กรุงเทพมหานคร 10400

ASU ถูก ดี

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13 August 2021

Re: Management Discussion and Analysis
Operating results for the three-month and six-month period ended 30 June 2021

To: President
The Stock Exchange of Thailand

Overview of operating result for the second quarter of 2021

In the last period of 2020, since the middle of December 2020, there was a new wave of the epidemic of COVID-19. As a result, the government would issue the order of temporary closure of retail stores which the company's branches located in Samutsakorn province and Rayong province; such as, Rama2 branch and Phetkasem branch, etc. Those must be temporarily closed since 19 December 2020 and resumed its operation on 1 February 2021 according to the announcement of Samutsakorn province and Map-Ta-Phut Branch must be temporarily closed in the retail areas since 28 December 2020 and resumed usual operation on 27 January 2021 according to the announcement of Rayong province.

COVID-19 pandemic intensified in the mid-July 2021, especially in the Bangkok metropolitan area and several nearby provinces, resulting in the announcement of stricter measures and enforcement by the government. Orders were issued for further temporary closures of 2 large branches, namely Petchkasem branch, Rama 2 branch since 22 July 2021 and the Dohome ToGo branches located in 7 department stores, namely Makro Charansanitwong, Makro Sathorn, Lotus Bangna, Big C Bang Phli, Cosmo Walk, Pantip Ngamwongwan since 21 July 2021 and Lotus Korat since 2 August 2021, according to the latest announcement by the government. Other large branches located in strict and maximum control zones remain open for business with restrictions on selling certain products in retail areas. However, during that periods the Group was able to continue providing service as usual through its e-commerce and direct phone purchase channels via salespersons and sales representatives, except for the Rama 2 branch and Phetchkasem branch which were not able to provide service through any channels.

Currently, "the Group" has still remained the government policies strictly for controlling the widespread of COVID-19; such as, set screening point for body temperature measurement before entering the offices or branches, support campaign of often hand washing by sanitary gel, wear the face masks during work at the office or branches, keep social distancing at least 1 meter in all areas and clean the frequently exposed equipment and risk areas with antiseptic at least every hour, etc.

For the operating result of the second quarter of 2021, the Company and its subsidiaries ("the Group") had total revenue in the amount of Baht 6,397.41 million, representing an increase of 38.3% over the same period of last year by the increment of revenue from sales which was generated from both (old) matured and (new) ramp-up phase



branches. The Group had a net profit in the amount of Baht 601.31 million, rising 310.8% from the same period of last year. The main reason for net profit's increase was an increment of sales revenue and gross profit margin.

For the branch expansion in the second quarter of 2021, the Company opened 1 large branch which was Bo-Win Branch. So, there are 14 large branches in total.

Financial Summary for the three-month period ended 30 June 2021 and 30 June 2020

	Three-month period		Three-month period		Increase (Decrease)	
	ended 30 June 2021		ended 30 June 2020			
	THB mm	%	THB mm	%	THB mm	%
Revenue from sales	6,313.70	98.7	4,559.48	98.5	1,754.22	38.5
Revenue from services	52.14	0.8	44.47	1.0	7.67	17.2
Revenue from sales and services	6,365.84	99.5	4,603.95	99.5	1,761.89	38.3
Other incomes	31.57	0.5	24.98	0.5	6.59	26.4
Total revenues	6,397.41	100.0	4,628.93	100.0	1,768.48	38.2
Cost of sales	4,921.03	76.9	3,926.69	84.8	994.34	25.3
Gross profit⁽¹⁾	1,444.81	22.7	677.26	14.7	767.55	113.3
Selling and administrative expenses	674.03	10.5	462.33	10.0	211.70	45.8
Other expenses	-	-	0.04	0.001	-0.04	-100.0
Profit before finance costs and income tax	802.36	12.5	239.88	5.2	562.48	234.5
Finance incomes	3.60	0.1	-0.76	0.0	4.36	-573.2
Finance costs	65.77	1.0	57.31	1.2	8.46	14.8
Profit before income tax	740.18	11.6	181.81	3.9	558.37	307.1
Income tax expenses	138.88	2.2	35.42	0.8	103.46	292.1
Net Profit	601.31	9.4	146.39	3.2	454.92	310.8

Remark: (1) Gross profit margin does not include other incomes in the calculation

The operating result for the second quarter of 2021

For the second quarter of 2021, the total revenue of the Company and its subsidiaries ("the Group") was Baht 6,397.41 million, rising 38.2% from the same period of the last year and the Group's net profit was Baht 601.31 million or equivalent to 9.4% which was raised by 310.8% over the same period of the last year at Baht 146.39 million or equivalent to net profit margin 3.2%. The main reasons can be summarized as follows:

1. **Total revenues** were Baht 6,397.41 million, an increase of Baht 1,768.48 million or by 38.2% over the same period of last year, which comprised of the following details:



- **Revenue from sales and services** was Baht 6,365.84 million, an increase of Baht 1,761.89 million or by 38.3% over the same period of last year, which was mainly from,
 - the increase of revenues from (old) matured branches with 23.6% and,
 - the incremental revenues from the branches in ramp-up phase; such as, Surin Branch and Map-Ta-Phut Branch and Dohome ToGo 6 branches and,
 - the revenues from new opening branches in year of 2021; such as, Laem-Chabang Branch, Bo-Win Branch and 1 Dohome ToGo branch.
 - **Other incomes** were Baht 31.57 million, an increase of Baht 6.59 million or 26.4% over the same period of last year, which was mainly due to an increase of cash subsidized by suppliers.
2. **Gross profit** was Baht 1,444.81 million or equivalent to a gross profit margin of 22.7%, comparing to 14.7% of the same period in last year. It was mainly caused by an incremental gross profit margin from all product groups, improved efficiency in cost management together with the lower cost of goods sold due to satisfying performance from Distribution Center (DC), and the higher gross profit of the House Brand group
 3. **Selling and administrative expenses** were Baht 674.03 million, an increase of Baht 211.70 million or 45.8% over the same period of last year, which was mainly due to the new opening branch's expenses; such as, employee expenses, depreciation of assets, and utility expenses, etc. Nevertheless, the increment of commission expenses and goods transportation expense to customers can imply a higher ability for generating revenue. Besides, an increase in administrative employee expenses had a cause from more new employees at head-quarter for supporting the Group's business growth. However, the ratio of total selling and administrative expenses per revenue was the same percentage range comparing to the same period of last year at 10.5%.
 4. **Finance costs** were Baht 65.77 million, an increase of Baht 8.46 million, or 14.8% over the same period of last year, which related to the increment of loans.
 5. **Income tax** was Baht 138.88 million, an increase of Baht 103.46 million or by 292.1% over the same period of last year, which was in accordance with an increase of profit before income tax.



Financial Summary for the six-month period ended 30 June 2021 and 30 June 2020

	Six-month period		Six-month period		Increase (Decrease)	
	ended 30 June 2021		ended 30 June 2020			
	THB mm	%	THB mm	%	THB mm	%
Revenue from sales	12,376.29	98.8	9,093.67	98.5	3,282.62	36.1
Revenue from services	99.49	0.8	79.53	0.9	19.97	25.1
Revenue from sales and services	12,475.79	99.6	9,173.20	99.3	3,302.59	36.0
Other incomes	53.66	0.4	63.16	0.7	-9.50	-15.0
Total revenues	12,529.45	100.0	9,236.36	100.0	3,293.09	35.7
Cost of sales	9,707.07	77.5	7,798.24	84.4	1,908.84	24.5
Gross profit⁽¹⁾	2,768.71	22.2	1,374.96	15.0	1,393.75	101.4
Selling and administrative expenses	1,279.93	10.2	917.36	9.9	362.57	39.5
Other expenses	0.22	0.002	0.15	0.002	0.08	51.7
Profit before finance costs and income tax	1,542.23	12.3	520.62	5.6	1,021.60	196.2
Finance incomes	10.85	0.1	4.52	0.0	6.34	140.3
Finance costs	129.28	1.0	121.73	1.3	7.55	6.2
Profit before income tax	1,423.80	11.4	403.41	4.4	1,020.39	252.9
Income tax expenses	279.34	2.2	79.71	0.9	199.62	250.4
Net Profit	1,144.46	9.1	323.69	3.5	820.77	253.6

Remark: (1) Gross profit margin does not include other incomes in the calculation

The operating result for the six-month period of 2021

For the six-month period of 2021, the total revenue of the Company and its subsidiaries ("the Group") was Baht 12,529.45 million, rising 35.7% from the same period of the last year and the Group's net profit was Baht 1,144.46 million or equivalent to 9.1% which was raised by 253.6% over the same period of the last year at Baht 323.69 million or equivalent to net profit margin 3.5%. The main reasons can be summarized as follows:

1. **Total revenues** were Baht 12,529.45 million, an increase of Baht 3,293.09 million or by 35.7% over the same period of last year, which comprised of the following details:
 - **Revenue from sales and services** was Baht 12,475.79 million, an increase of Baht 3,302.59 million or by 36.0% over the same period of last year, which was mainly from,
 - the increase of revenues from (old) matured branches with 23.1% and,
 - the incremental revenues from the branches in ramp-up phase; such as, Surin Branch and Map-Ta-Phut Branch and Dohome ToGo 6 branches and,



- the revenues from new opening branches in the year of 2021; such as, Laem-Chabang Branch, Bo-Win Branch and 1 Dohome ToGo branch.
- **Other incomes** were Baht 53.66 million, a decrease of Baht 9.50 million or 15.0% over the same period of last year, which was mainly due to a decrease of gain on exchange rate and compensation of damage from insurance.
- 2. **Gross profit** was Baht 2,768.71 million or equivalent to a gross profit margin of 22.2%, comparing to 15.0% of the same period in last year. It was mainly caused by an incremental gross profit margin from all product groups, improved efficiency in cost management together with the lower cost of goods sold due to satisfying performance from Distribution Center (DC), and the higher gross profit of the House Brand group
- 3. **Selling and administrative expenses** were Baht 1,279.93 million, an increase of Baht 362.57 million or 39.5% over the same period of last year, which was mainly due to the new opening branch's expenses; such as, employee expenses, depreciation of assets, and utility expenses, etc. Nevertheless, the increment of commission expenses and goods transportation expense to customers can imply a higher ability for generating revenue. Besides, an increase in administrative employee expenses had a cause from more new employees at head-quarter for supporting the Group's business growth. However, the ratio of total selling and administrative expenses per revenue was the same percentage range comparing to the same period of last year at 10.2%.
- 4. **Finance costs** were Baht 129.28 million, an increase of Baht 7.55 million, or 6.2% over the same period of last year, which related to the increment of loans.
- 5. **Income tax** was Baht 279.34 million, an increase of Baht 199.62 million or by 250.4% over the same period of last year, which was in accordance with an increase of profit before income tax.

Sincerely yours,

-Chayanon Horpattaporn-
(Mr.Chayanon Horpattaporn)
Chief Financial Officer
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