

No. GTB-AC004/2564

9 November 2021

Subject : Management Discussion and Analysis for the Third quarter of 2021
(Ending 30 Sep 2021)

To : Managing Director
The Stock Exchange of Thailand

Getabec Public Company Limited (“Company”) and its subsidiaries would like to clarify the operating results of the third quarter of 2021 (ending 30 Sep 2021). According to the consolidated financial statements, total revenue recorded at 184.58 million which is 75.71 million Baht or 29.09% lower than year 2020. The consolidated net loss is 37.98 million Baht compared with net profit of 2.71 million Baht from year 2020. The additional details will be described as follows:

Management Discussion and Analysis

The Company and its subsidiaries incurred loss of 37.38 million baht in this quarter due mainly from conservative approach in the estimation of account receivable and from increase in reserve for possible loss from bad debt in view of the negative impact from the present Coronavirus pandemic. Additionally, other factor contributed was the decrease in revenue due to temporary works suspension as a result of prohibition to enter some project sites from concern over the widespread of the Coronavirus.

The Company and its subsidiaries continued to strictly control cost and reduce expenses along with improvement in products and services efficiencies in order to increase profit in the next quarter.

The number of COVID-19 cases in Thailand has substantially decreased from its peak in 3rd quarter of year 2021 as vaccination rates continues to increase. Moreover, from November 1st, 2021, the reopening of the country has sent a strong positive impact on the industrial sector. The recovery of delayed orders has shown positive signs where existing customers began to place new orders. The Company and its subsidiaries have backlog as of 3rd quarter 2021 of 405.16 million baht and it is forecasted that customers will begin to place more orders in the 4th quarter of year 2021 and 1st quarter of 2022.

Moreover, the company and its subsidiaries is cooperating with our strategic alliances in sharing the green energy technology, knowledge and reduced CO2 emission with target to expand market share domestically and internationally, using clean energy solution to reduce production cost for customer, in addition to helping reduce global warming. Finally, the Company and its subsidiary will continue to maintain focus in developing quality products, providing sincere services, which together will be the essential factors for lasting profitability of the company.

Revenue from contract work

In the third quarter of 2021, the Company and its subsidiaries had revenue from contract work equal to 144.07 million Baht compared to 212.52 million Baht in year 2020, a decrease of 68.45 million Baht or 32.21% from year 2020.

Cost of contract work

In the third quarter of 2021, the Company and its subsidiaries had cost of contract work in the amount of 137.96 million Baht, the ratio of cost of contract to contract revenue was 95.76%, or a gross profit margin of 4.24%. While in year of 2020, the cost of contract was 187.93 million Baht which was 88.43% of contract revenue, or a gross profit margin of 11.57%.

Revenue from services

In the third quarter of 2021, the Company and its subsidiaries had revenue from services equal to 40.52 million Baht, comparing to 47.77 million Baht in year 2020, an decrease of 7.25 million Baht or 15.25% from year 2020

Cost of services

In the third quarter of 2021, the Company and its subsidiaries had cost of services equal to 31.43 million Baht which is 77.57% of service revenue, or a gross profit margin of 22.43%. While in year of 2020, the cost of services was 33.55 million Baht which was 70.23% of service revenue, or a gross profit margin of 29.77%.

Net profit(loss)

In the third quarter of 2021, the Company and its subsidiaries had a net loss of 37.98 million Baht while in 2020 a net profit of 2.71 million Baht was reported.

Sincerely yours,

(Mr.Suchat Mongkhonaripong)
Chief Executive Officer
Getabec Public Company Limited