



บริษัท เดนทัล คอร์ปอเรชั่น จำกัด (มหาชน)

DENTAL CORPORATION PUBLIC COMPANY LIMITED

สำนักงานใหญ่ 157 ชั้น 2 ถนนรัชดาภิเษก แขวงดินแดง เขตดินแดง กรุงเทพมหานคร 10400 โทร.(66) 2 245 7197-98

Head Office 157, 2<sup>nd</sup> Floor, Ratchadaphisek Rd., Din Daeng, Din Daeng, Bangkok 10400 Tel. (66) 2 245 7197-98

เลขทะเบียนบริษัท 0107559000281 Company Registration No. 0107559000281

No. D-IR 015/2021

November 11, 2021

Subject Management's Discussion and Analysis for the three-month period ended September 30<sup>th</sup>, 2021.

To The President  
The Stock Exchange of Thailand

The Company and its subsidiaries ("the Group") would like to report factors that affect the financial performance for the consolidated financial statements for the three-month period ended September 30<sup>th</sup>, 2021 as follows;

● **Net profit (loss)**

	Q3 (3M)	Q3 (3M)	Increase (Decrease)	
	2021	2020	Million	Baht
Profit (loss)	(4.1)	16.7	(20.8)	-125

The Group has net loss amounting to Baht 4.1 million for the three-month period ended September 30, 2021. In the third quarter of 2021, the net loss increased when compared to the same period of the previous year as the Company was affected by the severe outbreak of the COVID-19 epidemic between April and August. Although the Group was able to resume operations as usual but the number of customers who come to use the service has decreased due to the restriction measures. However, in September 2021, the Government relief the lock down measure, so the Group has a better performance and has no loss incurred in the particular month.

● **Revenue from sales and services**

	Q2 (3M)	Q2 (3M)	Increase (Decrease)	
	2021	2021	Million Baht	%
Revenue from rendering of service	56.9	83.5	26.6	32%
Revenue from sales of goods	66.7	96.4	29.7	31%
<b>Total revenue</b>	<b>123.6</b>	<b>179.9</b>	<b>56.3</b>	<b>31.3%</b>

### Dental services segment

The Group have revenue from dental service in amount of Baht 56.9 million which decreased by Baht 26.6 million or 32% comparing to prior period because in 2020, the Company has temporarily suspended its operations according to the order of government agencies for a period around 2 months as a result of the COVID-19 epidemic.

### Distribution of dental supplies and equipment segment

The Group have revenue from sales of dental supplies and equipment in amount of Baht 66.7 million which decreased by Baht 29.7 million or 31% comparing to prior period primarily due to the delay of purchase from government projects and the sale of dental equipment products from the public and private sectors affecting by COVID-19 situation.

- **Cost of sales and rendering of services**

	Q3 (3M)	Q3 (3M)	Increase (Decrease)	
	2021	2021	Million Baht	%
Cost - Dental services segment	39.0	57.4	(18.4)	-32%
Gross profit margin	31%	31%		
Cost - Distribution of dental supplies and equipment segment	52.1	64.4	(12.3)	-19%
Gross profit margin	21%	33%		

The dental services segment had unchanged gross margins from the previous year mainly due to the cost controlling of rental and service expense and employee benefit expense.

The distribution of dental supplies and equipment segment had a lower gross profit margin from the previous year mainly due to lower gross margins of government projects. This is because projects that are delivered in 2021 are projects that require hiring and using equipment from other companies. While, the project in 2020 were dental equipment imported by the Company.



บริษัท เดนทัล คอร์ปอเรชั่น จำกัด (มหาชน)

DENTAL CORPORATION PUBLIC COMPANY LIMITED

สำนักงานใหญ่ 157 ชั้น 2 ถนนรัชดาภิเษก แขวงดินแดง เขตดินแดง กรุงเทพมหานคร 10400 โทร.(66) 2 245 7197-98

Head Office 157, 2<sup>nd</sup> Floor, Ratchadaphisek Rd., Din Daeng, Din Daeng, Bangkok 10400 Tel. (66) 2 245 7197-98

เลขทะเบียนบริษัท 0107559000281 Company Registration No. 0107559000281

● **Expenses**

	Q3 (3M)	Q3 (3M)	Increase (Decrease)	
	2021	2020	Million	Baht
Distribution costs	9.6	13.5	(3.9)	-28%
Administrative expenses	23.3	26.5	(3.2)	-12%
Finance costs	3.9	4.0	(0.1)	-2%

**Distribution costs**

Distribution costs decreased by Baht 3.9 million as in line with decrease in revenue from sales.

**Administrative expenses**

Administrative expenses decreased by Baht 3.2 million mainly came from the reduction of rental and service fees including the co-operation of employees with expense reduction policies.

Sincerely yours,

(Mr. Nattasit Surapanpairoj)

Authorized to sign on behalf of the Company