



No. Demco AC004/2021

November 12, 2021

Subject : The company's operating result for the quarter 3/2021

To : The president,
The Stock Exchange of Thailand.

Demco Public Company Limited would like to inform you herewith the company result for the quarter 3/2021 according to the company's consolidated financial statements for the nine-month period September 30, 2021. The conclusions are as follow;

Operating Performance :

1. Revenues: The total revenues of the quarter 3/2021 was Baht 857.41 million increasing of Baht 162.37 or 23.36% comparing with the total revenues of Baht 695.03 million of quarter 3/2020 from revenues from service business and dividend.

In the nine-month period of 2021 was Baht 2,191.47 million increasing of Baht 457.73 or 26.40% comparing with the total revenues of Baht 1,733.74 million of the nine-month period of 2020 from the revenues from service business and dividend.

The revenues from service business of the quarter 3/2021 was Baht 702.08 million increasing of Baht 131.67 million or 23.08 % from the services business revenues of Baht 570.41 million of the quarter 3/2020. The significant increasing came from Substation works and decreasing of Transmission line works and Underground works.

In the nine-month period of 2021 was Baht 1,896.14 million increasing of Baht 429.91 million or 29.32% from the services business revenues of Baht 1,466.23 million of the nine-month period of 2020. The significant increasing came from Substation works and decreasing of Transmission line works.

The revenues from sale business of the quarter 3/2021 was Baht 67.39 million decreasing of Baht 52.99 million or 44.02% from the revenues of Baht 120.38 million of the quarter 3/2020. The revenue was decreased from the selling of Steel Structure Tower.

In the nine-month period of 2021 was Baht 191.28 million decreasing of Baht 48.68 million or 20.29% from the revenues of Baht 239.96 million of the nine-month period of 2020. The revenue was decreased from the selling of Steel Structure Tower.

2. Gross profit and loss: The total gross profit of the quarter 3/2021 was Baht 16.92 million decreasing of Baht 68.29 million or 80.14% from the total gross profit of Baht 85.21 million of the quarter 3/2020 from service business due to high competition in the market.

In the nine-month period of 2021 was Baht 165.15 million decreasing of Baht 65.42 million or 28.37% from the total gross profit of Baht 230.56 million of the nine-month period of 2020 from service business due to high competition in the market as follows:

The gross profit from service business of the quarter 3/2021, the Company had gross profit from service business of Baht 19.87 million or 2.83% that decreased from quarter 3/2020 of gross profit Baht 67.22 million or 11.78%. The gross profit decreased 47.35 million from Substation works.

In the nine-month period of 2021, the Company had gross profit from service business of Baht 170.27 million or 8.98% that decreased from the nine-month period of 2020 of Baht 208.76 million or 14.24%. The gross profit decreased 38.48 million from Substation works.

The gross profit and loss from sale business of the quarter 3/2021, the company had gross loss from sale business of Baht 2.95 million or 4.38% that decreased from quarter 3/2020 of gross profit Baht 17.99 million or 14.95%. The gross profit decreased 20.95 million from the selling of Steel Structure Tower due to the higher in steel prices since the beginning of 2021.

In the nine-month period of 2021, the company had gross loss from sale business of Baht 5.13 million or 2.68% that decreased from of the nine-month period of 2020 of gross profit Baht 21.81 million or 9.09%. The gross profit decreased 26.94 million from the selling of Steel Structure Tower due to the higher in steel prices since the beginning of 2021.

3. Selling and administrative expenses: Selling and administrative expenses of the quarter 3/2021 was Baht 109.12 million increased of Baht 29.75 million or 37.48% comparing with the quarter 3/2020 which was Baht 79.37 million. The increasing came from the allowance for expected receivable credit loss and Monitoring cost of wind turbine base for installation equipment at Huay Bong Project.

In the nine-month period of 2021 was Baht 272.99 million increased of Baht 22.27 million of 8.88% comparing with the nine-month period of 2020 which was Baht 250.72 million. The increasing came from the allowance for expected receivable credit loss and Monitoring cost of wind turbine base for installation equipment at Huay Bong Project.

4. Net profit and loss: quarter 3/2021 the company's net profit is Baht 23.33 million representing an increase 20.69 million comparing with net profit of Baht 2.64 million of the quarter 3/2020. Mainly due to the investment in joint ventures and associates increased of Baht 21.64 million.

In the nine-month period of 2021 the company's net profit is Baht 30.68 million representing an increase 35.99 million comparing with net loss of Baht 5.31 million of the nine-month period of 2020. Mainly due to the investment in joint ventures and associates.

5. The projects still being under construction (not yet delivered to the owner) November 12, 2021 are as follows;

	Quantity (Projects)	Amount (Million Baht)
Power Electrical Engineering System	77	1,973.95
Telecommunication & Signaling	11	2,059.77
Renewable Energy Project	1	0.01
Total	89	4,033.73

Consolidated Financial Position information

Current assets as at September 30, 2021 was Baht 1,986.53 million increased of Baht 308.15 million or 18.36% comparing with Baht 1,678.38 million as at December 31, 2020. The mainly increased from the current contract assets (unbilled receivables) Baht 187.16 million inventories increased of Baht 89.45 million from Substation works and other current assets increased of 60.18 million from classified withholding tax to be refunded within 1 year.

Non-current assets as at September 30, 2021 was Baht 5,235.18 million which decreased of Baht 461.01 million or 8.09% compared with non-current assets as at December 31, 2020 was Baht 5,696.19 million due to decreasing from measuring fair value of Investments in Wind Energy Business Baht 476.18 million.

Current liabilities as at September 30, 2021 was Baht 2,549.97 million which increased of Baht 385.12 million or 17.79% from current liabilities amount of Baht 2,164.85 million as at December 31, 2020, the mainly from increased in Bank overdrafts and short-term loans from financial institutions amount of Baht 373.79 million for trade payables payment.

Non-current liabilities as at September 30, 2021 was Baht 397.69 million which decreased amount of Baht 192.53 million or 32.62% from non-current liabilities amount of Baht 590.22 million as at December 31, 2020 due to decreasing in Long-term loans Baht 129.79 million and decreasing in deferred tax liabilities Baht 70.46 million from measuring fair value of Investments in Wind Energy Business.

Shareholders' equity as at September 30, 2021 was Baht 4,274.05 million, decreased amount of Baht 345.45 million or 7.48% due to decreasing from measurement of fair value of Investments in Wind Energy Business. in other components of shareholder's equity Baht 376.74 million.

Please be informed accordingly,

Yours sincerely,

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Miss Sawittree Phuengrasamee
Executive Vice President
(Accounting, Finance and Budget Division)