



No. QTC 0023/2022

February 10, 2022

Subject Management Discussion and Analysis Fiscal Year 2021

Dear Committees and Manager of the Stock Exchange of Thailand

QTC Energy Public Company Limited would like to clarify on the net profit of the year ended at December 31, 2021, whereas, the total financial budget of QTC Energy Public Company Limited and the company’s subsidiary (“Company Group”), had the net profit in the amount of 127.22 million baht that was decrease by 19.24% compared to that of 2020 with the net profit of 157.53 million baht. The financial performance and the analysis factors as follows :

Financial Performance

STATEMENT OF PROFIT (CONSOLIDATED)	2021	Increase (Decrease)		2020
	Amount	Amount	%	Amount
Income from sales and services	1,171.99	152.50	14.96	1,019.49
Cost of sales and services	(878.37)	(171.90)	24.33	(706.47)
Gross profit	293.62	(19.40)	(6.20)	313.02
Other income	13.04	(4.72)	(26.58)	17.76
Profit before expenses	306.66	(24.11)	(7.29)	330.77
Selling expenses	(41.96)	(5.51)	15.12	(36.45)
Administrative expenses	(103.51)	3.34	(3.13)	(106.85)
Total expenses	(145.47)	(2.17)	1.51	(143.30)
Profit before finance costs and income tax	161.19	(26.28)	(14.02)	187.47
Finance costs	(1.26)	1.07	(45.92)	(2.33)
Profit before income tax	159.93	(25.21)	(13.62)	185.14
Share of loss from investments in associated company	(12.14)	(12.14)	100.00	-
Income tax benefit (income tax)	(20.57)	6.87	(25.04)	(27.43)
Loss from discontinued operations	-	(0.18)	(100.00)	(0.18)
Profit for the period	127.22	(30.31)	(19.24)	157.53



INCOME FROM SALES AND SERVICE

In 2021, the company had income from sales and services and electricity sales by subsidiary company amounting to 1,171.99 million baht. increased from the same period of 2020 that was 1,019.49 million baht which made the increased rate of 14.96%.

Revenue by Business	2021	Increase	(Decrease)	2020
	Amount	Amount	%	Amount
Revenue from sales of finished goods	740.84	0.91	0.12	739.93
Revenue from the sale of electricity	133.51	(13.36)	(9.10)	146.87
Revenue from Solar Business	245.58	159.28	184.57	86.30
Revenue from sales of raw materials and other equipment	10.43	6.28	151.33	4.15
Revenue from Service	41.63	(0.61)	(1.44)	42.24
Total Revenue from Sales and Service	1,171.99	152.50	14.96	1,019.49

Revenue from sales of finished goods : with revenue from selling transformers Including the private sector and exports in 2021, the revenue increased from 2020 at 0.91 million baht, representing an increase of 0.12%. The company has a proactive marketing strategy planning. As a result, there is a growing demand for both private sectors and Including exports abroad has continued to grow.

Revenue from the sale of electricity: the revenue from electricity sales of indirect subsidiaries in 2021 amounted to 133.51 million baht while in 2020, the amount was 146.87 million baht, a decrease of 13.36% This is due to the climatic conditions that cause the production of electricity to be reduced and adder electricity contact terminated on November 2021



Revenue from Solar Business : In addition to expanded of new business is Solar inverter and PV panel with increasing income in 2021 amounting to Baht 245.58 million baht increase from the same period of 2020 that was 86.30 million baht which made the increase of 184.57%. as a result of the company There has been an aggressive strategy adjustment in the solar cell business by expanding the market base in new customers to cover more.

COST OF SALES AND SERVICES

For the year 2021, the company has cost of sales and services of 878.37 million baht, gross profit margin of 25.05%, while the same period of year 2020, the company has cost of sales and services of 706.47 million baht, to be gross profit of 30.70%, the reason for the decline in gross profit margins For in the quarter of 2021 is due to the high price competition in the domestic private sector.

SELLING AND ADMINISTRATIVE EXPENSES

The Company had selling and administrative expenses of 145.47 million baht for the year 2021, a increase of 1.52% from the amount of 143.29 million baht in 2020, This is in line with the increasing revenue of the transformer business and solar cell business.

Your acknowledgement will be highly appreciated

Yours Sincerely



Mr. Poonhiphat Tantanasin

Chief Executive Officer