



บริษัท ดีคอนโปรดักส์ จำกัด (มหาชน)

DCON PRODUCTS PUBLIC COMPANY LIMITED

3300/57 Elephant Buliding Tower B 8th fl. Phaholyotin Road, Chatujak Bangkok 10900

DCON PRODUCTS PUBLIC Co.,Ltd. and Subsidiaries Company
Management's Discussion and Analysis (MD&A)
For the Year 2021

1. Revenue, Gross Profit & Net Profit

Unit :M.Bht

	Year 2021	Year 2020	Year 2019
1.Revenues			
1.1 Sales of Construction Supply	897.19	763.19	950.86
1.2 Revenue from Real Estate Business	62.24	164.82	226.36
1.3 Total Revenues	959.43	928.01	1,177.22
2.Gross Profit (% of Revenues)			
2.1 Sales of Construction Supply	270.35(30.1%)	244.68(32.1%)	324.05(34.1%)
2.2 Real Estate Business	27.38(44%)	70.09 (42.5%)	79.74 (35.2%)
2.3 Total Gross Profit	297.73(31%)	314.77(33.9%)	403.78 (34.3%)
3.Others Income	61.58	13.82	12.40
5.Selling &Admin Expenses , Interest Exp.	245.16	224.50	250.54
6.Corporate Tax	30.64	26.00	34.96
6.Profit from Investment in Equity Instrument	27.32	11.11	-
7.Net Profit After Tax	110.83	89.20	130.68
8. Loss Contribute to Non Controlling Interest	(5.92)	(3.06)	(0.94)
10.Net Profit attributable to Owner Company	116.75	92.26	131.61

In 2021, The Company and Subsidiaries Company have the Net Profit 116.75 M.Bht increased from 2021 in the amount of 24.49 M.Bht, an increased 27%. This is because in 2021, sales revenue of Construction Material Business increased 134 M.Bht, an increase 17.6%, but gross profit margin of its business decreased from 32.1% to 30.1% in year 2021 as a result of raw material price increase. But with the amount of sales revenue increased in 2021, which makes gross profit increased 25.67 M.Bht compare to gross profit from the previous year. In addition the Company have other income 61.58 M.Bht as a result of sales of investment properties 39.94 M.Bht. Which is the reason for the increase in net profit of 2021.

2. Financial Status and Major Financial Ratio

Item	Unit	Y2021	Y2020	Y2019
1.Current Ratio	Times	8.51	6.18	11.21
2.Quick Ratio	Times	2.19	0.73	2.06
3.Collection Period	Day	49	36	33
4.Payment Period	Day	67	68	74
5.Sales Inventory Period	Day	494	878	723
6.Fixed Asset Turnover	Times	2.02	1.80	2.5
7.Asset Turnover	Times	0.35	0.34	0.46
8.Debt to Equity Ratio	Times	0.09	0.14	0.08
9.Gross Profit Ratio	%	30.8	33.9	34.3
10.Net Profit Ratio	%	12.1	9.9	11.2
11.Return On Asset	%	4.25	3.4	5.1
12.Return On Equity	%	4.64	3.8	5.6

Please be informed accordingly

Nirut Intarathachang

CFO