



บริษัท คอมมูนิเคชั่น แอนด์ ซิสเต็มส์ โซลูชั่น จำกัด(มหาชน)  
Communication & System Solution Public Company Limited

Head Office/Warehouse : 329 Moo.3 Banmai, Pakkred, Nonthaburi 11120 Tel. +66 (0) 2 018 1111  
Eastern Branch : 59 Moo.7, Bangphra, Sriracha, Chonburi 20110 Tel. +66 (0) 33 672 662-3



ISO : 9001-2015

- TRANSLATION -

February 28, 2022

Subject: Management Discussion and Analysis for the year ended December 31, 2021

To: President  
The Stock Exchange of Thailand

Communication & System Solution Public Company Limited ("the Company") and its subsidiaries are pleased to submit herewith the explanation of the operating results for the year ended December 31, 2021

Revenues

The Company and its subsidiaries recorded revenues from sales and installment services for the year of Baht 4,010 million, up to Baht 487 million or representing increase 14% as compared to the same year in the previous.

Revenue from sales of Baht 3,039 million increased by 61 million baht, representing 2 % increased from the price of electric wire was adjusted according to the adjustment of the copper price in the market.

Revenues from installation services of Baht 815 million up to 311 million baht, representing 62% due to the year 2021, the company has other installation services in addition to telecommunication.

Other income 155 million Baht from gain on disposal of land 146 million baht, gain on exchange rate 3 million baht and other income 6 million baht.

Gross Profit

The Company and its subsidiaries registered gross profit of Baht 543 million baht or representing 14 % of revenues from sales and installation services. Which increase from the year in the previous, with 60 million baht, representing 12%

Gross Profit from sale of Baht 391 million baht increased from the same year in the previous amount Baht 44 million when compared as a percentage up 12% to 13%.

Gross Profit from installation service of Baht 152 million baht increase of 16 million baht from the previous year, but when compared to a percentage of revenue, the margin of installation service decreased from 27 % to 19% ,due to the revenue increase form other installation services which has margin of 10-13%.

#### Selling and Administrative Expenses

Selling and administrative expenses and of the Company and its subsidiaries for the year amounted to Baht 390 million baht, decreased of Baht 46 million when compared to the previous year. The selling expenses decrease by 9 million baht and administrative expenses decreased by 37 million baht. The ratio of selling and administrative expenses to total revenue in the year amount 10%.

#### Profit on diminution in value of associates

In the year of 2021, the Company received a share of profit from investments in associates amounting to 6 million baht, a decrease of 24 million baht from the same last year, or 81%.

#### Net profit

As a result of the factors mentioned above, net profit for the year of 2021 amounted to Baht 246 million, increased to Baht 153 million or representing 165 % from the same year in the previous .

Please be informed accordingly



Yours sincerely,

Panida Sawatwannarat

Chief Financial Officer

Communication & System Solution Public Company Limited