



No. QTC 0148/2022

August 11, 2022

Subject Management Discussion and Analysis For Q.2/2022 Operating Results

Dear Committees and Manager of the Stock Exchange of Thailand

QTC Energy Public Company Limited would like to clarify on the net profit in the second quarter of the year 2022 at June 30, 2022, 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 7.61 million baht that was decrease by 66.18% compared to that of 2021 with the net profit of 22.50 million baht. The financial performance and the analysis factors as follows :

**Financial Performance**

STATEMENT OF PROFIT (CONSOLIDATED)	2022	Increase (Decrease)		2021
	Amount	Amount	%	Amount
Income from sales and services	293.52	2.77	0.95	290.75
Cost of sales and services	(254.64)	(23.64)	10.23	(231.00)
<b>Gross profit</b>	<b>38.88</b>	<b>(20.87)</b>	<b>(34.93)</b>	<b>59.75</b>
Other income	6.04	2.26	59.79	3.78
<b>Profit before expenses</b>	<b>44.92</b>	<b>(18.61)</b>	<b>(29.29)</b>	<b>63.53</b>
Selling expenses	(10.23)	0.19	(1.82)	(10.42)
Administrative expenses	(24.71)	3.03	(10.92)	(27.74)
<b>Total expenses</b>	<b>(34.94)</b>	<b>3.22</b>	<b>(8.44)</b>	<b>(38.16)</b>
<b>Profit before finance costs and income tax</b>	<b>9.98</b>	<b>(15.39)</b>	<b>(60.66)</b>	<b>25.37</b>
Finance costs	(0.15)	0.19	(55.88)	(0.34)
<b>Profit before income tax</b>	<b>9.83</b>	<b>(15.20)</b>	<b>(60.73)</b>	<b>25.03</b>
Income tax benefit (income tax)	(2.22)	0.31	(12.25)	(2.53)
<b>Profit for the period</b>	<b>7.61</b>	<b>(14.89)</b>	<b>(66.18)</b>	<b>22.50</b>

## INCOME FROM SALES AND SERVICE

In the second quarter of year 2022, the company had income from sales and services and electricity sales by subsidiary company amounting to 293.52 million baht. increased from the same period of 2021 that was 290.75 million baht which made the increased rate of 0.95%.

Revenue by Business	2022	Increase	(Decrease)	2021
	Amount	Amount	%	Amount
Revenue from sales of finished goods	186.53	18.37	10.92	168.16
Revenue from the sale of electricity	11.40	(25.34)	(68.97)	36.74
Revenue from Solar Business	82.47	3.50	4.43	78.97
Revenue from sales of raw materials and other equipment	0.95	(1.44)	(60.25)	2.39
Revenue from Service	12.17	7.68	171.05	4.49
<b>Total Revenue from Sales and Service</b>	<b>293.52</b>	<b>2.77</b>	<b>0.95</b>	<b>290.75</b>

**Revenue from sales of finished goods:** with revenue from selling transformers Including the private sector and exports in 2022, the revenue increased from 2021 at 18.37 million baht, representing an increase of 10.92%. The company has a proactive marketing strategy planning. As a result, the value of private sector amounted to 104.42 million baht, while in 2021 it was 75.96 million baht, increase of 28.46%.

Customer type	2022	Increase	(Decrease)	2021
	Amount	Amount	%	Amount
Government and State enterprises	1.41	(4.21)	(74.91)	5.62
Private companies domestic	104.42	28.46	37.47	75.96
Export	80.70	(5.88)	(6.79)	86.58
<b>Total Revenue from Sale of electric transformers</b>	<b>186.53</b>	<b>18.37</b>	<b>10.92</b>	<b>168.16</b>



**Revenue from the sale of electricity:** the revenue from electricity sales of indirect subsidiaries in 2022 amounted to 11.40 million baht while in 2021, the amount was 36.74 million baht, a decrease of 68.97% 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 the second quarter of year 2022, there was a revenue from the solar cell business. and related equipment amounted to 82.47 million baht, a increase from the year 2021 of 78.97 million baht, a increase of 3.50%, The demand for products still tends to increase. And in the second quarter of 2022, the company continues to move forward with a strategy to drive a more comprehensive energy business. There is an investment in the charging station business. with sales of 0.61 million baht.

Product type	2022	Increase (Decrease)		2021
	Amount	Amount	%	Amount
Inverter	36.92	11.81	47.03	25.11
Solar cell	44.94	(8.92)	(16.56)	53.86
EV Charger	0.61	0.61	100	-
<b>Total Revenue from Solar Business</b>	<b>82.47</b>	<b>3.50</b>	<b>4.43</b>	<b>78.97</b>

**Revenue from Service:** The Company had revenues from providing services to customers in order to support the needs and convenience of customers in the second quarter of 2022 amounted to 12.17 million baht, a increase of 171.05%, while in 2021, it was 4.49 million baht. The COVID 19 situation is unfolding, cause to provide onsite services to customers.

Type	2022	Increase (Decrease)		2021
	Amount	Amount	%	Amount
Service and maintenance	5.03	3.27	185.80	1.76
Transformer repairs	4.85	3.26	205.03	1.59
Other services	2.29	1.15	100.88	1.14
<b>Total Revenue form Service</b>	<b>12.17</b>	<b>7.68</b>	<b>171.05</b>	<b>4.49</b>



คุณภาพแห่งความประณีต  
**QUALITY OF DETAILS >>**  
 D - DYNAMICS E - ENVIRONMENT  
 T - TEAMWORK A - ACHIEVEMENT  
 I - INNOVATION L - LEADERSHIP S - SERVICE

QTC Energy Public Company Limited



CERTIFIED  
 COMPANY

"การทุจริตคอร์รัปชัน  
 เป็นสิ่งที่ยอมรับไม่ได้"

**COST OF SALES AND SERVICES**

In the second quarter of year 2022, the company has cost of sales and services of 254.64 million baht, gross profit margin of 13.25%, while the same period of year 2021, the company has cost of sales and services of 231.00 million baht, to be gross profit of 20.55%, 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 34.94 million baht for the year 2022, a decrease of 8.44% from the amount of 38.16 million baht in 2021, which was caused by the control of selling and administrative expenses.

**DIVIDEND**

At the Annual General Meeting of Shareholders for the year 2021 held on April 1, 2022, the shareholder has a resolution to approved the dividend payment from operating result for the year 2021 at Baht 0.20 per share, totaling Baht 68.22 million, the dividend paid on April 27, 2022

Your acknowledgement will be highly appreciated

Yours Sincerely

Mr. Poonphiphat Tantanasin

Chief Executive Officer

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