



December 14, 2022

Subject: Management discussion and analysis for the performance for the year 2021 ended December 31, 2021

To: President

The Stock Exchange of Thailand

D.T.C. Enterprise Public Company Limited (or "the Company") would like to submit financial statements for the year 2021 ended December 31, 2021 which have been audited by a certified public accountant to the Stock Exchange of Thailand

The company would like to summarize the overall performance of the company with details as attached

Please be informed accordingly



Best regards,

A handwritten signature in blue ink, consisting of several loops and a final vertical stroke.

(Mr.Thotspol Kunapermsiri)

Chief Executive Officer and Managing Director

Management Discussion and Analysis Performance for the year 2021 ended 31 December 2021

Statements of Comprehensive Income

Statements of Comprehensive Income	2020		2021		%Change	
	Million baht		Million baht		Million baht	%
Revenue from sales	65.62		46.89		(18.73)	(28.54)
Revenue from services	569.93		538.58		(31.35)	(5.50)
Total revenues	635.55		585.47		(50.08)	(7.88)
Cost of sales	42.6		35.77		(6.83)	(16.03)
Cost of services	240.28		262.04		21.76	9.06
Gross profit	352.67		287.66		(65.01)	(18.43)
Other income	3.82		6.06		2.24	58.64
Selling expenses	56.63		37.12		(19.51)	(34.45)
Administrative expenses	152.67		153.5		0.83	0.54
Earnings Before Interest and Taxes	147.19		103.1		(44.09)	(29.95)
Finance costs	5.34		5.01		(0.33)	(6.18)
Earnings Before Taxes	141.85		98.09		(43.76)	(30.85)
Income tax expense	32.73		20.85		(11.88)	(36.30)
Profit for the period	109.12		77.24		(31.88)	(29.22)

Revenue structure

Revenue Structure	2020		2021		%Change	
	Million baht	%	Million baht	%	Million baht	%
Revenue from sales	65.62	10.26	46.89	7.92	(18.73)	(28.54)
Revenue from the sale of GPS equipment	41.96	6.56	35.15	5.94	(6.81)	(16.23)
Revenue from other sales	23.66	3.70	11.74	1.99	(11.92)	(50.38)
Revenue from services	569.93	89.14	538.58	91.06	(31.35)	(5.50)
Revenue from the service of GPS systems.	406.64	63.60	379.32	64.13	(27.32)	(6.72)
Revenue from GPS equipment rental services	104.12	16.28	109.58	18.53	5.46	5.24
Revenue from other services	59.17	9.26	49.68	8.39	(9.49)	(16.04)
Total sales and service revenue	635.55	99.40	585.47	98.98	(50.08)	(7.88)
Other income	3.83	0.60	6.06	1.02	2.23	58.22
Total Revenue	639.38	100.00	591.53	100.00	(47.85)	(7.48)



The company group's total income in 2021 was 591.53 million baht. The company's main income will be the vehicle tracking system service, that the number of customers who use the company's GPS tracking technology is represented in the revenue for this segment, including other related services, such as those related to equipment maintenance when customers decide to relocate the device to a different vehicle, they can use the vehicle tracking device change service and pays for establishing up the device's connection and installing.

The company group's total revenue declined by 47.85 million baht or 7.48% from the year 2020 to 2021 due to the 2019 coronavirus epidemic has affected operations, which has caused a slowdown in economic activity. Along with government measures, such as limiting certain kinds of business operations causing the transportation sector to encounter a slowdown both in the transport of individuals and of products. The company group's primary customers are a group of businesses mostly operating in the transportation industry. When customers are impacted by a business slowdown, some customers have reduced on their purchasing of GPS tracking devices and have delayed off considering buy products or services from the company, including requesting the company to temporarily suspend the service or lower service fees.

The company group's gross profit in 2021 was 287.66 million baht representing a gross profit margin of 49.13%, which has decreased due to a decrease in the gross margin for both sales and services. The gross profit margin has been declining since 2020 as a result of the company group continued affected from the COVID-19 epidemic. The company group's customers also delayed using vehicle tracking devices including the impact of higher competition and the providing assistance options to COVID-19 affected customers. As a result, the gross profit margin has been declining since 2020

The company group has a net profit in 2021 equal to 77.24 million baht representing a net profit margin of 13.06%. The net profit and net profit margin declined because revenue from sales and services decreased, as well gross profit margin from sales and rental services, as a result of the COVID-19's impact on customers' demand for vehicle tracking system. However, the company group has prioritized the research and development of new products with features and higher performance over general market products in order to offer different products to customers while maintaining the group's profitability.

Financial Position

Statements of Financial Position	2020	2021	%Change	
	Million baht	Million baht	Million baht	Million baht
Total assets	1,016.00	800.71	(215.29)	(21.19)
Total liabilities	269.20	277.91	8.71	3.24
Total equity	746.80	522.80	(224.00)	(29.99)

Total assets

As of 31 December 2021, the company group had total assets of 800.71 million baht, a decrease of 7.42% compared to 31 December 2020, the total assets decreased from the write-off of doubtful accounts for outstanding receivables and dividend payment to shareholders of 520.00 million baht

Total liabilities

As of 31 December 2021, the company group had total liabilities of 277.91 million baht, an increase of 3.24% compared to 31 December 2020. The increasing in total liabilities mainly due to an increase in other current liabilities, VAT payable Withholding tax payable and provisions from the warranty.

Total equity

As of 31 December 2021, the company group had total equity 522.80 million baht. In 2021, the company group has a decrease in shareholders' equity because the Annual General Meeting of Shareholders held on April 21, 2021 approve the payment of dividends at the value of 160.00 baht per share, with a total value of 360.00 million baht and according to the resolution of the Board of Directors' meeting. On November 15, 2021, approve to pay an interim dividend at the value of 13.33 baht per share, a total value of 60.00 million baht, and according to the Board of Directors' meeting on December 15, 2021, approve to pay an interim dividend at the value of 0.11 baht per share, a total of 100.00 million baht