

No. QTC 0004/2024

May 09, 2024

Subject Management Discussion and Analysis For Q.1/2024 Operating Results

Dear Committees and Manager of the Stock Exchange of Thailand

QTC Energy Public Company Limited would like to clarify on the net loss in the first quarter of the year 2023 at March 31, 2024, 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 9.93 million baht that was increase by 137.11% compared to that of 2023 with the net loss of 26.76 million baht. The financial performance and the analysis factors as follows :

Financial Performance

STATEMENT OF PROFIT (CONSOLIDATED)	Q1.2024	Increase (Decrease)		Q1.2023
	Amount	Amount	%	Amount
Income from sales and services	262.22	60.06	29.71	202.16
Cost of sales and services	(215.84)	(27.91)	14.85	(187.93)
Gross profit	46.38	32.15	225.93	14.23
Other income	3.39	1.06	45.49	2.33
Profit before expenses	49.77	33.21	200.54	16.56
Selling expenses	(14.40)	(0.48)	3.45	(13.92)
Administrative expenses	(23.83)	4.44	(15.71)	(28.27)
Loss form exchange rate	(0.15)	0.76	(83.52)	(0.91)
Total expenses	(38.38)	4.72	(10.95)	(43.10)
Profit before finance costs and income tax	11.39	37.93	(142.92)	(26.54)
Share of loss from investments in associated company	(0.31)	(0.07)	29.17	(0.24)
Finance costs	(0.39)	(0.02)	5.41	(0.37)
Profit before income tax	10.69	37.84	(139.37)	(27.15)
Income tax benefit (income tax)	(0.76)	(1.15)	(294.87)	0.39
Profit for the period	9.93	36.69	(137.11)	(26.76)

INCOME FROM SALES AND SERVICE

In the first quarter of the year 2024, the company had income from sales and services and electricity sales by subsidiary company amounting to 262.22 million baht. increased from the same period of 2023 that was 202.16 million baht which made the increased rate of 29.71%.

Revenue by Business	Q1.2024	Increase (Decrease)		Q1.2023
	Amount	Amount	%	Amount
Revenue from sales of finished goods	176.06	65.74	59.60	110.32
Revenue from the sale of electricity	12.50	(3.84)	(23.50)	16.34
Revenue from Solar Business	65.37	(2.58)	(3.80)	67.96
Revenue from sales of raw materials and other equipment	1.95	1.42	267.92	0.53
Revenue from Service	6.33	(0.68)	(9.70)	7.01
Total Revenue from Sales and Service	262.22	60.06	29.71	202.16

Revenue from sales of finished goods: with revenue from selling transformers Including the private sector and exports in 2024, the revenue increased from 2023 to 65.74 million baht, representing an increase of 59.60 %. Due to the increase in local and foreign sales of transformers compared to the same quarter of 2023

Revenue from the sale of electricity: the revenue from electricity sales of indirect subsidiaries in 2024 amounted to 12.50 million baht while in 2023, the amount was 16.34 million baht, a decrease of 23.50 %, The reason is variable tariff (FT) rate per unit was decrease.

Revenue from Solar Business: In the first quarter of year 2024, company group had the revenue from solar cells and related equipment amounted to 65.38 million baht, a decrease from the year 2023 of 67.96 million baht, a decrease of 3.80 % The reason is various of products in the market, resulting in price competition.

Revenue from Service: The Company had revenues from providing services to customers in order to support the needs and convenience of customers in the first quarter of 2024 amounted to 6.33 million baht, a decrease of 9.70 %, while in 2023, it was 7.01 million baht. The reason is service from transformer repair revenue was decrease.

COST OF SALES AND SERVICES

In the first quarter of year 2024, the company has cost of sales and services of 215.84 million baht, gross profit margin of 17.69 %, while the same period of year 2023, the company has cost of sales and services of 187.93 million baht, to be gross profit of 7.04%, The reason is that costs of production management and control efficiency of transformers to reduce rework costs.

SELLING AND ADMINISTRATIVE EXPENSES

The Company had selling and administrative expenses of 38.38 million baht for the year 2024, a decrease of 10.95% from the amount of 43.10 million baht in 2023. The reason is marketing promotion activities in 2024 reduce because stimulated many events in 2023.

Yours Sincerely



Mr. Poonphiphat Tantanasin

Chief Executive Officer