

Q2 2024: Management Discussion and Analysis

Q2 2024 Highlights

In Q2 2024, Ssmart Telcoms Public Company Limited or "SAMTEL" reported the consolidated revenues of THB 749 million and net profit of THB 11 million.

Financial Performance

Revenues

The consolidated total revenues for Q2 2024 were THB 749 million, decreased by THB 370 million or 33.1% from Q2 2023 mainly from the following:

Revenue from sales, contract work, Services and Rental

Revenue from sales, contract work, services and rental were THB 739 million, decreased by THB 366 million or 33.1% compared to Q2 2023, significant decrease is a result of contract work revenue.

Other income

Other income was THB 10 million, decreased by THB 4 million or 29.9% from Q2 2023.

Cost of Sales, Contract work, Services and Rental

Cost of sales, contract work, services and rental were THB 621 million or 84.0% of revenues compare with Q2 2023 at 84.4%.

Cost of sales, contract work, services and rental increased from Q2 2023 by THB 312 million or 33.4%, major decrease is caused by cost of contract works.

Gross Profit

Gross profit of the Company was THB 118 million, compared gross profit with Q2 2023 at THB 172 million decreased by THB 54 million or 31.5%. Furthermore, Gross profit margin was 16.0% increased from 15.6% in Q2 2023.

Selling Expenses, Administrative Expenses and Other Expenses

Selling expenses, administrative expenses, and other expenses were THB 112 million, decreased from Q2 2023 by THB 25 million or 18.1% due to the decrease in salaries and employee benefits.

Finance income, Finance Cost and Corporate Income Tax

Finance income was THB 2.5 million, increased by THB 0.2 million or 6.6%. Finance cost was THB 7 million, decreased by THB 11 million or 61.9%, from short-term loans from banks. Corporate Income tax expense was THB 1 million, decreased from the same period of last year by THB 14 million.

Net Profit

The consolidated net profit attributable to equity holders of the Company was THB 11 million, compared net profit with Q2 2023 at THB 23 million decreased by THB 12 million or 53.2%, from the same period of last year. The Company still has earnings before Interest, Tax, Depreciation and Amortization (EBITDA) was THB 148 million decreased by THB 15 million or 9.3% from Q2 2023.

Financial Position

Assets

At the end of Q2 2024, SAMTEL reported the total assets of THB 5,894 million, decreased by THB 1,763 million or 23.0% compared to the end of 2023, mainly resulting from a decrease in cash and cash equivalents along with trade and other receivables.

Source of financing

At the end of Q2 2024, SAMTEL reported total liabilities of THB 2,332 million, decreased by THB 1,777 million or 43.2% compared to the end of 2023, mainly from short-term loans from banks.

SAMTEL reported the total shareholders' equity of THB 3,562 million, increased by THB 14 million or 0.4% from the end of 2023, mainly from retained earnings.