

Clarification of Operating Results and Financial Position
D.T.C. Industries public company Limited and Subsidiary Companies
For the period ended Sep 30, 2019

D.T.C. Industries Plc. And subsidiary companies have the total sales for the three-months and nine-months period ended Sep 30, 2019 amounting of 49.57 million baht and 149.49 million baht respectively. (2018 : amounting to 58.17 million baht and 168.80 million baht.) The three-months total sale decreased by 8.60 million baht and nine-months total sale decreased by 23.38 million baht respectively, decreased in ratio 14.78 and 13.52 of total sale revenue result from sales income decreased by Local Sale 20.09 million baht, Export Sale decreased by 1.14 million baht, estimated return good decreased by 1.48 million baht, rental income increased by 1.04 million baht, other income decreased 1.71 million baht and total revenue decreased by 23.38 million baht.

Cost of sales for the nine-months period at Sep 30, 2019 amounted to 106.18 million baht. (2018: amounting to 108.01 million baht) The cost of sales decreased by 1.83 million baht, representing a gross margin at Sep 30, 2019 in ratio 27.32 (2018: ratio 36.01) decreased cost due to raw material used and cost of production decreased 3.15 million baht. **Set up depreciation decreased 0.09 million baht** and the provision discounted products decreased by 0.09 million baht. Salary and welfare decreased by 2.80 million baht, the impact from the estimation of employee benefits increased by 4.97 million baht. Total cost decreased by 1.83 million baht.

The cost of sales for the nine-months ended Sep 30, 2019 amounted to 21.25 million baht. (2018: amounting to 21.05 million baht) cost of sales increased by 0.23 million baht (ratio 1.09) due to cost of advertising and support department increased by 0.46 million baht, and transportation expenses decreased by 0.23 million baht.

The cost of administration for the nine-month ended Sep 30, 2019 amounting to 17.36 million baht. (2018: Baht 17.82 million baht), administrative expenses decreased 0.46 million baht. Professional fess decreased by 0.55 million baht, Salaries decreased by 0.26 million baht. The impact from the estimation of employee benefits increased by 0.62 million baht, Other expenses decreased by 0.46 million baht.

Therefore, D.T.C. Industries Plc. and subsidiary companies had the net profit for the three-months and nine-months ended Sep 30, 2019, net profit amounting to 1.07 million baht and net loss 1.50 million baht respectively. (2018 : net profit of 4.19 million baht and 17.30 million baht.) The three-months net profit decreased 3.12 million baht and nine-month net profit decreased 18.80 million baht respectively.

The net profit per share for the three-months and nine-month ended Sep 30, 2018 net profit 0.11 baht and net loss 0.15 baht respectively. (2018 : net profit per share amounting 0.42 baht and 1.73 baht respectively) the three-months net profit per share decreased by 0.31 baht and nine-month net profit per share decreased by 1.88 baht respectively.

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