



EMC 003/2020

February 27, 2020

Subject : Management Discussion and Analysis as of December 31, 2019

Attention : The Director and the Manager
The Stock Exchange of Thailand

EMC Public Company Limited (“the Company”) would like to clarify the Company’s results of operation as of December 31, 2019 as follows:

REVENUES FROM THE OPERATION

In 2019, the total revenue of the Company and subsidiaries is Baht 1,304.00 million, a decrease of Baht 1,117.83 million or 46.16 percent comparing to that of 2018 which the total revenue was Baht 2,421.83 million due to the decrease in revenue from construction services and real estate development.

CONSTRUCTION AND REAL ESTATE COSTS

In 2019, the Company and subsidiaries have the real estate development costs and the construction service costs amounting to Baht 1,081.66 million or 82.95 percent of the revenues, with the decrease of Baht 728.34 million or 40.24 percent comparing to that of 2018, which the real estate development costs and the construction service costs were Baht 1,810.00 million.

SALES AND ADMINISTRATION EXPENSES

The sales and administration expenses in 2019 are equivalent to Baht 209.50 million or 16.07 percent of the total revenue, with a decrease of Baht 5.22 million or 2.43 percent due to the decrease in selling expenses of Baht 9.73 million while administration expenses an increase of Baht 4.51 million.

FINANCIAL COSTS

The financial costs in 2019 are Baht 8.50 million, with a decrease of Baht 11.00 million or 56.41 percent comparing to that of 2018 due to the Company has repayments long-term loan from financial institutions.



NET PROFITS

In 2019, the Company and subsidiaries have recorded a net profit of Baht 2.45 million representing a net profit margin of 0.19 percent of the total revenue, with the decrease of Baht 365.91 million or 99.33 percent comparing to that of 2018.

Please be informed accordingly.

Yours faithfully,

(Mr. Ratchai Pichayapoom)

Chief Financial Officer