

No. GTB-AC003/2563

11 August 2020

Subject : Management Discussion and Analysis for the Second Quarter of 2020
(Ending 30 June 2020)

To : Managing Director
The Stock Exchange of Thailand

Getabec Public Company Limited and its subsidiaries (“The Company”) would like to inform the operating results of the second quarter of 2020 (ending 30 June 2020). According to the consolidated financial statements, the Company had total revenue of 288.79 million Baht, , increased by 35.56 million Baht, or an increase of 14.04%, compared to the same period of last year. The Company had net profit of 13.40 million Baht, an increase of 2.64 million Baht, compared to the previous year which had net profit of 10.76 million Baht. The additional details will be described as follows:

Overview of Business

The COVID -19 virus pandemic situation continues to have a wide impact on all types of business and industries. Nevertheless, in the first quarter of 2020, the negative impact on The Company revenue had been minimal due to continuing flow of revenue generated from existing projects and works. Additionally, the revised strategies adopted earlier this year to focus on marketing toward industries least affected by the coronavirus had resulted in acquiring new projects/orders though in a smaller scale. Moreover, the subsidiary in Vietnam continue to have a satisfactory growth in revenue and profit.

In the second quarter of 2020, The Company was able to maintain cost of contract work and service at relatively the same level as those of the same period last year despite all the obstacles which caused an increased in cost from the various measures imposed by the authorities to prevent the spread of the coronavirus.

Despite all of these, The Company was able to deliver a good and satisfactory performance in the second quarter of 2020 and continued to report satisfactory net profit.

1. Revenue from contract work

In the second quarter of 2020, the Company had revenue from contract work amount of 243.74 million Baht, an increase of 17.32% from the second quarter of 2019 which had revenue from contact work of 207.75 million Baht. Main contribution for the revenue came from continuing work on existing projects while revenue generated from new projects contribute to about 6%.

2. Cost of contract work

In the second quarter of 2020, the Company and its subsidiaries had cost of contract work amount of 213.14 million Baht, the ratio of cost contract work to revenue from contract work was 87.45%, or a gross profit margin of 12.55%. While the second quarter of 2019, the cost of contract work

was 179.88 million Baht which was 86.58% of revenue from contract work, or a gross margin of 13.42%.

3. Revenue from services

In the second quarter of 2020, the Company and its subsidiaries had revenue from services amount of 45.05 million Baht, an decrease of (0.93)% from the second quarter of 2019, which had revenue from services amount of 45.47 million Baht.

4. Cost of services

In the second quarter of 2020, the Company and its subsidiaries had cost of services amount of 28.69 million Baht, the ratio of cost of service to revenue from services was 63.67%, or a gross profit margin of 36.33%. While the second quarter of 2019, the cost of services was 31.96 million Baht which 70.29% of revenue from service, or a gross profit margin of 29.71%.

5. Net profit

In the second quarter of 2020, the Company and its subsidiaries had a net profit of 13.40 million Baht or net profit margin of 4.64%. While the second quarter of 2019, the net profit was 10.76 million Baht or net profit margin of 4.25%.

Sincerely yours,

(Mr.Suchat Mongkhonaripong)
Chief Executive Officer
Getabec Public Company Limited

