

Q2 2021: Management Discussion and Analysis

Q2 2021 Highlights

In Q2 2021, Ssmart Telcoms Public Company Limited or “SAMTEL” reported the consolidated revenues of THB 1,623 million and net profit of THB 31 million.

Financial Performance

Revenues

The consolidated total revenues for Q2 2021 were THB 1,623 million, increased by THB 498 million or 44.3% from Q2 2020 mainly from the following:

Revenue from sales, contract work, Services and Rental

Revenue from sales, contract work, services and rental were THB 1,608 million, increased by THB 515 million or 47.2% compared to Q2 2020, major increased is caused by Revenue from sales and contract work.

Other income

Other income was THB 14 million, decreased by THB 18 million or 55.0% from Q2 2020.

Cost of Sales, Contract work, Services and Rental

Cost of sales, contract work, services and rental were THB 1,413 million or 87.9% of revenues compare with Q2 2020 at 102.6%.

Cost of sales, contract work, services and rental increased from Q2 2020 by THB 292 million or 26.0%, major increased is caused by cost of sales and contract work.

Gross Profit

Gross profit of the Company was THB 195 million, compared gross profit with Q2 2020 at loss THB 29 million increased by THB 224 million. However Gross profit margin was 12.1% increased from -2.6% in Q2 2020.

Selling Expenses, Administrative Expenses and Other Expenses

Selling expenses, administrative expenses, and other expenses were THB 162 million, increased from Q2 2020 by THB 30 million or 22.8%, major increased is caused by set up provision for penalty from project.

Finance income, Finance Cost and Corporate Income Tax

Finance income was THB 2 million, decreased by THB 2 million or 46.7%. Finance cost was THB 11 million, decreased by THB 10 million or 46.0%, decreased from bank overdrafts and short-term loans from banks and current portion of debentures. Corporate Income tax income was THB 7 million, increased from the same period of last year by THB 4 million.

Net Profit

The consolidated net profit attributable to equity holders of the company was THB 31 million, compared net loss with Q2 2020 at THB 149 million increased by THB 180 million, from the same period of last year.

Financial Position

Assets

At the end of Q2 2021, SAMTEL reported the total assets of THB 7,432 million, increased by THB 460 million or 6.6% compared to the end of 2020, mainly resulting from a increasing of trade and other receivables and accrued income.

Source of financing

At the end of Q2 2021, SAMTEL reported total liabilities of THB 4,081 million, increased by THB 414 million or 11.3% compared to the end of 2020, mainly increase from bank overdrafts and short-term loans from banks and accrued project cost.

SAMTEL reported the total shareholders' equity of THB 3,350 million, increased by THB 46 million or 1.4% from the end of 2020, mainly from retained earnings.