



Management Discussion and Analysis

Q3/2020

	Q3 19	Q3 20	Change	9M 19	9M 20	Change
(THB) Million			YoY			9M
Total Revenues	130.55	126.61	(3%)	392.30	375.02	(4%)
Total Expenses	120.74	108.07	(10%)	371.55	330.75	(11%)
Shares of Profit (Loss)	0.40	(0.70)	(275%)	(5.97)	(1.59)	73%
Net Profit	6.87	13.28	93%	7.19	34.82	384%
Net Margin (%)	5%	10%	5%	2%	9%	7%

Total Revenues:

EASON & CO Plc reported consolidated total revenue of THB 126.61M in Q3/20 and of THB 375.02M for 9M/20 which slightly dropped by 3% from Q3/19 and 4% from 9M/19 respectively. An automotive industry has been affected heavily by corona virus pandemic as a result, revenue from manufacturing fee of motorcycle coatings decreased significantly, while packaging coatings remained flat.



Total Expenses:

A decrease in expenses by 10% in Q3/20 comparing to the same period of last year, where 9M/20 recorded a drop of 11% from 9M/19 due to higher gross profit margin and cost controlling policy of the company.

Shares of Profits (Loss):

A significant drop of 275% of profit (loss) from associated in 3Q20 comparing to 3Q19, however; 9M/20 recorded an increase by 73% from 9M/19 because of, an improvement in performance of Advance Power Conversion (APCON).

Net Profit & Net Profit Margin:

EASON & CO Plc reported a consolidated net income of THB 13.28M or 93% increase in 3Q/20 from 3Q/19, while 9M/20 showed THB 34.82M or 384% increase from the same period of last year, whereas, net profit margin stood at 10% in 3Q/20 and 9% for 9M/20 an increase by 5% and 7% comparing to the same period of the previous year respectively.