

Market : mai

CONSUMP : Consumer Products

Company Snapshot: 9M/2018

Updated at December 2018

ECF

บริษัท อีสต์โคสต์เฟอร์นิเทค จำกัด (มหาชน)
EAST COAST FURNITECH PUBLIC COMPANY LIMITED

ECF

บริษัท อีสต์โคสต์เฟอร์นิเทค จำกัด (มหาชน)
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THSI List : 2018

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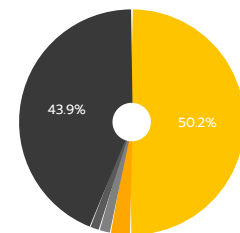
Stock Data (07/12/2018)

	YTD	2017	2016
Paid-up (MB.)	239.85	215.14	142.21
Listed share (M.)	959.41	830.01	568.83
Par (B.)	0.25	0.25	0.25
Market Cap (MB.)	5,756.43	4,980.04	1,831.62
Price (B./share)	6.00	6.00	3.22
EPS (B.)	0.02	0.11	0.11

Statistics (07/12/2018)

	P/E	P/BV	Div.Yield
ECF (x)	108.53	4.12	0.90
CONSUMP - mai (x)	28.17	3.45	1.16
CONSUMP - SET (x)	15.68	0.83	3.19
mai (x)	49.58	2.02	1.90
SET (x)	15.62	1.87	3.05

Shareholder Structure (19/06/2018)



● Suksawad Family (50.2%)	● Panich Family (2.9%)
● Nunthathiro Family (1.6%)	● Wiriyaornphun Family (1.4%)
● Others (43.9%)	

Financial Ratios

	9M/2018	9M/2017	2017	2016
ROE (%)	4.89	7.46	8.65	11.22
ROA (%)	5.05	5.03	6.11	6.74
D/E (x)	138	2.74	170	2.59
GP Margin (%)	30.78	29.58	19.65	28.27
EBIT Margin (%)	9.00	9.28	10.48	9.12
NP Margin (%)	2.01	3.84	4.88	4.37

Company Background

ECF is manufacturer of Particleboard, MDF and Rubber wood furniture and also the business of foil paper manufacturer, sawn timber manufacturer, showrooms under the brands of "ELEGA" and "FINNA HOUSE". ECF registered all now 4 subsidiary companies such as 1. VV De'cor Co.,Ltd operates foil paper manufacturer 2. ECF Holdings Co.,Ltd. (ECFH) operates retail business under the brand of Can Do from Japan. 3. ECF Power Co.,Ltd.(ECF-POWER) operates alternative energy power plant which is now holding the shares in 1) SAFE Ebergy Holding Co.,Ltd (SAFE) 33.37 percent by operating biomass power plant 2) Green Earth Holdings Co.,Ltd (GEP) 20 percent by operating solar power plant in Myanmar and 4) Plant Board Co.,Ltd. (PNB) which is held 57 percent of total shares by the Company and the percent is under construction of the factory for manufacturing and distributing of MDF Board.

Key Development of Company

- Year 1999 East Coast Furnitech Co.,Ltd. registered on 12 October and has been the listed company on Market for Alternative Investment (mai) in the year 2013
- Year 2016 ECF registered ECF Power Co.,Ltd. (ECF-Power) as the subsidiary in order to invest in renewable energy business and ECF-Power invests in SAFE Energy Holdings Co.,Ltd. (SAFE) as the associates at 33.37 percent of total shares.
- Year 2017 ECF-P has invested 20% of total shares in 220 MW solar power plant of Green Earth Power (Thailand) Co.,Ltd., Myanmar.
- Year 2018 the Board of Directors of the Company resolved to invest and start constructing the MDF board factory under Planet Board Co.,Ltd. as the new subsidiary company which is held 57% of total shares by the Company.

Revenue Structure

Period : 30 Sep

(Unit : MB)

	9M/2018	%	9M/2017	%	2017	%	2016	%
Furniture Products	963.99	90.00	958.47	89.00	1,332.31	90.10	1,273.72	91.00
Foil Paper Products	45.40	4.00	67.57	6.00	73.54	4.97	65.90	5.00
Others Products and Retail and Shop	27.96	3.00	30.60	3.00	38.77	2.62	31.15	2.00
Total Sales Revenue	1,037.34	97.00	1,056.63	98.00	1,444.62	97.70	1,370.77	98.00
Others Revenues	34.31	3.00	24.07	2.00	34.06	2.30	24.14	2.00
Total Revenues	1,071.65	100.00	1,080.70	100.00	1,478.68	100.00	1,394.91	100.00

Business Plan

- The subsidiary's business (ECF Power Co.,Ltd.) operates the renewable energy business by investing in the associate such as SAFE Energy Holdings Co.,Ltd. (SAFE) which is held by ECF Power 33.37 percent. SAFE is established with the objective to invest in biomass power plant business and now investing in Prize of Wood Green Energy Co.,Ltd. (PWGE), Narathiwat province with the installation capacity 7.5 MW and now has already been started the commercial operation. Moreover SAFE is also investing in Bina Puri Power (Thailand) Co.,Ltd. 49 percent for Biomass Gasification power plant at Long District and Soong-Men District, Phrae Province which divided into 2 projects at 1MW each. The project at Long District is started the commercial operation date (COD) on 1 August 2018 and is expected to start the COD of Soong-Men District within December 2018. Then ECF Power has invested in Green Earth Power (Thailand) Co.,Ltd. by holding 20 percent of total shares that GEP operates solar power plant business with installation capacity 220MW and expected for starting the operation date within the 1st quarter of the year 2019 for the first 50 MW.
- The subsidiary's business (Planet Board Co.,Ltd.) was registered on 19 December 2017 in order to operate Wood-Based Panel business such as MDF board. Now this project is on the process of construction and will be finished within the beginning of the year 2019.

Investment Highlight

- Furniture Business: The Company is applying the strategy to expand the business alliance and customer network especially the customer from China.
- The Company has the opportunity for more expansion to the energy business since there are many projects which are on the process of feasibility study.
- At the present, the Company is under the construction of the MDF board factory. After finish the construction, this factory will create significantly the growth of revenue and profit to the Company.
- Now is on the process of proposing to the Shareholders' Meeting to approve the investment in S-Trek (Thailand) Co.,Ltd. which operates the business of IT and Mobile products in the proportion of 51 percent.

Risk Factor

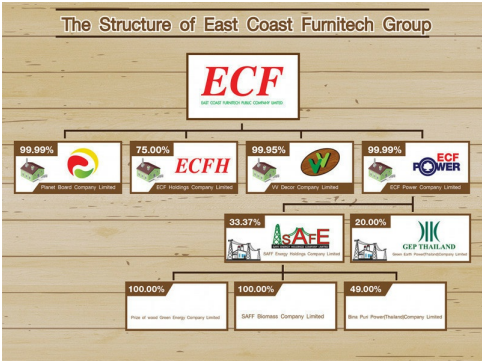
- Risk from the fluctuation of exchange rate: The Company sell the products to abroad customers by identify the condition of payment in term of USD. However, the Company has the part of import raw material for foil paper and furniture from abroad to distribute via our showrooms. This will help balance some of risk from the fluctuation of exchange rate. In the other method, the Company does the forward exchange rate contract to manage the risk of exchange rate also.
- Risk from competition of industry: The main competitor of Thailand is the furniture manufacturer from Malaysia which the production capacity and price of the products is quite approximate. However the Company has strongly customer base which has commercial relationship more than 10 years and realizes the policy for product development and the way to reduce costs and expenses continuously. These factors are the ways to keep the existing customers.
- Risk from the under construction of power plant and MDF factory: At the present, the Company has many projects that are under construction, that may be under the risk in the case of delay from construction which resulting to the date of starting commercial operation postponed.
- Risk from the expenses caused from the feasibility study: Since there are many projects under the feasibility study and have not been finished.

Capital Structure

(Unit : MB)

	9M/2018	9M/2017	2017	2016
Current Liabilities	1,160.94	2,040.00	1,695.06	1,076.24
Non-Current Liabilities	772.97	78.92	58.67	621.95
Shareholders' Equity	1,396.84	773.26	1,032.95	656.71

Company Structure



Company Image

