

## ECF : EAST COAST FURNITECH PUBLIC COMPANY LIMITED

YE/2564 (Jan - Dec 2021)

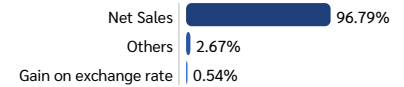
## Business Overview

A manufacturer and distributor of furniture made from particle board MDF, rubber wood, foil paper to be used in furniture manufacturing, production and distribution of dried rubber wood. An investor of in solar power plant business, cryptocurrency mining business, and agricultural and crop distribution business.

## Business Highlight

- Implementing a strategy to diversify the customer base to reduce dependence on only one main customer group.
- Minbu solar power plant with the capacity of 220MW.
- Investment in other businesses to reduce dependence on the main income from any particular business.

## Revenue Structure



## Performance and Analysis 2021

	2021	2020	2019	2018
<b>Income Statement (MB)</b>				
Revenues	1,600.80	1,415.63	1,290.56	1,503.53
Expenses	1,433.22	1,293.61	1,144.37	1,360.42
Net Profit (Loss)	50.85	41.16	40.29	33.76
<b>Balance Sheet (MB)</b>				
Assets	3,756.20	3,544.72	3,348.31	3,395.53
Liabilities	2,429.59	2,304.94	2,106.63	1,948.21
Shareholders' Equity	1,303.23	1,232.50	1,221.32	1,425.94
<b>Cash Flow (MB)</b>				
Operating	128.22	153.58	-58.89	-110.52
Investing	-285.49	-4.49	-95.84	-355.64
Financing	-7.46	-46.01	106.43	491.75
<b>Financial Ratio</b>				
EPS (Baht)	0.05	0.04	0.04	0.04
GP Margin (%)	20.16	22.19	32.10	30.22
NP Margin (%)	3.18	2.24	5.33	1.93
D/E Ratio (x)	1.83	1.86	1.70	1.35
ROE (%)	3.97	2.55	5.63	2.75
ROA (%)	1.39	0.92	2.13	4.65

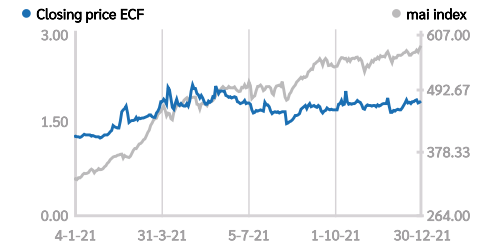
## Business Performance Summary

For the year 2021, the Company had income from the businesses of the Company and its subsidiaries in the amount of 1,549.41 MB., increased by 11.91% YoY and the total revenues was 1,600.80 MB. increased by 13.08% YoY. At present, the Company has proportion of sales between domestic and international equal to 39% and 61% respectively.

## Key Milestones

- **1992 - 2009** Registered the East Coast Group of companies.
- **2013** On 26 March, the first trading day on the Market for Alternative Investment (mai).
- **2017** ECF-Power (subsidiary) has invested 20% of total shares of GEP for the project of 220 MW solar power plant, 4 phases.
- **2019** On 27 September, GEP could start commercial operation date and recognize the income for phase 1 with the capacity of 50 MW.
- **2021** On 14 May, ECF has established a subsidiary plat in order to operate the business of online Platform business. On 16 December, ECFH (subsidiary) has invested cryptocurrency mining, and on 23 December, ECF has established V V Rich as a subsidiary in order to operate the business of cultivation and distribution of agricultural crops.

## Stock Information



as of 31/12/21	ECF	CONSUMP	mai
P/E (X)	46.15	20.29	58.21
P/BV (X)	1.41	4.12	3.42
Dividend yield (%)	0.66	0.59	1.18
	<b>31/12/21</b>	<b>31/12/20</b>	<b>31/12/19</b>
Market Cap (MB)	1,823.03	1,276.12	1,170.57
Price (B/Share)	1.90	1.33	1.22
P/E (X)	46.15	22.70	34.94
P/BV (X)	1.41	1.02	0.83

## CG Report:



Company Rating: BB+ Stable

## Business Plan

- For furniture business, ECF has the plan to build distribution centers in many strategic provinces covering the product distribution over the country; that is the significant strategy in order that the Company could decrease the cost of furniture distribution via retail shops and wholesale shops including to accommodate the plan to expand online distribution channel which the Company is currently developing our own platform.
- At present, ECF Power as the subsidiary has invested in the solar power plant with installed capacity of 220 MW at Minbu City, Myanmar, that is on the accelerating process of construction for phase 2, 3, and 4 to be finished rapidly and also has the preparation plan to be the listed company.

## Risk Management Policy

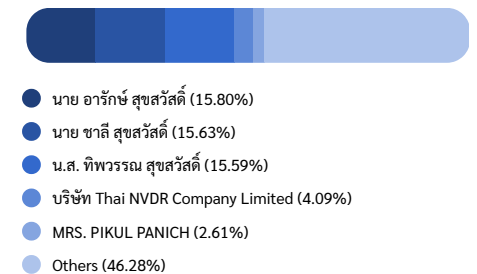
- The risk from the fluctuation of the exchange rate, the Company mitigates that risk by entering into the forward currency contract.
- The risk from the competition of industry, the Company could mitigate that risk by a good relationship with the existing customers more than 10 years, focus on the product development, and the way of decreasing the cost and expenses in the production process to lift up the advantage of competition.
- The risk from the construction of solar power plant; since the Company's power plant is completing construction that may have the risk from the delay of construction and continues to the delay of the start commercial date of the project. However, at present the construction of phase 2 has been started fully and will accelerate to be finished within the year 2022.

## Sustainable Development Plan

- To be a part of building a low-carbon society inside the organization Indicator: The Company can continuously reduce greenhouse gas emissions in the value chain of the business, when calculated in proportion to compare to previous year, the decrease should be at least 5% or higher.

## Major Shareholders

as of 21/05/2021



## Company Information and Contact

www.eastcoast.co.th  
 ir@eastcoast.co.th  
 0-3867-5181-4, 02-152-7301-4  
 37/9 Moo 10 Banbueng - Klaeng Road, Tambon Tang-Kwiang, Klaeng District Rayong 21110  
 Other Trading Info. :  
[https://www.settrade.com/C04\\_01\\_stock\\_quote\\_p1.jsp?txtSymbol=ECF](https://www.settrade.com/C04_01_stock_quote_p1.jsp?txtSymbol=ECF)

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