



**STAY
STRONG**

ECF
EAST COAST FURNITECH

Opportunity Day
22 June 2023



EAST COAST FURNITECH PUBLIC COMPANY LIMITED

Head Office & Factory

37/9 Moo 10 Banbung-Klaeng Rd, T.Thangkwian A.Klaeng Rayong 21110

Tel : (66) 038-675-181-4 / Fax : (66) 038-678-220

Marketing Office

25/28 Moo 12 T.Bungkamproy A.Lamlukka Pathumthani 12150

Tel : (66) 02-152-7301-4 / Fax : (66) 02-152-7305

Table of Contents

1.

Basic Information

2.

Business & Revenue Structure

3.

Financial Information

4.

Forward Looking

5.

Other Information

6.

Q&A

ECF
EAST COAST FURNITECH

1. Basic Information





Overview

“ECF is a manufacturer and distributor of home furniture in Thailand. The Company owns two factories in Rayong province, focusing on producing self-assembled furniture made of particle board and MDF, rubber wood furniture. Revenue from selling furniture contributes over 90% of its total revenue; the remainder is derived from selling decorative foil paper and dried rubber wood.”

Furniture Products:

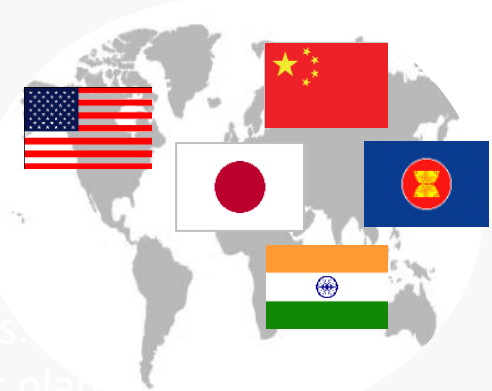
- Self-assembled Furniture made of Particle Board /MDF wood
- Rubber Wood Furniture
- Decorative Foil Paper
- Dried Rubber Wood

ECF distributes its furniture products through two main channels, including made-to-order for export and Thai hypermarket. Almost all made-to-order furniture is exported to leading furnishing distributors and large hypermarket retailers in Japan. In Thailand, the company distributes furniture through well-known hypermarket retailers, such as Home Pro, Big C, Mega Home, Thai Wasadu, Lotus’s, and Global House.

Main Customers: Domestic 50%



Oversea 50%



Energy Business



Solar Power Plant

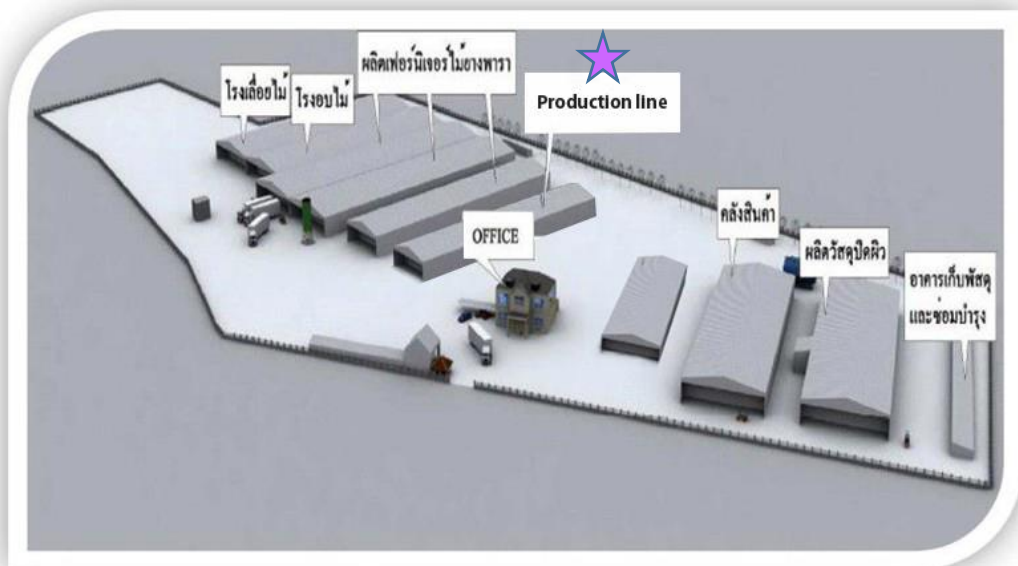
ECF has invested in energy business which is under the construction of remaining phases of solar power plant project so that its capacity will reach 220 megawatts, presently this plant generates the commercial revenue from 50-megawatt capacity.





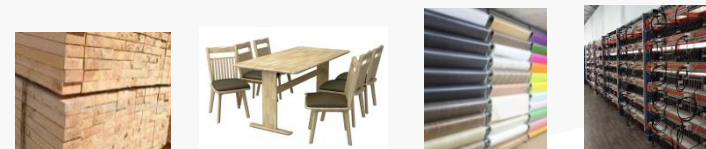
Factory 1

Klaeng, Rayong : Factory for self-assembled furniture made of particle board/MDF wood (Total area 43 rai)



Factory 2

Wangchan, Rayong : Factory for rubber wood furniture, and decorative foil paper (Total area 54 rai)



โกดังสินค้าแห่งใหม่



โกดังสินค้าแห่งใหม่





ECF Marketing Office and Warehouse # 1

Lamlukka Klong 5, Pathumthani: Marketing office and warehouse for showroom and dealers (Total area 2 rai)

ECF Warehouse # 2 # 3

2 more warehouses at Pathumthani area (Total area 1.5 rai & 2,000 Sqm.)



ECF
EAST COAST FURNI TECH

แจ็กพิกัก ชุดเฟอร์นิเจอร์พร้อมอยู่

ช้อปทีเดียวครบทุกมุม เตรียมย้ายเข้าห้องใหม่

ชุดห้องนอน รุ่นไอรีน
(เตียง, ตู้เสื้อผ้า, โต๊ะเครื่องแป้ง)
ผลิตจากไม้ปาร์ติเคิลบอร์ด
เคลือบกระดาษลายไม้คุณภาพดี

ลดเหลือ **12,900.-**
ปกติ 18,900.-

ชุดโต๊ะอาหาร รุ่น Benz
ทำจากไม้ยางพารา ท็อปลามิเนต
ทนต่อการขีดข่วน

ลดเหลือ **5,900.-**
ปกติ 12,900.-

โซฟาพ็อกเก็ตสปริง รุ่นเมย์
คุณภาพพรีเมียม นั่งนุ่มสบาย
ยืดหยุ่นและคืนตัวได้ดี

ลดเหลือ **9,900.-**
ปกติ 19,990.-

📅 28 ต.ค. 65 - 28 พ.ย. 65

📦 ลดเพิ่ม 15%
โค้ด **SS1IECF**

ลดสูงสุด **1,500.-**
• ช้อปไม่มีขั้นต่ำ

🏠

ECF
EAST COAST FURNI TECH

📅 28 ต.ค. 65 - 28 พ.ย. 65

🏠

🔧 ไม้ยางพารา 100%
📏 TOP 10 อันดับขายดี
📄 ทำขึ้นมาห้อง PVC

ECF FURNITURE
โต๊ะอาหาร 4 ที่นั่ง

ลดเหลือ **3,900.-**
ปกติ 7,900.-

ECF FURNITURE
ชั้นวางประสงค์ 6 ช่อง

ลดเหลือ **499.-**
ปกติ 1,450.-

โซฟาพ็อกเก็ตสปริง รุ่น MAY

ลดเหลือ **9,900.-**
ปกติ 19,900.-

📏 POCKET SPRING

EXCLUSIVE Deal

แต่งบ้านสวยอย่างมีสไตล์
ด้วยเฟอร์นิเจอร์ จาก ECF FURNITURE

ลดสูงสุด **65%** + 📦 ลดเพิ่ม 15%
โค้ด **SS1IECF**

ลดสูงสุด **1,500.-**
• ช้อปไม่มีขั้นต่ำ

ช้อปเลย

*เงื่อนไขเป็นไปตามที่บริษัทกำหนด



ECF
EAST COAST FURNITECH

CLEARANCE SALE | ลดสูงสุด **75%**
สินค้ามีจำนวนจำกัด!

คุ้มแล้ว คุ้มเลย

เข้าชมลด
อัตราเฉลี่ยจวบ~

0%
นาน 10 เดือน

*เงื่อนไขดูใบปลิวที่สาขาต่างๆ



ECF
EAST COAST FURNITECH

5 ม.ค. 66 - 31 ม.ค. 66

เปลี่ยนบ้านให้สดใส
ด้วยเฟอร์นิเจอร์แต่งบ้านสีสันสะดุดตา
ราคาประหยัด!

ชุดโต๊ะอาหาร รุ่น Benz
ผลิตภัณฑ์ยางพาราที่เบาหวิว PVC
เก้าอี้ : 43 x 56 x 85.5 ซม.
โต๊ะ : 34.5 x 90 x 46 ซม.
โถง : 120 x 80 x 75 ซม.
ลดเหลือ **5,900.-**
ปกติ 12,900.-

ชั้นอเนกประสงค์ 6 ช่อง
วางได้ 2 แนว ทำจากไม้ปาร์ติเคิลบอร์ด
82.5 x 29 x 89 ซม.
ลดเหลือ **499.-**
ปกติ 1,590.-

เก้าอี้พักผ่อน รุ่น Clayton เบาะผ้า
ปรับนั่งและปรับนอนได้สูงสุด 160 องศา
77 x 82 x 99 ซม.
ลดเหลือ **4,690.-**
ปกติ 15,900.-

ลดสูงสุด **68%** | ลดเพิ่ม 15% | *ซ้อปไม่มีขั้นต่ำ ลดสูงสุด **1,500.-**
โค้ด **SS01ECF**

ชุดโต๊ะ-ทานอาหาร รุ่น Bianca
ลดเหลือ **2,990.-**
ปกติ 3,790.-

ชุดโต๊ะ-อาหาร รุ่น Jackson
ลดเหลือ **14,900.-**
ปกติ 22,900.-

โซฟาเบด รุ่น Veronica
ลดเหลือ **4,090.-**
ปกติ 6,900.-

เก้าอี้พนักพอง รุ่น Milan
ลดเหลือ **4,290.-**
ปกติ 9,900.-

ลดสูงสุด **70%**
+
ลดเพิ่ม 15%
โค้ด **SS01ECF**

ลดสูงสุด **1,500.-**
• ซ้อปไม่มีขั้นต่ำ

NEW ARRIVAL
Aiper Seagull Pro
 เครื่องทำความสะอาดสระว่ายน้ำไร้สาย ไร้สาย

ECF

CES INNOVATION AWARDS 2023 HONOREE

ได้รับการรับรอง

34,999.-

รับประกัน 12 เดือน | ชาร์จได้ 90 นาที | ทำงานลึกสุด 3 เมตร

ลึกสุด 3 เมตร
 ระยะในการทำงาน

เปิด ยก ล้าง
 ข่ายต่อการทำความสะอาด

ชาร์จเร็ว
 ภายใน 90 นาที

ทำงานอย่างมีประสิทธิภาพ
 สก๊ิมและดูดสิ่งสกปรกได้สูงถึง 300 ตารางเมตร

ใช้งาน ได้นาน ถึง 180 นาที

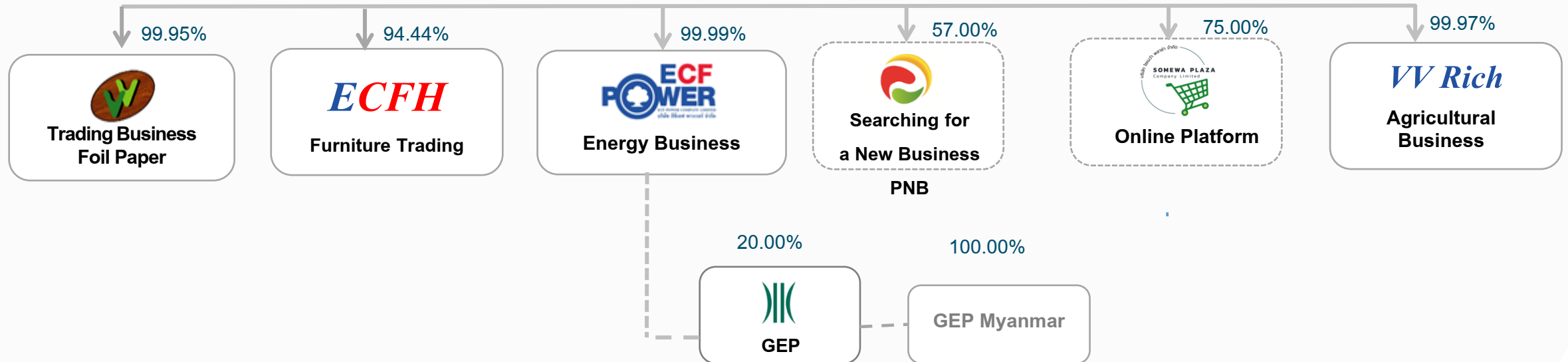
AIPER | THE WORLD'S BEST CORDLESS ROBOTIC POOL CLEANER

Bring Vacation Home
 Aiper Seagull Series launch

เริ่มนำเสนอ
 ผลิตภัณฑ์เมื่อ
 วันที่ 3 มิถุนายน

2. Business & Revenue Structure





- **VV-Décor:** VV Décor Co.,Ltd.
A distributor of decorative foil paper
- **ECFH:** ECF Holdings Co.,Ltd.
A distributor of furniture
- **ECF-P:** ECF Power Co.,Ltd.
An Investor in renewable energy business

- **PNB:** Planet Board Co.,Ltd.
Looking for a new business to invest
- **GEP:** Green Earth Power (Thailand) Co.,Ltd.
Solar Power Plant, 220 MW, Myanmar, has started COD 50 MW for 1st phase since 2019.

- **SMW:** SoMeWa Plaza Co.,Ltd.
Online Platform
It has not started the commercial operation.
- **VVR:** VV Rich Co.,Ltd.
Agricultural Business
It has not started the commercial operation.

1. Revenue structure classified by product type and share of profits from investment in an associated company.

Product Type	Year 2020		Year 2021		Year 2022		Q1.Year 2023	
	Million Baht	%	Million Baht	%	Million Baht	%	Million Baht	%
1. Furniture	1,330.70	94.00%	1,495.38	93.92%	1,313.28	89.74%	303.22	93.82%
2. Other Products such as foil paper, dried rubber wood, PVC edge.	53.79	3.80%	54.03	3.39%	105.65	7.22%	10.13	3.13%
Net-Sales Revenues	1,384.49	97.80%	1,549.41	97.31%	1,418.93	96.96%	313.35	96.96%
Other Incomes ^{1/}	31.14	2.20%	42.78	2.69%	44.47	3.04%	9.83	3.04%
Total Revenues	1,415.63	100.00%	1,592.19	100.00%	1,463.40	100.00%	323.18	100.00%
Profit Sharing from the Investment in Associated Company	35.14		32.42		28.20		4.61	

Remark: ^{1/}Other incomes include income from the sale of materials and scrap from production, interest income, profit from the sale of non-current assets held for sale, and others

2. Revenue structure classified by Domestic Sales and Export Sales

Distribution Channel	Year 2020		Year 2021		Year 2022		Q1.Year 2023	
	Million Baht	%	Million Baht	%	Million Baht	%	Million Baht	%
1. Domestic Sales	515.19	37.21%	599.51	38.69%	712.47	50.21%	183.39	58.52%
2. Export Sales	869.3	62.79%	949.9	61.31%	706.46	49.79%	129.97	41.48%
Net-Sales Revenues	1,384.49	100.00%	1,549.41	100.00%	1,418.93	100.00%	313.35	100.00%

3. Financial Information



Total Revenues

323.19 million baht decreased from last year's total revenues which were 419.96 million baht, or equivalent to 23.04% YoY and 5.51% QoQ

Profit attributable to the owner of the parent company

9.49 million baht
Decreased by 22.52% YoY
Or 2.94% of total revenues
Y2022 = 2.56% of total revenues



Highlight: Operating Results Consolidated

Operating Profit

including impairment losses of accounts receivable

46.68 million baht increased 18.22% YoY or equivalent to 14.44% of total revenues

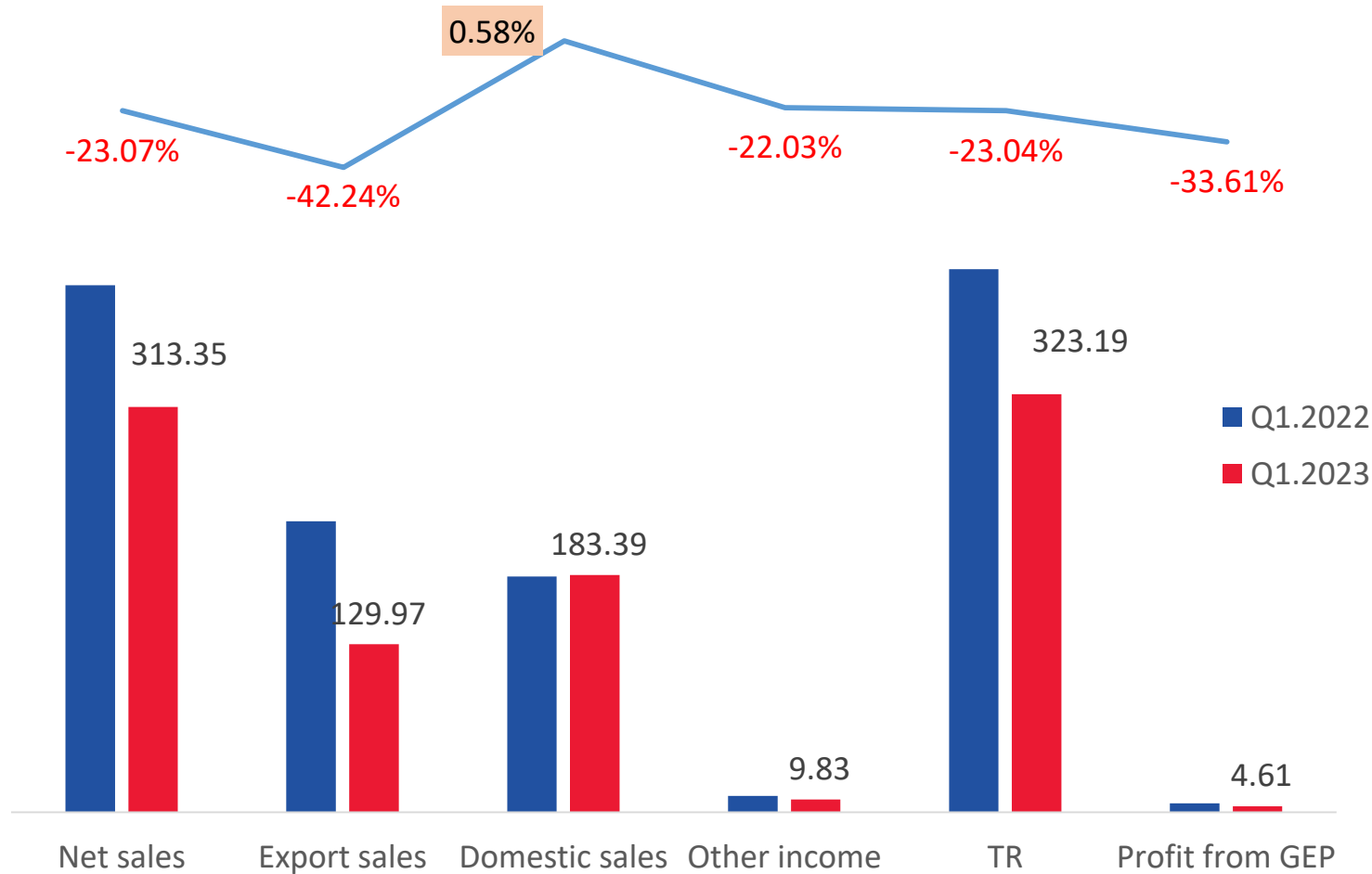
EBITDA

56.69 million baht increased 11.04% YoY or equivalent to 17.54% of total revenues, which came from more efficient cost management

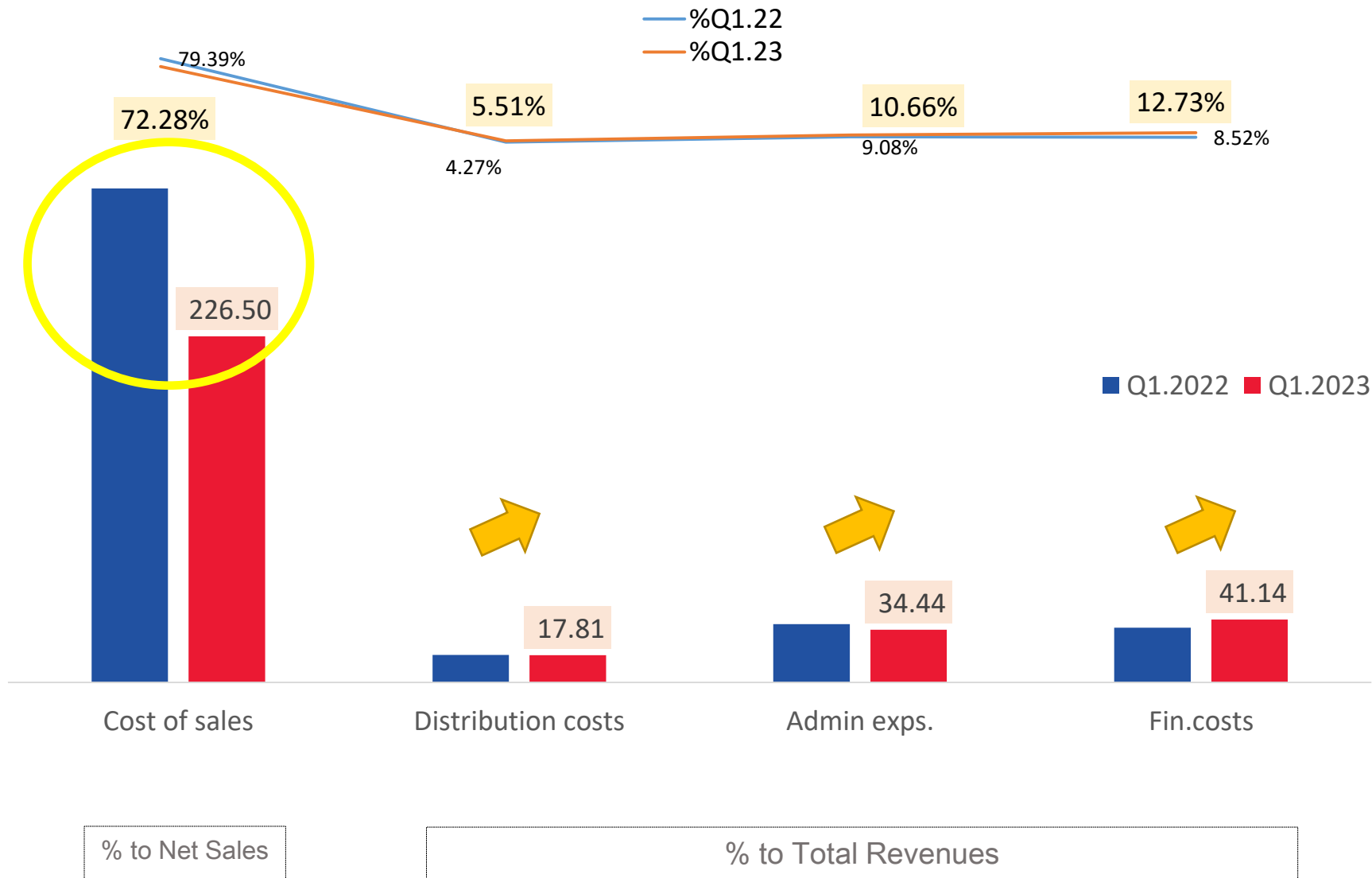
Overall, in the 1st quarter 2023 The export situation of Japanese and the U.S. customers has not recovered. However, the Company was able to manage the cost of sales decreased from before. This helped to improve the proportion of profit generated from operations compared to total incomes in all ratios (GP, Operating Profit, EBITDA, including profit of the parent company).

Sales revenue decreased due to the decline in exports. (from customers in Japan and the U.S. under the global economic situation, inflation, and war now)

While domestic income was approximate compared to the previous year and decreased 7.54%QoQ



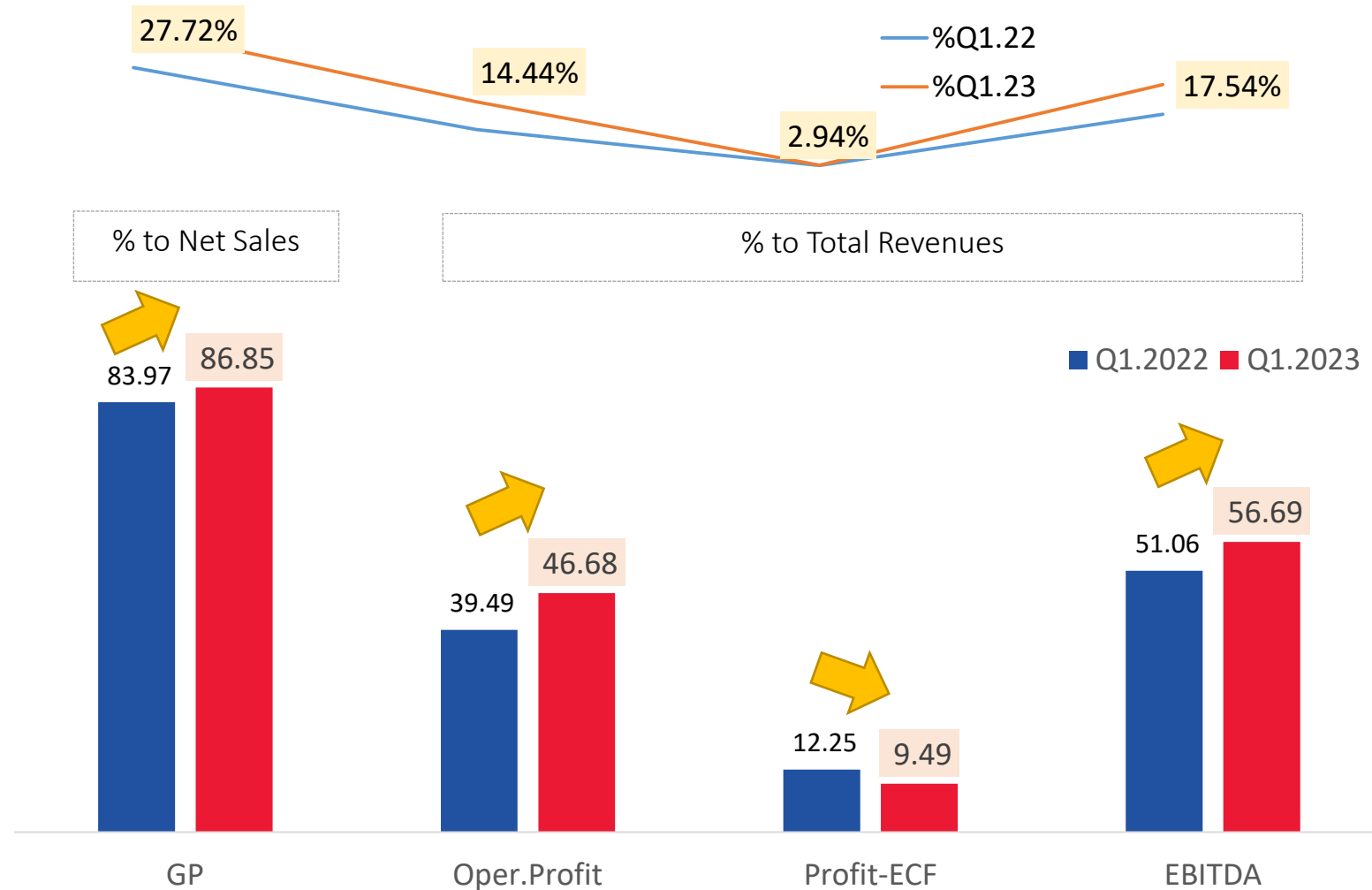
GEP's Profit Share expects the numbers approximately 8 million baht per quarter, but since the 4th quarter has begun to decrease from the cost of finance paid for borrowing from shareholders to be used for the project.



Overall, the cost of sales in the 1st quarter of 2023 could be managed to have a reduced proportion.

However, the overall cost of distribution, and administrative expenses also have increased due to the problem of inflation and the economy at present.

Including the increase in financial costs compared to the same period last year from the issuance of the Company's debentures.



Gross profit, Operating profit (including impairment loss from trade accounts receivable), and EBITDA increased from more efficiency cost of sales management and set up a loss on impairment of trade accounts receivable that was reduced.

However, the value of net profit attributable to the parent company decreased due to the decrease in sales, but the company was able to better manage the ratio of such profit to total revenues compared to the year 2022.

4. Forward Looking





Target Growth of
Y2023

Export
Worldwide

Domestic Market

Minbu Solar
Power Plant
Phase 2 3 and 4
Status

Sustainability
Development
SDGs

Risk Management
&
Good Corporate
Governance



5. Other Information



220 MW_{DC} Minbu Solar Power Plant Phase 1 (50MW_{DC})



State-of-the-Art Technology with Trusted Manufacturers Assuring Plant's Reliability

- Phase 1 constructed over 160 Acres
- 160,000 PV Panels Top Tier Brand - Jetion
- European-made Transformer – Siemens
- European-made Inverters - SMA

First Solar PV Plant in Myanmar with the Substation being One of the Largest in the Country

Minbu Solar Power Plant, Myanmar : Share of Profit from Investment



Phase 1



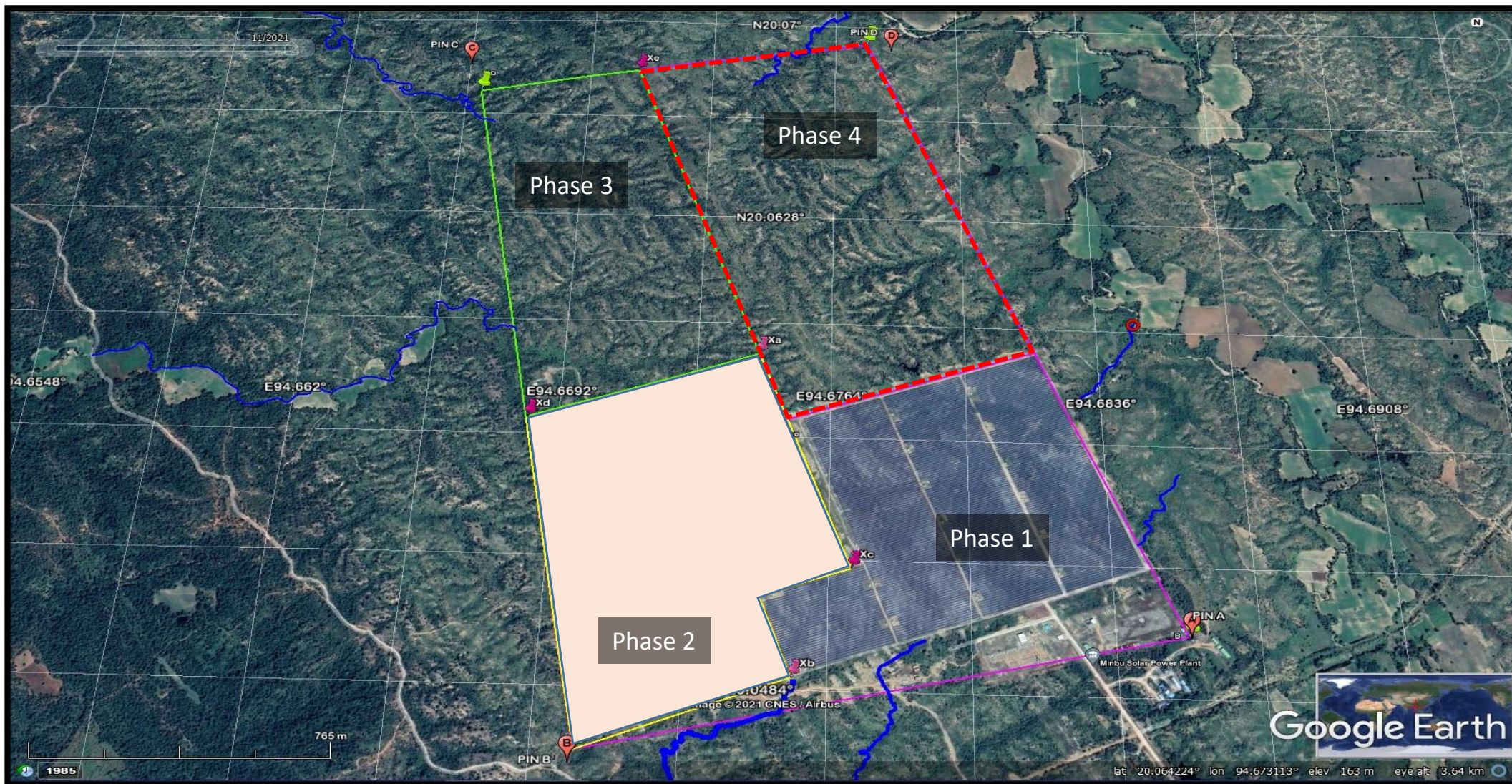
Phase 2





➤ Project Status and Development Plan for Phase 2-4

❖ Overview of all 4 Phases



Project Status and Development Plan for Phase 2-4

➤ Project Status and Development Plan for Phase 2-4

❖ FAT Test Inverter Parts Through Video Conference Call



Photos reference from Con-call

➤ Project Status and Development Plan for Phase 2-4

❖ Inverter Specification

SG3125HV-30



Clean power for all

Outdoor Inverter for 1500 Vdc System



HIGH YIELD

- Advanced three-level technology, max. inverter efficiency 99 %
- Effective cooling, full power operation at 50 °C (SG3125HV-30)

SMART O&M

- Integrated zone monitoring function for online analysis and trouble shooting
- Modular design, easy for maintenance
- Convenient external touch screen

SAVED INVESTMENT

- Low transportation and installation cost due to outdoor design
- DC 1500 V system, low system cost
- Q at night function

GRID SUPPORT

- Compliance with standards: IEC 61727, IEC 62116
- Low / High voltage ride through (L/HVRT)
- Active & reactive power control and power ramp rate control

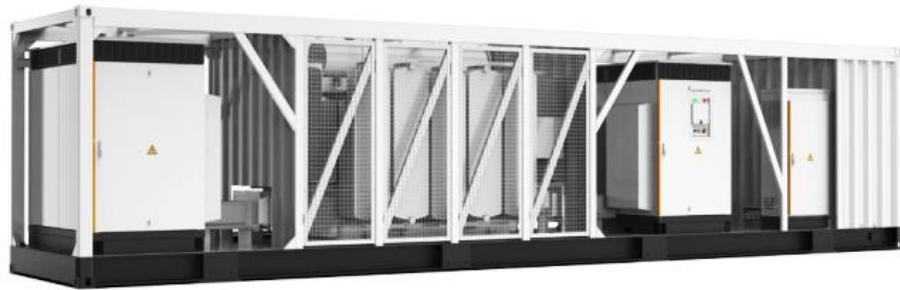
Type designation	SG3125HV-30
Input (DC)	
Max. PV input voltage	1500 V
Min. PV input voltage / Startup input voltage	875 V / 915 V (875 V - 1300V settable)
MPP voltage range	875 - 1300 V
No. of independent MPP inputs	2
No. of DC inputs	18 (negative grounding)
Max. PV input current	3997 A
Max. DC short-circuit current	10000 A
Output (AC)	
AC output power	3437 kVA @ 45 °C / 3125 kVA @ 50 °C
Max. AC output current	3308 A
Nominal AC voltage	600 V
AC voltage range	510 - 660 V
Nominal grid frequency / Grid frequency range	50 Hz / 45 - 55 Hz
Harmonic (THD)	< 3 % (at nominal power)
DC current injection	< 0.5 % I _n
Power factor at nominal power / Adjustable power factor	> 0.99 / 0.8 leading - 0.8 lagging
Feed-in phases / AC connection	3 / 3-PE
Efficiency	
Max. efficiency / European efficiency	99.0 % / 98.7 %
Protection	
DC input protection	Load break switch + fuse
AC output protection	Circuit breaker
Surge protection	DC Type I + II / AC Type II
Grid monitoring / Ground fault monitoring	Yes / Yes
Insulation monitoring	Yes
Overheat protection	Yes
Q at night function	Yes
General Data	
Dimensions (W*H*PD)	2280 * 2280 * 1600 mm
Weight	3.2 T
Topology	Transformerless
Degree of protection	IP65
Night power consumption	< 200 W
Operating ambient temperature range	-35 to 60 °C (> 50 °C derating)
Allowable relative humidity range	0 - 100 %
Cooling method	Temperature controlled forced air cooling
Max. operating altitude	4000 m (> 3000 m derating)
Display	Touch screen
Communication	Standard: RS485, Ethernet
Compliance	CE, IEC 62109, IEC 61727, IEC 62116
Grid support	Q at night function, L/HVRT, active & reactive power control and power ramp rate control

➤ Project Status and Development Plan for Phase 2-4

❖ MV Transformer Specification

SG6250HV-MV

Turnkey Station for 1500 Vdc System MV Transformer Integrated



⚙️ HIGH YIELD

- Advanced three-level technology, max. inverter efficiency 99%
- Effective cooling, full power operation at 50 °C (SG6250HV-MV)

🏠 SAVED INVESTMENT

- Low transportation and installation cost due to 40-foot container design
- DC 1500V system, low system cost
- Integrated MV transformer, switchgear, and LV auxiliary power supply
- Q at night function

💡 SMART O&M

- Integrated zone monitoring and MV parameters monitoring function for online analysis and trouble shooting
- Modular design, easy for maintenance
- Convenient external touch screen

🏢 GRID SUPPORT

- Compliance with standards: IEC 62271-202, IEC 62271-200, IEC 60076
- Low/High voltage ride through (L/HVRT)
- Active & reactive power control and power ramp rate control

Type designation	SG6250HV-MV
Input (DC)	
Max. PV input voltage	1500 V
Min. PV input voltage / Startup input voltage	875 V / 915 V
MPP voltage range	875 – 1300 V
No. of independent MPP inputs	4
No. of DC inputs	36
Max. PV input current	2 * 3997 A
Max. DC short-circuit current	2 * 10000 A
PV array configuration	Negative grounding
Output (AC)	
AC output power	2 * 3125 kVA @ 50 °C 2 * 3437 kVA @ 45 °C
Max. inverter output current	2 * 3308 A
AC voltage range	20 kV – 35 kV
Nominal grid frequency / Grid frequency range	50 Hz / 45 – 55 Hz
Harmonic (THD)	≤ 3 % (at nominal power)
Power factor at nominal power / Adjustable power factor	> 0.99 / 0.8 leading – 0.8 lagging
Feed-in phases / AC connection	3 / 3-PE
Efficiency	
Inverter max. efficiency	99.0%
Inverter European efficiency	98.7%
Transformer	
Transformer rated power	6250 kVA
Transformer max. power	6874 kVA
LV / MV voltage	0.6 kV-0.6 kV / 33kV
Transformer vector	DyTylII
Transformer cooling type	ONAN (Oil-natural, air-natural)
Oil type	z** Mineral oil (PCB free)
Protection & Function	
DC input protection	Load break switch + fuse
Inverter output protection	Circuit breaker
AC MV output protection	Circuit breaker(50/51,50N/51N)
Surge protection	DC Type I + II / AC Type II
Grid monitoring / Ground fault monitoring	Yes / Yes
Insulation monitoring	Yes
Overheat protection	Yes
Q at night function	Yes
General Data	
Dimensions (W*H*D)	12192*2896*2438 mm
Weight	29 T
Degree of protection	Inverter:IP65 / Others: IP54
Auxiliary power supply	15 kVA (60V/400V) Dry type
Operating ambient temperature range	-35 to 60 °C (> 50 °C derating)
Allowable relative humidity range	0 – 100 %
Cooling method	Temperature controlled forced air cooling
Max. operating altitude	1000 m (standard) / > 1000 m (optional)
Display	Touch screen
Communication	RS485, Ethernet; optical fiber
Compliance	CE, IEC 62109, IEC 61727, IEC 62116, IEC 62271-202, IEC 62271-200, IEC 60076
Grid support	Q at night, L/HVRT, active & reactive power control and power ramp rate control

Project Status and Development Plan for Phase 2-4

❖ Pile Foundation Test on Site



Project Status and Development Plan for Phase 2-4

❖ Equipment Production Process

Inverter Station Material



IGBT Model



IGBT Model



Reactor



Capacitor



Reactor



Busbars

Lightning Arrestor



Project Status and Development Plan for Phase 2-4

❖ Equipment Production Process



Main transformer Oil tank production



Main transformer Oil tank production



RMU preparation



RMU preparation



Cooper wires preparation



Cooper wires preparation



Inverter station Oil tank production



Inverter station Oil tank production

➤ Project Status and Development Plan for Phase 2-4

❖ Drainage Excavation Work



Project Status and Development Plan for Phase 2-4

❖ Concrete Drainage Ditch Excavation

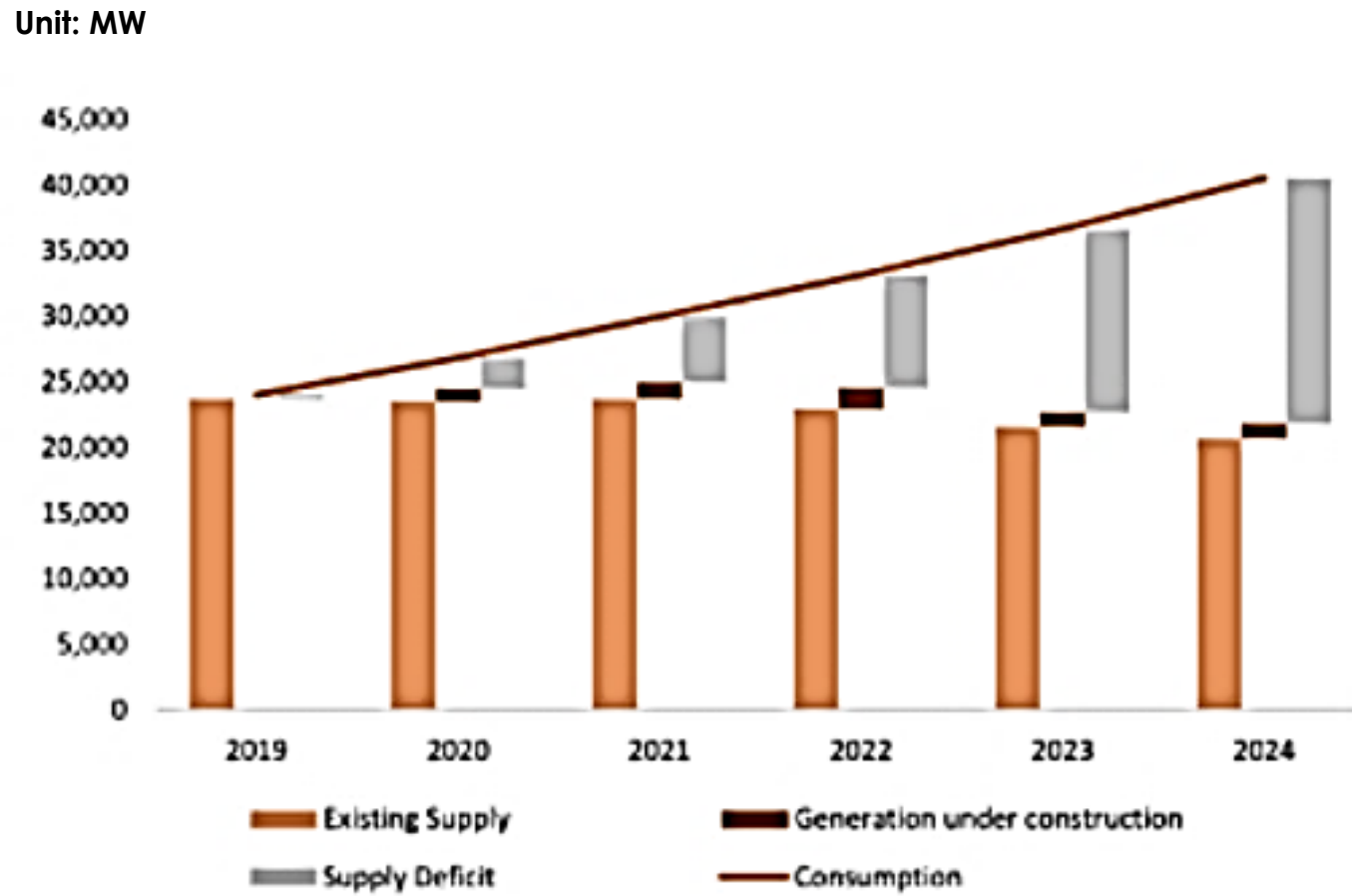


Agenda 4.2: Project Status and Development Plan for Phase 2-4

❖ Installation of Geo-Textile



Data on the gap between electricity demand and capacity in Myanmar (2019 to 2024)



Source: World Bank

Project Status and Development Plan for Phase 2-4

Phase 2 is expected to be finished within 2023.

❖ Overview of Phase 2 Construction Progress



การร่วมทุนกับกลุ่ม 39F จากจีน

Who is HOMY CASA INC?

<https://www.39f.net/aboutUs>

About Guangdong GuangXin Furniture Co. Ltd

Guangdong GuangXin Furniture Co. Ltd is an industry-leading importer and distributor of fine furniture with styles for every person at every stage of life.

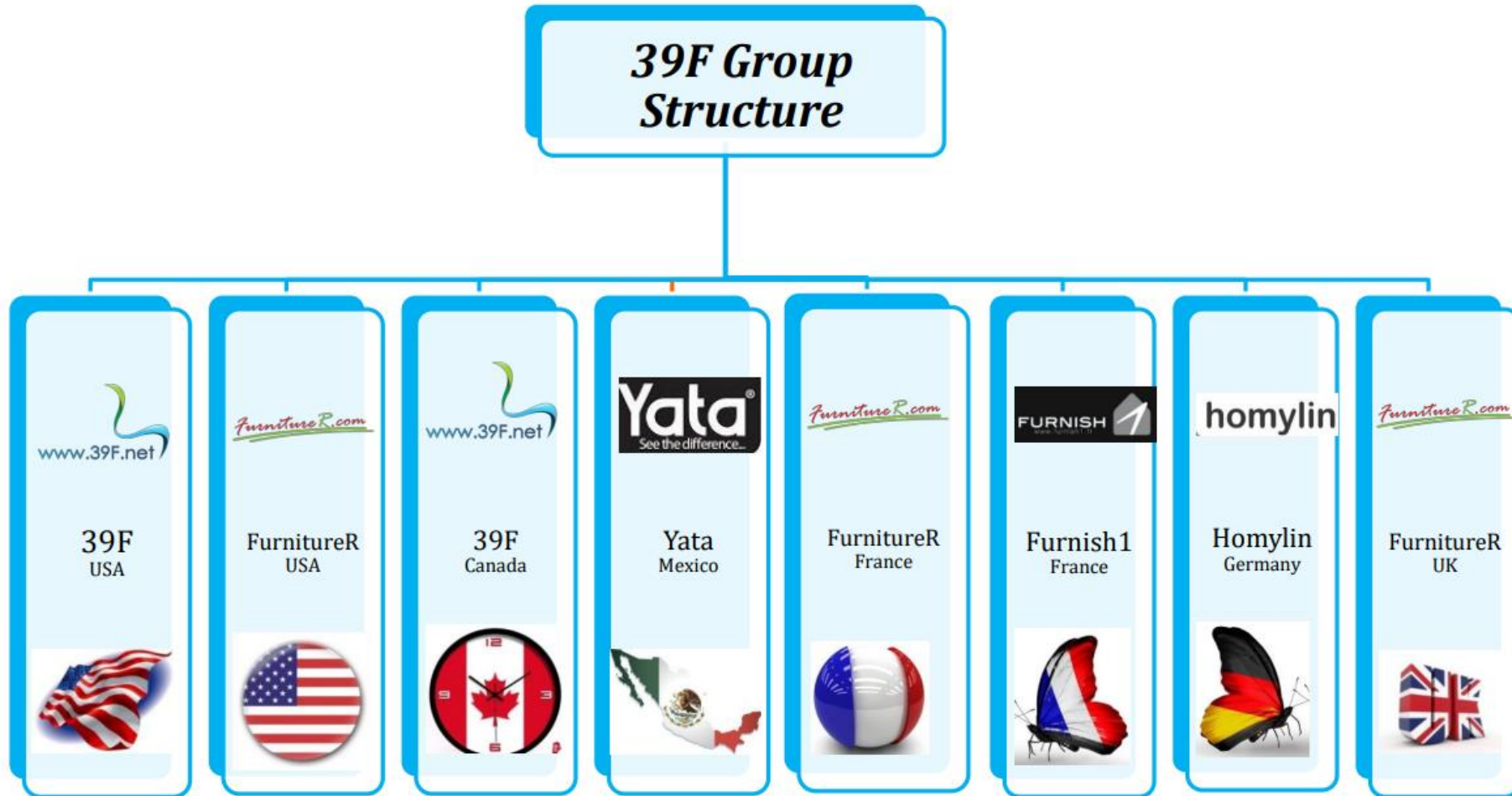


**Passionate to live, dine,
rest and work well**

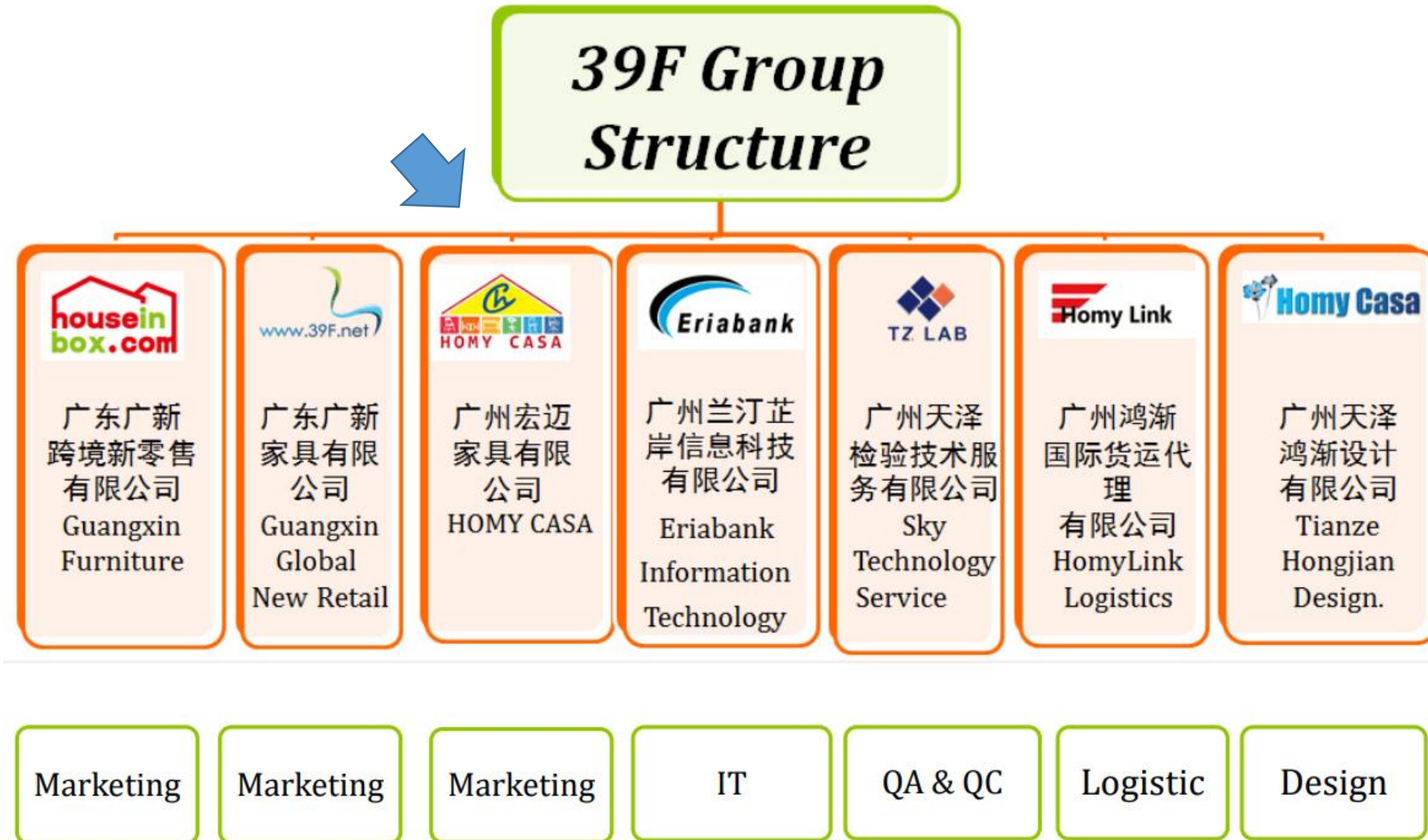
Our delight is to be innovative and excellent in all that we do. There are design inspirations in our furniture brands to enhance your lifestyle and match your budget.

Who is HOMY CASA INC?

39F Group Structure- 全球架构



Who is HOMY CASA INC?



Who is HOMY CASA INC?

Our Teams

<https://www.39f.net/aboutUs>

Experienced Sales Team

More than 35 years experiences in interior furniture industry

Fresh Design Team

Design center in France and China, over 1000 patents

Professional Test Lab

Own-held test laboratory and a professional QA/QC team with full standard procedure of product testing and inspection

Independant Shipping and Warehouse Operation Team

Who is HOMY CASA INC?

Manufacturing / Global supply chain

<https://www.39f.net/aboutUs>

Coaster Company of America is an industry-leading importer and distributor of fine furniture with styles for every person at every stage of life.

We produce more than 20000+ SKU by over 100 suppliers all over the world as strategic partnership, like in Thailand and Poland. etc.

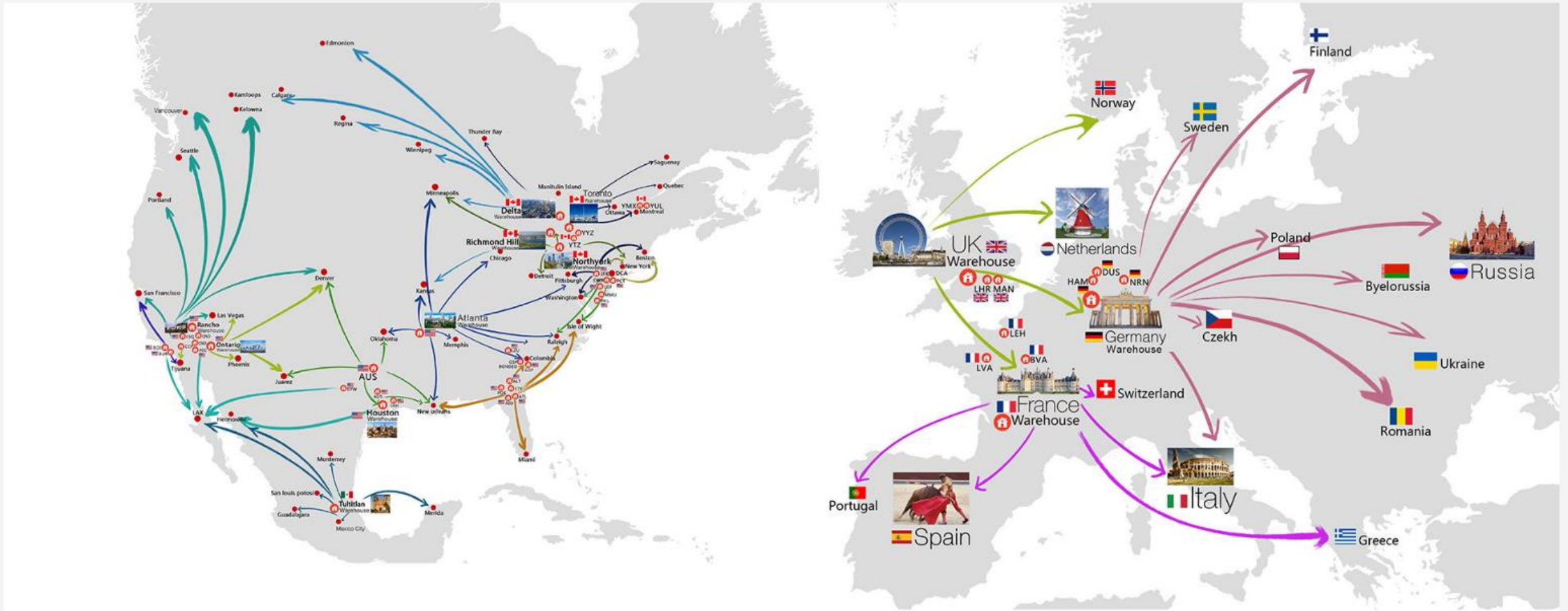


Who is HOMY CASA INC?

Oversea warehouse

over 68 warehouses in North America and Europe, drop ship and truck load running smoothly.

<https://www.39f.net/aboutUs>



Who is HOMY CASA INC?

<https://www.39f.net/aboutUs>

Home > Where To Buy

Collection

- Must Buy
- The 133rd China Import and Export Fair
- ▶ Cloud Poster

Category

- All
- ▶ Chairs & Stools
- ▶ Computer Desks
- ▶ Dining Sets
- ▶ Beds
- ▶ Tables
- ▶ Office Chair
- ▶ Shelves & Storage
- ▶ Bath Room
- ▶ Not Furniture



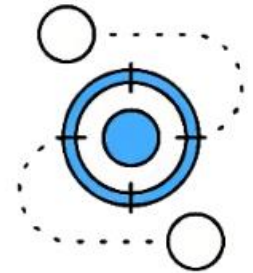
Shop Online

[LETS GO](#)



Live Chat with Furniture Expert

[CLICK TO CHAT](#)



Virtual Consulation

[MAKE AN APPOINTMENT](#)

6. Question and Answer



เฟอร์นิเจอร์ หลากหลายฟังก์ชัน

ชั้นวางของ

โซฟา

ชั้นวางรองเท้า

ชุดโต๊ะอาหาร

บ้านสัตว์เลี้ยง

เก้าอี้โซฟา

เราเป็นผู้ผลิตโดยตรง
แข็งแรงแค้ค้ค่า้ตรงปก
ขายปลีกและขายส่ง

รับประกันสินค้า 14 วัน | สินค้าตรงปก | ส่วนลดสุดคุ้ม | พร้อมส่งทุกรายการ



Question & Answer



สแกนเลย





Thank You

 Investor Relations

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Scan me!

