

Market : mai

CONSUMP : Consumer Products

## Company Snapshot: 6M/2021

Updated at August 2021

ECF

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

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## IRO

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**CG Report Score :**

**THSI List :** -

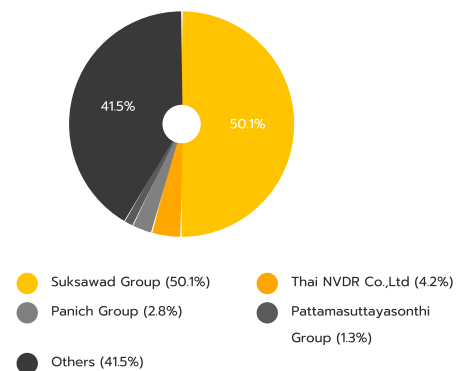
**Stock Data** (18/08/2021)

	YTD	2020	2019
Paid-up (MB.)	239.87	239.87	239.87
Listed share (M.)	959.49	959.49	959.49
Par (B.)	0.25	0.25	0.25
Market Cap (MB.)	1,506.40	1,276.12	1,170.57
Price (B./share)	157	133	122
EPS (B.)	0.03	0.04	0.04

**Statistics** (18/08/2021)

	P/E	P/BV	Div.Yield
ECF (x)	26.92	118	0.80
CONSUMP - mai (x)	34.06	3.93	0.63
CONSUMP - SET (x)	5.86	114	4.91
mai (x)	52.27	2.54	1.64
SET (x)	20.18	1.67	2.32

**Shareholder Structure** (22/04/2021)



**Financial Ratios**

	6M/2021	6M/2020	2020	2019
ROE (%)	4.48	3.18	3.09	2.82
ROA (%)	5.37	4.32	5.00	4.50
D/E (x)	1.81	2.17	1.86	1.47
GP Margin (%)	20.48	23.73	22.19	29.46
EBIT Margin (%)	11.95	12.50	12.66	12.19
NP Margin (%)	3.67	1.18	2.25	3.04

## Company Background

ECF is the manufacturer and distributor of particleboard & MDF-made furniture, rubber wood-made furniture, foil paper, and sawn timber. ECF has established all 5 subsidiaries namely, 1.VV Decor Co., Ltd. that is the distributor of foil paper, 2. ECF Holdings Co., Ltd. that is the furniture distributor, 3. ECF Power Co., Ltd. (ECF-P) operating the renewable energy business that holds 20% shares of Green Earth Power (Thailand) Co., Ltd. for the solar power plant business of 220 MW, Myanmar, 4. Planet Board Co., Ltd. (PNB), which has not generated commercial revenue and the latest subsidiary company is Somewa Plaza Co.,Ltd. which also has not generated commercial revenue.

## Key Development of Company

**Year 1999** ECF registered the Company on 12 October and has been the listed company on the Market for Alternative Investment (mai) since 2013.

**Year 2016** ECF has established ECF-P as the subsidiary in order to invest in renewable energy.

**Year 2017** ECF-P has invested 20% of total shares of GEP for the project of 220 MW solar power plant.

**Year 2018** the Board of Directors of the Company resolved to invest the MDF board factory under PNB as the new subsidiary company which is held 57 percent of total shares by the Company. PNB could not currently generate commercial revenue.

**Year 2019** On 27 September, GEP could start commercial operation date and recognize the income for phase 1 with the capacity of 50 MW and is under the construction of phase 2, 3 and 4 respectively.

**Year 2021** On 14 May, The Board of Directors' Meeting No. 2/2021 resolved to approve the establishment of a subsidiary, Somewa Plaza Co., Ltd. to operate online platform business which is held 75% of total shares by the company.

## Revenue Structure

Period : 30 Jun

(Unit : MB)

	6M/2021	%	6M/2020	%	2020	%	2019	%
Domestic sales	283.68	34.86	209.34	35.62	515.19	36.39	547.62	42.42
Export sales	506.42	62.22	362.81	61.74	869.30	61.41	706.57	54.73
<b>Total sales</b>	<b>790.10</b>	<b>97.08</b>	<b>572.15</b>	<b>97.36</b>	<b>1,384.49</b>	<b>97.80</b>	<b>1,254.18</b>	<b>97.15</b>
Others Revenues	23.79	2.92	15.54	2.64	31.14	2.20	36.75	2.85
<b>Total Revenues</b>	<b>813.89</b>	<b>100.00</b>	<b>587.69</b>	<b>100.00</b>	<b>1,415.63</b>	<b>100.00</b>	<b>1,290.94</b>	<b>100.00</b>

# 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 developing our own platform.
- At present, ECF Power Co., Ltd as the subsidiary has invested in the solar power plant with installed capacity of 220 MW at Minbu City, Myanmar via the shareholding of 20 percent in GEP, 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.

# Investment Highlight

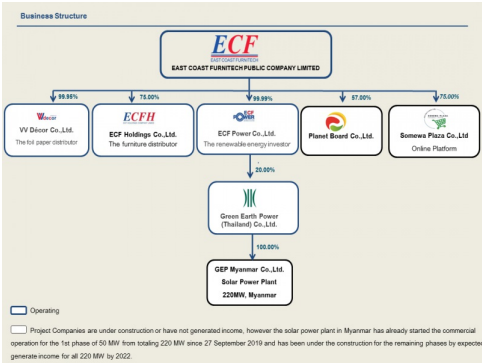
- The Company uses the strategy to diversify the customer base in order to reduce the dependency of only one customer. Currently, the Company has continuously decreased the proportion of the dependency of Japan customers from the previous that causes from the Company has more orders continuously from the new customers in the U.S., India and China since the 3rd quarter whereas the Company has received more orders from Japan customers at the same time.
- The Minbu solar power plant with an installed capacity of 220 MW 4 phases, currently has finished the 1st phase construction, if the Project could complete the construction all 4 phases, the Company will be able to realize more profit sharing.

# Risk Factor

- The risk from the fluctuation of the exchange rate, since the Company distributes the products to the overseas customers in terms of U.S. dollars, however, the Company mitigates that risk by entering into the forward currency contract.
- The risk from the competition of industry; the one of important competitor of Thai is the manufacturer in Malaysia which has the capacity and product price approximate to Thai Manufacturers. 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 risk from the delay of construction and may result next to the delay of the start commercial date of the project.

Capital Structure (Unit : MB)				
	6M/2021	6M/2020	2020	2019
Current Liabilities	2,005.31	1,873.42	1,673.05	1,676.02
Non-Current Liabilities	324.66	795.68	631.89	460.54
Shareholders' Equity	2,329.98	2,669.11	2,304.94	2,136.56

# Company Structure



# Company Image

