



August 10<sup>th</sup>, 2021

**No** KIAT 07/2021  
**Subject** Management Discussion and analysis for the operating performance of the 3 months ending 30 June 2021.  
**To** Managing Director  
The Stock Exchange of Thailand

Kiattana Transportation Public Company Limited (the “**Company**”) would like to explain the Company and subsidiary’s operating performance of the 3 months ending 30 June 2021, detail as follows:

The operating performance of the 3 months ending 30 June 2021 compared with 2020

(Unit: Million Baht)

Profit & Loss	The operating performance of 3 months period ending					
	30 June 2021		30 June 2020		Increase (Decrease)	Percentage
	Actual	Percentage	Actual	Percentage		
<b>Total Revenue</b>	<b>169.55</b>	<b>100.00</b>	<b>182.09</b>	<b>100.00</b>	<b>(12.54)</b>	<b>(6.89)</b>
Services-Transportation	132.86	78.36	147.14	80.80	(14.27)	(9.70)
Services	11.15	6.58	12.01	6.59	(0.85)	(7.10)
Sales	21.17	12.48	20.20	11.09	0.96	4.77
<b>Major Revenue</b>	<b>165.18</b>	<b>97.42</b>	<b>179.35</b>	<b>98.49</b>	<b>(14.16)</b>	<b>(7.90)</b>
Costs of service	98.52	58.11	94.61	51.96	3.91	4.14
Costs of sales	13.68	8.07	11.36	6.24	2.32	20.46
<b>Total costs</b>	<b>112.20</b>	<b>66.17</b>	<b>105.96</b>	<b>58.19</b>	<b>6.24</b>	<b>5.89</b>
<b>Gross profit</b>	<b>52.98</b>	<b>31.25</b>	<b>73.38</b>	<b>40.30</b>	<b>(20.40)</b>	<b>(27.80)</b>
Selling and administrative expenses	32.68	19.28	36.58	20.09	(3.90)	(10.67)
<b>Profit before interests and tax</b>	<b>24.67</b>	<b>14.55</b>	<b>39.55</b>	<b>21.72</b>	<b>(14.87)</b>	<b>(37.61)</b>
Interest + income tax expense	5.29	3.12	8.21	4.51	(2.93)	(35.66)
<b>Net Profit</b>	<b>19.39</b>	<b>11.43</b>	<b>31.33</b>	<b>17.21</b>	<b>(11.94)</b>	<b>(38.12)</b>

**Remark:** \*the aspect ratio of percentage calculated from total revenue





**Revenues** For quarter 2/2021, the company and subsidiary's total revenue was Baht 169.55 million, decreased by Baht 12.54 million or equivalent to 6.89%, compared with quarter 2/2020. The primary cause is the decreased revenues from transportation service and sales, the company's major revenues comprising:

(Unit: Million Baht)

Revenues	Revenues		Increase (Decrease)	Percentage
	30 June 2021	30 June 2020		
Services-Transportation	132.86	147.14	(14.27)	(9.70)
Other Services	11.15	12.01	(0.85)	(7.10)
Sales	21.17	20.20	0.96	4.77
<b>Total Major Revenue</b>	<b>165.18</b>	<b>179.35</b>	<b>(14.16)</b>	<b>(7.90)</b>

For quarter 2/2021, the company and subsidiary's revenues from transportation service, assets rental, driver behavior monitoring service, and chemicals product sales were Baht 165.18 million, comprising:

- ⊕ Revenues from transportation service which is the company's major income were Baht 132.86 million or 78.36% of total revenue. Decreasing from the same period of the previous year by Baht 14.27 million or equivalent to 9.70% owing to the COVID-19 pandemic resulted in decreasing order from the customer, and the expiration of some transportation service contract. However, the revenue of the subsidiary was increased due to the beginning of the rail transportation's operation in Q3/2020
- ⊕ Revenues from assets rental, driver behavior monitoring service were Baht 11.15 million, equivalent to 6.58% of total revenue, Decreasing from the same period of the previous year by Baht 0.85 Million or equivalent to 7.10%
- ⊕ Revenues from sales were Baht 21.17 million equivalent to 12.48% of total revenue. increasing from the previous year by Baht 0.96 Million or decreased by 4.77%.

**Total cost** For quarter 2/2021, the company and subsidiary's total cost was Baht 112.20 million or 66.17% of total revenue. While the company's total cost of the same period of the previous year was Baht 105.96 million or 58.19% of total revenue. The total cost increased from quarter 2/2022 was Baht 6.24 million or 5.89%. The primary cause is the beginning of the rail transportation's operation in Q3/2020 and the increasing of the cost of goods.





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**Gross profit** For Q2/2021, the company and subsidiary's gross profit were Baht 52.98 million in total, or equivalent to 31.25% of total revenue. Decreasing from the same period of the previous year by Baht 20.40 million or equivalent to 27.80%

**Selling and Administrative expenses** The Company and subsidiary's selling and administrative expenses of quarter 2/2021 were Baht 32.68 million, decreasing from the previous year by Baht 3.90 million or decreasing equivalent to 10.67%.

**Interests & Income Tax expenses** The Company and subsidiary's interests and corporate income tax expenses for quarter 2/2021 were Baht 5.29 million or equivalent to 3.12% of total revenue, which decrease from the previous year by Baht 2.93 million or 35.66%. Owing to the decreasing of the Company and subsidiary's profit.

**Net profit** The Company and its subsidiary's net profit for quarter 2/2021 were Baht 19.39 Million or equivalent to 11.43% of total revenue, which decreased from quarter 2/2020 by Baht 11.94 million or decreasing equivalent to 38.12% owing to the new wave of COVID-19 pandemic and the expiration of some transportation service contracts.

Please be informed accordingly.

Yours sincerely,

(Miss Mintra Monsereenusorn)  
Managing Director  
Authorized to disclose the company information

