

OCMSET-2105-006

May 14, 2021

Subject: Management Discussion and Analysis for the Quarter 1/2021

 To: Director and Manager
 The Stock Exchange of Thailand

Ocean Commerce Public Company Limited (OCEAN) would like to clarify operating results for the Quarter 1 year 2021. The main reasons are as follows:

Overall operating performance of the Group

	Consolidated financial statements Q1.2021	Consolidated financial statements Q1.2020	Increase (decrease)	
	Million Baht	Million Baht	Million Baht	%
Continuing operations				
Revenues	150.47	0.02	150.45	752,250.00
Costs	(103.36)	(0.42)	(102.94)	24,510.48
Gross (loss) profit	47.11	(0.40)	47.51	(11,876.50)
Other Revenues	0.55	0.03	0.52	1,806.90
Cost of Goods sold	(19.63)	(4.25)	(15.38)	361.86
Management expenses	(1.18)	9.13	(10.31)	(112.88)
Finance costs	(0.007)	(0.03)	0.03	(78.13)
Profit (loss) before income tax from continuing operations	26.85	4.48	22.37	499.53
Income (expense) tax	(3.78)	2.60	(6.38)	(245.17)
Profit (loss) for the year from continuing operations	23.07	7.08	15.99	225.91
Discontinued operation*				
Profit (loss) for the year from discontinued operation	-	0.77	(0.77)	(100.00)
Profit (loss) for the year	23.07	7.85	15.22	193.89

Revenues

	Consolidated financial statements Q1.2021	Consolidated financial statements Q1.2020	Increase (decrease)	
	Million Baht	Million Baht	Million Baht	%
Revenues from main business				
Faucets business*	-	0.19	(0.19)	(100.00)
Palm oil trading business	21.77	-	21.77	100.00
Consulting and property development business	128.70	0.02	128.68	643,400
Total revenues from main business	150.47	0.21	150.26	71,552.38
Other income	0.55	0.28	0.27	96.43
Total revenues	151.02	0.49	150.53	30,720.41

Gross profit and gross profit margin

	Consolidated financial statements 2021	Consolidated financial statements 2020	Increase (decrease)	
	Million Baht	Million Baht	Million Baht	%
Consulting and property development business				
Revenue	47.11	1.70	45.41	2,671.18
Gross Profit	47.11	1.70	45.41	2,671.18
Total Gross Profit	47.11	1.70	45.41	2,671.18

The Group has total revenues for the quarter 1 year 2021 amounted Baht 150.47 million, a increase of Baht 150.45 million or 752,500% compared to the revenues of Baht 0.02 million for the quarter 1 year 2020. Because a project IKON77 generate income for transfer units in company V Sukhumvit 81 Co.,Ltd.

Distribution costs

The Group has the distribution costs for the quarter 1 year 2021 amounted Baht 103.36 million, an increase of Baht 102.946 million or 24,510.48% compared to the distribution costs of Baht 0.42 million for the quarter 1 year 2020. Most of the distribution costs for the quarter 1 year 2021 is distribution costs of V Sukhumvit 81 Co., Ltd. For a project IKON77 is the transferred units a company is adjust distribution costs

Administrative expenses

The Group has the administrative expenses for the quarter 1 year 2021 amounted Baht 1.77 million, a decrease of Baht 10.31 million or 112.18% compared to the recurring administrative expenses for the quarter 1 year 2020. The recurring administrative expenses increase for a expenses for advertising and promotions project IKON 77 and Ocean Commerce entry lost for estimate liabilities amount 11.20 million

Net Profit (Loss) behind special data

	Consolidated financial statements 2021	Consolidated financial statements 2020	Increase (decrease)	
	Million	Million	Million	%
Net profit (loss)	23.07	7.85	15.22	193.89
Adjust :				
(1) Reserve the loss on procurement costs higher than the selling price.		-		
Net Profit (Loss) behind special data		-		

The Group has the net profit for the quarter 1 year 2021 increase 15.22 million or 193.89% compared to the recurring administrative expenses for the quarter 1 year 2020

Factors affecting the operations and financial position of the Group in the future

Real estate development business

In the second quarter of 2021, the Group expects to recognize revenue from the real estate development segment. The subsidiary company operates the real estate development business with the IKON 77 project, the first project of the Group of Companies. The construction has been completed. And can start transferring ownership In October 2020 and in the second quarter of 2021, it is forecast to recognize revenue from the transfer of ownership for the rooms sold.

Please be informed accordingly

Sincerely yours,



(Mr. Yossatat Nitisarun)

Managing Director (Acting)