



บริษัท บางกอกชีทเมทัล จำกัด (มหาชน)

149 หมู่ 6 อ.สุขสวัสดิ์ ต.บางจาก อ.พระประแดง จ.สมุทรปราการ 10130

Tel. 0-2817-5555-7, 0-2817-5440-2, Fax. 0-2817-5432, Email address: bsmc@bsm1995.com, Registration No. 0107558000229

No. BM. 2017/08

May 15, 2017

Subject Management Discussion and Analysis for quarter 1 ended March 31, 2017

To The President

The Stock Exchange of Thailand

Attachment: Auditor report and Financial Statement for quarter 1 ended March 31, 2017

Bangkok Sheet Metal Public Company Limited ("the Company") would like to clarify the operating result by considering the Company's Financial Statement for quarter 1 ended March 31, 2017. The details are as follow,

Statement of Comprehensive Income for three-month period ended March 31, 2017

Statement of Comprehensive Income	Three-month period Year 2017		Three-month period Year 2016		Increase (Decrease)	
	Million baht	%	Million baht	%	Million baht	%
Sales and service revenues	200.39	99.36	190.22	99.72	10.17	5.35
Other revenues	1.30	0.64	0.54	0.28	0.76	140.74
Total Income	201.69	100.00	190.76	100.00	10.93	5.73
Cost of Sales and Services	165.32	81.97	150.86	79.09	14.46	9.59
Gross Profit (excluding other revenues)	35.07	17.50	39.36	20.69	(4.29)	(10.90)
Selling Expenses	11.52	5.71	9.59	5.03	1.93	(20.13)
Administrative Expenses	15.10	7.49	9.75	5.11	5.35	54.87
Earnings before interest and taxes	9.75	4.83	20.56	10.77	(10.81)	(52.58)
Financial cost	0.84	0.41	2.87	1.50	(2.03)	(70.73)
Earnings before taxes	8.91	4.42	17.69	9.27	(8.78)	(49.63)
Income tax expenses	0.93	0.46	4.24	2.22	(3.31)	(78.07)
Net Profit (loss)	7.98	3.96	13.45	7.05	(5.47)	(40.67)



บริษัท บางกอกซีเมทัล จำกัด (มหาชน)

149 หมู่ 6 อ.สุขสวัสดิ์ ต.บางจาก อ.พระประแดง จ.สมุทรปราการ 10130

Tel. 0-2817-5555-7, 0-2817-5440-2, Fax. 0-2817-5432, Email address: bsmc@bsm1995.com, Registration No. 0107558000229

Revenue Structure by different product groups for three-month period ended March 31, 2017

Revenue	Three-month period (January-March)					
	Year 2017		Year 2016		Increase (Decrease)	
	Million baht	%	Million baht	%	Million baht	%
Sales revenue						
1.Metal Trucking and White Conduits	114.90	56.97	93.90	49.23	21.00	22.36
2.Communication racks, Cabinets and Enclosures	21.71	10.76	28.52	14.95	(6.81)	(23.88)
3.Electrical Switchboardsand Lighting Fixtures	3.04	1.51	8.09	4.24	(5.05)	(62.42)
4.Fabrication and Metal Working	5.61	2.78	12.44	6.52	(6.83)	(54.90)
5.Mold & Die Making, Machine Tools and Equipment	8.64	4.28	3.34	1.75	5.30	158.68
6.Sheet Metal Parts, Press Parts, Machine Parts and Assembly Parts	42.53	21.09	39.03	20.46	3.50	8.97
7.Revenue from trading ^{/1}	2.61	1.30	4.69	2.46	(2.08)	(44.35)
Revenue from selling products	199.04	98.69	190.01	99.61	9.03	4.75
Service revenue ^{/2}	1.35	0.67	0.21	0.11	1.14	542.86
Sales and service revenues	200.39	99.36	190.22	99.72	10.17	5.35
Other revenues ^{/3}	1.30	0.64	0.54	0.28	0.76	140.74
Total Revenues	201.69	100.00	190.76	100.00	10.93	5.73

หมายเหตุ: /1 Revenue from trading such as revenue from sale of fitting, paint and more

/2 Revenue from services such as metal parts painting service for outside customer and installing equipment

/3 Other revenues derived from items such as interest income, gain (loss) from sale of asset, gain (loss) from amortization of asset, income from sale of scrap metal etc.

Sales and Service revenue

For three-months ended March 31, 2016, the Company had sales and service revenue of 200.39 million baht, increasing from the same period of the previous year by 10.17 million baht or equivalent to 5.35 percent due to the increase in sales revenue for the product group 1, group 5 and group 6 since the Company received purchasing orders for new construction together with the projects from the previous year such as BTS line Paknam, Bluport, Pandora, Iconsiam Department Store as well as the increase in sales revenue from die making for harvester model and cane combine harvester and the increase order of the assembly parts for the agricultural machineries from main client.



บริษัท บางกอกซีเมนต์ จำกัด (มหาชน)

149 หมู่ 6 ถ.สุขสวัสดิ์ ต.บางจาก อ.พระประแดง จ.สมุทรปราการ 10130

Tel. 0-2817-5555-7, 0-2817-5440-2, Fax. 0-2817-5432, Email address: bsmc@bsm1995.com, Registration No. 0107558000229

Sales revenue for product group 2, group 3 and group 4 decreased since the Company had not received the order for the new projects and there were finished project in the previous year such as the communication racks project and express way pay tolls.

Cost of Sales and Services

For the three-month period ended March 31, 2017 the Company had cost of sales and services of 165.32 million baht increasing by 14.46 million baht or equivalent to the 9.59 percent increase compared to the same period of the previous year since there was the increase in price of metals which is the main raw material for manufacturing.

Gross Profit and Gross Profit Margin

For the three-month period ended March 31, 2017 the Company had gross profit of 35.07 million baht, equivalent to the gross profit margin of 17.50 percent compared the same period of the previous year which was 39.36 million baht equivalent to the gross profit margin of 20.69 percent resulting from the increase in price of metals which is the main raw material for manufacturing and the Company could not adjust the selling price in some products.

Selling and Administrative Expenses

For the three-month period ended March 31, 2017 the Company had selling and administrative expenses of 26.62 million baht increasing by 7.28 million baht or 37.64 percent increase since there were the increase in advertising expenses, staff expenses, office building depreciation expenses, accounting system development expenses (ERP) and financial advisory expenses. In addition, in the first 3 months of 2016, the Company received the payment from the doubtful accounts of 4.79 million baht resulting in the decrease in administrative expense in that time. On the other hands, in the first 3 months of 2017, the Company received the payment from the doubtful accounts 0.93 million baht. As a result, selling and administrative expenses for the three-month period of 2017 is greater than that of the same period of the previous year.

Financial Cost

The Company had the financial cost of 0.84 million baht decreasing by 2.03 million baht or 70.73 percent decrease compared to the same period of the previous year due to the decrease in short term loans from Financial Institute.



บริษัท บางกอกชีทเมทัล จำกัด (มหาชน)

149 หมู่ 6 ถ.สุขสวัสดิ์ ต.บางจาก อ.พระประแดง จ.สมุทรปราการ 10130

Tel. 0-2817-5555-7, 0-2817-5440-2, Fax. 0-2817-5432, Email address: bsmc@bsm1995.com, Registration No. 0107558000229

Net Profit and Net Profit Margin

For the three-month period ended March 31, 2017 the Company had the net profit of 7.98 million baht or equivalent to the net profit margin of 3.96 percent compared to the same period of the previous year of which the net profit and net profit margin were 13.45 million baht and 7.05 percent. The net profit and net profit margin decreased due to the increase in the cost of sales and services and selling and administration expenses as mentioned above.

Please be informed accordingly,

Best Regards,

(Mr. Tanin Sajjaboribun)

Chief Executive Officer

Bangkok Sheet Metal Public Company Limited