



บริษัท ดีคอนโปรดักส์ จำกัด (มหาชน)

DCON PRODUCTS PUBLIC COMPANY LIMITED

3300/57 ตึกช้าง อาคารบี ชั้น 8 ถนนพหลโยธิน แขวงจอมพล เขตจตุจักร กรุงเทพฯ 10900 โทร 0-2937-3312 โทรสาร 0-2937-3328

10 August 2017

**Re** Explanation and analysis of the Management for the 2<sup>nd</sup> quarter of 2017 ended 30 June 2017

**To** Director and Manager,  
Stock Exchange of Thailand

Whereas the Meeting No. 3/2560 of the Board of Directors of DCON Products Public Company Limited has resolved on 10 August 2017 to adopt the financial statement for the 2<sup>nd</sup> quarter of 2017 ended 30 June 2017, the Company wishes to submit herewith explanation and analysis of the Management as follows.

**1. Income, gross profit, net profit**

Unit : Million Baht

	2017	2016	2015	Increase (decrease) 2017-2016	
1. Income					
1.1 Construction material	207.44	248.90	274.09	(41.46)	(17%)
1.2 Real estate	16.22	26.69	18.55	(10.68)	(40%)
1.3 Total income	223.66	275.59	292.64	(52.14)	(19%)
2. Gross profit (% of sales)					
2.1 Construction material	33.42%	37.80%	38.00%	(4.38%)	
2.2 Real estate	53.30%	38.67%	40.00%	14.63%	
2.3 Total income	34.86%	37.85%	38.14%	(2.99%)	
3. Other income	5.85	2.60	3.03	3.25	125%
4. Selling expenses, administrative expenses and financial cost	(49.59)	(54.82)	(62.72)	5.23	(10%)
5. Income tax expenses	(6.89)	(10.71)	(10.40)	3.82	(36%)
6. Total net profit	27.34	41.37	41.53	(14.03)	(34%)

In the 2<sup>nd</sup> quarter of 2017 the Company and subsidiaries had a total income of 223.66 million Baht, decreasing by 52.14 million Baht, or 19 per cent, from the 2<sup>nd</sup> quarter of 2016, with 41.46 million Baht coming from construction materials business while decreasing from real estate business 10.68 million Baht.

In the 2<sup>nd</sup> quarter of 2017, the average selling price of construction materials would reduce by 3 per cent and sales volume decreased 16 per cent. Due to higher competition and cost of raw material are increases. Effects to gross profit reduce from 37.80% in 2<sup>nd</sup> quarter of 2017 to 33.42% in this quarter. Therefore, the gross profit reduces 24.65 million Baht while the gross profit of real estate business reduces 1.68 million Baht.

In the 2<sup>nd</sup> quarter of 2017, Selling and administrative expenses decreased by Baht 5.23 million when compared to the same period of last year. Due to reduction of sales and cost controls.

From the operation, in 2<sup>nd</sup> quarter of 2017, the company and subsidiaries company have net profit after tax amounting 27.34 million Baht reduce from the same period of the last year which have the net profit amounting 41.37 million, reduces 14.03 million Baht or reduce 34%

## **2. Financial status**

### Significant financial ratios in the 2<sup>nd</sup> quarter ended 30 June

<b>Description</b>	<b>Unit</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>
1. Liquidity ratio	Time	7.59	8.29	1.58
2. Liquidity quick ratio	Time	3.13	4.36	0.50
3. Average debt collection time	Day	69	57	40
4. Average debt repayment time	Day	71	64	63
5. Average goods selling time	Day	24	18	18
6. Fixed asset turnover ratio	Time	0.47	0.55	0.56
7. Total assets turnover ratio	Time	0.09	0.14	0.22
8. Debt to equity ratio	Time	0.12	0.10	0.60
9. Gross profit	%	34.90	37.80	38.10
10. Net profit	%	12.40	15.00	14.20
11. Rate of return on total assets	%	1.15	2.08	3.10
12. Shareholder return rate	%	1.28	2.28	4.96

In the 2<sup>nd</sup> quarter of 2017, the Company and subsidiaries had stable financial status with very high liquidity and debt to equity ratio as low as 0.12 time, due to the proceeds of 164 million Baht from registered capital increase in January 2017, and from sales unused land amounting 94 million Baht

Submitted for your kind information please,

Yours truly,

(Mr.Nirut Intarathachang)  
Chief Financial Officer