



บริษัท ดีคอนโปรดักส์ จำกัด (มหาชน)

DCON PRODUCTS PUBLIC COMPANY LIMITED

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

## DCON PRODUCTS PUBLIC Co.,Ltd. and Subsidiaries Company

### Management's Discussion and Analysis (MD&A)

#### For the Year 2017

##### 1. Revenue, Gross Profit & Net Profit

Unit :M.Bht

	Year 2017	Year 2016	Year 2015
1.Revenues			
1.1 Sales of Construction Supply	860.99	933.38	1,044.70
1.2 Revenue from Real Estate Business	71.12	79.60	107.50
1.3 Total Revenues	932.11	1,012.98	1,152.20
2.Gross Profit ( % of Revenues)			
2.1 Sales of Construction Supply	291.74 (33.9%)	350.87 (37.6%)	397.45 (38.0%)
2.2 Real Estate Business	36.05 (50.7%)	32.99 (41.4%)	46.14 (42.9%)
2.3 Total Gross Profit	327.79 (35.2%)	383.86 (37.9%)	443.59 (38.5%)
3.Others Income	29.91	21.76	14.40
4.Income from sales unused land	132.59		
5.Selling &Admin Expenses , Interest Exp.	205.96	210.06	236.38
6.Corporate Tax	59.92	35.39	45.42
7.Net Profit Before Reserve for Devalue &Bad Debt	224.12	160.17	176.19
8. Reserve for Devalue &Bad Debt	-	22.07	-
9. Net Profit After Tax	224.12	138.10	176.19
10.Net Profit attributable to Owner Company	223.31	138.14	176.19

In 2017, The Company and Subsidiaries Company have the Net Profit 223.31 M.Bht increased from 2016 equals 85.21 M.Bht or increased 38% because In the 1st. quarter of 2017, the company have the profit before tax amounting 132.39 million Baht from sale unused land which located at Lobburi.

In 2017, Sales revenue decreased 80.87 M.Bht or 8% by Construction Supply Business decreased 72.38 M.bht and Real Estate Business decrease 8.48 M.Bht

## **2. Financial Status and Major Financial Ratio**

<b>Item</b>	<b>Unit</b>	<b>Y2017</b>	<b>Y2016</b>	<b>Y2015</b>
1.Current Ratio	Times	9.42	5.86	1.98
2.Quick Ratio	Times	3.16	2.70	0.68
3.Collection Period	Day	46	41	43
4.Payment Period	Day	96	76	62
5.Sales Inventory Period	Day	466	272	233
6.Fixed Asset Turnover	Times	1.98	2.01	2.20
7.Asset Turnover	Times	0.40	0.58	0.84
8.Debt to Equity Ratio	Times	0.11	0.15	0.43
9.Gross Profit Ratio	%	35.2	37.9	38.5
10.Net Profit Ratio	%	24.0	13.6	15.3
11.Return On Asset	%	9.7	7.9	16.8
12.Return On Equity	%	10.9	9.8	17.6

In 2017, The Company and Subsidiaries Company still have the strong Financial Status. Current Ratio is 9.42 times and Debt to Equity Ratio equals 0.11 times due to the proceeds of 164 M.Bht from registered capital increase in January 2017, and from sales unused land amounting 94 M.Bht

Please be informed accordingly

Nirut Intarathachang

CFO