



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

14 November 2019

Re Explanation and analysis of the Management for the 3rd. quarter of 2019 ended 30 September 2019

To Director and Manager,
Stock Exchange of Thailand

Whereas the Meeting No. 4/2562 of the Board of Directors of DCON Products Public Company Limited has resolved on 14 November 2019 to adopt the financial statement for the 3rd. quarter of 2019 ended 30 September 2019, the Company wishes to submit herewith explanation and analysis of the Management as follows.

1. Income, gross profit, net profit

Unit : Million Baht

	2019	2018	2017	Increase (decrease) 2019-2018	
1. Income					
1.1 Construction material	232.53	265.70	215.63	(33.17)	-12%
1.2 Real estate	86.45	115.71	13.68	(29.26)	-25%
1.3 Total income	318.98	381.41	229.31	(62.43)	-16%
2. Gross profit (% of sales)					
2.1 Construction material	80.07 (34.4%)	86.01 (32.4%)	72.95 (33.8%)	(5.94)	-7%
2.2 Real estate	26.96 (31.2%)	43.67 (37.7%)	8.43 (61.6%)	(16.71)	-38%
2.3 Total income	107.03 (33.6%)	129.68 (34.0%)	81.38 (35.5%)	(22.65)	-17%
3. Other income	2.86	3.93	11.61	(1.07)	-27%
4. Selling Expenses	40.80	44.54	31.40	(3.74)	-8%
5. Administrative Expenses	20.00	21.12	18.91	(1.12)	-5%
6. Financial Expenses	0.32	1.04	0.07	(0.72)	-69%
7. Income tax expenses	9.49	13.55	10.00	(4.06)	-30%
8. Total net profit	39.28	53.42	32.61	(14.08)	-26%

In the 3rd. Quarter of 2019 the Company and subsidiaries had a total income of 318.98 million Baht, decreasing by 62.43 million Baht, or 16 per cent, from the 3rd. quarter of 2018, with 33.17 million Baht coming from construction materials business while decreasing from real estate business 29.26 million Baht cause of the decreasing in sales Condominium in this Quarter.

In this Quarter the real estate segment is very stagnant .The Company not only try to reduce all cost and expenses but although try to develop and maintain best quality. So, in this quarter The Company can make the gross profit of construction materials business 34.4 % which higher than the same period of the last year which is 32.4%

From the above reason, the operation in 3rd. quarter of 2019, the company and subsidiaries company have net profit after tax amounting 39.28 million Baht decrease from the same period of the last year which have the net profit amounting 53.42 million or decrease 26%

2. Financial status

Significant financial ratios in the 3rd quarter ended 30 September

Description	Unit	2019	2018	2017
1. Liquidity ratio	Time	11.88	10.21	9.09
2. Liquidity quick ratio	Time	1.73	1.26	3.24
3. Average debt collection time	Day	47	39	29
4. Average debt repayment time	Day	68	62	58
5. Average goods selling time	Day	378	341	566
6. Fixed asset turnover ratio	Time	0.67	0.88	0.50
7. Total assets turnover ratio	Time	0.12	0.15	0.09
8. Debt to equity ratio	Time	0.09	0.09	0.10
9. Gross profit	%	33.6	34.0	35.5
10. Net profit	%	12.3	14.0	14.1
11. Rate of return on total assets	%	1.5	2.2	1.3
12. Shareholder return rate	%	1.6	2.4	1.5

Submitted for your kind information please,

Yours truly,



(Mr.Nirut Intarathachang)
Chief Financial Officer