



บริษัท เค.ซี.เมทัลชีท จำกัด (มหาชน)

K.C. METALSHEET Public Company Limited

Reg. No. 01075557000331



204 หมู่ที่ 2 ถนนเลี้ยวเมือง ตำบลพระลับ อำเภอเมืองขอนแก่น จังหวัดขอนแก่น 40000 โทร. 043-306-999 แฟกซ์. 043-306-796

E-mail: kcm@kcmetalsheet.com Website: www.kcmetalsheet.co.th

No. KCM64/007

August 13, 2021

Subject Management Discussion and Analysis for the 6 months ended June 30, 2021

Attention President

The Stock Exchange of Thailand

K.C. Metalsheet Public Company Limited (“the Company”) would like to clarify the operating result of the financial statements as follows:

	the 6 months ended June 30, 2020		the 6 months ended June 30, 2021		Change	
	Million Baht	%	Million Baht	%	Million Baht	%
Sales revenue	154.18	71.78%	153.32	82.04%	-0.86	-0.56%
Revenue from contract works	54.16	25.22%	24.16	12.93%	-30.00	-55.39%
Revenue from service incomes	1.70	0.79%	1.65	0.89%	-0.04	-2.62%
Revenue from rental incomes	4.74	2.21%	7.75	4.15%	3.01	63.57%
Total revenue from sales and services	214.78	100.00%	186.89	100.00%	-27.90	-12.99%
Gross Profit / Gross Profit Margin	46.08	21.45%	49.58	26.53%	3.50	7.60%
Net Profit / Net Profit Margin ¹	12.82	5.97%	3.16	1.69%	-9.66	-75.37%

Note /1 net profit margin calculates from Net profit divided by total revenue from sales and services

Revenue from sales and services

The Company's total revenue from sales and services for the 6 months ended June 30, 2021 decreased by THB 27.90 million or -12.99% from the same period last year, which the change in revenue consisting of the decrease in revenue from contract works by THB 30.00 million or -55.39% which resulted from the COVID-19 outbreak situations affecting the contract work to stop or postpone. However, revenue from rental incomes increased by THB 3.01 million or +63.57% due to more warehouse leases both in Chiang Mai and Khon Kaen. Also, the Company is on the process of expanding the warehouse business in the future to serve the customer demand.

Gross Profit / Gross Profit Margin

The Company's gross profit for the 6 months ended June 30, 2021 was THB 49.58 million, increased by THB 3.50 million comparing to the same period last year. Gross profit margin was 26.53% raising up while contrasted with the decrease in Revenue from sales and services mainly because of the increase in rental incomes proportion, whereas the majority cost deemed to be fixed cost as depreciation of the warehouse.

Net Profit / Net Profit Margin

The Company's net profit for the 6 months ended June 30, 2021 was THB 3.16 million, equivalent to the net profit margin of 1.69%. The net profit and the net profit margin of the Company decreased comparing to the same period last year, the main reason was the increase of administrative expenses, especially promotion expenses, in order to maintain sales revenue while in COVID-19 situation.

Please be informed accordingly.



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E-mail: kcm@kcmetalsheet.com

Website: www.kcmetalsheet.co.th

Yours sincerely,

K.C. Metalsheet Public Company Limited

(Mr.Niphon Charoenkit)

Chief Executive Officer