



No. KCM65/005

May 12, 2022

Subject Management Discussion and Analysis for the 1st Quarter Ending March 31,2022

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:

	1 st Quarter / year 2021		1 st Quarter / year 2022		Change	
	Million Baht	%	Million Baht	%	Million Baht	%
Sales revenue	73.81	84.83%	105.91	89.73%	32.10	43.49%
Revenue from contract works	8.41	9.66%	7.90	6.69%	(0.51)	-6.06%
Revenue from service incomes	0.86	1.00%	0.45	0.38%	(0.41)	-47.67%
Revenue from rental incomes	3.92	4.51%	3.77	3.20%	(0.15)	-3.83%
Total revenue from sales and services	87.00	100.00%	118.03	100.00%	31.03	35.67%
Gross Profit / Gross Profit Margin	21.52	24.74%	32.38	27.43%	10.86	50.45%
Net Profit / Net Profit Margin¹	(1.61)	-1.85%	1.62	1.37%	3.22	200.64%

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 1st Quarter 2022 increased by THB 31.03 million or 35.67% from the same period last year, which Sales revenue increased by THB 32.10 million or 43.49% mainly from a mechanic recommending mechanic project enabling the company to sell more products.

Gross Profit / Gross Profit Margin

The Company’s gross profit for the 1st Quarter 2022 was THB 32.38 million, increased by THB 10.86 million correspondingly with the increased in Sales revenue, gross profit margin for the 1st Quarter 2022 was 27.43%, which the company have a better gross profit from the same period of the previous year. This was mainly due to a significant increase in sales revenue from a mechanic recommending mechanic project and the company could set the product price by itself. Therefore, there is no need to compete on price with competitors. resulting in improving of gross profit and gross profit margin.

Net Profit / Net Profit Margin

The Company’s net profit for the 1st Quarter 2022 was THB 1.62 million, equivalent to the net profit margin of 1.37%, The net profit and the net profit margin of the Company increased comparing to the same period last year, this was due to increased sales and service income from a mechanic recommending mechanic project.

Please be informed accordingly.

Yours sincerely,

K.C. Metalsheet Public Company Limited

(Mr.Niphon Charoenkit)
Chief Executive Officer