



No. KCM65/007

November 11, 2022

Subject Management Discussion and Analysis for the 9-month ending September 30,2022

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:

	9-month ending September 30,2021		9-month ending September 30,2022		Change	
	Million Baht	%	Million Baht	%	Million Baht	%
Sales revenue	221.59	70.32%	248.61	88.71%	27.02	12.19%
Revenue from contract works	80.18	25.44%	19.10	6.82%	(61.08)	(76.18%)
Revenue from service incomes	1.87	0.59%	0.93	0.33%	(0.94)	(50.30%)
Revenue from rental incomes	11.50	3.65%	11.60	4.14%	0.10	0.90%
Total revenue from sales and services	315.14	100.00%	280.24	100.00%	(34.90)	-11.07%
Gross Profit / Gross Profit Margin	71.41	22.66%	70.52	25.16%	(0.89)	-1.25%
Net Profit / Net Profit Margin¹	(0.90)	-0.29%	(0.11)	-0.04%	0.80	

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 9-month ending September 30,2022 decreased by THB 34.90 million or 11.07% from the same period last year, as the 9 month ending September 30,2021 had a well drilling project of Khok Nong Na revenue which the 9 month ending September 30,2022 did not. While considering only recurring income items, the Sales revenue increased by THB 27.02 million or 12.19% 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 9-month ending September 30,2022 was THB 70.52 million close to the same period last year with gross profit margin for the 9-month ending September 30,2022 of 25.16% increased compared to the same period last year

Net Profit / Net Profit Margin

The Company’s net loss for the 9-month ending September 30,2022 was THB 0.11 million due to increased of distribution cost of THB 3.48 million from the increased of oil price and expense from a mechanic recommending mechanic project.

Please be informed accordingly.

Yours sincerely,
K.C. Metalsheet Public Company Limited

(Mr.Niphon Charoenkit)
Chief Executive Officer