



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

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Subject Management Discussion and Analysis for the year 2023 ended Dec 31,2023

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:

	Year 2022		Year 2023		Change	
	Million Baht	%	Million Baht	%	Million Baht	%
Sales revenue	306.59	86.89%	277.10	72.70%	(29.49)	(9.62%)
Revenue from contract works	29.77	8.44%	87.52	22.96%	57.75	193.99%
Revenue from service incomes	1.29	0.37%	1.67	0.44%	0.38	29.46%
Revenue from rental incomes	15.19	4.31%	14.87	3.90%	(0.32)	(2.11%)
<b>Total revenue from sales and services</b>	<b>352.83</b>	<b>100.00%</b>	<b>381.16</b>	<b>100.00%</b>	<b>28.33</b>	<b>8.03%</b>
Gross Profit / Gross Profit Margin	85.41	24.21%	97.06	25.46%	11.65	13.64%
Selling and Administrative	106.07	30.06%	97.21	25.50%	(8.86)	(8.35%)
Net Profit (Loss) / Net Profit Margin <sup>1</sup>	(13.27)	(3.48%)	(2.82)	(0.74%)	10.45	

**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 year 2023 ended increased by THB 28.33 million or 8.03% from the same period last year, which Sales revenue decreased by THB 29.49 million or 9.62% mainly from competitors and main client is farmer decreased productivity but Revenue from contract works increased by THB 57.75 million or 193.99% mainly from solar rooftop and big project rooftop.

#### **Gross Profit / Gross Profit Margin**

The Company’s gross profit for the year 2023 ended was THB 97.06 million, increased by THB 11.65 million correspondingly with the increase in total revenue from sale and service, gross profit margin for the year 2023 ended was 25.46%.

#### **Net Profit / Net Profit Margin**

The Company’s net loss for the year 2023 ended was THB 2.82 million, equivalent to the net loss margin of 0.74%, The net loss and the net loss margin of the Company decreased comparing to the same period last year, this was due to increase in total revenue from sale and service and decreased selling and administrative expense such as allowance for slow moving inventory and allowance for doubtful debt.

Please be informed accordingly.

Yours sincerely,  
K.C. Metalsheet Public Company Limited

(Mr.Niphon Charoenkit)  
Chief Executive Officer