

PERMSIN STEEL WORKS PUBLIC COMPANY LIMITED

4,95-96 Moo 6 Rama 2 Rd., Kokkam Muang – Samutsakorn, Samutsakorn 74000 Thailand

Tel: (662) 416-9978-84 Fax : (662) 034 825 078

Email: contact@permsin.com

-Translation-

Date May 8, 2019

Subject: Management Discussion and Analysis for Q 1 the year 2019 ended 31 March 2019

Attention: Director and Manager of the Stock Exchange of Thailand

Permsin steel works Public Company Limited (PERM) report financial performance for Q 1 year 2018 show for the company's net profit was Baht 56.22 million baht decreased amount 17.57 million baht or the rate 23.82 % when compare in the same period last year due to

Operating Result	Q 1 Year 2019	Q1 Year 2018	Million baht
			△ %
Revenue from sale and services	1,465.07	1,157.65	26.56 %
Total revenue	1,508.29	1,208.16	24.78 %
Net Profit (loss)	56.22	73.79	-23.82 %

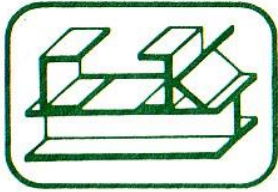
Analysis of the operating performance

Net profit

The company has to show the net profit for Q 1 year 2019 ended 31 March 2019 amount 56.22 million baht decreased by 17.57 million baht or the rate 23.82 % when compare with the same period last year due to the main reasons were as follows :

1. Revenue

Total revenue in Q 1 year 2019 ended 31 March 2019 was accounted for Baht 1,508.29 million when compare with the same period last year by Baht 1,208.72 million increased amount 299.57 million baht or the rate 24.78 % . In the Q 1 year 2019 Revenue from sale and services were accounted for Baht 1,465.07 million increasing by Baht 307.42 million or the rate 26.56 % when compared to the same period last year and due to increasing form in the Q 4 year 2018 the customer don't have demand for buy and not confident about the price of goods coz about wall trade in China then in Q 1 year 2019 the high demand's customer



PERMSIN STEEL WORKS PUBLIC COMPANY LIMITED

4,95-96 Moo 6 Rama 2 Rd., Kokkam Muang – Samutsakorn, Samutsakorn 74000 Thailand

Tel: (662) 416-9978-84 Fax : (662) 034 825 078

Email: contact@permsin.com

2. Expenses

In Q 1 year 2019 Cost of goods sold and services were accounted for 1,351.45 baht million increasing by baht 308.41 million or the rate 29.57 % when compared with the same period last year because variable with sale amount increase and high demand from customer

Financial Cost

In Q 1 year 2019 financial cost total amount 22.53 million baht when compared with the same period last year 18.14 million baht increase amount 4.38 million baht or at a rate 24.16 % and in year 2019 because of purchase goods by LC and DLC

Analysis of the Financial Position

Assets

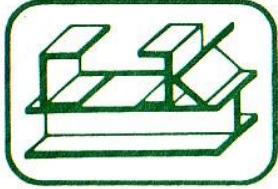
Company and its subsidiary's asset as follows:

Million baht

Assets	31 March 2019	31 December 2018	Δ %
Trade Receivables	234.22	301.72	-22.37
Inventory Balance	1,858.77	2,420.83	-23.22
Property, Plant and Equipment	1,320.11	1,265.26	4.34
Other	470.08	263.33	78.52
Total Assets	3,883.17	4,251.14	-8.66

At March 31, 2019 Company's assets were 3,883.17million baht and decreased 367.96 million baht when compared to year 2018 the decrease was mainly due, trade receivables and inventory

The inventory amount 1,858.77 million baht decrease amount 562.07 million baht or the rate 23.22 % because the customer hid demand in Q 1 year 2019



PERMSIN STEEL WORKS PUBLIC COMPANY LIMITED

4,95-96 Moo 6 Rama 2 Rd., Kokkam Muang – Samutsakorn, Samutsakorn 74000 Thailand

Tel: (662) 416-9978-84 Fax : (662) 034 825 078

Email: contact@permsin.com

Liabilities and shareholders' Equity

Liabilities of company and shareholders can be summarized as follows

Million baht

Liabilities and shareholders' Equity	31 March 2019	31 December 2018	\triangle %
Bank overdraft and short term loans from financial institutions	2,173.42	2,578.81	-15.72
Trade payable	417.42	437.92	-4.68
Long Term – Loans	98.66	109.76	-10.12
Other Liabilities	163.10	150.28	8.53
Shareholders 'Equity	1,030.58	974.37	5.77
Total liabilities and shareholder's Equity	3,883.17	4,251.13	-8.66%

At March 31, 2019 total liabilities was amount 2,852.59 Million baht decreased amount 424.18 million baht or the rate 12.95 % due to account payable amount 417.42 million bath decrease of 20.50 million baht or at the rate 4.68 % and pay bank overdraft and short term loans was amount 2,173.42 million bath decrease of 405.39 million baht because due for payment

Shareholders' Equity

Shareholders equity at March 31, 2019 were 1,030.58 million baht increase of 56.22 million baht or at the rate 5.77 % when compared to year 2018 from the follows reasons

Increase from the company performance profit in this Q 1 year 2019 amount 56.22 million baht thus a change in Shareholders' equity from end of year 2018

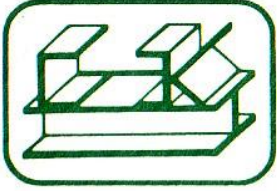
And thus, the above are main reasons for the lower operation reserved for Q1 Year,2019 when compared to the same period in year 2018 more than 20%.

Please be informed accordingly

Sincerely Yours,

(Mr. Chukiat Yongvongphaibul

Director



PERMSIN STEEL WORKS PUBLIC COMPANY LIMITED

4,95-96 Moo 6 Rama 2 Rd., Kokkam Muang – Samutsakorn, Samutsakorn 74000 Thailand

Tel: (662) 416-9978-84 Fax : (662) 034 825 078

Email: contact@permsin.com