

No. NDR007/2019

14 November 2019

Subject: Management Discussion and Analysis (MD&A) Report for Q3/2019

Attention: Directors and Manager, The Stock Exchange of Thailand

N.D. Rubber Public Company Limited (“the Company”) would like to present the MD&A for the Three-Month period ended 30 September 2019 (3rd quarter of 2019) as follows:

Unit : million baht

	Q3/2018	Q2/2019	Q3/2019	Change +/-			
				QoQ	%	YoY	%
Net Revenue	271.57	221.13	212.60	-8.53	-3.86	-58.97	-21.71
Cost of Goods Sold	217.04	187.08	174.14	-12.94	-6.92	-42.90	-19.77
Gross profit	54.53	34.05	38.46	4.41	12.95	-16.07	-29.47
Profit (Loss) from exchange rate	3.00	3.24	0.48	-2.76	-85.19	-2.52	-83.98
Other Income	0.65	2.02	1.18	-0.84	-41.63	0.53	82.79
Gain from bargain purchase	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Profit before Selling and Administration expenses	58.17	39.31	40.12	0.81	2.06	-18.05	-31.03
Selling expense	11.98	11.33	14.40	3.07	27.10	2.43	20.25
Administration expense	28.22	25.52	23.52	-2.00	-7.84	-4.70	-16.65
Net Profit	12.48	-0.16	-2.63	2.79	18.79	-15.11	-121.08
Gross Profit Margin (%)	20.08	15.40	18.09	2.69	17.48	-1.99	-9.91
Net Profit Margin (%)	4.59	-0.07	-1.24	-1.16	-16.10	-5.83	-126.93


- Comparing with Q2/19, our revenue is down by 8.53 million Baht and down by 58.97 million Baht when comparing with Q3/18. This is because we have to launch sales promotion for keeping the sales volume even though it affects to the sales value. Another factor is the effect of the exchange rate which results to our decreasing in sales value after turning to Baht.
- The effect of sales promotion and exchange rate cause us to have a loss for 2.63 million Baht in this quarter.
- There is no substantial change in raw material’s cost.

	Q4/2018	Q2/2019	Q3/2019	Unit : million baht				
				Change +/-				
				QoQ	%	YoY	%	
CURRENT ASSETS	420.68	369.17	329.50	-39.67	- 10.75	-	91.18	-21.67
NON-CURRENT ASSETS	804.30	780.29	766.97	-13.32	- 1.71	-	37.33	- 4.64
TOTAL ASSETS	1,224.98	1,149.46	1,096.47	-52.99	- 4.61	-	128.51	-10.49
CURRENT LIABILITIES	370.58	341.13	302.47	-38.66	- 11.33	-	68.11	-18.38
NON-CURRENT LIABILITIES	90.08	76.92	71.51	-5.41	- 7.03	-	18.57	-20.62
SHAREHOLDERS' EQUITY	764.33	731.40	722.49	-8.91	- 1.22	-	41.84	- 5.47
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	1,224.99	1,149.45	1,096.47	-52.98	- 4.61	-	128.52	-10.49

- Assets and Liabilities of Q3/19 is reduced because of normal payment for the debt of the company.

Please be informed accordingly,

Yours faithfully,



(Mr. Chaiyasit Samrittivanicha)

Managing Director