



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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No. KCM63/005

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Subject Management Discussion and Analysis Quarter 1<sup>st</sup> Ending March 31, 2020

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:

	Quarter 1 / year 2019		Quarter 1 / year 2020		Change	
	Million Baht	%	Million Baht	%	Million Baht	%
Sales revenue - net	90.36	89.21%	77.71	65.79%	(12.65)	-14.00%
Revenue from contract works	9.3	9.18%	36.93	31.26%	27.63	297.10%
Revenue from service incomes	0.91	0.90%	0.55	0.47%	(0.36)	-39.56%
Revenue from rental incomes	0.71	0.71%	2.94	2.49%	2.23	314.08%
<b>Total revenues</b>	<b>101.28</b>	<b>100.00%</b>	<b>118.12</b>	<b>100.00%</b>	<b>16.84</b>	<b>16.63%</b>
<b>Gross Profit / Margin</b>	<b>25.54</b>	<b>25.21%</b>	<b>26.42</b>	<b>22.37%</b>		
<b>Net Profit / Margin</b>	<b>4.18</b>	<b>4.13%</b>	<b>12.85</b>	<b>10.88%</b>		

#### Revenue from sales and services

The Company's sales and services revenue for 1<sup>st</sup> Quarter 2020 is increased by THB 16.84 million or equivalent to 16.63 percent, due to decreasing in Sales revenue by THB 12.65 million or equivalent to 14.00 percent which resulted from increasing in competitor and effect from Coronavirus Disease19. In addition, revenue from contract works and revenue from rental incomes is increased by THB 27.63 million and THB 2.23 million respectively or equivalent to 297.10% and 314.08% respectively due to installation solar cell project 1 MW and warehouse tenants increased.

#### Gross Profit / Margin

The Company's gross profit for 1<sup>st</sup> Quarter 2020 is THB 26.42 million is increased by THB 0.88 million from the same period of last year.

#### Net Profit / Margin

The Company's net profit 1<sup>st</sup> Quarter 2020 is THB 12.85 million equivalent to 10.88 percent, in which the net profit margin of the Company has increased when compared to the same period of last year due to the decreasing of allowance for doubtful debt is THB 6.10 million and decreasing in sales and administrative expenses because The Company has tightened spending.

Please be informed accordingly

Yours sincerely,

K.C. Metalsheet Public Company Limited

(Mr.Niphon Charoenkit)

Chief Executive Officer