



Operation analysis for 1st quarter 2018

Operation analysis for 1st quarter yr. 2018 ended 31th Mar. 2018 posted a net loss of 20.71 million Baht, higher than that of last year amounting 13.68 million Baht higher compared to the same period of last year which is more than 20% (yr.2017 net loss was 7.03 million Baht) due to the following reasons.

1. There is an increase in sales revenue of Baht 1.06 million or 0.41 % comparing to the same period of last year. The increase is due to the sales revenue on automotive parts but in Mold and Appliance parts especially in Appliance parts decrease due to customer's vendor cannot produce main appliance parts on production plan that effect with our production plan decrease more than target.
2. Cost of goods sold and expenditures increased in the amount of 14.74 million Baht or 5.73 % for which the proportion of expenditures ratio increased more than the proportion of sales revenue ratio increased due to production capability reserve for new model for this year and in future. This reservation increase cost such as production cost , loss from production , Molds testing etc. including production plan not reach target.

From these reasons made company high cost when comparing to the same period of last year. Cost of goods sold and expenditures are the following :

(Unit : Million Baht)	Year : 2018	Year : 2017	Increase (Decrease)
1. Cost of Goods Sold	237.60	224.19	13.41
2. Sales and Administration	41.86	37.28	4.58
3. Finance Cost	4.12	4.30	(0.18)
4. Income Tax	(4.85)	(1.78)	(3.07)
Total	278.73	263.99	14.74

The total discrepancy between point 1 & point 2 has given us increased net loss amounting Baht 13.68 million which is higher than last year of more than 20% .