



**บริษัท ไทยสตีลเคเบิล จำกัด (มหาชน)**  
**Thai Steel Cable Public Company Limited**

**Management Discussion and Analysis**  
**Thai Steel Cable Public Company Limited**  
**For Year 2018**

**Financial Position**

Unit : Million Baht	2016 At Sep 30, 2016	2017 At Sep 30, 2017	2018 At Sep 30, 2018
Current Asset	1,440.46	1,565.15	1,318.63
Total Assets	2,750.99	2,782.16	2,487.48
Current Liabilities	931.59	981.32	726.91
Total Liabilities	1,112.39	1,097.45	803.38
Total Equity	1,638.60	1,684.71	1,684.10

Ratio	2016 (Oct 1, 2015 – Sep 30, 2016)	2017 (Oct 1, 2016 – Sep 30, 2017)	2018 (Oct 1, 2017 – Sep 30, 2018)
Gross Profit Ratio	17.35%	17.93%	19.25%
ROE	8.37%	10.45%	14.90%
Current Ratio	1.55	1.59	1.81
Debt/Equity Ratio	0.68	0.65	0.48

Gross Profit Ratio of 2018 increased 1.32% from the same period of last year due to cost management and cost effective control.

Return on Equity (ROE) of 2018 went up 4.45% from Year 2017 which reflected the improved performance of the Company.

Current ratio in 2018 increased 0.22 times from the previous year due to the decrease in current liabilities.

Debt / Equity Ratio in 2018 went down 0.17 times from the previous year due to repayment of loan to commercial banks.





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**Performance**

Unit: Million Baht	2016 (Oct 1, 2015 - Sep 30, 2016)	% on sale	2017 (Oct 1, 2016 - Sep 30, 2017)	% on sale	2018 (Oct 1, 2017 - Sep 30, 2018)	% on sale
Revenue from sales	2,724.17	100.00%	2,905.68	100.00%	3,107.02	100.00%
Other Income	32.57	1.20%	33.23	1.14%	33.36	1.07%
Cost of goods sold	-2,251.53	-82.65%	-2,384.78	-82.07%	-2,509.02	-80.75%
Selling & Administrative expenses	-343.31	-12.60%	-350.38	-12.06%	-358.42	-11.54%
Finance cost	-16.80	-0.62%	-15.31	-0.53%	-9.82	-0.32%
Income tax	-7.90	-0.29%	-12.43	-0.43%	-12.28	-0.40%
Net Profit	137.20	5.04%	176.00	6.06%	250.85	8.07%
Gain (loss) on change estimate the actuarial	-5.69	-0.21%	0.00	0.00%	-4.65	-0.15%
Total comprehensive income	131.51	4.83%	176.00	6.06%	246.20	7.92%

Year 2018 was another year that the Company continued to improve its performance. Sales revenue increased 6.93% and net profit increased 42.53% comparing to the previous year. This is due to the successful expansion of the customer base, the addition of new products to accommodate customer's new models, effective production cost and expenses control and streamline operations to cope with the current situation.

Revenue from sales in 2018 was 3,107.02 million baht, an increase of 201.34 million baht or 6.93%, due to increased orders from customers, the launching of customer's new models, the increase of product varieties and the recovery of auto market. The ratio of cost of goods sold on revenue decreased by 1.32% and the ratio of selling and administrative expenses decreased 0.52% due to the effective cost control. The ratio of financial expense decreased 0.21% due to the decrease in interest expenses from loan repayments.

In 2018, the Company invested in research and development of technology and innovation totaling Baht 3.8 million in order to increase production capability and improve product quality.

Total comprehensive income of 2018 was Baht 246.20 million, an increase of Baht 70.20 million or 39.89% from the previous year. This was mainly because of the significant improvement of the productivity and as well, the effective cost control. In 2018, there was a loss of Baht 4.65 million coming from the change of accrued employee benefits in order to comply with TAS 19 (Thai Accounting Standard).





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The car makers have launched new models into the market since the beginning of this year and there will be more to come before yearend. The car and part makers anticipate to receiving more orders during the rest of this year and the year to come which is in line with the improving Thai economic situation and also the growing export sales. We are moving up to strategic target. It is estimated that the automotive industry will grow up even larger than last year.

