



**Management Discussion and Analysis**  
**Q2/2014**

**Performance**

<b>Unit: Million Baht</b>	<b>Q2/14 Jan-Mar, 14</b>	<b>% on Sales</b>	<b>Q2/13 Jan-Mar, 13</b>	<b>% on Sales</b>
Revenue	690.10	100%	966.91	100%
Cost of goods sold	(561.49)	(81.36%)	(783.38)	(81.02%)
Selling & Administrative expenses	(81.52)	(11.81%)	(88.70)	(9.17%)
Finance cost	(3.87)	(0.56%)	(3.03)	(0.31%)
Income tax	0.13	0.02%	3.98	0.41%
Total comprehensive income	43.34	6.28%	95.78	9.91%

- Total revenue in Q2/2014 was 690.10 million Baht. It was 276.82 million Baht or 29% lowered down from the same period of last year. The demand for cars in Q2/2013 was elevated due to the tax privilege under the first car project.
- Overall economics of Thailand dropped as a result of political turmoil. Both car and motorcycle makers adjusted purchasing plan to be lowered.
- Automobile industry during this quarter had been significantly lowered when compare to same period of last year. This derived from the political situation affecting to the entire economic of the country.
- Ratio of net profit on sales for the period of Q2/2014 of 6.28%. It was 3.63% less than Q2/2013 that the net profit was 9.91% due the lower in purchase order of major customers.



**Financial Position**

Unit : Million Baht	2014	2013
Current asset	1,207.94	1,292.28
Total assets	2,668.76	2,598.59
Current liabilities	988.28	934.69
Total liabilities	1,045.75	986.90
Shareholders' equity	1,623.01	1,611.69

Ratio	2014	2013
Net profit margin ratio (%)	18.64	18.98
Return on equity ratio (%)	4.54	11.32
Current ratio (times)	1.22	1.38
Debt/equity ratio (times)	0.64	0.61

Gross Profit Ratio and Return on Equity of 2014 was lowered than 2013 due to the drop of sales reflecting the sluggish economic of the country.

The decrease of Current Ratio in 2014 was resulted from the short-term loan received from a commercial bank for purpose of working capital.

Debt/Equity Ratio in 2014 increased due to the short-term facility for purpose of machines investment.

Despite of the economic fall down would hinder the sales 2014, TSC still focused on productivity improvement and people development which resulted in a better control over costs and expenses. In addition, TSC has also been working on developing a wider range of products and increasing customer base in order to keep the Net Profit up to the committed level.