



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

Management Discussion and Analysis  
Thai Steel Cable Public Company Limited  
Q3/2013

**Performance**

At end of June 30, 2013, the company had total assets 2,565 million Baht, 951 million Baht liabilities, and shareholders' equity at 1,614 million Baht.

Considering the performance of Q3/2013 compared with the same period of previous year, total revenues were 926 million Baht and 813 million Baht, increased 113 million Baht or 13.90% while the net profit were 81 million Baht and 50 million Baht. Therefore, the net profits versus total revenues were 9.06% and 6.16% respectively, increased 2.90% as the following detail.

**Revenue**

Total revenues were 926 million Baht and 813 million Baht, increased 113 million Baht due to the following causes.

- Sales of automobile control cable were 610 million Baht and 504 million Baht, increased 106 million Baht or 21.03 % due to higher sales demand complying with trend of automotive market.
- Sales of motorcycle control cable were 130 million Baht and 146 million Baht, decreased 16 million Baht or 10.96 %.
- Sales of window regulator were 140 million Baht and 143 million Baht, decreased 3 million Baht or 2.10 %
- Other incomes were 46 million Baht and 20 million Baht, increased 26 million Baht or 130.00 %.

**Cost of goods sold, selling and administration expenses versus total revenues**

- The costs of goods sold were 712 million Baht and 672 million Baht. It was 79.78 % and 82.86 % respectively versus the total revenues. The decrease at 3.08 % was resulted of the import of substitution raw material during the huge flood situation in 2012.
- The selling and administration expenses were 108 million Baht and 71 million Baht. They were 12.10% and 8.75% respectively versus the total revenues. The decrease at 2 % was related to allowance for doubtful debt at 16 million Baht.