



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

Management Discussion and Analysis
Thai Steel Cable Public Company Limited
Q2/2013

Performance

At end of March 31, 2013, the company had total assets 2,598 million Baht, 987 million Baht liabilities, and shareholders' equity at 1,611 million Baht.

Considering the performance of Q2/2013 compared with the same period of previous year, total revenues were 994 million Baht and 641 million Baht, increased 353 million Baht or 54.8% while the net profit were 96 million Baht and 38 million Baht. Therefore, the net profits versus total revenues were 9.6% and 5.9% respectively, increased 3.7% as the following detail.

Revenue

Total revenues were 994 million Baht and 641 million Baht, increased 353 million Baht due to the following causes.

- Sales of automobile control cable were 673 million Baht and 412 million Baht, increased 261 million Baht or 63.3 %.
- Sales of motorcycle control cable were 128 million Baht and 156 million Baht, decreased 28 million Baht or 17.9 %.
- Sales of window regulator were 154 million Baht and 39 million Baht, increased 115 million Baht or 294.9 %
- Other incomes were 39 million Baht and 34 million Baht, increased 5 million Baht or 14.7 %.

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

- The costs of goods sold were 783 million Baht and 533 million Baht. It was 78.7 % and 83.1 % respectively versus the total revenues. The decrease at 4.4 % was resulted of the import of substitution raw material during the huge flood situation in 2012.
- The selling and administration expenses were 100 million Baht and 53 million Baht. They were 10% and 8% respectively versus the total revenues. The decrease at 2 % was related to expenses of employees.