



Bangkok Sheet Metal Public Company Limited

149 MOO 6 SUKSAWAT RD, BANGJAK, PRAPADANG, SAMUTPRAKARN 10130

Tel. 0-2817-5555-7 Fax. 0-2817-5432 Email : bm@bmplc.co.th, bmc@bmplc.co.th Website : www.bmplc.co.th

No. BM. 2019 /012

August 13, 2019

Subject Management Discussion and Analysis for the Second Quarter ended June 30, 2019
 To The President
 The Stock Exchange of Thailand
 Attachment: Auditor report and Financial Statement for the Second Quarter ended June 30, 2019

Bangkok Sheet Metal Public Company Limited ("the Company") would like to clarify the operating result by considering the Company's Financial Statement for the second quarter ended June 30, 2019. The details are as follows.

Statement of Comprehensive Income for the Three-Month Period and Six-Month Period ended June 30, 2019

The Equity Method

Statement of Comprehensive Income	3 Months (April-June)				6 Months (January-June)			
	2019 (Million Baht)	2018 (Million Baht)	Increase (Decrease)		2019 (Million Baht)	2018 (Million Baht)	Increase (Decrease)	
			Million Baht	%			Million Baht	%
Sales and Service Revenues	201.96	235.49	(33.53)	(14.24)	393.68	449.99	(56.31)	(12.51)
Other Revenues	1.07	2.06	(0.99)	(48.06)	1.71	3.59	(1.88)	(52.37)
Total Income	203.03	237.55	(34.52)	(14.53)	395.39	453.58	(58.19)	(12.83)
Cost of Sales and Services	156.40	197.50	(41.10)	(20.81)	316.43	381.78	(65.35)	(17.12)
Gross Profit (Excluding Other Revenues)	45.56	37.99	7.57	19.93	77.25	68.21	9.04	13.25
Selling Expenses	10.97	11.03	(0.06)	(0.54)	21.56	22.41	(0.85)	(3.79)
Administrative Expenses	16.56	14.50	2.06	14.21	33.23	37.41	(4.18)	(11.17)



Bangkok Sheet Metal Public Company Limited

149 MOO 6 SUKSAWAT RD, BANGJAK, PRAPADANG, SAMUTPRAKARN 10130

Tel. 0-2817-5555-7 Fax. 0-2817-5432 Email : bm@bmplc.co.th, bmc@bmplc.co.th Website : www.bmplc.co.th

Earnings before Shares of Profit (Loss) from Investing in Associated Company, Interest and Taxes	19.10	14.52	4.58	31.54	24.17	11.98	12.19	101.75
Shares of Profit (Loss) from Investing in Associated Company	(9.95)	0.74	(10.69)	(1,444.59)	(10.39)	(0.01)	(10.38)	103,800
Earnings before Interest and Taxes	9.15	15.26	(6.11)	(40.04)	13.78	11.97	1.81	15.12
Financial Cost	1.92	0.99	0.93	93.94	3.74	1.46	2.28	156.16
Earnings before Taxes	7.23	14.27	(7.04)	(49.33)	10.04	10.51	(0.47)	(4.47)
Income Tax Expenses	3.28	1.13	2.15	190.27	3.51	1.59	1.92	120.75

The Cost Method

Statement of Comprehensive Income	3 Months (April-June)				6 Months (January-June)			
	2019 (Million Baht)	2018 (Million Baht)	Increase (Decrease)		2019 (Million Baht)	2018 (Million Baht)	Increase (Decrease)	
			Million Baht	%			Million Baht	%
Sales and Service Revenues	201.96	235.49	(33.53)	(14.24)	393.68	449.99	(56.31)	(12.51)
Other Revenues	1.07	2.06	(0.99)	(48.06)	1.71	3.59	(1.88)	(52.37)
Total Income	203.03	237.55	(34.52)	(14.53)	395.39	453.58	(58.19)	(12.83)
Cost of Sales and Services	156.40	197.50	(41.10)	(20.81)	316.43	381.78	(65.35)	(17.12)
Gross Profit (Excluding Other Revenues)	45.56	37.99	7.57	19.93	72.25	68.21	9.04	13.25
Selling Expenses	10.97	11.03	(0.06)	(0.54)	21.56	22.41	(0.85)	(3.79)
Administrative Expenses	16.56	14.50	2.06	14.21	33.23	37.41	(4.18)	(11.17)
Earnings before Interest and Taxes	19.10	14.52	4.58	31.54	24.17	11.98	12.19	101.75
Financial Cost	1.92	0.99	0.93	93.94	3.74	1.46	2.28	156.16
Earnings before Taxes	17.18	13.53	3.65	26.98	20.43	10.52	9.91	94.20



Bangkok Sheet Metal Public Company Limited

149 MOO 6 SUKSAWAT RD, BANGJAK, PRAPADANG, SAMUTPRAKARN 10130

Tel. 0-2817-5555-7 Fax. 0-2817-5432 Email : bm@bmplc.co.th, bmc@bmplc.co.th Website : www.bmplc.co.th

Income Tax Expenses	3.28	1.13	2.15	190.27	3.51	1.59	1.92	120.75
Net Profit (Loss)	13.90	12.40	1.50	12.10	16.92	8.93	7.99	89.47

Revenue Structure by Product Group for the Three-Month and Six-Month Period ended June 30, 2019

Revenue	3 Months (April-June)				6 Months (January-June)			
	2019 (Million Baht)	2018 (Million Baht)	Increase (Decrease)		2019 (Million Baht)	2018 (Million Baht)	Increase (Decrease)	
			Million Baht	%			Million Baht	%
Sales Revenue								
1. Metal Trucking and White Conduit	108.64	118.20	(9.56)	(8.09)	250.55	234.60	15.95	6.80
2. Communication Rack, Cabinet and Enclosure	8.83	10.99	(2.16)	(19.65)	19.18	28.14	(8.96)	(31.84)
3. Electrical Switchboard and Lighting Fixture	28.09	6.35	21.74	342.36	31.32	17.27	14.05	81.35
4. Fabrication and Metalworking	7.41	54.89	(47.78)	(86.50)	10.13	75.75	(65.62)	(86.63)
5. Mold & Die Making, Machine Tool and Equipment	2.83	3.80	(0.97)	(25.53)	3.65	9.77	(6.12)	(62.64)
6. Sheet Metal Part, Press Part, Machine Part and Assembly Part	36.28	35.52	0.76	2.14	61.69	73.69	(12)	(16.28)
7. Revenue from Trading ^{/1}	8.95	4.22	4.73	112.09	14.03	7.82	6.21	79.41
Revenue from Selling Products	201.03	233.97	(32.94)	(14.08)	390.55	447.04	(56.49)	(12.64)
Service Revenue ^{/2}	0.93	1.52	(0.59)	(38.82)	3.13	2.95	0.18	6.10
Sales and Service Revenues	201.96	235.49	(33.53)	(14.24)	393.68	449.99	(56.31)	(12.51)
Other Revenues ^{/3}	1.07	2.06	(0.99)	(48.06)	1.71	3.59	(1.88)	(52.37)
Total Revenues	203.03	237.55	(34.52)	(14.53)	395.39	453.58	(58.19)	(12.83)

Remarks: /1 Revenue from trading such as revenue from sales of fitting, painting and others

/2 Revenue from service such as metal parts painting service for customers

/3 Other revenues derived from items such as interest income, gain (loss) on sale of asset, amortization and income from sales of metal scrap

Sales and Service Revenue

For the three-month period ended June 30, 2019 the Company had sales and service revenue of 203.03 million baht, decreasing by 34.52 million baht or equivalent to 14.53 percent over the same period of the previous



Bangkok Sheet Metal Public Company Limited

149 MOO 6 SUKSAWAT RD, BANGJAK, PRAPADANG, SAMUTPRAKARN 10130

Tel. 0-2817-5555-7 Fax. 0-2817-5432 Email : bm@bmplc.co.th, bmc@bmplc.co.th Website : www.bmplc.co.th

year. Sales revenue decreased since cell tower project completed in year 2018 and the Company did not received new orders. However, sales revenue of product group 3 increased by 342.36 percent, compared to the same period of the previous year, as the Company received purchasing orders for the Universal Service Obligation (USO) Net project.

Cost of Sales and Gross Profit

For the three-month period ended June 30, 2019 the Company had cost of sales and services of 156.40 million baht, decreasing by 41.10 million baht or equivalent to 20.81 percent, compared to the same period of the previous year, due to better practices for raw material management, decrease in price of metal, and reduction in production costs such as overtime pay, electricity, and waste materials.

For the three-month period ended June 30, 2019 the Company had gross profit of 45.56 million baht or equivalent to 22.56 percent, increasing from the same period of the previous year which gross profit and gross profit margin were 37.99 million baht and 16.13 percent respectively, as a result of the decreases in price of metal and production costs.

Selling and Administrative Expenses

For the three-month period ended June 30, 2019 the Company had selling and administrative expenses of 27.53 million baht, increasing by 2.00 million baht or equivalent to 7.83 percent over the same period of the previous year, due to higher severance pay to retiring employees as required by the new labor law.

Shares of Profit (Loss) from Investing in Associated Company

For the three-month period ended June 30, 2019 the Company had shares of loss from investing in associated company of 9.95 million baht, and 10.39 million baht for the six-month period.

Financial Cost

For the three-month period ended June 30, 2019 the Company had financial cost of 1.92 million baht, increasing by 0.93 million baht or equivalent to 93.94 percent over the same period of the previous year, due to the usage of short term loans from financial Institutions for working capital and capital increase in Nitto Kogyo BM (Thailand) Company Limited in an amount of 62.40 million baht.



Bangkok Sheet Metal Public Company Limited

149 MOO 6 SUKSAWAT RD, BANGJAK, PRAPADANG, SAMUTPRAKARN 10130

Tel. 0-2817-5555-7 Fax. 0-2817-5432 Email : bm@bmplc.co.th, bmc@bmplc.co.th Website : www.bmplc.co.th

Net Profit and Net Profit Margin under the Cost Method

For the three-month period ended June 30, 2019 the Company had net profit of 13.90 million baht or equivalent to 6.85 percent, compared to the same period of the previous year which net profit and net profit margin were 12.40 million baht and 5.22 percent respectively. The net profit and net profit margin increased due to the decreases in cost of sales and services.

Net Profit and Net Profit Margin under the Equity Method

For the three-month period ended June 30, 2019 the Company had net profit of 3.95 million baht or equivalent to 1.95 percent, compared to the same period of the previous year which net profit and net profit margin were 13.14 million baht and 5.53 percent respectively. The net profit and net profit margin decreased due to the shares of loss from investing in associated company of 9.95 million baht.

Please be informed accordingly.

Best Regards,

(Mr. Tanin Sajjaboribun)

Chief Executive Officer

Bangkok Sheet Metal Public Company Limited