



บริษัท ระยองไวร์ อินดัสตรีส์ จำกัด (มหาชน)  
RAYONG WIRE INDUSTRIES PUBLIC COMPANY LIMITED  
ทะเบียนเลขที่ 010-7552000111



May 14, 2019

Reference no. RWI/RY/008/2562

Subject : Management's Discussion and Analysis of Business Operations of the First Quarter of 2019

Dear The Director and Manager of the Stock Exchange of Thailand,

Rayong Wire Industries Plc. (RWI) would like to describe and analyze the financial position and business operation of the 1<sup>st</sup> quarter of 2019 that has been audited from the external auditor, in order to disclose the information to investors and public.

### **The Overview of Business Operation**

In the 1<sup>st</sup> quarter of 2019, the company had the net profit of 13.47 million baht, increased by 21.73 million baht or 263.15% comparing to the net loss of 8.26 million baht in the 1<sup>st</sup> quarter of previous year. The details are as follows:

### **Financial Analysis**

#### **Revenues**

The company had the total revenue as 252.97 million baht which is decreased as 21.74 million baht, compared to the same period of previous year amounted of 274.71 million baht or 7.92% decreased. In the first quarter of 2019, the domestic sales volume was dropped whereas the export sales volume was risen up constantly. There was the other income gained from change in fair value of trade securities.



### **Cost of Goods Sold**

The company had the cost of goods sold as 211.88 million baht, decreased as 48.88 million baht, comparing to the cost of goods sold in the 1<sup>st</sup> quarter of 2018 which is 260.76 million baht or reduced by 18.75%. The cost of goods sold was going down according to the decrement of sales quantity. Also, in the first quarter of 2019, the company set up the allowance of diminution in value of inventories lower than the product value of the first quarter of 2018.

### **Expense**

#### **Sales and Administration Cost**

The company had the selling cost of 8.47 million baht, decreased by 1.51 million baht or 15.10 % compared to the 1<sup>st</sup> quarter of 2018 which was 9.98 million baht. The administration cost of first quarter of 2019 was 11.84 million baht reduced by 0.34 million baht or 2.80 %. The expense was significantly indifferent between 2018 and 2019 that showed the effective cost control and management.

### **Financial Position**

#### **Total Asset**

As of March 31, 2019, the company has the total asset of 1,431.27 million baht, comparing to the total asset of 1,485.09 million baht on December 31, 2018, decreased of 53.82 million baht or 3.62%. The reason was from the decrement of trade and other receivables and also the repayment of debt to buy raw material. The company controlled the inventories appropriately that resulted to the smaller quantity of inventories.



บริษัท ระยองไวร์ อินดัสตรีส์ จำกัด (มหาชน)  
RAYONG WIRE INDUSTRIES PUBLIC COMPANY LIMITED  
ทะเบียนเลขที่ 010 7552000111



### Liabilities

As of March 31,2019, the company has the total liabilities of 352.72 million baht, decreased as 66.77 million baht or 15.92%,comparing to the total liabilities of 419.49 million baht on December 31, 2018. It was caused from the short-term debt from the financial institution for buying the raw material. The company repaid the short-term debt in order to manage the stock of raw material effectively and accurately. Consequently, the company can buy the raw material in less quantity.

### Shareholders' Equity

As of March 31, 2019, the company had the shareholders'equity of 1,078.54 million baht, increased by 12.94 million baht or 1.21%,comparing to theshareholders'equity of 1,065.60million baht on December 31, 2018. The total comprehensive incomefor first quarter of 2019 was 12.94 million baht, impacted on the increment of the shareholders'equity.

Please be informed for acknowledgment

Yours sincerely,

(Ms.Nongnuch Komchaithep)

Director