



2) a higher cost of main raw materials

The effect from copper was about 2.5% to COGS

TABLE 2: raw material price and purchased volume

		1Q 2017		1Q 2016		Effect
		Unit price	Volume	Unit price	Volume	
Copper Foil (KCE)	KG.	\$10.54	450,600	\$7.57	363,927	+39.27%
Copper Foil (TLM)	KG.	\$10.04	682,349	\$7.48	780,989	+34.17%
Copper Anode	KG.	\$6.32	375,000	\$5.15	384,000	+22.54%
Fiber glass	METRE	\$0.70	4,938,758	\$0.61	2,923,707	+14.66%

CONSIGNMENT

In 1Q 2017, the unrealized sales was Bt122 million.

TABLE 3: Consignment

(Amount: in Baht Million)

	1Q 2017			1Q 2016		
	Sales	Usage	Unrealized revenue	Sales	Usage	Unrealized revenue
January	246.4	143.5		5.6	9.1	
February	240.6	235.1		10.1	5.4	
March	310.9	296.9		8.2	22.2	
Total 1Q	797.9	675.4	122.51	23.9	36.7	(12.78)

KCE New Plant Capacity :

4Q2016	1.5 million sq.ft./ month
2Q2017	1.7 million sq.ft/month

SALES BY REGION

TABLE 4: Sales and volume sold, by region

								% Increase	
		1Q2016	2Q2016	3Q2016	4Q2016	Y2016	1Q2017	1Q17vs1Q16	1Q17vs4Q16
EUROPE	SALES-US\$	43,495,873	46,753,100	46,404,948	41,361,453	178,015,374	44,921,913	6.60	14.62
	VOLUME-SQFT	3,521,518	3,800,145	3,743,837	3,275,300	14,340,800	3,753,989		
USA	SALES-US\$	14,978,877	13,064,770	15,599,497	13,173,877	56,817,021	13,419,479	(8.72)	1.88
	VOLUME-SQFT	1,204,801	1,093,063	1,300,923	1,079,515	4,678,302	1,099,769		
ASIA	SALES-US\$	28,100,026	31,136,824	31,767,892	29,308,049	120,312,790	31,712,066	13.82	11.85
	VOLUME-SQFT	2,093,495	2,282,039	2,315,100	2,130,383	8,821,017	2,382,909		
LOCAL	SALES-US\$	7,064,603	8,008,473	7,179,694	5,970,739	28,223,509	7,017,286	1.53	23.03
	VOLUME-SQFT	700,712	800,685	719,887	578,272	2,799,556	711,439		
TOTAL	SALES-US\$	93,639,379	98,963,166	100,952,031	89,814,118	383,368,694	97,070,745	5.69	12.52
	VOLUME-SQFT	7,520,526	7,975,932	8,079,747	7,063,471	30,639,676	7,948,106		

SALES BY PRODUCT MIXED

TABLE 5: Sales and volume sold, by product mix

								% Increase	
		1Q16	2Q16	3Q16	4Q16	Y2016	1Q17	1Q17vs1Q16	1Q17vs4Q16
PD-Mix	SALES-US\$	17,890,695	19,042,759	19,130,376	14,555,578	70,619,407	16,448,165	(8.06)	13.00
	VOLUME-SQFT	1,994,877	2,134,496	2,122,983	1,633,456	7,885,812	1,900,164	(4.75)	16.33
02	SALES-US\$	46,545,873	49,349,939	49,946,238	44,661,590	190,503,640	47,136,070	1.27	5.54
	VOLUME-SQFT	3,899,135	4,123,253	4,147,908	3,713,878	15,884,175	4,092,656	4.96	10.20
>06	SALES-US\$	26,881,074	28,561,978	29,323,624	27,941,458	112,708,134	29,222,282	8.71	4.58
	VOLUME-SQFT	1,532,777	1,637,823	1,707,100	1,611,387	6,489,088	1,777,034	15.94	10.28
Special	SALES-US\$	2,321,737	2,008,490	2,551,793	2,655,492	9,537,512	4,264,228	83.67	60.58
	VOLUME-SQFT	93,737	80,360	101,757	104,749	380,602	178,252	90.16	70.17
TOTAL-US\$		93,639,379	98,963,166	100,952,031	89,814,118	383,368,694	97,070,745	3.66	8.08
TOTAL-SQFT		7,520,526	7,975,932	8,079,747	7,063,471	30,639,676	7,948,106	5.69	12.52

Forwarded for your information.

Sincerely yours,




(Mr. Pitharn Ongkosit)

President and Chief Executive Officer