

## ANNUAL REPORT 2016

as at March 31, 2017

Lohakit Metal Public Company Limited

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#### Message from the Chairman and Managing Director

The recovery of the Thai economy in 2016 was gradual. It was driven by strong robust tourism activities, large investment projects and stimulated by the government spending. The large construction projects involving road and rail transport networks. This helped to fuel private consumption and investment. This will continue into 2017, the Thai economy is expected to grow further from private consumption. Government stimulus measures are expected to gradually come out. While the unemployment rate is still low and private investment in the construction sector is expected to expand in line with large government construction and investment promotion privileges, especially in the ten target sectors.

Annual operating results as of March 31, 2017, the Company and its subsidiaries still have Net profit for the company and its subsidiaries of baht 176.56 Millions, although the economic factors will not support the full growth. The net profit increased when compared to the same period of last year which net profit 97.70 Million Baht The better performance comes from the effective operation, proper business risk management and doing business with caution. In the past year, the Company has established a risk management committee to review its risks under a changing business environment, review the current risk control measures and define other control measures that should be implemented.

The company has been focusing on the administration, under the principles of good governance with regard to stakeholders, having various activities for social responsibility and environmental aspects with realizing that growth must be coupled with economic, social and environmental community to achieve sustainable growth and development.

Lastly, on behalf of the Board of Directors, management and all employees, we would like to thank our shareholders, investors, customers, stake holders Including also public and the involved private sector for their support and trust in us. The management team and all employees will continue to dedicate our effort and knowledge to response to our customer demand and to maximize the benefits to all shareholders.

Mr. Wanchai Umpungart

Wandrai Umpu

Chairman

Mr. Prasarn Akarapongpisak

Managing Director



## Report of Director's Responsibilities Over the Financial Statement

The Board of Directors is responsible for the financial statements of Lohakit Metal Public Company Limited and the consolidated financial statements of Lohakit Metal Public Company Limited and its subsidiaries, including the financial information contained in the Annual Report. The financial statements are prepared in accordance with financial reporting standards, appropriate accounting policies and consistency, cautious discretion apply with the best estimation for the preparation of financial statements including also the adequate disclosure in the notes to the financial statements. The objective is for the benefits to shareholders and investors with transparency.

The Board of Directors has established the system of internal controls which are suitable to operation in accordance with the objectives and legal requirements with efficiency and sufficient to prevent risks or damages that could happen to the company and its stakeholders to ensure that account information is accurate and complete and enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

The Board of Directors has appointed the Audit Committee to review the various aspects of the five areas which are control environment, risk assessment, control activities, information & communication and monitoring activities following the assessment questionnaire of the adequacy of the internal control system that has been prepared based on the concept of the COSO (The Committee of Sponsoring Organization of the Treadway Commission), which was optimized for the listed companies in Thailand. The audit committee opinions of this issue are listed in the annual report.

Financial statements and consolidated financial statements of the Company and its subsidiaries have been audited by the auditors of the Company "EY Office Limited". The Board has supporting information and documents to enable the auditor to audit and express an opinion as auditing standards. The opinion of the auditor in the auditor report is listed in the annual report.

The Board is of the opinion that the Company's internal control system in overall is in good level and satisfactory. This provides the reasonably confident that financial statements of Lohakit Metal Public Company Limited and consolidated financial statements of Lohakit Metal Public Company Limited and its subsidiaries for the year ended as of 31 March 2017 are reliable by complying with the financial reporting standards and legal and related regulations.

Mr. Wanchai Umpungart

Chairman

Wandai Umpung

#### Audit Committee's Report

The board of directors appointed the audit committee who were considered from the criteria of experiences, capability, independent and other regulations. The selected audit committees are Mr. Wanchai Umpungart, the chairman of the audit committee, Mr. Teera Na Wangkanai and Mr. Lert Nittheeranon. Those 3 members of the audit committee have never taken part in the Company's operation and have never been employed by the Company and the subsidiary.

During the year ended on March 31, 2017, the audit committee had 4 meetings in every quarter, together with internal auditor and the certified external auditor to clarify and follow up audit results and relevant issues, including also preparing the minutes for each meeting. The agendas discussed over the meetings were in compliance with the scope of authorities and responsibilities to the board of directors which can be summarized as follows:

- 1. Reviewed and approved the quarter and annual financial statements, by questioning and listening to the external auditor clarifications, concerning the correctness and completeness of the financial statements and the adequacy of information disclosure. The Audit Committee agreed with the certified external auditor that the financial statement were correct adhering to the general accepted accounting principles before proposed to the board of directors for their approvals.
- 2. Considered and give opinion to the disclosure of the connected transactions and/or other transactions that may have the conflict of interest and the obligations of the Company as disclosed in financial statements and notes to the financial statement. The Audit Committee had opinion that such transactions were reasonable and gave benefits to the business of the Company.
- 3. Considered and give opinion to the sufficiency of internal control system of the Company, by considered the scope of work, duties and responsibilities, independency of A.M.T. Services Office Limited the Company's internal audit and approved annual audit results conducted during the year according to approved audit plan. The Audit Committee had opinion that the Company had the internal control that was adequate and appropriate with no significant flaw.
- 4. Considered, reviewed and revised the charter of Audit Committee to ensure the compliance of duty and responsibility to objective of board of directors and the revision of regulation for internal audit committee of Stock Exchange of Thailand (if any).
- 5. Reviewed compliance with the Securities and Exchange Acts, Regulations of Stock Exchange of Thailand (SET) and any others relevant laws. The Audit Committee did not find any significant incompliance to the law and regulations.
- 6. Considered appointing and recommended the board of directors to nominate the external auditors and their audit fee to propose to the shareholder's approval, which the Audit Committee considered the performance, independency and audit fee and concluded to propose appointing Mr. Sophon Permsirivallop, CPA License No. 3182 or Ms. Rungnapa Letsuwankul, CPA License No. 3516 or Ms. Pimjai Manitkajohnkit, CPA License No. 4521 or Ms. Sumana Punpongsanon, CPA License No. 5827 of EY Office Ltd. to serve as the Company external auditor with the proposal of audit fee at Baht 1,110,000.

The Audit Committee has considered and deemed that the Company's financial reports were complied with the general accepted accounting principle with sufficient information disclosure. The internal control system was efficient and in compliance with the relevant laws and regulations. Moreover, corrections to any audit issues as stating in audit reports from internal and external auditors have been properly followed up and done to ensure the outcome of good corporate governance.

Mr. Wanchai Umpungart
Chairman of the audit committee

Wandai Umpung



#### General Information

Lohakit Metal Public Company Limited (the Company) and the subsidiaries including Auto Metal Company Limited and Alternative EnMat Company Limited (formerly known as "Stainless alternative Ltd." changed its name on January 4, 2016) and NSC Metal Co., Ltd. (formerly Ngeck Seng Chiang Metal Company Limited, On 1 April 2014, the company has changed the registered name) and Mory Lohakit (Thailand) Co., Ltd. (related company) engage in procuring stainless steel coil products where the Supply Chain Management has been adopted to manage the raw material, the procurement, the distribution and the services provided to the customers.

Head office 66/1 Moo 6 Soi Suksawad 76, Suksawad Rd., Bangjak,

Prapradang, Samutprakarn 10130,

Telephone 0-24630-0158 Facsimile 0-2463-7299

Homepage: www.lohakit.co.th

The registration number 0107548000315

The Company branch 43 Thai CC Tower, room no 167-169.

16<sup>th</sup> floor, South Sathorn Road, Yannawa, Sathorn, Bangkok 10120,

Telephone 0-2673-9559 Facsimile 0-2673-9579

Auto Metal Company Limited

(the subsidiary)

700/650, Moo 1, Panthong subdistrict,

Panthong district, Chonburi,

Telephone 0-3821-0270-77 Facsimile 0-3821-0268-9

Alternative EnMat Company Limited (the subsidiary) (formerly known as "Stainlessalternative Ltd." changed the registered name on January 4, 2016)

66/1 Moo 6, Soi Suksawas 76, Suksawas Road, Bangjak, Prapradang, Samutprakarn 10130, Telephone 0-2463-0158 Facsimile 0-2463-7299

Mory Lohakit (Thailand) Co., Ltd.

(related company)

700/650, Moo 1, Panthong subdistrict,

Panthong district, Chonburi,

Telephone 0-3821-0270-77 Facsimile 0-3821-0268-9

NSC Metal Co., Ltd. (the subsidiary) (Formerly Ngeck Seng Chiang Metal Company Limited, On 1 April 2014, The company has changed the

registered name)

108/8 Yotra Road, Talan Noi, Samphanthawong,

Bangkok, Thailand 10100,

Telephone 0-2693-4151 Facsimile 0-2693-4159

Registrar: Thailand Securities Depository Company Limited

The Stock Exchange of Thailand building,

93 Ratchadapisek Road, Dindaeng, Dindaeng, Bangkok 10400,

Telephone 0-2009-9000, Facsimile 0-2009-9991

Accounting Auditor: EY Office Limited

> 33<sup>th</sup> floor, Lake Ratchada building, 193/136-137, Ratchadapisek Road, Klongtoey, Bangkok 10110, Telephone 0-2264-0777, Facsimile 0-2264-0789-90

Legal Advisor: Seri, Manop and Doyle Company Limited

21 Suthisarn-Ratchadapisek Road,

Samsennok, Huaykwang, Bangkok 10320, Telephone 0-2693-2036, Facsimile 0-2693-4189

43 Thai CC Tower, room no 167-169, Invester Relation officer:

16<sup>th</sup> floor, South Sathorn Road, Yannawa, Sathorn, Bangkok 10120,

Telephone 0-2673-9559 Ext. 210 Facsimile 0-2673-9579

E-mail: ird@lohakit.co.th

#### Financial Highlight

Financial summary of Lohakit Metal Public Company Limited and the subsidiaries:

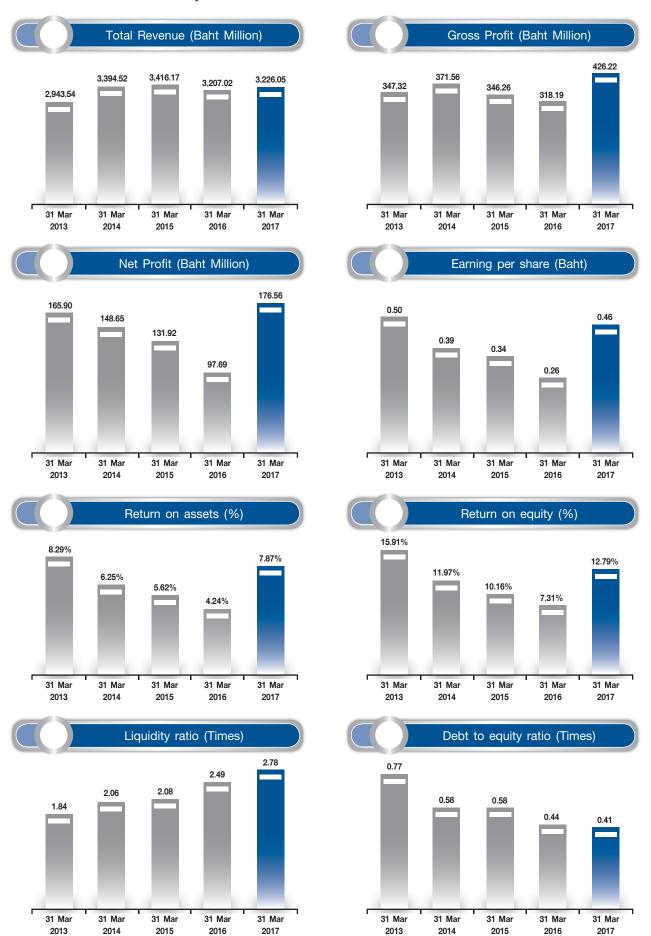
	For the year ended 31 <sup>st</sup> March				
	*2013	2014	**2015	2016	2017
Duefit and loss statement (Daht millions)					
Profit and loss statement (Baht millions)	0.040.54	0.004.50	0.410.17	0.007.00	2 000 05
Total revenue	2,943.54	3,394.52	3,416.17	3,207.02	3,226.05
Revenue from the sales of good and services	2,889.38	3,358.67	3,372.45	3,176.85	3,199.82
Gross profit	347.32	371.56	346.26	318.19	426.22
Net profit provided by operating activities	254.20	232.11	212.72	173.83	279.67
Net profit	165.90	148.65	131.92	97.69	176.56
Balance Sheet (Baht millions)					
Total assets	2,459.88	2,297.37	2,395.51	2,217.41	2,271.46
Total liabilities	1,072.66	845.43	875.28	678.66	655.42
Total shareholders' equity	1,387.22	1,451.94	1,520.23	1,538.75	1,616.04
Per ordinary share (Baht), at Par 1.00					
Book Value per share (Baht)	3.17	3.32	3.47	3.51	3.70
Earning per share (Baht)	0.50	0.39	0.34	0.26	0.46
Dividend per share (Baht)	0.22	0.22	0.21	0.24	0.34
· · · · · ·					
Ratio Analysis					
Gross profit margin (%)	12.02%	11.06%	10.27%	10.02%	13.32%
Net profit margin (%)	5.64%	4.38%	3.86%	3.05%	5.47%
Return on equity (%)	15.91%	11.97%	10.16%	7.31%	12.79%
Return on Assets (%)	8.29%	6.25%	5.62%	4.24%	7.87%
Liquidity ratio (times)	1.84	2.06	2.08	2.49	2.78
Debt to equity ratio (times)	0.77	0.58	0.58	0.44	0.41

<sup>\* 2013 -</sup> Restating from apply the new accounting standard "Income Tax"

<sup>\*\* 2015 -</sup> Restating financial statement following the enforcement of Thai Accounting Standard no. 19 (Revise 2014) regarding employee benefit



Consolidated Results of Fiscal years as of March 31, 2013 - March 31, 2017



#### Nature of Business

#### Background

Lohakit Metal Public Company Limited ("the Company") (previously known as Lohakit Metal Service Center Company Limited before changing to Lohakit Steel Company Limited on January 2, 2003) was founded on April 12, 1989 with the register capital of Baht 20 million under the former name of Lohakit Metal Service Center Company Limited to engage in stainless products trading business. The founded shareholder was the Akarapongpisak family who accumulate held 80 percent of total revenue of the Company's shares.

Subsequently on May 22, 1989, the Company entered into a joint venture with Tomen Corporation Company Limited, an affiliate of Tomen Group<sup>1</sup> which engages in steel trading business. The Company increased its capital to Baht 39.22 million where Tomen Corporation Company then held 49percent of total revenue of the Company's shares. The shareholding percentage of the Akarapongpisak family was diluted to 40.80 percent of total revenue. The proceed of such capital increase was used to acquire assets such as land, machines and inventory from Lohakit Shearing Company Limited.,<sup>2</sup> the company whose major shareholder was also the Akarapongpisak family. Subsequently, Lohakit Shearing Company Limited. was dissolved and liquidated in 1992.

In August 2002, the Company increased its capital to Baht 117.22 million then on August 30, 2002, Tomen Corporation Company Limited sold all of its shares to the Akarapongpisak family and Mr. Nucha Wattanopas owing to its termination of steel business worldwide. Consequently, the major shareholders of the Company then became the Akarapongpisak family holding 80 percent of total revenue and Mr. Nucha Wattanopas holding 20 percent of total revenue. On January 2, 2003, the Company changed its name to Lohakit Steel Company Limited.

In January 2005, the Company increased its capital to Baht 240 million. Subsequently on April 29, 2005, the Company converted its status to a public company and changed its name to Lohakit Metal Public Company Limited.

In January 2008, the Company increased its capital to Baht 320 million where 80 million shares were offered to public through the Stock Exchange of Thailand.

In January 2013, the Company increased its capital to Baht 383 million where 63 million shares were privately offered to ex-shareholders of a new subsidiary company "Ngeck Seng Chiang Metal Company Limited" to settle acquisition deal of said subsidiary company. And On 1 April 2014, the company has changed the registered name is NSC Metal Company Limited.

As of March 31, 2017 the Akrapongpisak family who is the Company's major shareholder held 72.62 of the Company's shares.

#### **Business Overview**

The group of Lohakit Metal Public Company Limited as of March 31, 2017 can be shown as follows:



Tomen Group includes Tomen Enterprises (Thailand) Co., Ltd. (previously known as Lakana Visahakit Co., Ltd.) and Tomen Corporation Co., Ltd. (previously known as Toyomenga Kysa Limited.) The Tomen group is a multinational company listed on the stock exchange of Japan with the head office in Japan and 800 branches worldwide. The Tomen group is one of the leaders in information system, telecommunication, chemicals, plastic and garment.

Lohakit Shearing Company Limited. was founded in 1981 by the Akrapongpitak family to engage in distributing of stainless and other steel. Lohakit Shearing Co., Ltd. had transferred most of its assets to Lohakit Metal Public Company Limited in 1989 before it was dissolved on September 4, 1992 and was liquidated on November 27, 1992.



The Company and the subsidiaries engage in procuring stainless coil products where the Supply Chain Management<sup>3</sup> has been adopted to manage the raw material, the procurement, the distribution and the services provided to the customers. A new subsidiary is the importer and authorized distribution of semi-products like Copper, Aluminum and Stainless steel. Supply Chain Management model is cooperation among (1) Suppliers who are manufacturers and distributors of raw material; (2) the Company and its subsidiaries who are procurer, distributor and servicer and (3) customers in various industries. The Company and the subsidiaries act as a mediator who gathers information of raw material manufacturers and distributors and information of customer's demand then uses such information to manage raw material sourcing, to plan production processing and to deliver products to the customers. The Supply Chain Management system allows the Company and the subsidiaries to be able to order the adequate quantity of raw materials, to manufacture products that match the customers's requirements and to deliver the products in time. Such system has enhanced the Company's efficiency in various aspects including (a) production cost saving as the system allows the Company and its subsidiaries to order raw materials in the quantity that they requires to use where the Company can plan its on-time delivery raw material purchasing without any raw material shortage probles, (b) maintaining the appropriate level of inventory that is sufficient to be delivered to the customers, (c) cost saving for the customers where the on-time delivery service can help the customers reduce the expense of holding more inventory than the amount required. The Supply Chain Management of the Company has created the maximum benefits for every party including suppliers, the Company and the subsidiaries and the customers. The Company and its subsidiaries are able to manage their costs and inventory efficiently which shall create the good relationship and negotiation power with the suppliers. As a result, the selling prices of the Company and its subsidiaries are appropriate which shall lead to the expansion of the customer base.

#### The businesses that the Company and its subsidiaries undertake include:

- (1) Procuring, processing and distributing stainless steel sheets and coils.
- (2) Manufacturing and distributing stainless steel pipe such as stainless steel tube for decoration or automotive industry.
- (3) Processing and distributing galvanized steel and electro-galvanized steel sheets and coils.
- (4) Provide stainless steel fabrication services as per the customer's request.
- (5) Distribution of Copper, Brass, Aluminum in form of coil, sheet, axle and pipe.

#### The 3 subsidiaries and 1 relate of the Company and are as follows:

- (a) Auto Metal Company Limited engages in manufacturing and distributing stainless steel pipe for automotive usage including exhaust pipes from car and motorcycle. Auto Metal Company Limited was founded on October 14, 2004 with the paid-up capital of Baht 40 million. Currently Auto Metal Company Limited has a paid-up capital of Baht 240 million and the Company holds 59.99 percent of total revenue of the paid-up capital and Mory Industrial Inc, hold 40.00 percent of total revenue of the paid-up capital of Auto Metal Company Limited respectively.
- (b) Alternative EnMat Company Limited (Formerly known as: Alternative Stainless Company Limited) distributes stainless products of specific grades. D-Stainless Company Limited was founded on June 2, 2005 with the paid-up capital of Baht 1 million where the Company holds 99.93 percent of total revenue. Later, on January 4, 2559, the Company changed its name and has registered capital of 10 million baht, paid up 5.5 million Baht. The company stake reduced its percentage to 74.99 and a businessman from Singapore holds 25.00 percent stake in the capital increase aims to expand business into the new aluminum products in new markets.
- (c) Mory Lohakit Company Limited was found on April 1, 2009 with 49 percent of total revenue shareholding by the company and another 49 percent of total revenue shareholding by Mory Industries, Inc. as major shareholders. The main business is the sale and marketing agent in local and aboard to the sharehders and group business.

(d) NSC Metal Company Limited who is the importer and distributor of Stainless Steel Aluminum Brass Copper galvanized steel and electro-galvanized steel in various form like Coil, Sheet, Slab, Axle and Pipe with standard and special size in which difficult to find in market. The company currently has its paid up capital of Baht 230 million. Lohakit Metal Public Company invested 100% share in this subsidiary. On 1 April 2014, the company has changed the registered name and address to be NSC Metal Company Limited and to be at 108/8 Yotha Road, Talad Noi, Samphanthawong, Bangkok, Thailand.

#### The Company and its subsidiaries have 2 factories including

- (1) The Company's factory: situated on 27 Rais 3 Ngan 28 Square wah of land on Suksawat Road, Prapradang district, Samutprakarn. The factory area includes office building, processing factory, pipe and tube production factory, raw material warehouse, finished good warehouse, maintenance building, oil storage building and wooden package storage.
- (2) The factory of Auto Metal Company Limited: situated on 7 Rais 1 Ngan and 53 Square Wah of Amata Nakorn Industrial Estate in Chonburi. The factory area includes office building, pipe and tube production factory, raw material warehouse, finished good warehouse and distribution center.

In 2011, a subsidiary company (Auto Metal Company Limited) buy an additional piece of land adjacent to the existing land. This is in order to support the growth of capacities in Automotive industry. The size of additional land is 1 Rai 3 Ngan 92 Square wah.

#### The products and services of the Company and its subsidiaries include:

- (1) Cold-rolled stainless steel sheets and coils of various sizes according to the customer's request. The products are used in construction, food, electrical appliance and automotive industries.
- (2) Round and rectangular stainless steel tubes of various sizes according to the customer's request. This group of products is used in automotive, food, petrochemical and construction industries.
- (3) Stainless steel pipe for automotive usage such as exaust pipes for car and motorcycle which are the products of Auto Metal Company Limited, the subsidiary, used for the manufacturing of car and motorcycle.
- (4) Specific graded stainless steel which is the product of Alternative EnMat Company Limited, the subsidiary. These groups of products are imported from Japanese manufacturer, Nisshin Steel Co., Ltd. These special grade stainless steels have specific mixture of which their corrosion resistances are in the same level as 304 stainless steel. With those qualifications, the special grade products can be used in various industries such as cloth lines or stair lines, computer parts, food processing machine, household appliances, etc.
- (5) Galvanized steel sheets and coils of various sizes as per the customer's request where these products are used in electrical appliance and construction industries.
- (6) Electro-Galvanized steel sheets and coils of various sizes as per the customer's request where these products are used in electrical appliance, construction and automotive industries.
- (7) Aluminum sheets, coils, axles and pipes of various sizes as per the customer's request where the products are used in electrical appliance and automotive industries.
- (8) The stainless steel fabrication as per the customer's request.
- (9) Copper coil, sheets, axles and pipes with standard and special size where the products are used in electrical appliance and electronic industries.

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<sup>304</sup> stainless steel's major qualifications of nonmagnetic and corrosion resistance has made them be popular to be used in various industries including construction, food and automotive. The major components of 304 stainless steel include (1) 18% of Chromium to enhance their corrosion resistance and (2) 8% of nickel to enhance the bility to be processes. As nickel's price is high, the price of 304 stainless steel with nickel component is also high.

<sup>&</sup>lt;sup>4</sup> The special grade stainless steel or D-Stainless is a stainless steel containing Managanese, Copper, Chromium and Nikle. Presently, the Nickle infused percentages are ranging from 2 to 5.5, therefore, the price of this product is lower than that of 304 stainless steel. However, the qualifications and the corrosion resistance are still maintained at the same level as 304 stainless steel Consequently, this product can be used as a substitutional product to 304 stainless steel.



#### Revenue Structure

The revenue structure of the Company and its subsidiaries during 2015 - 2017 can be shown as follows:

Revenue	Opeated by	% Holding	201	5	201	6	201	7
			(01/04/14 -		(01/04/15 -		(01/04/16 -	
			31/03/15) 31/03/16)		16)	31/03/	17)	
			Million % Million %		%	Million %		
By type of Revenue								
Revenue from sales								
1.1 Cold-rolled stainless steel sheet and	The Company	100.00	1,055.45	30.90	896.87	27.97	934.43	28.97
coil of grades 430, 304, 300, 316, 409,	NSC Metal Co.,Ltd.	100.00						
436 and others								
1.2 special grade stainless steel sheet	Alternative Enmat	74.99	48.24	1.41	25.62	0.80	29.05	0.90
and coil	Co., Ltd.							
	The Company	100.00						
1.3 Special grade stainless steel - HDD	The Company	100.00	182.42	5.34	114.14	3.56	(1.60)	-0.05
project								
1.4 Stainless steel tube (round and	The Company	100.00	270.07	7.91	320.24	9.99	340.86	10.57
rectangular) of grades 304, 316L	NSC Metal Co., Ltd.	100.00						
	Auto Metal Co., Ltd.	59.99						
1.5 Special grade stainless steel tube	Alternative Enmat	74.99	7.98	0.25	1.40	0.04	3.33	0.10
	Co., Ltd.							
	The Company	100.00						
1.6 stainless steel pipe for exaust pipes	Auto Metal Co., Ltd.	59.99	753.37	22.05	712.85	22.23	755.35	23.17
for car and motorcycle of grades 409	The Company	100.00						
and 436								
1.7 Stainless bars and other type	The Company	100.00	55.53	1.63	45.04	1.40	45.62	1.41
	NSC Metal Co.,Ltd.	100.00						
1.8 Galvanized steel coil and sheet	The Company	100.00	172.23	5.04	196.79	6.14	203.09	6.30
	NSC Metal Co.,Ltd.	100.00						
1.9 Electro-glvanized steel coil and sheet	The Company	100.00	80.48	2.36	73.38	2.29	80.32	2.49
	NSC Metal Co.,Ltd.	100.00						
1.10 Aluminium coil and sheet	The Company	100.00	217.80	6.38	251.26	7.83	278.18	8.62
	NSC Metal Co.,Ltd.	100.00						
1.11 Copper - coil, sheet, axle and pipe	The Company	100.00	469.92	14.65	498.37	15.54	485.65	15.05
	NSC Metal Co.,Ltd.	100.00						
1.12 Brass - coil, sheet, axle and pipe	NSC Metal Co.,Ltd.	100.00	53.96	1.58	37.17	1.16	42.93	1.33
2. Revenue from service	The Company	100.00	5.00	0.15	3.72	0.12	2.61	0.08
Total sales and service	The Company and	59.99, 74.99	3,372.45	98.72	3,176.85	99.06	3,199.82	99.19
	its subsidiaries	and 100.00						
3. Gain from exchange rate	The Company and	59.99, 74.99	1.96	0.06	-	-	-	-
	its subsidiaries	and 100.00						
4. Other Income**	The Company and	59.99, 74.99	41.76	1.22	30.17	0.94	26.23	0.81
	its subsidiaries	and 100.00						
Total Revenue	The Company and	59.99, 74.99	3,416.17	106.52	3,207.02	100.00	3,226.05	100.00
	its subsidiaries	and 100.00						

#### Revenue Structure (Continued)

The revenue structure of the Company and its subsidiaries during 2015 - 2017 can be shown as follows:

Revenue	Opeated by	% Holding	201	5	201	6	201	7
			(01/04/	14 -	14 - (01/04/15 -		(01/04/	16 -
			31/03	<b>15</b> )	31/03/	16)	31/03/	17)
			Million	%	Million	%	Million	%
By Source of Revenue								
(a) Revenue from domestic sales	The Company and	59.99, 74.99	3,338.33	99.09	3,159.48	99.09	3,214.89	99.09
	its subsidiaries	and 100.00						
(b) Revenue from international sales	The Company and	59.99, 74.99	34.12	0.91	17.37	0.91	11.16	0.91
	its subsidiaries	and 100.00						
Total Revenue	The Company and	59.99, 74.99	3,372.45	100.00	3,176.85	100.00	3,199.82	100.00
	its subsidiaries	and 100.00						

Remark: \*\* Other revenues include interest income and revenue from selling scrap, gain from sale of investment and gain from bargaining in price

#### **Business Goals**

The Company and its subsidiaries share a business goal to become the leader in stainless steel processing who have full services including product procurement, stainless steel processing by slitting into required sizes or coil, polishing, punching and stamping as well as manufacturing and distributing stainless steel pipes/tubes and special grade stainless steel distribution to customers from various industries. Beside, new metals and non-ferrous metals likes Copper, Brass, Aluminium have been added as additional goal to widely serve all industrial customers. The Company and the subsidiaries share the goal to expand the customer base to the multinational companies whose production hubs are in Thailand including major manufacturer of electrical appliances industry, automotive industry, food processing industry and electronic industry. The Company and the subsidiaries also planned to expand the distribution channel of the special grade stainless steel abroad. In addition, the Company and the subsidiaries realized the importance of the customer's services. The Company's goals are to manufacture internationally accepted quality products, to deliver products on-time and to reduce the purchasing lead time of the customers which can help save cost of inventory keeping for the customers. The Company also has a goal to develop the products to serve the customer's demands.



#### Risk Factors

#### Economic and Industrial Risk in Thailand in 2016 and 2017 1.

The recovery of the Thai economy in 2016 was gradual. It is supported by large investment projects in the mega construction and economic stimulating from government sector such as large construction projects involving road and rail transport networks. This helped to fuel private consumption and investment.

In terms of the Thai economy in 2017, the Thai economy is expected to grow further from private consumption. Government stimulus measures are expected to gradually come out while the unemployment rate is still low and private investment in the construction sector is expected to expand in line with large government construction and investment promotion privileges, especially in the ten target sector industries. The tourism is also an important driving force of the Thai economy while external risks from major economies and emerging economies are still fragile and volatile, especially the Chinese economy may slow down, trade protection policy, sluggish commodity prices for both oil and gas, agricultural products and geopolitical conflict. All are external risk factors for Thai exports while drought is still a domestic risk factor for major agricultural commodities in the country.

However, the company and its subsidiary still closely monitors the economic development & possible impacts, focus to diversify business to various industries.

#### 2. Risk of depreciation in Baht Currency

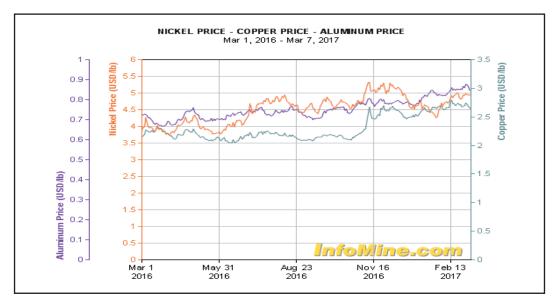
The global financial markets are volatile in 2016. As capital flows move sharply and faster according to the economic conditions of each region. This creates volatility on the exchange rate and Interest rate for each country following financial and liquidity easing measures of EU and Japan, The US currency is likely to appreciate following the recovery of the US economy and the continuation of a rate hike in the US Federal Reserve in 2016. The expected rate hike may be faster inn the US in 2017, The US dollar strengthened may cause the weakening in the Japanese Yen, Euro and other currencies. This includes the Asian currencies as well as the baht weaken in 2017.



However, the depreciation of the baht can be managed to prevent it. The Company regularly monitors the impact on the matter. The Company and its subsidiaries who are importers of some raw materials from overseas have increased their share of domestic purchases including purchases with other currencies than USD with less volatility, along with hedging foreign exchange risk in importing foreign raw materials into US dollars by entering into foreign currency forward contracts.

#### 3. Risk from the price volatility of Nickel, Copper and Aluminum

Stainless steel, Copper and Aluminum are major raw materials with high turnover volume for the Company and its subsidiaries. Their prices change according to the global demand and supply. In case of Stainless Steel, its components including chromium, nickel and carbon, in which nickel as the major component has volatility in price and consequently drive volatility in stainless steel price.



However, the company closely monitors the price of the raw materials in order to properly consider purchasing and distributing with managing materials from various sources and quickly response to keep proper material cost in line with global market price and also reduce the significant effects over the cost of material and finished goods.

#### 4. Risk from reliance on the producers and distributors of main materials

The cold rolled stainless steel coil, copper, aluminium and gravalnized steel are the company's major raw materials in which company is relying on the sole or few local producers and distributors. This nature brings risk to company in reliance to local material sourcing. For instance, the accounting years of 2016 and 2017, the company ordered the cold rolled stainless steel coil from major local producers, Posco-Thainox PLC, which accounted for 30.58% and 58.10% of the total purchasing amount. Since Posco-Thainox PLC, is the only local producers of the cold rolled stainless steel and the transportation from abroad is time-consuming, there is a risk that the company may face a raw material shortage if such major local producers fail to deliver the raw materials on schedule and the company cannot acquire the raw materials from any other sources to fulfill the customer demand.

However, through the supply chain management system, the company has installed a plan to preorder materials from relevant producers. Moreover, the company has the strong relationship with relevant



producers. Until now, there has never been a case of material shortage. Therefore, the company is confident that its operation will not be affected by such material shortage. Beside, the company has ability in importing stainless steel from main oversea manufacturers.

#### 5. Risk from relocation of the customers' production in various industries

The customers of the Company and its subsidiaries are mainly foreign companies whose productions are based in Thailand; these include multinational companies in various industries such as electrical appliance, construction, computing and automobile. During the accounting years of 2016 and 2017, the revenues from domestic sale of the Company and its subsidiaries stood at Baht 3,159 million, and Baht 3,200 million. Consequently, there is a risk from relocation of the customer's production hub to other countries and that shall affect the revenues of the Company and its subsidiaries.

Thailand, however, has a comparative advantage because of its resources in terms of raw materials and manpower, basic utilities and a good investment policy and conducive to investment. Overall, the Thai government is encouraging entrepreneurs to use Thailand as a base for investment, research and development and the establishment of potential industries in the future by offering a variety of special benefits containing with Tax benefits and financial benefits. In 2016, the 1,546 applications for investment promotion were approved and investment value was 584,350 million baht, an increase of 56% and 196%, respectively. Some were in investment promotion in ten target industries of 849 projects (accounted for 55% of the total number of projects applied for promotion) and total value of 299,326 million baht (equivalent to 51% of total value of applications). The Company and its subsidiaries closely and continuously monitor the investment plans of the customers in various industries so that they can adjust the production plan according to the changes. The Company and its subsidiaries also diversify its business by providing products and service with quality material and qualify process to customers in various industries. This is in order to reduce its dependency on any specific industry. Furthermore, Auto Metal Co., Ltd., a subsidiary, has diversified the risk by providing stainless pipes and exhaust pipes to the auto and motorcycle industries. Alternative EnMat, another subsidiary and distributor of special grade stainless steel, has the potential to provide products to the electrical appliance, automobile, computer and food industries. NSC Metal Company Limited, a subsidiary, who is the authorized distributor of Copper, Brass, Stainless and Aluminum to customers in construction, electronic, electrical appliance and automotive industries.

#### 6. Risk from the entry of new competitors

Currently, there are 2 or 3 local companies that conduct similar business to that of the Company. Furthermore, Auto Metal Co., Ltd., a subsidiary, produces and distributes stainless exhaust pipes for the auto industry that applies the FFX technology machinery from Japan; which is the first and the only to do so in Southeast Asia. Therefore, the Company and its subsidiaries are faced with the risk from the entry of new competitors, which may have an adverse effect on their sales revenues and market shares. However, the business of the Company and its subsidiaries are reliant on several factors as following.

(1) Specialized expertise and the long experience in developing quality products that is in accordance with the target customers' demands in various industries, which the Company has longer than 20 years of experience in the business

- (2) Personnel with knowledge, expertise, understanding the changes in market and experience in the business.
- (3) Continuous strong relationship with the producer, distributor of raw materials and target customers.
- (4) The business of the Company and its subsidiaries requires efficient machinery, equipment and production. Maintenance of machinery must be maintained at all times and control the production standards in order to get quality products and fast service.
- (5) The Company and a subsidiary produce and sell products for both metal and non-ferrous metal materials with a variety of materials, types and sizes. Thus, the Company and its subsidiaries are able to manage material planning and production quality with effective and competitive cost.
- (6) The company and its subsidiary are continually receiving the technical support in producing the good quality products and extending the new products to wider the market base. The company's business alliances are Mory Industries Inc. who is the minority shareholder in a subsidiary company.

Such factors have given the Company and its subsidiaries the advantage over any new competitors.

#### 7. Risk in associating with liquidity

The Company and its subsidiaries are principally engaged in the conversion of stainless steel and a subsidiaries is the distributors of copper, brass, aluminum. The major assets of the Company and its subsidiaries are inventories and as at 31 March 2017, the Company and its subsidiaries had inventories of Baht 792.71 million (representing 34.90% of total assets). The Company is exposed to risk if such inventories are not properly rotated or there are non-resale goods.

In addition, the Company and its subsidiaries have outstanding account receivable in the amount of Baht 679.83 million (representing 29.93% of total assets). The company is at risk if the debtor can not repay the debt. This may affect the liquidity and financial position of the Company and its subsidiaries.

However, The Company and its subsidiaries have been continually developing and adopting the supply chain management in controlling the proper procurement of raw material, do the production and delivering at the customer requirement and schedule. The system helps the Company and its subsidiary in managing costs of doing business and effective inventory management. As a result of the effective inventory management, the Company and its subsidiaries have suitable financial liquidity and good standing of inventory proportion as well as proper material average costs in line to their market price and the financial liquidity is appropriate. As for the accounts receivable the Company and its subsidiaries are closely monitored by regular and continuous visits to customers so that they can be evaluated in depth. In cases there may be a problem, the company will change commercial conditions to a lower credit term or sell cash or ask for additional collateral from customers to manage the risk of default.



#### Capital Structure

#### The Company's securities

As of March 31, 2017 the Company's registered and paid-up capital stood at Baht 383 million divided into 383,000,000 ordinary shares with a par value of Baht 1 per share.

#### Shareholder

The Company's shareholding proportion held on March 31, 2017 as follows.

Thai Shareholders 99.96 percent Foreign Shareholders 0.04 percent Total 100.00 percent

Names and shareholding of the top 15 major shareholders of the Company as at March 31, 2017.

	Names	Names As of March 31, 2017		
		Number of shares	Percentage (%)	
1.	Mr. Kasem Akarapongpisak	107,097,980	27.96	
2.	Mr. Prasert Akarapongpisak	60,004,300	15.66	
3.	Mr. Nucha Wattanopas	24,190,900	6.31	
4.	Mr. Vichaphol Akarapongpisak	16,020,760	4.18	
5.	Mr. Vicharit Akarapongpisak	16,020,760	4.18	
6.	Mr. Voravaran Akarapongpisak	16,020,760	4.18	
7.	Ms. Vittawat Akarapongpisak	15,980,760	4.17	
8.	Mr. Prasarn Akarapongpisak	13,320,960	3.47	
9.	Ms. Wassana Akarapongpisak	5,550,020	1.45	
10.	Ms. Meena Akarapongpisak	2,700,000	0.70	
	The Akarapongpisak Family	276,907,200	72.26	
11.	Mr. Sathit Kuman	6,324,900	1.65	
12.	Mr. Manwat Choksuwatsakun	6,100,000	1.59	
13.	Mrs. Thitima lamphikun	5,870,500	1.53	
14.	Mr. Wiritphon Kankamonphusit	3,000,000	0.78	
15.	Mr. Sommongkhon Siarunlak	2,700,000	0.70	
	Total	300,902,600	78.51	

#### **Dividend Policy**

The Company's dividend policy is to pay out not less than 40% of the net profit after income tax. However, the Company may payout less than the above ratio in case that the Company needs to use such net profit to expand its business expansion.

Auto Metal Company Limited and Alternative EnMat Company Limited (formerly known as "Stainless alternative Ltd.) and "NSC Metal Company Limited" (formerly known as "Ngeck Seng Chiang Metal Company Limited,") the Company's three subsidiaries, also have the dividend policy to payout not less than 40% of their

net profits. However, the subsidiaries may pay dividends of less than the above ratio in case that the subsidiaries need such net profits for their business expansions. Meanwhile, the long-term loan contract that Auto Metal Company Limited had entered into with one of the commercial bank has specified that Auto Metal Company Limited shall not pay dividend unless the lender sees that such dividend payment will not affect the repayment ability of Auto Metal Company Limited.

The Company paid dividend during the last 5 years as follows:

Years	Baht / Share	Total
2012*	0.14	44,800,000
2013**	0.22	77,960,000
2014	0.22	84,260,000
2015	0.21	80,430,000
2016	0.24	91,920,000

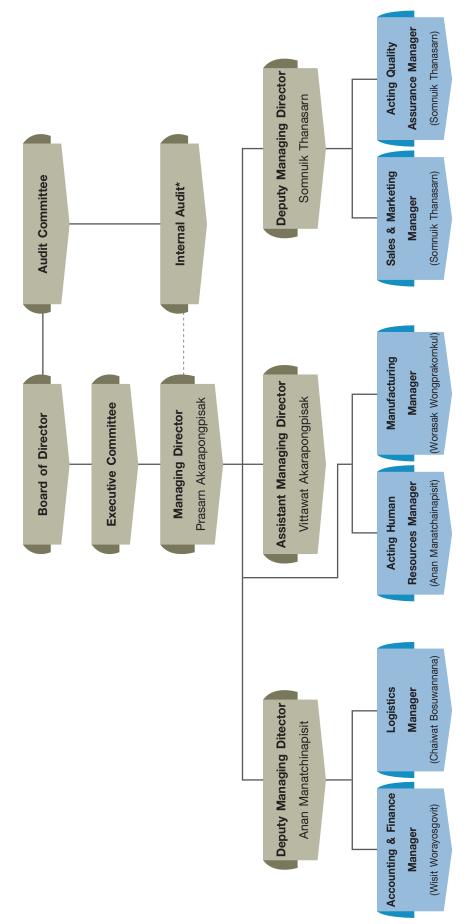
Remark: \* In 2012, the Company increased its capital to Baht 320 million

<sup>\*\*</sup> In January 2013, the Company increased its capital to Baht 383 million



## Management

# Management Structure



\* Internal Auditor is A.M.T. Service Office Limited

The company has various committees, including the Board of Directors, Executive Committee, Audit Committee, The Nomination and Compensation Committee and Risk Management Committee as details are as follows:

#### (a) The board of directors consists of 7 members including

1.	Mr. Wanchai Umpungart	Chairman of the board, Independent director
		and Chairman of the audit committee
2.	Mr. Prasarn Akarapongpisak	Director
3.	Mr. Anan Manatchinapisit	Director
4.	Mr. Somnuik Thanasarn	Director
5.	Mr. Anurut Vongvanij	Director
6.	Mr. Teera Na Wangkanai	Director, independent director and
		member of the audit committee
7.	Mr. Lert Nittheranont	Director, independent director and
		member of the audit committee

Where Mr. Anan Manatchinapisit served as the Company's secretary.

#### The Authorised Director

The Company's authorized directors include Mr. Prasarn Akarapongpisak signed with Mr. Somnuik Thanasarn and Mr. Anan Manatchinapisit with the Company's seal.

#### Scope of authorities, duties and responsibilities of the board of directors

The board of directors has the authorities, duties and responsibilities to manage the Company to be in compliance with laws, the Company's objectives, the articles of association and the legitimate shareholder's resolutions with honest and care for the benefits of the Company. The major duties and responsibilities can be summarized as follows:

- (1) To convene the annual ordinary general shareholder meeting within 4 months after the end of the accounting period.
- (2) To convene the board of director's meeting at least every 3 month.
- (3) To prepare a balance sheet and a profit and loss statement of the Company as of the end of the accounting period and to propose such reports which are audited by the external auditor to the shareholder's meeting for their consideration and approval.
- (4) The board of directors shall authorize one or many of director(s) or any other person to perform the duties on behalf of the board of directors under the board of directors's supervision or delegate such persons to have authorities and over the period the board of directors deems appropriate where the board of directors can revoke or alter such delegation of authorities as they deem appropriate.

However, the board of directors may delegate their authorities to the management to perform the duties as per the scope of the duties of the management where such delegation must not incur the authorities for the management to consider and approve the transactions that might lead to any conflicts of interest between the management or their related persons and the Company and its subsidiaries except for the transactions that are complied with the policies or procedures considered and approved by the board of directors.

(5) To set goals, procedures, policies, plans and budgets of the Company, to govern the administration of the management to be in compliance with the specified policies except for the transactions which the board of directors must have the approval from the shareholder's meeting including the transactions required by laws to have the shareholder's approval such as the capital



increase, the capital decrease, the issuance of debentures, the disposition or transfer of the part or the whole of the Company to others, the acquisition of the part or the whole of others, the revision of the memorandum of association, etc.

In addition, the board of directors shall have the duty and responsibility to govern the Company to comply with the laws related to the securities and the stock exchange including the undertaking of the connected transaction and the acquisition and disposition of major assets as per the rules and regulations of the stock exchange of Thailand and other relevant laws.

- To consider the organization structure, to nominate the management and other committee as (6)appropriate.
- To evaluate the operation and ensure that the plan and budget are followed. (7)
- The directors must not operate or compete in the same business as the Company, or be a (8)partner in an ordinary partnership, or be a unlimited partner in a partnership limited, or be a director of a private company and other companies that engage in the same business as and compete with the Company unless the directors have disclosed such facts to the shareholder's meeting before the nomination.
- (9)The directors must report to the Company promptly in case that they have any direct or indirect conflict of interest with any of the Company's contracts or in case of the changes in their shareholding/debenture holding in the Company or its affiliates.

#### (b) The Executive Committee consist 3 members including:

1. Mr. Prasarn Akarapongpisak **Executive Chairman** 2. Mr. Somnuik Thanasarn **Executive Director** 3. Mr. Anan Manatchinapisit **Executive Director** 

#### The delegation of authorities from the board of directors (c)

The board of directors's meeting No. 1/2007 dated February 21, 2007 which the independent directors and the audit committee were present had considered and approved the scope of authorities, duties and responsibilities of the Executive Committee as follows:

#### Scope of Authorities, duties and responsibilities of the Executive Committee

The Executive Committee have the authorities, duties and responsibilities to manage the normal business operation and administration of the Company, to set policies, business plan, budget, organization structure and administrative authorities of the Company in accordance with the economic condition to propose for the consideration and approval of the board of directors and to review and evaluate the Company's operation to follow the business plan. The authorities, duties and responsibilities of the Executive Committee are as follows:

- (1) To consider and allocate the annual budget as proposed by the management before proposing for consideration and approval of the board of directors as well as to consider and approve the alteration and increase of the annual budget during the period where no urgent board of director's meeting is convened and to report such matter to the next board of director's meeting.
- To approve the normal business transaction of not exceeding Baht 200 million per transaction (2)and not exceeding Baht 600 million per month.
- To approve the investment expenditure (including the maintenance of machine and equipment) that is not included in the annual budget in the amount not exceeding Baht 10 million.
- (4) To approve the major capital expenditure that is included in the annual budget approved by the board of directors or the one which its concept is approved by the board of directors.

- (5) To be the advisor of the management with regard to the policies in finance, marketing, human resource and other operations.
- (6) To allocate the bonus approved by the board of directors to the employees of the Company.
- (7) To operate the Company's businesses.

After the Executive Committee has approved any of the above transactions, such transactions shall be report to the board of directors's meeting.

However, the authorities of the Executive Committee shall not include the approval of any transaction that may lead to a conflict of interest between the Executive Committee or their related parties and the Company or the subsidiaries as per the rules and regulations of the Stock Exchange of Thailand. Such connected transactions shall be proposed to the board of director's meeting and/or the shareholder's meeting for their consideration and approval in accordance to the article of association or the relevant laws except the approval of the normal business transactions as per the procedure clearly set by the board of directors.

The board of directors's meeting No. 4/2007 dated August 15, 2007 which the independent directors and the audit committee were present had considered and set the scope of authorities, duties and responsibilities of the Managing Director as follows:

#### Scope of Authorities, Duties and Responsibilities of the Managing Director

- (1) To govern and manage the day-to-day operation and administration of the Company.
- (2) To perform and operate the Company as per the policies, business plans and budget approved by the board of directors and/or the Executive Committee.
- (3) To approve the normal business transaction in the amount of not exceeding Baht 100 million per transaction or not exceeding Baht 250 million per month.
- (4) To approve the investment expenditure (including the maintenance of machine and equipment) that is not included in the annual budget in the amount not exceeding Baht 5 million.
- (5) To be authorised to manage the Company under the objectives, article of association, policies, procedures, regulations, orders and/or the resolutions of the shareholders, the board of directors and the Executive Committee.

However, the authorities of the Managing Director shall not include the approval of any transaction that may lead to a conflict of interest between the Managing Director or his related parties and the Company or the subsidiaries as per the rules and regulations of the Stock Exchange of Thailand. Such connected transactions shall be proposed to the board of director's meeting and/or the shareholder's meeting for their consideration and approval in accordance with the article of association or the relevant laws except the approval of the normal business transactions as per the procedure clearly set by the board of directors.

#### (d) The audit committee consists of 3 members including:

Mr. Wanchai Umpungart Chairman of the audit committee
 Mr. Teera Na Wangkanai Member of the audit committee
 Mr. Lert Nitheranont Member of the audit committee

Where Ms. Methaporn Sriphraram serves as the secretary of the audit committee.

The office period of the audit committee

Chaiman of the audit committee 3 Years

Member of the audit committee 3 Years



After the end of the office period, chairman and member(s) of the audit committee can be reelected to serve the positions.

The Board of Directors Meeting No. 2/2009 held on May 29' 2009 with having the independent directors and audit committee in the meeting considered the scope of authority and the responsibilities of the audit committee. The delegation details were concluded as follows.

#### Scope of Authorities, Duties and Responsibilities of the audit committee

- To review and ensure that the Company's financial reports are accurate and sufficiently disclosed (1) where the audit committee shall cooperate with the external auditor and the management who is responsible for the preparation of the quarter and annual financial reports. The audit committee may request the external auditor to review or audit any transactions as appropriate and necessary.
- (2)To review and ensure that the Company's internal control system and internal audit system are appropriate and efficient, independent in auditing. To give the resolution in selecting, rotating and dismissing the internal audit chief or the audit organization that responsible for internal audit.
- (3)To review and ensure that the Company's operation is complied with the Securities and Stock Exchange laws, the rules and regulations of the Stock Exchange and other relevant laws.
- (4) To select and nominate the Company's external auditor and to consider the remuneration of such auditor by taking into consideration their reputation, capability and workload of such office, the experiences of the auditor who is responsible for the Company's accounting audit as well as join the meeting with external auditor at least once a year.
- To consider the disclosure of the Company with regard to the connected transactions or any (5)transactions that may lead to the conflict of interest and to ensure that such disclosure is sufficient and complete.
- (6)To perform any other duties delegated by the board of directors and agreed to do so by the audit committee such as to review the financial and risk management policies, to review the management compliance to the business ethics and to review the major reports required to be disclosed to public i.e. the management discussion and analysis.
- (7)To prepare the report with regard to the activities of the audit committee and disclose such report which is signed by chairman of the audit committee in the Company's annual report. The report must retain at least the following information.
  - The opinion in regarding to the correctness, completeness and reasonably reliable of the financial statements of the Company.
  - The opinions in regarding to the sufficient internal control in placed. (b)
  - The opinions in regarding to the company's compliance to the Securities and Stock (c) Exchange laws or the rules and regulations from stock exchange of Thailand and other relevant laws.
  - (d) The opinions for the appropriateness of external auditor.
  - The opinions for the connected transactions that may have the conflict of interest. (e)
  - The numbers of audit committee meeting and the attendance of individudual audit committee director during the year.
  - The general opinions or notices that audit committee obtain during the audit performing (g) according to the charter.
  - Disclosure under the assignment from board of director of any information deemed (h) necessary to be known by shareholders or investors.

- (8) To report the audit committee's activities and results to the board of directors at least once every quarter.
- (9) To report to the board of director of the finding or suspect of any transactions that may have the significant impacts to the financial status and operating performance of the Company such as conflict of interest, fraud or dishonest practices, unusual or weakness in internal controls, breach against Securities and Stock Exchange laws or the rules and regulations from stock exchange of Thailand and other relevant laws to the normal business of the Company.

#### Audit Fees for External and Internal Auditor

For the year ended 31<sup>st</sup> March 2017, the Company and its subsidiaries had the audit fees for independence auditor, which was EY office Limited by Baht 2,910,000 as the audit fee for the Company Baht 1,110,000 and by the Group Baht 1,800,000 and from the above mention, the group has no other fees to be paid to the auditor, audit firm and the related parties to the auditor or audit firm.

For the year ended 31st March 2017, The Company also had an internal audit fee, which was A.M.T Office Services Limited by Baht 840,000 for the year.

#### (e) The 3 independent directors include.

1.	Mr. Wanchai Umpungart	Independent director
2.	Mr. Teera Na Wangkanai	Independent director
3.	Mr. Lert Nitheranont	Independent director

#### (f) The Nomination and Compensation Committee consists of 3 members.

1.	Mr. Teera Na Wangkanai	Chairman of The Nomination and Compensation Committee
2.	Mr. Wanchai Umpungart	Member of The Nomination and Compensation Committee
3.	Mr. Lert Nitheranont	Member of The Nomination and Compensation Committee

Mr. Anan Manatchinapisit is the secretary of the Nomination Committee and Remuneration Committee.

The Board of Directors Meeting No. 2/2016 held on 26 May 2016 with the independent directors and Audit Committee attending the meeting have considered the scope of duties and responsibilities of the Nominating Committee and the Compensation Committee. The delegation concluded such key details as follows.

The Nomination and Compensation Committee of the Company is consisting of three independent directors and each meeting must be attended by not less than one-half of the total members in order to qualify as a quorum

The Nomination and Compensation Committee has the term for three years but the term of each director shall hold only for the remaining term of the incumbent directors. It must be selected and appointed by the Board of Directors. Directors who retire by rotation may be appointed again.

The Nomination and Remuneration Committee shall set up meeting according to the necessary and appropriate to the duties and responsibilities in accordance with the Nomination Committee and Remuneration Committee regulation but at least one year a time. The Chairman of the Nomination and Remuneration Committee shall be notified in advance to schedule a meeting, including deliver agendas and supporting documents prior to the meeting in a reasonable time. The Directors have considered the documents before the meeting and to propose to committee. Committee will report its activities to the Board of Directors to note after a meeting of the Nomination Committee and the Remuneration Committee each time.



#### Duties and responsibilities of the Nominating Committee and the Compensation Committee as follows:

- (1) Propose policies to nomination committee, there must be a procedure, clear rules, fair and reasonable in order to be presented to the Board of Directors or the shareholders' meeting for approval, as appropriate.
- (2)Propose selection and recruitment policy accordingly, there must be clear guidelines, fair and reasonable in order to be presented to the Board of director for consideration.
- (3)Review and approval of the Board of Directors on matters of policy and strategy, human resources, which should be in line with the strategy of the business.
- Recruitment, selection and nomination of qualified ethical and qualified candidates deserved (4) appointment as Director or Managing Director, as appropriate.
- Review experience and stature of directors, including a recommendation for the nomination of (5)directors to replace the vacant position.
- Ensuring there are plans to replace the specific location of Directors and Managing Director. (6)
- (7) Define terms in the contract for employing managing director, including evaluation and recommendation qualified candidates to replace the position.
- (8)Define policies and forms of remuneration committee and managing director in accordance with the strategy of the business. There must have clear procedures and criteria, fair and reasonable in order to be presented to the Board of Directors or the shareholders for considertion.
- (9)Propose guidance on how to pay either in cash or other forms of remuneration to the Board of Directors, other committees appointed by the Board of Directors and managing director of the company.
- (10)Consider and review the structures and systems of remuneration and remuneration in line with the current market conditions and fit for duty, responsibility and results of operations of the Company and the performance of the directors and managing director.
- Remuneration to the Directors for propose to the Annual General Meeting of Shareholders of the (11)Company for approval.
- The Nomination and Remuneration Committees appointed by the Board of Directors in order to (12)study and review, committee have duty to report to the Board of Directors at all times after the meeting of the Nomination Committee and Remuneration Committee and report the results of operations in recent years to the shareholders in the annual report of the company.
- Perform other tasks assigned by the board of director in relating to the nomination and (13)remuneration.

#### The Risk Management Committee consists of 5 members. (g)

1.	Mr. Prasarn Akarapongpisak	Chairman of the Risk Management Committee
2.	Mr. Anan Manatchinapisit	Member of the Risk Management Committee
3.	Mr. Somnuik Thanasarn	Member of the Risk Management Committee
4.	Mr. Wisit Worayosgovit	Member of the Risk Management Committee
5.	Mr. Vittawat Akarapongpisak	Member of the Risk Management Committee and Secretary

The Board of Directors Meeting No. 2/2016 held on 26 May 2016 with the independent directors and Audit Committee attending the meeting have considered the scope of duties and responsibilities of The Risk Management Committee. The delegation concluded such key details as follows.

Risk Management Committee of Lohakit Metal Public Company Limitd comprised of individuals executive directors of the company and qualified individuals totaling five persons with chairman of the executive board of the company to be the Chairman of Risk Management Committee.

Risk Management Committee retired upon death, resignation from the Company, the Board of Directors has resolved to issue to resign and resignation from the member of committee which will take effect when filing the resignation to the Chairman of the Board of Director.

#### Duties and responsibilities of the risk management committee

- (1) The review and assessment of the risks that may occur, the likely impacts it may have on the organization, including the risk of internal and external to the Company.
- (2) Propose risk management policies and the risk management direction of the Company to the Board of directors which covers risks affecting the operation of various types of risks, such as commodity prices, risks from market, exchange rate risk, liquidity risk and operational risk.
- (3) Define risk management strategies to comply risk management policies and business direction of the Company.
- (4) Review, monitoring and evaluation of risk management result according to risk management policies defined.
- (5) Other issues assigned by the Board of Directors.
- (6) The Committee must provide meeting at least two times per year or as circumstances and needs
  - (a) At a meeting of the Board Risk Management Committee, there will be attending at least half of the total members in order to be a quorum.
  - (b) Resolution of the Board Risk Management Committee is considered by the majority of the directors present at the meeting.
  - (c) If the Chairman of the committee is not present at the meeting or is unable to perform his duties, the members present shall elect one to chaired the meeting.
  - (d) The Committee may invite the management or the relevant staff attending the meeting and provide information or documentation in respect of them.
  - (e) Secretary of Risk Management Committee are responsible for preparing for meetings by appointment, preparing documents for the meeting, preparation of reports and other duties as assigned by the Risk Management Committee.
- 7. The Risk Management Committee is responsible for reporting duty to the Board of director after the meeting and to prepare a report of doing duties in the past year to shareholders in the annual report. The details are as follows:
  - (a) Number of Meetings
  - (b) Number of attending the meeting by individual member
  - (c) The duties prescribed by the Charter

#### (h) Management

The Company's management includes

<ol> <li>Mr. Prasarn Akarapongpisak Managing Dire</li> </ol>	ector
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2. Mr. Anan Manatchinapisit Deputy Managing Director and

Acting Human Resource Managera

3. Mr. Somnuik Thanasarn Deputy Managing Director,

Acting for QA Manager and Sales Marketing Manager

4. Mr. Wisit Worayosgovit Accounting and Finance Manager

5. Mr. Vittawat Akarapongpisak\* Assistant Managing Director

6. Mr. Chaiwat Bosuwannana Logistic Manager

7. Mr. Worasak Wongprakornkul Manufacturing Manager

Remark: \* Start work on July, 2016

#### (I) Corporate Secretary

As of March 31, 2017: Mr. Anan Manatchinapisit Position Corporate Secretary



#### Scope, Duties, and Responsibilities of the Corporate Secretary

Responsible for organizing the meetings of the Board of directors, committees and shareholders, and preparing the minutes of the Board's meeting, the minutes of other Committees' meeting, the minutes of Shareholders' meeting and annual report as well as filing documents as specified by laws. Support and supervise the Company to perform in compliance with the laws and regulation of the Stock Exchange of Thailand.

#### The Nomination of Directors and Management

#### (a) The nomination of directors

Board of Directors Assign the Nomination and Remuneration Committee to nominate suitable persons to serve as directors by considering factors such as knowledge, skills and experience relevant to the business or it can be beneficial to the company's future, and to present to the Board of director and further to the annual gerneral meeting. The Company has set the criteria for the appointment of directors as follow:

- The board of directors shall consist of at least 5 directors where not less than half of the directors must be the residents of the Country and must hold the qualifications as specified by law.
- (2)The shareholder's meeting shall elect the directors as per the following procedure:
  - (2.1) Each shareholder shall have the number of votes equal to the number of shares held.
  - (2.2) The shareholder shall be able to exercise the entire votes as described in 2.1 for one person or a group of persons as director or directors but shall not allot his/her votes to any person in any number.
  - (2.3) The voting results of each candidate shall be ranked in order from the highest number of votes received to the lowest, and those candidates shall be appointed as directors in that order until all of the director positions are filled. In case of a tied vote, the chairman of the shareholder's meeting shall vote.
- 1/3<sup>rd</sup> of the directors shall resign on the annual general shareholder's meeting, however, in case that (3)the number of directors is not dividable by 3, the number of directors closest to 1/3rd shall resign.

The directors resigning in the first and second years after the registration of the Company shall be selected by drawing. In subsequent years, the director who has been in the post longest shall resign. A director who resigns under this procedure may be re-elected.

#### **Nomination and Appointment of Executives**

Human Resource Unit will recruit and select qualified individuals with knowledge, experience, skill and understanding of business and propose to authorized persons for consideration.

Executives shall be nominated and appointed in line with the Corporate Authorization Index as follows:

- The appointment of Group Chief Executive Officer and/or Chief Executive Office must be 1 proposed to the Board of Directors for approval.
- 2. The appointment of executives (C-Level); Chief Finance Officer, Chief Investment Officer, Chief Administrative Officer, Shall be approved by Group Executive Committee.
- 3. Appointment of executives below the level specified in 2, shall be approved by Group Chief Executive Officer and below level-executives (depending on the case).

#### (b) The nomination of independent directors and audit committee

The independent directors and the audit committee consist of 3 directors who shall be elected by the board of directors's meeting and/or the shareholder's meeting. The term of the independent directors and the audit committee shall be 3 years. The Company has a policy to elect the appropriate person(s) by considering their independence, the capability to represent the minor shareholders, knowledge and relevant experience. The nomination criteria are as follows:

- (1) Holding not more than 5 percent of the paid up shares of the Company, sister companies, affiliates and other related parties where the shareholding of the related parties shall be included.
- (2) Neither be a managerial director of the Company, parent company, sister companies, affiliates and other related parties nor be an employee or advisor who receives normal salary from the Company, parent company, sister companies, affiliates, other related parties and major shareholder of the Company.
- (3) Not having any conflict of interests directly or indirectly with regard to the financial and operation affairs of the Company, parent company, sister companies, affiliates, and major shareholder within 1 year before the nomination except for the case that the board of directors have determined that such interests shall not intervene the independence of the audit committee.
- (4) Not being related to the management and the major shareholders.
- (5) Not being a representative of the directors, the major shareholders, or any other shareholders related to the major shareholders.
- (6) Being able to perform duties, provide opinion on and report results of the assignments delegated by the board of directors independently. Not being under the control of management, major shareholder and their related parties.

#### (c) The numbers of director representing the major shareholder.

There are 3 directors who represent the Akrapongpisak family including Mr. Prasarn Akrapongpisak Mr. Anan Manaschinapisit and Mr. Somnuik Tanasarn.

#### Management's Remuneration

#### (a) Cash Remuneration

Director's Remuneration

Directors		2016		2017	
		(01/04/15 - 31/03/16)		(01/04/16 - 31/0	3/17)
		Meeting Allowance	Bonus	Meeting Allowance	Bonus
		(Baht)	(Baht)	(Baht)	(Baht)
1.	Mr. Wanchai Umpungart	160,000	-	160,000	-
2.	Mr. Prasarn Akarapongpisak	40,000	-	40,000	-
3.	Mr. Anan Manatchinapisit	40,000	-	40,000	-
5.	Mr. Somnuik Thanasarn	40,000	-	40,000	-
6.	Mr. Anurut Vongvanij	30,000	-	30,000	-
7.	Mr. Teera Na Wangkanai	60,000	-	60,000	-
8.	Mr. Lert Nitheranont	80,000	-	80,000	-
	Total	450,000	-	450,000	-



Management's Remuneration (Management whose names is in management list)

Remuneration	2016		2017	
	(01/04/15 - 31/03/16)		(01/04/16 - 31/03/17)	
	Number of	Amount	Number of	Amount
	Person	(Baht)	Person	(Baht)
Salary	8	24,927,819	7	28,108,078
Bonus	8	2,742,355	7	4,153,835
Other Remuneration (Communication expenses)	1	18,000	2	27,000
Total	8	27,688,174	7	32,288,913

#### (b) Other Cash Remuneration

The provident fund for the Company's employee was founded where the Company contributes 5% of the salary to such fund.

#### Good Corporate Governance

The Company has realized the importance of the operation under the good corporate governance where the board of directors is determined to comply with the code of good corporate governance specified by the Stock Exchange of Thailand under the Code of Best Practice for Directors of Listed Companies.

Moreover, the Company is complied with the 5 Principle of Good Corporate Governance set by the Stock Exchange of Thailand for the benefit of the Company's business operation and for the transparency and efficiency enhancement. This should build up the creditability of the Company for the shareholder, the investors and other relevant parties. The details of the Company's good corporate governance practice are as follows:

#### (1) Shareholder's Rights

The Company has realized the importance of the equitable treatment to the shareholders where at each shareholder's meeting, the invitation letter and the relevant information shall be sent to the shareholders for not less than 21 days in advance. Moreover, the Company shall equitably encourage the shareholders to review the performance and to express their opinions and/or recommendations. Furthermore, the Company has an effective shareholder's meeting minutes filing system which is easy to refer and check.

For the shareholders who cannot be present at the shareholder's meeting, they can delegate their power of attorney to the independent director and the audit committee to vote for them.

During the shareholder's meeting, the chairman shall equitably encourage all shareholders to raise questions and to express their opinions and other recommendations.

- 1.1 The Company has upheld the principle to supervise rights of shareholders. It aims to protect and promote the rights of shareholders as follows:
  - Shareholders have the right to ownership and controls through the committee to act on their behalf.
  - Shareholders have the right to make decisions about significant changes in the Company.
  - Shareholders should have the opportunity to propose the agenda and entitle to appoint a proxy to attend the meeting on his behalf.
  - Shareholders should have the opportunity to ask questions to directors at the meeting but submit questions in advance.

- Shareholders should receive documents and details or information sufficient to determine the agenda prior to the meeting at the appropriate time.
- Shareholders should aware of the rules and know how to join the meeting at reasonable time.
- Companies should promote the rights of shareholders and does not violate or infringe the rights of shareholders.
- 1.2 Apart from the basic rights or legal rights of the shareholders, the company was also considering the rights and equitable treatment of all shareholders. The actions to promote the rights of shareholders are as follows:
  - So that all shareholders receive the necessary information and enough about the meeting date and an agenda in advance, the company has communicated the documents and information relating to the AGM via the company's website ( www.lohakit.co.th / Investor Relations / Shareholder Information) Date: June 27, 2016 onwards, a period of 30 days before the AGM (Shareholders' Meeting on July 28, 2016) by the same set of data as documents that the Company has submitted with the notice of meeting to shareholders by mail prior to the meeting.
  - In the invitation that contain information about the agenda, reasons and the opinion of the Committee on the proposed agenda, date, time and place of the meeting, guidelines procedures and documentation to register to attend the meeting.
  - For the benefit of the shareholders, the company also provides an opportunity for shareholders to submit questions or the proposal to be included on the agenda and the names of persons to be considered for appointment as directors in advance at website (www.lohakit.co.th / Investor Relations / Shareholder Information). The criteria and define clear procedures to inform its shareholders through SET system and posting them on the Company's website during April 8, 2016 until May 10, 2016.

At the shareholders meeting for the year 2016, the meeting was conducted by order of the agenda set out in the notice of meeting to inform shareholders in advance. No matters have been added to the agenda or critical data changes without notice to shareholders in advance and to allow shareholders to express opinions and ask questions on various matters. The Directors and senior management participated in meeting to answer the questions of the shareholders at the meeting, which details have been recorded in the minutes of the shareholders.

- 1.3 Before meeting begun, chairman of the meeting has authorized investor relations officer clearly explained to shareholders of how to vote, the audit of the vote count and the rights of shareholders
  - One share represents one vote. For agenda items resolutions shall be passed by a majority of votes, acknowledgement matters for shareholders have no votes. Agenda for the capital reduction, capital increased, amendment of company memorandum of association and regulation shall be passed by votes of not less than three in four of the votes of the shareholders present at the meeting and have voting rights. The agenda of the Remuneration of the directors shall be passed by votes of not less than two third of the total votes of the shareholders present at the meeting.
  - The vote on the election of directors, each shareholder is entitled to vote are all as discussed above, selecting one person or several persons as directors but can't divide their votes among the candidates.



The shareholders who give proxies with indicating their votes. Staff will collect votes on their computer. For proxies to attend the meeting without indicating their votes, The Company assigned legal counsel which is an independent agency to act as a counter and check the votes in the AGM so as to be transparent, legalization and regulation.

For shareholders who attended the meeting, the officers have prepared a ballot to use in the case of disagree or abstain. And to consider the rights and equitable treatment of all shareholders, the Company provided shareholders in attendance even after the conference has already started with the right to vote on agenda items under the consideration and has not voted yet.

The company has submitted its report to the Stock Exchange of Thailand within 14 days of the meeting and the minutes are simultaneously published to the shareholders via the company's website in order for shareholders to comment and review with no need to wait until the next meeting.

Shareholders have the right to review the remuneration of directors. The company offers attendance fee and bonus for shareholders approve every year. This year, the company paid to its directors the attendance fee only and no other benefit paid to directors.

#### (2) The Equitable Treatment to Shareholders

The Company treats the shareholders equitably in allowing them to check and express their opinions toward the Company's operation. The Company has a policy to comply with the article of association where the shareholders who cannot be present at the shareholder's meeting can delegate their power of attorney to the independent director and the audit committee to vote for them.

At a meeting of shareholders, the company has taken advance notice of the meeting of shareholders into the website at least 30 days before the AGM date and the Company has taken a minority shareholders have the right to propose agenda into AGM in advance and nominate qualified person to be elected as Directors. According to the company scheduled during the April 8, 2016 until May 10, 2016 and informed the shareholders through the Stock Exchange of Thailand and posting them on the Company's website (www.lohakit.co.th / Investor Relations / Shareholder Information) with specifying the clear and transparent procedures and methods. And on the Company's website, predefined form for proposing the agenda and nominating candidates for election as directors can be downloaded as well. During the AGM in 2016, no shareholders propose agenda and nominate candidates for director in.

Accordance with the rules in the voting for election of directors, the company has a cumulative voting rules (Cumulative Voting) is used for the election of directors only. In principle, it is for the channel to provide minorit shareholders the opportunity to choose their directors to be executive.

In order to avoid the conflict of interests, the delegation of the board of directors specifies that the delegated person must not approve any transactions that may lead to the conflict of interests. In addition, the Company and the subsidiaries shall comply with the regulations of the Stock Exchange of Thailand with regard to the connected transaction and the acquisition and disposition of assets of listed companies as the case may be.

The Company has set the procedure to undertake the related transaction as follows:

(a) In case of the normal business transactions or the transactions to support the normal business with general terms and conditions and compensations that can be calculated from assets or reference prices, the procedure to undertake those transactions shall be in accordance with the regulations of the SEC office and the Stock Exchange of Thailand with regard to the connected transaction. The undertaken transactions shall be reported to the audit committee on a quaterly basis.

(b) In case of other related transactions apart from those described in (a), the audit committee shall provide their opinions with regard to the necessity of the transaction and the reasonableness of the transaction's price by considering the normal business practice of the industry and comparing the undertaken price with the price of others or the market price. In case that the audit committee has no expertise on any transaction, the Company would hire an independent specialist or an auditor to provide their opinion on such transaction for the consideration of the audit committee, the board of directors or the shareholders as the case may be. The directors who may have any conflict of interests of the transaction will not be able to vote on such transaction.

The Control of the use of internal information for the benefit of the management, the Company has a procedure to control the use of the undisclosed information for the benefit of the management or their related parties as follows:

- (a) The Company has prevented the use of internal information by specifying that the departments which are accessible to such information must keep the information confidential to other irrelevant departments or parties.
- (b) The management who has accessed the Company's financial information must not use such information for their own benefits before the disclosure of such information to public. The management is prohibited to trade the Company's securities within one month before the public disclosure of the Company's financial statements.
- (c) The Company shall guide the management to report the change of their shareholdings to the SEC office as per clause 59 of the Securities and Exchange Act B.E. 2535. In addition, the management and employees who have accessed to the internal information are prohibited to share such information to others or irrelevant parties. They are also prohibited to trade the Company's securities within 30 days before the public disclosure of the financial statements.

#### (3) Roles of Stakeholders

The Company has taken into account the rights of all stakeholders as follows:

- (a) Employees: The Company treats all employees with equitable and fair. The Company also provides appropriate remunerations and trainings.
- (b) Suppliers and Creditors: The Company treats all suppliers and creditors equitably and fairly under mutual terms and/or contracts to create the valuable relationship which shall benefit all parties.
- (c) Customers: The Company takes good care and responsibility of the customers by sourcing, fabricating, manufacturing and distributing quality products as well as by taking into consideration the customer's recommendations and opinions.
- (d) Competitors: The Company complies with the framework of fair competition and avoids the use of dishonest means to destroy the competitors's reputations.
- (e) Shareholders: The Company focuses on the sustainable growth in terms of of revenue and profit.

  As a result, the shareholders will receive the appropriate returns according to the business condition.
- (f) Community and Society: The Company takes the responsibility towards to environment of the community and society by taking part in the social activities.

The Company has issued the Code of Ethics for the directors, management and all employees to comply with honest and integrity. The Company shall govern and ensure that such Code of Ethics is strictly complied. The Code of Ethics and the penalty are approved by the board of directors No. 4/2007 on August 15, 2007.



The company has been giving the important on operation with responsibility to social and environment. By that, company in cooperation with stock exchange of Thailand has set up the activities for social.

The Company has enhanced the efficient internal control and audit systems for both the management and operational levels by issuing the statement of duties and authorities of the management and the employees. The duties of execution, control and evaluate are segregated for the check and balance of power purpose. Moreover, the Company has undertaken the internal control over the financial system with the financial report system for the responsible management. The Company has the internal control system audited and appointed A.M.T. Services Office Limited as the Company's internal auditor for year 2016 (April 1, 2016 - March 31, 1017). The auditing shall emphasize on the internal control system and the analysis of the system risks. The summary of the auditing is as follow:

- To evaluate the sufficiency of the internal control system. 1.
- 2. To review the procedure of each working system.
- 3. To review the accounting transactions with the related parties.
- 4. To review the obligations.
- 5. To review the contingent liabilities.
- To report the sufficient of internal controls during the year 6.

The internal auditor shall report the result of the auditing to the audit committee on a quaterly basis. In addition, the internal auditor shall review the significant related transactions as per the request of the audit committee. The secretary of the audit committee shall coordinate between the internal auditor and the audit committee.

Risk Management, the Board of director has been focusing on risk management very seriously. In the meeting of the Board of Directors no. 2/2016 had appointed the Risk Management Committee to define and assess of the business risks, to protect and manage risk. These include risks affecting the Company's operations, as defined in "The Risk Factors".

Board of Lohakit Metal Public Co., Ltd. (the Company) has scheduled its business practices with principles of good governance, adhering to the responsibility of all aspects of the business and to focus on the fight against corruption. On April 3, 2015 the company attended the announcement of the intention of a unified practice (Collective Action Coalition) Thailand's private sector in the fight against corruption. The Company has been approved as a member of the coalition against corruption in the private sector in Thailand on April 22, 2016 to the guidelines of the Committee, all employees. The company has made "policy against corruption" in writing to provide a clear guideline in the sector which is divided into three main policies.

#### Definition

Corruption refers to bribery in all its forms by offer or promise to provide the money, property or other benefits incorrect and inappropriate to authorities, government agencies or private individuals to do duty, omission to do duty, to obtain or retain any improper business benefits. Unless, they are comply by the law, regulatorion, customs or local tradition.

#### Anti-Corruption Policy 1.

Directors, executives and employees of company are prohibited to action or to accept corruption in any form, either directly or indirectly. It covers businesses in all countries and all agencies involved. The review of the implementation of the policy against corruption is required to review regularily, including also review practices and the requirement to take steps to comply with changes in business regulations and legal requirements.

#### Responsibilities

- 1. Board of Directors has duties and responsibility to establish policies and a regulatory system that effectively supports anti-corrupt ion in order to ensure that management is aware of the importance of anti-corrupt and to cultivate a corporate culture.
- The Audit Committee has duties and responsibility to review financial reports and accounts, internal control system, Internal audit system and risk management system in order to ensure the complilation to international standards, appropriate, modern and efficient.
- 3. Managing director, board of executive management has duties and responsibility to establish the system, to promote and advocate policies against the corruption, to communicate to employees and stakeholders and to review the appropriateness of systems and measures in order to comply with changes in business, regulatory and legal requirements.
- 4. The Audit Committee has duties and responsibility to monitor and review the work that is going to be required to meet the operational policy guidelines, regulatory and legal requirements of the regulatory authorities in order to ensure that controls are adequate to the risk of corruption and report to the Board of Directors.

#### Guidelines and action

- 1. Director, Management, Employee of LHK at all levels must strictly adhere to the policy without exception.
- 2. Employees must not be ignored or neglected when find any action relating on corruption. The notification to their supervisors or the person responsible is required.
- Company will ensure fairness and protect employees who report for clues about corruption as
  defined in "Policies to protect complainants, witnesses, information user or clue about illegal and
  unethical (Whistle Blower Policy)".
- 4. Those who commit corruption must be considered for disciplinary action as prescribed without exception.
- 5. Company will disseminate the knowledge and understanding to others who have duties relating to the company subject to compliance with this policy.
- 6. Policies against corruption cover personnel administration since the recruitment, selection, promotion, training, evaluation and compensation. The supervisors at all levels communicate the clear understanding to the staff.
- 7. To clarify to operating in high risk to have the corruption, directors and executives and employees at all levels must be in caution in the following:
  - 7.1 To give or receive gifts, entertainment must comply as prescribed in the manual and a code of conduct for employees.
  - 7.2 Donations to charity or providing financial support or donations or grant must be transparent and legalization.
  - 7.3 Business relationship, prohibit giving or receiving bribes in conducting business in all aspects must be transparent, honest and is in accordance with the relevant legislation.



2. Policy to protect complainants, witnesses, information user or clue about illegal and unethical (Whistle Blower Policy).

#### Definition

The complaint refers to employees of the Company and its subsidiaries whether normal staff,

diary staff or special staff.

refer to one among the directors, audit committee, executive directors or Complaints recipient

managing director.

#### Complaint subject or provide information

Corruption, illegal, regulations or ethics that impact on reputation, image, norm, financial position or conflict with the policy of the business and involved with high postion management.

#### Channels of complaints or information, access to information and advice

Verbal or written to.

Company Secretary

or E-Mail: whistleblower@lohakit.co.th

2. E-mail via the company's website: www.lohakit.co.th

3 Mail sent to

Company Secretary

Lohakit Metal Public Company Limited

No. 43, Thai CC Tower, 16<sup>th</sup> Floor, Room 167-169

Sathorn Road, Yannawa, Sathorn, Bangkok 10120

#### The complaint guideline

- The complainant can appeal to more than one channel and do not necessarily reveal the identity. But self-disclosure will help the complaint recipient inform the result of action against complaint.
- 2. If the complainant chooses not to reveal his name, have to identify enough fact or evidence to show that there is reason to believe that the actual act according to the information, includingt inform the channels of communication in return in order to inform the results of the action on the complaint. The complaints are treated as confidential.

#### The process of investigation of the complaint

- The recipient of the complaint will be processed by own or assigned to individuals or group of persons to perform on their behalf.
- 2. Make sure that is true. If tt is important for the image, reputation or norm, they must be submitted to the Executive Board for consideration and presented to the Board of Directors in the following order in order to determine action or punishment according to the guidelines of the company.

#### The protection for complainant or information provider

- Protection occurs immediately right after complainant inform and give clues. 1.
- The relevant information is considered confidential and will be disclosed in consideration of damage and safety of complaints.
- 3. Where the complaint said, it may not be safe or damage occured. The complainant may request the Company to determine the appropriate protective measures or the company may impose protective measures for the complainant even with no request if that is likely to be suffered and unsafe.

3. Policies and procedures to support the political/charitable donations/grants. (Sponsorships)/paying bills/gift and hospitality expenses.

The Board of Directors has established business practices with the good governance that recognizes its responsibility for the impact of all aspects of doing business and declared policy against corruption (Anti-Corruption Policy) to guide practice strictly for directors, management and all the staff there. The Company has established policies and measures related to anti-corruption functions in the practice of contributing to political/charitable donations/grants. (Sponsorships)/paying bills/gift and hospitality expenses as following:

- 1. Policies and practices involved in this matter in accordance with the policy set out in the Anti-Corruption policy and the ethical conduct of managers and employees.
- 2. If it is not listed, shall comply with the policies and guidelines that have been identified.

# Policies governing political contributions

Company adheres to the policy of political neutrality, not support the funding or help in other ways to help the political parties both direct and indirect.

Political contributions meant to help whether it be financial or to help in other ways (In-kind), such as providing goods or services, advertising, promoting or supporting political parties, to purchase tickets, to join the event to raise funds or donate to organizations with close ties to political parties or to be the agent for co-operation on political campaign etc.

The company provides support of political democracy and that employees have rights and duties as citizens by law to participate in or support any political activities freely in private but prohibiting all employees act on behalf of the company or using assets of the company to support or any other actions.

# Policy on Charitable Giving

The use of funds or assets of the company to donate to charity must be conducted openly and transparently is required by law and must not be used as a pretext in order to bribery.

Donations to charity will be made on behalf of the Company and proceed through the process of approval by an authorized person of company. It must be donated to organizations or entities for benefit to education society or the public and is not affiliated with any reciprocal benefits, such as foundations, corporate philanthropy, nursing school, etc., has to be evidence of a credible and verifiable.

# Funding policy for sponsorships

Funding refers to money paid to or received from customers, suppliers and business partners for the purpose of business, product brand or company reputation. It is beneficial to create The Commercial Trust (Goodwill) help intensify business relations and must be appropriate to the occasion.

The use of funds or assets of the company to fund sponsorships must be conducted openly and transparently is required by law and must not be used as a pretext in order to bribery.

Funding will be made on behalf of the Company and proceed through the process of approval by an authorized person of the company. The grants paid aimed at businesses image or reputation of the company shall have the reliable evidence, indentity clear objectives and can be detect.



# Policies about gifts, entertainment and other expenses

Company policy prohibits directors and employees must not accept or give gifts, souvenirs of any stakeholder in the work that they are responsible both direct and indirect to government officials, government sector, private organizations and business partners so as to obtain benefits illegally and in an induced abstinence in the performance of their duties, except for the giving or receiving gifts, souvenir on the occasion of the agenda or the like, according to tradition, local custom, tradition of trade or the suitable opportunity. It is worth not much more than normal or worth less than the prohibition on public officials should have been.

The expenses for the entertainment of business and other expenses associated with implementing business contracts can be done but the level and extent appropriate must be reasonable and can be audited.

Procedure and control in respect of the political, charitable donations/grants. paying bills/gift and hospitality expenses.

The company wishes to donate money or property to charity, funding or pay gift/hospitality services and expenses related to the organization or agency shall take steps as below.

- To received a letter or call for support and proposed by considering issues such as
  - Consider that according to the policies and objectives of the company or not
  - Consider a donation to charity, the gifts or financial support/entertainment and expenses is normal/business custom or not
  - Monitor and track information whether having appropriate objective, quantity, amount, agencies address and there are clear responsible person,
- 2. The department proposes he matter to the managing director for approval.

# The information disclosure and the transparency

The Corporate Governance Policy: the board of directors has specified the corporate governance policy as they deemed that such policy is necessary for the sustainable growth of business. The board of directors is determined and intended to comply with such code of conducts where the business policies and directions have emphasized the importance of the internal control system and internal audit to govern the management to efficiently operate for the long-term benefit of the shareholders under the scope of laws and business ethics. The board of directors is also determined to emphasize the appropriate transparency of business operation, the information disclosure and the risk management.

The board of directors's meeting: The board of directors's meetings shall normally be convened once every quarter where the additional board of directors's meetings can be convened as necessary. The Company's secretary shall submit the invitation letter and the meeting agendas to the directors 7 days in advance thus the directos shall have sufficient time to study the information before the meeting. The minutes of the meetings are recorded in writing where the past minutes which have been approved by the board of directors are filed for the reference of the directors or other relevant parties.

In 2016 and 2017, the details of the board of director's meeting are as follows:

	Directors	2016 (01/04/15 - 31/03/16) Number of meetings convened / Number of meetings attended	2017 (01/04/16 - 31/03/17)  Number of meetings convened / Number of meetings attended
1.	Mr. Wanchai Umpungart	4/4	4/4
2.	Mr. Prasarn Akarapongpisak	4/4	4/4
3.	Mr. Anan Manatchinapisit	4/4	4/4
4.	Mr. Somnuik Thanasarn	4/4	4/4
5.	Mr. Anurut Vongvanij	4/3	4/3
6.	Mr. Teera Na Wangkanai	4/3	4/3
7.	Mr. Lert Nitheranont	4/4	4/4

In 2016 and 2017, the details of The Nomination and Compensation Committee meeting are as follows:

	Directors	2016*	2017**
		(01/04/15 - 31/03/16)	(01/04/16 - 31/03/17)
		Number of meetings	Number of meetings
		convened / Number of	convened / Number of
		meetings attended	meetings attended
1.	Mr. Teera Na Wangkanai	-	1/1
2.	Mr. Wanchai Umpungart	-	1/1
3.	Mr. Lert Nitheranont	-	1/1

Remark: \* In 2016, the Company established the Nomination and Remuneration Committee. There is no meeting.

In 2016 and 2017, the details of The Risk Management Committee meeting are as follows:

	Directors	2016* (01/04/15 - 31/03/16) Number of meetings convened / Number of meetings attended	2017 (01/04/16 - 31/03/17) Number of meetings convened / Number of meetings attended
1.	Mr. Prasarn Akarapongpisak	-	6/6
2.	Mr. Anan Manatchinapisit	-	6/6
3.	Mr. Somnuik Thanasarn	-	6/6
4.	Mr. Wisit Worayosgovit	-	6/6
5.	Mr. Vittawat Akarapongpisak	-	6/6

Remark: In 2016, the Company established the Risk Management Committee. There is no meeting.

<sup>\*\*</sup> In 2017, the Nominating and Remuneration Committee Meeting was held on April 18, 2017.



In 2016 and 2017, the details of the Directors and Company's management holding as follows:

Dii	rector / Company's management	2016	2017
		(01/04/15 - 31/03/16)	(01/04/16 - 31/03/17)
		Number of shares	Number of shares
1.	Mr. Wanchai Umpungart	-	-
2.	Mr. Prasarn Akarapongpisak	44,046,300	13,320,960
3.	Mr. Anan Manatchinapisit	-	-
4.	Mr. Somnuik Thanasarn	-	-
5.	Mr. Anurut Vongvanij	-	-
6.	Mr. Teera Na Wangkanai	-	-
7.	Mr. Lert Nitheranont	-	-
8.	Mr. Vittawat Akarapongpisak	13,320,760	15,980,760
9.	Mr. Wisit Worayosgovit	-	-
10.	Mr. Worasak Wongprakornkul	-	-
11.	Mr. Chaiwat Bosuwannana	-	-

Director's report: The board of directors is responsible for the Company's financial statements and financial information disclosed in the annual report. The Company's financial statements are prepared in accordance with the general accepted accounting principles where the appropriate accouting policies are adopt and regulary complied with care and the best financial forecasts are prepared. The significant information is sufficiently disclosed in the notes to the financial statements.

In addition, the audit committee is responsible to consider the information and the disclosure of the financial statements.

Investor's Relation: The board of directors shall assign a person to be responsible for the information disclosure of the Company that is accurate, timely and transparently. In the near future, the board of directors shall consider to set up the Investor Relation department to be responsible to communicate with the institutional investors, shareholders and securities analysts.

The committee also gives important on disclosing the complete information with covering both general and financial information. There are press conferences to reporter and 3rd parties through the event of SET Opportunity Day every quarter. The company has also assigned investor relation staff to responsible for disclosure the important information and acting for company to relate the communication with institution investor, shareholders and general analysts. All general investors are welcome to contact for company information by phone at 02-673-9559 ext 210 or by email at ird@lohakit.co.th.

The Company focuses on the development of knowledge and training of board directors and having Mr. Teera Na Wangkanai directors, member of audit committee and Chairman of The Nomination and Compensation Committee by the Institute of Directors of Thailand (IOD) on year 2016 as follows:

- Corporate Governance for Executive (CGE 6/2016)
- Board that Make a Difference (BMD 2/2016)
- Tax Management Strategies Class 36 (Dharmmiti Seminar)

The Company has the channel to report the offenders about illegal and ethics (Whistle Blower Policy) on the Company's website and channels as defined in the policy covered the complainant or witnesses to report information about illegal and unethical (Whistle Blower Policy).

# (5) Director's Responsibility

The Company's board of directors participates in setting vision, mission, strategy, business goal, business plan and budget. The board also governs the management to run the business according to the goal, plan and budget efficiently and effectively to increase the economic value of the Company and the stability of the shareholders.

The balance of power of non-executive directors

The Company's board of directors consists of 7 members including

- 3 Executive Directors
- 1 Non-Executive Diretors
- 3 Independent Directors

The proportion of the independent directors equals to 42.86% of the board of directors.

As for the segregation and aggregation of positions, the chairman position is segregated from the Managing Director position to separate the duties of policy governance and day-to-day operation.

In addition, the company also gave orientation to new directors by providing and presenting all information in relating to business to all new and first time directors into company.

The Company's policy is to conduct an orientation for all new directors, to build knowledge and understanding of the business and implementation of various aspects of the company to prepare to perform the duties of a director by presentation of the business chracters and policies, an overview of business operations and operating results so that the new director has a clear picture.

# Information essential to the duties of directors in the introduction of new directors.

- The company must comply with the law such as trading company shares and reporting possible conflict of interest of them, their spouses, close relatives who are the major shareholders, executive director in any businesses relating to the company, etc.
- 2. Memorandum and Articles of Association
- 3. The duties and responsibilities of the Board of Directors and Board Committees
- 4. Board of Directors and meeting schedule
- 5. Policy on Corporate Governance
- 6. Maintenance of internal information.
- 7. Risk Policy
- 8. Internal Control
- 9. Relating Transactions (Conflict of Interest).
- 10. Business Conduct and practices in work (Code of Conduct).
- 11. Policy against corruption and violations (Whistle Blowing)
- 12. Legal disputes (if any)
- 13. Report of organization that survvisethe company

The company secretary to prepare the relevant documents.

# The remuneration of directors and management

Board of Directors Assign the Nomination and Remuneration Committee: The Company has clearly and transparently set the policy for director's remuneration where the Company's remuneration is in line with the industry's remuneration. The experience, duties and scope of responsibilities are taken into account to maintain the qualified directors. The director's remuneration policy has been approved by the shareholder's meeting.



Management's remuneration: The management's remuneration is complied with the policy set by the board of directors. The performances of the Company and each management are taken into consideration. Currently, the Company does not have the remuneration committee.

# Sub-Committee

The board of directors appointed the audit committee to assist governing the Company where the scope of authorities has been clearly specified. The Company has no remuneration committee; however, the Company has the appropriate procedure to fix the remuneration where the remunerations of others in the same industry and size as well as the Company's performance are taken into consideration.

# Corporate Social Responsibilities: CSR

The Company intends to apply the principles and the framework for corporate social responsibility reporting, integrated and deployed in the administration and enterprise management. The Company recognizes the importance of social responsibility with the confidence that social responsibility is an approach that will lead to sustainable development in the future.

# Policy and Overview

The Board of Directors has a policy to keep the business of the Company and its subsidiaries are subject with responsibility to society, environmental and group of stakeholders in accordance with the 8 core practices in the business process in order to contribute to the sustainability of the business.

- 1. The operation with fairness.
- 2. Anti-corruption
- 3. Respect for human rights.
- 4. Treating employee fairly.
- 5. Responsibilities to consumers.
- 6. Environmental care
- 7. The development of a community or society.
- 8. The innovation and dissemination of innovations derived from operations with responsibility to society, environment and stakeholders

In addition to conducting business in an ethical manner which is the important principal of The company, Good governance which the Company keep instilling employees the clear corporate culture. The company also has commitment for the social responsibility by undertaking various public utilities on the continuous basis. That is the aim to raise awareness for being the supporters to society by giving the opportunities to all employees to participate in various public utilities and social activities. Each social activity has working group to responsible the activity in order to ensure the objective meet following the policy to return value to sustain community and society.

# The operations to ensure compliance with the policy

Company policy in overall is not only writing but strict compliance

#### 1. The operation with fairness

Ethics in business operations of the Company cover the law respectful, no conflicts of interests, confidentiality and use of data, to treat customers and consumers, dealing with Competitors, procurement and practicing to business partners, responsibility to the community and society as a whole, to treat employees, the control and internal audit, to get or to give the asset and any other benefit, safety in health and environment and intellectual property and computer systems. The Company also ensures to give employee the orientation, training and also developing the suitable courses for existing employees. This is in order to ensure that all employees aware and understand. It also covers

the process of measuring the effectiveness of the system to improve even further. The company has also provided a continuing awareness throughout the organization through communication media and events to ensure that employees can be ethical in their business applications to work effectively.

# 2. Anti-corruption policies

Anti-Corruption the Company has policy to operate legally and for social benefit, encourage employees to work with integrity as good citizenship of the country and encourage the partners of the comapnay and its subsidiary operates with accurate and transparent as well. So as society as a whole has continued in peace, the Company has determined that the anti-corruption and bribery policy is another important part of company policy.

However, on March 20, 2015, the Company announced its intentions to join the anti-corruption practices in the private sector Thailand (Collective Action Coalition) and received on April 3, 2015 in attendance. The Alliance will cooperate with the government, public sector, media and international organizations to make the clean business and participating companies will operate under the framework and procedures, which are based on international principles, including no.10th principle on the fight against corruption, according to The Ten Principles of the United Nations Global Compact (Business Principles for Countering Bribery), defined by Transparency International. The principles published by the World Bank and the Center for International Private Enterprise (CIPE) and other international organizations.

The Company has established an anti-corruption and bribery to be treated practically by define duties and responsibilities of the board, the Audit Committee and the Managing Director in order to ensure that policies against corruption and bribery practices have been followed and implemented correctly.

On April 22, 2016, the Company has been approved as a member of the Alliance to Thailand private sector in fighting against corruption.

# 3. Respect for human rights

The Company has policy to comply with all laws and regulations pertaining to employees and principles of basic human rights following international criteria without distinction of origin, race, sex, age, color, religion, disability, personal status, education or else that is not directly related to operations, including also respect for the individuality and dignity of the human person. The past, the Company never had any complaints about violations of human rights.

# 4. To treat employee fairly

The Company has always recognized that. All employees are the company's most valuable resource as the success factor in achieving the goals of the Company. The Company treat employee fairly in terms of remuneration, opportunities, promotions, rotation, proper facilities as following.

- Remuneration and benefits Management, taking into account the remuneration as the source of employee motivation to work in their full capability and fairness to them following the requirements of the law and practice on the same standard. There are evaluation and analyze job value to have updated status and remain suitable to the duty and responsibility that in line with business and also ensure the level of competitive or comparable remuneration of other companies in the same business.
- To develop employees potential by giving important to develop knowledge, capability and management skill through training, seminar and keep developing personnel to increase the ability of all employee level and on the continuing basis.
- In term of employment, business operation, career move, the company has set clear guidelines as standard which based on the principle of non-discrimination and compliance with various relevant laws. By giving the opportunity to everyone equally, regarding to proportion of women, men, ethnic, origin, religion, age, disability, social status or education background.



Safety and hygiene at work, the company has concerns in life and health of all employees so that the management of safety and work environment has to follow the standard as defined by relevant law. In addition, the Company also supports and encourages the ongoing security activities as well.

#### Responsibility to consumers 5.

The company has focused on providing service to the customers and have been surveying of customer satisfaction every year. This is for the evaluation and improve the better work efficiency.

#### 6. **Environmental care in business**

The Company has embarked on a campaign to save energy and natural together with raising awareness of employees.

- The campaign for employees transitioning to the transportation of company, arranging for the convenience, the savings in travel costs for employees, the environment care and to reduce air pollution.
- A campaign to turn off power and off computer screen during the lunch break between 12.00 -13.00 hours in order to save energy and train employee to apply in everyday life, including publishing ways to save energy in their own society.
- Eliminating waste or toxic waste from the production to meet the standards and laws in relevant to various industries.

#### 7. Developing community or social

The company has developed a community or a social under the linkages of urban life and the forests and social current wetlands providing important habitat for animals. Currently, habitat areas are overrun by social and human and that affect populations of aquatic animals. The Company recognizes the importance to preserve and maintain populations of aquatic animals and mangroves, which is consistent with the policies of the Company. Details of the project can be viewed on this topic.

Scope	Projects	The Beneficialry	Outcome/Impact
Education	Donate scholarship to	College Student	To give a good career
	King Mongkut's University		opportunity
	of Technology Thonburi		
	Donate money, food and	Training Centers for	Creating opportunities in
	lunch	pre-school child at	education and activities to
		Chomnimit Temple	enhance learning skills
Environment	Project in planting trees	Aquatic Animal	To create more space
	in mangrove forest		and increase the number
			of mangrove aquatic
Social and Population	Donations (HL - 3) to	Department of Corrrections	Creation and vocational
	the Department of	and Society	training for inmates for
	Corrections		bringing knowledge to have
			the honest profession.
	Donation to Red Cross for	People	People get better
	The National Cancer		treatment and better
	Center of Chulalongkorn		health
	Hospital		

# 8. The innovation and dissemination of innovations derived from operations with social responsibility, environment and stakeholders

The Company is currently studying and planing for ideas on innovation to improve the operations of the Company by maximizing efficiency process under good control and to develop the Company's business.

# The Control of the use of internal information

The Company has set the strict procedure to control the use of internal information especially the financial information which has to be audited by the certified auditor and approved by the audit committee before being proposed to the board of directors and disclosed to the Stock Exchange of Thailand and to public.

# The Company's policy to control the use of internal information is as follows:

- (1) The directors, management and their spouses or minor child are prohibited to use the internal information to trade or transfer the Company's securities before the public disclosure of such information especially 30 days before the disclosure of the Company's financial statement. In addition, after the disclosure of any information, those specified persons are also prohibited to trade the Company's securities until the public has sufficient period of time to analyst such information (within 7 days after the disclosure).
- (2) The directors and management who are responsible to report the shareholding of them together with their spouses and minor child are educated with the shareholding report procedure in case that any of the directors, management, their spouses or their minor child have purchased, sold, transferred or received the Company's securities as per the regulation of the SEC office, Sor. Jor. 14/2540, Re, The preparation and disclosure of securities holding report and the penalty as per the Securities and Exchange Act B.E. 1992.

In case of violation, the appropriate penalties shall be enforced such as written warning, salary reduction, suspension or employment termination.

# Personels

(a) Number of personnel as of March 31, 2016 consist of 225 person and March 31, 2017 consist of 238 person dividing into the following:

Department	2016	2017
	(01/04/15 -31/03/16)	(01/04/16 -31/03/17)
Purchase	4	5
Finance/MIS	10	10
Sales & Marketing	25	21
Administrative	4	4
Human resource	9	7
Quality assurance	18	18
Planning/Inventory/Logistics	75	77
Production/Maintenance	80	96
Total	225	238



- (b) Labor dispute in past three years (31 March 2015 - 31 March 2017)
  - None -

#### (c) Remunerations to non-executive personel

Remunerations	2016	2017
	(01/04/15 -31/03/16)	(01/04/16 -31/03/17)
Salary/wages	63,024,454	60,975,404
Bonus	4,908,092	5,241,709
Other benefits	8,483,349	8,948,386
Total	76,415,895	75,165,499
No. of personel	217	231

#### (d) Personel development policy

The company and its subsidiaries main business are in the full service of stainless steel manufacturing. The business requires procurement, manufacturing, servicing and selling of stainless steel products to industrial customers. The company has policy in focusing to development personel in deliver the utmost benefits to satisfy customers.

Human resource department has duty to host the inhouse training by having inside and outside guest speaker as subject lecturers. In respect of outside traning, the attendee will be considered from position and responsibility to determine the proper subject and trainer.

# The Internal Control System

Summary of the board of directors's opinion on the sufficiency and appropriateness of the Company's internal control system

The Board of Directors No. 2/2017 dated May 29, 2017 which 3 independent directors and the audit committee were present. has assessed 5 aspects of the company's internal control 5 aspects which are Control Organization, Risk Assessment, Control Activities, Information and communications and monitoring activities by assessing the adequacy of the internal control system that has been prepared based on the concept of the COSO (The Committee of Sponsoring Organization of the Treadway Commission), which was optimized for the listed companies in Thailand.

The Board was of the opinion that. Internal control systems of the company are suitable to operate in accordance with the objectives, legal requirements associated with efficiency and sufficient to prevent risks or damage that may occur to the company and stakeholders (For details on the authentication of data in internal control questionnaire of the company).

# 1. The Control Organization

The company has a corporate structure, Segregation of duties and the clear scope and authorities of the management and staff and having a series of meetings to target to the common goal. The Company specifies the business goals annually where the actual performance is taken into consideration and reviewed with the business goals in board of director every quarter. In addition, the Company has issued the clear organization chart, the line of command, job description in order smooth the management according to its line of command. It also has a policy to sell and to treat customers honestly and fairly. The company also has a written policy on ethics (Code of Conduct) for management and employees, and policies against corruption and bribery. The right practices and penalties if they are violated are stated clearly. All employees have to sign to acknowledge the terms and penalties.

# 2. The Risk Assessment

Management regularily assesses the situation of the economy and the country's overall to analyze the all relevant risks that may occur in organizations both internal and external factors. This includes risk strategy, operations, reporting, compliance criteria and Information Technology. The company monitors the implementation of operational management on a monthly basis. Meetings are held regularly and continuously to analyze the results and situations, including the risk and the measures to reduce the risks incurred. The Company's risk assessment found no significant impact that may impact on the internal controls and the accuracy of financial statements in conformity with generally accepted accounting principles appropriate to the company.

# 3. The Control Activities

The company has policies, scope of duties, processes and procedures, approval authority, segregation of duties and responsibilities and clear controls in all levels and departments. They are reviewed the appropriateness every year. In addition, the internal auditor has conducted an audit of transactions throughout the year. The company also has adequate and concise measures for transactions with major shareholders, directors and persons connected with them. The audit committee will also consider the transactions on a quarterly basis and assigned internal auditors to audit the transactions and to report directly to the Audit Committee. Moreover, the company disclosed the details and conditions of such transactions in the notes to the financial statements which was audited or reviewed by the auditors of the Company.



#### 4. The information and communication

The Company set up Board of Directors maeeting at least once every quarter by sending a notice of meeting and meeting documments not less than seven days before meeting. As for storing and maintaining accounting records, the company gave attention on the collection and accounting of the data. The company is using EY office limited as auditors. The company also ensures that the company's accounting policies are complies with generally accepted accounting principles. This is in order to report to management and the board and can be used for the right decisions especially the accounting and financial information.

In addition, as for anti-corruption policy, the company has also opens to receive information from both inside and outside to the secretary of the Board by telephone or email or the Website.

#### 5. The monitoring activities

The Audit Committee has assigned the internal auditors to investigate the various types of transactions on a quarterly basis to assess internal controls and report directly to the Audit Committee. Any issues raised from the audits, audit committee will inform the Board of Directors and management in order to take corrective action and will be checked later that issues has been fixed.

In addition, the company set target of the business and compare actual performance against targets set. Difference must be explained why they occurred, including analysis of the cause of the difference in order to find measures to take corrective action in a timely manner.

The opinions of the external auditor, the internal auditor and the audit committee over the Company's internal control system

#### The opinion of the external auditor over the internal control system (a)

After auditing the Company's financial statements for the period ended on March 31, 2017, the external auditor studied and evaluated the efficiency of the internal control system of the Company's accounting system and found that the internal control system of the Company's accounting system is sufficient in good level.

#### (b) The opinion of the internal auditor over the internal control system

A.M.T Services Office Limited has been appointed as the Company's internal auditor where the results of the internal control assessment in corporate level were presented to the audit committee's meeting No. 2/2017 dated May 29, 2017. The evaluation of the internal control systems of Control Organization, Risk Assessment, Control Activities, Information and communications and Monitoring Activities that the Company's system is in the good level.

In addition, internal auditor had audits over company internal controls over the activities and presented the internal audit report to the audit committee every quarter according to quarterly internal audit plans for the year 2017 (April 1, 2016 - March 31, 2017) and found that the audit result according to the audit plans showed the proper and sufficient internal controls.

#### The opinion of the audit committee over the internal control system (c)

The audit committee's meeting No. 2/2017 dated May 29, 2017 considered and acknowledged the reports of the internal auditor and the results of the internal auditing as per the 2017 plan (April 1, 2016 - March 31, 2017) of the major activities which found that the Company has sufficient and appripriate internal control systems of such activities. The audit committee deemed that the Company has sufficient internal control systems.

# **Related Transactions**

1. Summary of related transactions of the Company, the subsidiary, related companies and other parties who may have conflicts of interest with the Company for the accounting period ended on March 31, 2017.

- None -

# 2. The necessity and reasonableness of the transactions

The audit committee deemed that those related transactions are necessary and reasonable as the undertaken prices were in accordance with the normal business practice where those prices were close to the prices offered to the major customers of the Company.

# 3. Procedure to undertake the related transactions

The related transactions must be considered by the board of directors or the shareholders as the case may be. The board of directors or the person(s) delegated by the board of directors must not approve any transactions that may lead to the conflict of interests between them, their related parties and the Company or its subsidiaries.

The procedure to undertake the related transactions between the Company, the subsidiaries (if any or the affiliates (if any) and the related parties is as follow:

- (1) In case of the normal business transactions or the transactions to support the normal business with general terms and conditions and compensations that can be calculated from assets or reference prices, the procedure to undertake those transactions shall be in accordance with the regulations of the SEC office and the Stock Exchange of Thailand with regard to the connected transaction. The undertaken transactions shall be reported to the audit committee on a quaterly basis.
- (2) In case of other related transactions apart from those described in (1), the audit committee shall provide their opinions with regard to the necessity of the transaction and the reasonableness of the transaction's price by considering the normal business practice of the industry and comparing the undertaken price with the price of others or the market price. In case that the audit committee has no expertise on any transaction, the Company would hire an independent specialist or an auditor to provide their opinion on such transaction for the consideration of the audit committee, the board of directors or the shareholders as the case may be. The directors who may have any conflict of interests of the transaction will not be able to vote on such transaction.
- (3) The Company shall disclose the related transaction in the notes to the audited financial statements, form 56-1 and the annual report.
- (4) The Company shall comply with the securities and exchange laws and in case that the Company has its securities listed on the Stock Exchange of Thailand, the Company shall comply with rules, announcements, order and regulations of the Stock Exchange of Thailand as well as the regulation with regard to the disclosure of the connected transaction and the acquisition and disposition of assets.

# 4. The policy to undertake the future related transactions

The policy to undertake the future related transaction, the board of directors shall consider the necessity and reasonableness of the transaction as well as the maximum benefit of the Company. The transaction price and terms shall be in accordance with normal business practice which must be comparable to the price offered to the outsiders. The Company shall direct the audit committee, the accouting auditor or the independent specialist to consider, review and provide their opinions on the appropriateness of the price and the reasonableness of the transactions. Also, the Company shall comply with the regulations with regard to the connected transaction of relevant authorities such as the SEC office and the Stock Exchange of Thailand.



# Details of Directors and Executive Management

No.	Name	Age	Educational	Share	Relation		Work Experience	Work Experience for the last 5 years
	Position	(Year)	Background	holding	between	Period	Job Title	Company Name / Type of Business
				In LHK	the			
				(As of March	Director			
				31, 2017)	Member			
<del>-</del> -	Mr. Wanchai Umpungart	69	- MBA, Sasin Graduate	1	ı	2005 - Present	2005 - Present - Chairman of the Board of	- Lohakit Metal Public Company Limited /
	Chairman of the Board of	years	Institute of Business				Directors, Independent	Procuring stainless steel coils products
	Directors, Independent		Administration of				Director, Chairman of the	
	Director, Chairman of the		Chulalongkorn University				Audit Committee and	
	Audit Committee and Member		- BA Accounting,				Member of The Nomination	
	of The Nomination and		Chulalongkorn University				and Compensation	
	Compensation Committee		- Director Accreditation				Committee	
			Program DAP 35/200 on			2002 - Present	2002 - Present - Independent Director and	- Muramoto Electron (Thailand) Plc. /
			April 1, 2005				Audit Committee	Manufacturer and exporter electronic parts
						2005 - 2013	- Independent Director and	- Sahapattana Inter Holding Plc. /
							Chairman of the Audit	Investment Business
							Committee	
						2006 - 2012	- Director	- Marketing Organization of Farmers
						2007 - 2013	- Independent Director and	- Thanulux Public Company Limited /
							Member of Audit Committee	Manufacturer clothes and leather accessories
						2008 - 2009	- Director and Member of	- Metropolitan Electricity Authority
							Audit Committee	
						2013 - Present	2013 - Present - Independent Director and	- OCC Public Company Limited
							Member of Audit Committee	
						2013 - 2016	- Independent Director	- Charoen Pokphand Food Public Company Limited

Remark: \* The Company's authorized directors

No.	Name	Age	Educational	Share	Relation		Work Experience	Work Experience for the last 5 years
	Position	(Year)	Background	holding	between	Period	Job Title	Company Name / Type of Business
				In LHK	the			
				(As of March	Director			
				31, 2017)	Member			
2.	Mr. Prasam Akarapongpisak*	69	- MBA, Sasin Graduate	3.47%	Father	1989 - Present	- Director,	- Lohakit Metal Public Company Limited /
	Director, Chairman of	Years	Institute of Business		Mr .Vittawat		Chairman of Executive	Procuring stainless steel coils products
	Executive Committee,		Administration of		Akarapongpisak		Committee, Chairman of the	
	Chairman of the Risk		Chulalongkorn University				Risk Management Committee	
	Management Committee		- Bachelore of Technology				and Managing Director	
	and Managing Director		and Industrial Management			2001 - Present	- Director	- Zoom Room Co., Ltd. / Organize Business
			King Mongkut's University of			2005 - Present	- Director	- Alternative EnMat Co., Ltd. /
			Technology North Bangkok					Distributor Aluminum and non-ferrous materials
			- Director Accreditation			2002 - Present	- Director	- Truemind & Partners Co., Ltd. / Business Consultant
			Program DAP 37/2005 on			2004 - Present	- Director	- Auto Metal Co., Ltd. /
			May 20, 2005					Manufacturer and Distributor Automotive Pipes
			- Director Certification			2013 - Present - Director		- NSC Metal Co., Ltd. /
			Program DCP60/2005					Distributor Copper, brass and Aluminum
ю	Mr. Anan Manatchinapisit*	54	- MAcc, Chulalongkorn	1	1	2005 - Present	- Director, Member of Executive	- Lohakit Metal Public Company Limited /
	Director, Member of	Years	University				Committee, Member of the	Procuring stainless steel coils products
	Executive Committee, Member		- BA Accounting,				Risk Management Committee	
	of the Risk Management		Chulalongkorn University				and Deputy Managing Director	
	Committee and Deputy		- Director Certification			2000 - 2005	- Financial Director	- Schneider (Thailand) Co., Ltd. /
	Managing Director		Program DCP 92/2007					Manufacturer electrical distribution and automation
								control equipment utilizing
						2008 - 2017	- Director	- Auto Metal Co., Ltd. /
								Manufacturer and Distributor Automotive Pipes
						2008 - 2017	- Director	- Alternative EnMat Co., Ltd. /
								Distributor Aluminum and non-ferrous materials
						2013-Present	- Director	- NSC Metal Co., Ltd. /
								Distributor Copper, brass and Aluminum



No.	Name	Age	Educational	Share	Relation		Work Experience	Work Experience for the last 5 years
	Position	(Year)	Background	holding	between	Period	Job Title	Company Name / Type of Business
				In LHK	the			
				(As of March	Director			
				31, 2017)	Member			
4.	Mr. Somnuik Thanasarn*	51	- Bachelor of Economics	-	-	2008 - Present	- Director, Member of	- Lohakit Metal Public Company Limited /
	Director, Member of	years	Thammasat University				Execuitve Committee,	Procuring stainless steel coils products
	Execuitve Committee,		- Director Certification				Deputy Managing Director	
	Deputy Managing Director,		Program DCP 106/2008				and Member of Executive	
	Member of Executive						Committee, Member of the	
	Committee, Member of the						Risk Management Committee	
	Risk Management Committee					2008 - Present	- Director	- Auto Metal Co., Ltd. /
	and Sales & Marketing							Manufacturer and Distributor Automotive Pipes
	Manager					2008 - Present - Director	- Director	- Alternative EnMat Co., Ltd. /
								Distributor Aluminum and non-ferrous materials
						1999 - Present	- Sales & Marketing Manager	- Lohakit Metal Public Company Limited /
								Procuring stainless steel coils products
5.	Mr. Anurut Vongvanij	22	- MBA, Sasin Graduate	,		2005 - Present - Director		- Lohakit Metal Public Company Limited /
	Director	years	Institute of Business					Procuring stainless steel coils products
			Administration of			1990 - 2012	- President	- Young Buddhists Association of Thailand under
			Chulalongkorn University					Royal Patronage (Y.B.A.T.)
			- BA. in Economics and			1996 - Present - President	President	- The British Dispensary(L.P.) Co., Ltd. /
			Political Science, Hawaii					Manufacturer, Cosmetic and Pharmacy
			University, Hawaii, U.S.A.			1996 - Present - President	- President	- The British Dispensary Co., Ltd. /
			- Director Certification					Distributor, Cosmetic and Pharmacy
			Program DCP 41/2004			1998 - 2000	- Chapter Chairman	- Young President Organization (Y.P.O.) Thailand Chapter
						2000 - 2012	- President	- The world Fellowship of Buddhist Youth (W.F.B.Y.)
						2004 - Present	- President	- Vongvanij Holding Co., Ltd. / Investment Business
						2008 - Present	- President	- Pharmacosmet Public Company Limited /
								Distributor Body Care products and Cosmetic
						2016 - Present - Committee	- Committee	- Thai Red Cross Organ Donation Centre
						2017 - Present	- Committee	- The Thai Chamber of Commerce

Remark: \* The Company's authorized directors

No.	Name	Age	Educational	Share	Relation		Work Experience	Work Experience for the last 5 years
	i i i i i i i i i i i i i i i i i i i	Vear	Booksto	pololing	hotwoon	Doring	oHiT dol	Company Name / Type of Business
		(leal)	Dacyglodia	8	DOMOGI	50	200	Company Marine / 1956 of Dustriess
				n LHK	the			
				(As of March	Director			
				31, 2017)	Member			
9	Mr. Teera Na Wandkanai	09	- Senior Executive Program	1		2005 - Present	- Director, Independent Director.	2005 - Present - Director, Independent Director Lohakit Metal Public Company Limited /
	Director Independent Director	Voore	Sasip Graduate Institute of				Member of Andit Committee	Proclining stainless steel coils products
	Member of Audit Committee		Business Administration of				and Chairman of The	
	and Chairman of The		Chilalonakom Iniversity				Nomination and	
	Nomination and Companyation		- Sinar Technology College				Compensation Committee	
	Committee and compared to the committee of the committee		Ought Commodes					
	Committee		Queensiand, Australia			ZUU3 - Present	- Director	- Estima Consulting Co., Ltd. / Dealers of Wines, caixite lighter alcoholic hear atc
			A Colonia Contraction of the Colonia Contraction					(Direct ) Hamilton (Co. 1977)
			or recrirology, Australia					- Sugar Industry Trading Co., Ltd. / Exporter Sugar
			- Director Certification				- Managing Director	- Credence Co.,Ltd. / Wholesale Sugar
			Program 54/2005 March 2005			1994 - Present	- Director	- Chaochom Warehouse Co., Ltd. /
			- Audit Committee Program					Sugar Warehouse Servicer
			(ACP 6/2005) from IOD			1998 - Present	- Director	- Mahawang Sugar Co., Ltd. /
			- Financial Statements for					Sugar manufacturer and distributor
			Directors (FSD 20/2013)			1992 - Present	- Director	- Ratchasima Sugar Co., LTd. /
			from IOD					Sugar manufacturer and distributor
			Monitoring the Svetem of			1000 - Drocont	- Oirocio	Chaimonakal Defined Sugar Co. 1+4
						11997 - 1199111		- Claimorgad remied daga Co., Etd. /
			Internal Control and Risk Mgn					Sugar manufacturer and distributor
			(MIR 15/2013) from IOD			1992 - Present   - Director	- Director	- Wangkanai Sugar Co., Ltd. /
			- Monitoring of the Internal					Sugar manufacturer and distributor
			Audit Function (MIA			1988 - Present - Director	- Director	- Wangkanai Co., Ltd. /
			15/2013) from IOD					Commercial and agricultural business
			- Monitoring the Quality of			1988 - Present	- Director	- Wangkanai Terminal Co., Ltd. /
			Financial Reporting (MFR					Ship loader for sugar transportation
			18/2013) from IOD			1991 - Present	- Director	- Wang Business Co., Ltd. / Handle customs
			- Role of Nomination and					procedures for import and export operation
			Governance Committee			1992 - Present	- Director	- Ang Thong Warehouse Co., Ltd. /
			(RNG 5/2013) from IOD					Warehouse and transfer service
			- How to Measure the			1992 - Present	- Director	- Aow Thai Warehouse Co., Ltd. / Sugar warehouse
			Success Of Corporate			1987 - Present	- Director	- T.N. Sugar Industry Co., Ltd. /
			Strategy (HMS 3/2013)					Sugar manufacturer and distributor
			from IOD			2012 - Present	- Director	- Angvian Industry Co., Ltd. /
			- Anti Corruption The					Sugar manufacturer and distributor
			Practical Guide (ACPG			2012 - Present	- Director	- Wang Sugar Holding Co., Ltd.
			8/2014) from IOD			2012 - Present	- Director	- Wang Chainart Co., Ltd.



No.	Name	Age	Educational	Share	Relation		Work Experience	Work Experience for the last 5 years
	Position	(Year)	Background	holding	petween	Period	Job Title	Company Name / Type of Business
				In LHK	the			
				(As of March	Director			
				31, 2017)	Member			
	Mr. Teera Na Wangkanai		- Internal Audit Topics for					
	Director, Independent Director,		Audit Committee					
	Member of Audit Committee		Consideration 29/10/2014					
	and Chairman of The		- Director Certification					
	Nomination and Compensation		Program Update (DCPU					
			7+Fi2014) India 1000					
			- Etnical Leadership Program					
			- Corporate Governance for					
			Executive (CGE 6/2016)					
			from IOD					
			- Board Thai Make a					
			Difference (BMD 2/2016)					
			from IOD					
			- Tax Management Strategies					
			Class 36 (Dharmmiti					
			Seminar) from IOD					
7.	Mr. Lert Nitheranont	22	- Master of Business	ı	1	2005 - Present	- Director, Independent Director,	- Director, Independent Director, - Lohakit Metal Public Company Limited /
	Director, Independent Director,	years	Administration				Member of Audit Committee	Procuring stainless steel coils products
	Member of Audit Committee		(International Business)				and Member of The	
	and Member of The		University of Southern				Nomination and Compensation	
	Nomination and		California U.S.A.				Committee	
	Compensation Committee		- Bachelor of Science			1996 - Present	- Director	- Royal Concord Interrade Co., Ltd. /
			Mechanical Engineering and					Trading Business
			Applied Mechanics University					
			of Pennsylvania U.S.A.					
			- Director Accreditation					
			Program DAP 35/2005 on					
			Apr. 1, 2005					

No.	Name	Age	Educational	Share	Relation		Work Experience	Work Experience for the last 5 years
	Position	(Year)	Background	holding	between	Period	Job Title	Company Name / Type of Business
				In LHK	the			
				(As of March	Director			
				31, 2017)	Member			
89	Mr. Wisit Worayosgovit	20	- MBA, Thammasat University	1	1	2009 - Present	2009 - Present - Accounting and Finance	- Lohakit Metal Public Company Limited /
	Accounting and Finance	years	- Bachelor of Accounting				Manager and Member of the	Procuring stainless steel coils products
	Manager and Member of the		Thammasat University				Risk Management Committee	
	Risk Management Committee					2008 - 2009	- Hub Finance Manager	- East-West Seed (ROH) Limited /
								Manufacturer and distributor seeds
						2004 - 2007	- Business Controller	- Alfa Laval (Thailand) Ltd. /
								Distributor machine and engineering appliance
						1998 - 2004	- Finance Controller	- Roche Diagnostics (Thailand) Co., Ltd. /
								Distributor Chemical medicinal liquid and
								medical appliance
6	Mr. Worrasak Wongprakornkul	52	- MBA, Burapha University		1	2012 - Present	- Production Manager	- Lohakit Metal Public Company Limited /
	Production Manager	years	- Bachelor of Engineering,					Supply stainless steel coil for purpose of manufacture
			Mechanical engineering,			2006 - 2011	- Value Added	- Siam Industrial Gypsum Co., Ltd.
			Chulalongkorn University				Product Manager	
10.	Mr. Chaiwat Bosuwannana	45	- BBA, Industrial Management	1		2005 - Present	- Delivery & Inventory Manage	- Lohakit Metal Public Company Limited /
	Delivery & Inventory Manager	years	Rajamangala University of					Procuring stainless steel coils products
			Technology Thanyaburi			2004 - 2005	- Assistant to Planning Manager	- Takahashi Plastic Co.,Ltd. / Manufacturer Plastic parts
						2002 - 2004	- Planning Section Chief	- Thai Sungshin New Materials CoLtd. /
								Manufacturer flipflop and shoes
11.	Mr. Vittawat Akarapongpisak	36	- MBA, Finance University	4.17%	Child of	2017 - Present	- Director	- Auto Metal Co., Ltd. /
	Member of the Risk	years	of San Francisco		Mr. Prasam			Manufacturer and Distributor Automotive Pipes
	Management Committee and		- Bachelor of Engineering,		Akarapongpisak	2016 - Present	2016 - Present   - Director and Managing	- Alternative EnMat Co., Ltd. /
	Assistant Managing Director		Chulalongkorn University				Director	Distributor Aluminum and non-ferrous materials
						2013 - Present	- Assistant Managing Director	- Lohakit Metal Public Company Limited /
							and Member of the Risk	Procuring stainless steel coils products
							Management Committee	



# Management Discussion and Analysis

#### Operating Performance 1.

(Unit: Baht millions)

		For the year er	ided 31 <sup>st</sup> March	
Consolidated financial statement	Apr 2016 -	Apr 2015 -	Change	% Change
	Mar 2017	Mar 2016		
Revenue from sales & service	3,199.82	3,176.85	22.97	0.7%
Other income	26.23	30.16	-3.93	-13.0%
Total revenue	3,226.05	3,207.01	19.04	0.6%
Cost of goods sold & service	2,773.60	2,858.66	-85.06	-3.0%
Selling expenses	67.99	75.20	-7.21	-9.6%
Administrative expenses	104.79	99.32	5.47	5.5%
Total expenses	2,946.38	3,033.18	-86.80	-2.9%
Earning before interest and tax	279.67	173.83	105.84	60.9%
Finance cost	-8.02	-14.91	6.89	-46.2%
Share of profit from investment in associate	1.66	1.20	0.46	38.3%
Income tax expenses	-54.32	-33.40	-20.92	62.6%
Net profit	218.99	126.72	92.27	72.8%
Minority interest in subsidiary	-42.43	-29.02	-13.41	46.2%
Net profit of the Company	176.56	97.70	78.86	80.7%

For the year ended 31st March 2017 the Company and its subsidiaries had net profit of Baht 176.56 million or increased by 78.86 million or 80.7 percent from previous year, compared with the net profit of Baht 97.70 million in previous year. Net profit increased for the year due to the overall management to focus on improvement in relating to any process inefficiency, together with higher sales and gross margin of automotive exhausted pipes in automotive customer group. The recovery of the Thai economy in 2016-2017 was gradual. It is supported by large investment projects in the mega construction and economic stimulating from government sector such as large construction projects involving road and rail transport networks as well as strong robust in tourism industry. This helped to fuel private consumption and investment.

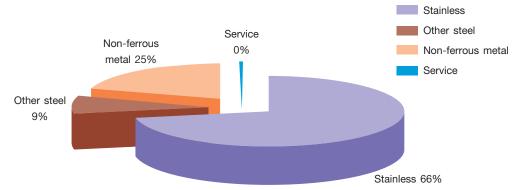
The profit before interest and tax increased by Baht 105.84 million whereas corporate tax increased by 20.92 million, financial cost decreased by Baht 6.89 million and profit sharing to minority shareholders also increased by Baht 13.41 million in current year.

#### 1.1 Revenue

For the year ended 31st March 2017, the Company and its subsidiaries had revenue from sales and service of Baht 3,199.82 million compared with Baht 3,176.85 million in the same period of the previous year, which slightly increased by 0.7 percent. The sales remained increase by more weight sold in almost product groups, although the average selling prices fell in most of product groups following the lower global material prices comparing to the same period of previous year.

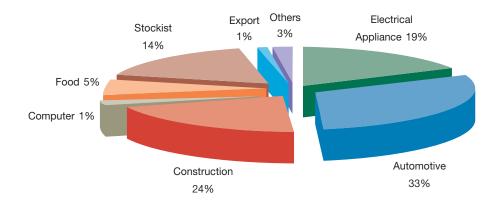
The majority sales of Company comprised of metal like stainless steel and non-ferrous metal like copper and aluminum whereas sales of a new subsidiary company mostly came from Stainless Copper and Aluminum as the main product groups among various industries, mainly in particular for automotive, electrical appliance and construction.





The Company and its subsidiaries' revenue from the sales of goods are mostly revenue from domestic sales. For the year ended 31<sup>st</sup> March 2017, the Company and its subsidiaries had revenue from domestic sales of 99.20 percent of total revenue from sales and services.

# Customer's Sectors



## 1.2 Other income

Other income consists of interest income, gain from asset sales and revenue from scrap sales. For the year ended 31<sup>st</sup> March 2017, the Company and its subsidiaries had other income of Baht 26.23 million or decreased by 13.0 percent from the same period previous year. This was owing to the less scrap from production as well as lower scrap price during the year.

The significant other income is income from scrap sales which are the results from the processing of cold rolled stainless steel sheet and coil such cut to length as per customers' requirements. The Company and its subsidiaries therefore sold scrap and recorded as the other income.

# 1.3 Cost of goods sold

Major cost of goods sold are cost of raw material such cold rolled stainless steel sheet and coil and D-Stainless which the Company and its subsidiaries process. For the year ended 31<sup>st</sup> March 2017, the Company and its subsidiaries had cost of goods sold of Baht 2,773.60



million, or accounting for 85.98 percent of the total revenue in comparing with Baht 2,858.66 million, or accounting for 89.14 percent of total revenue of previous year. Cost of goods sold decreased by 3.0 percent whereas sales & service increased by 0.7 percent.

#### 1.4 Selling expenses

Selling expenses consist of sale staff expenses, transportation expenses, promotional expenses. For the year ended 31st March 2017, the Company and its subsidiaries had selling expenses of Baht 67.99 million, compared with selling expenses of Baht 75.20 million in the same period of the previous year which decreased by 9.6 percent. The majority of selling expense was sale personal expenses and logistic expenses. However, the decrease in selling expenses in this year was mainly due to the bad debt reserved last year while only small reserve required this year.

For the period of year ended 31st March 2017, the selling expenses were 2.12 percent, decreased when comparing to 2.37 percent of revenue from sales and service in the same period of previous year.

#### 1.5 Administrative expenses

Administrative expenses consist of executive expenses and staff expenses other than sale department, office rental expenses and other management and administrative expenses. For the year ended 31st March 2017, the Company and its subsidiaries had administrative expenses of Baht 104.79 million, compared with administrative expenses of Baht 99.32 million in the same period of the previous year which increased by 5.5 percent.

For the year ended 31st March 2017, the administrative expenses was 3.25 percent of total revenue, slightly increased in compared with administrative expenses of 3.10 percent of total revenue in the same period of the previous year.

#### 1.6 Earning (loss) before interest and tax and Net Profit (loss)

For the year ended 31st March 2017, the Company and its subsidiaries had profit before interest and tax of Baht 279.67 million. After deducting the finance cost of Baht 8.02 million, income tax of Baht 54.32 million, net profit sharing to minority shareholders of subsidiary of Baht 42.43 million and adding the profit sharing from investment in related of Baht 1.66 million, the net profit of the Company and its subsidiaries stood at Baht 176.56 million. When comparing to the profit before interest and tax and the net profit of the same period of the previous year which stood at Baht 173.83 million and Baht 97.70 million respectively, the net profit of the present year increased by 80.7 percent.

#### 1.7 Share of income from investment in associate

In April 2009, the Company invested in the ordinary shares of Mory Lohakit (Thailand) Co.,ltd. by holding 49 percent of total shares. As for the accounting year ended 31st March 2017 and 2016, the company and its subsidiary recognized share of profit by equity method of Baht 1.66 million and Baht 1.20 million respectively. The increase in share of profit for period was due mainly to the higher sales of a new subsidiary who is the manufacturer of exhausted pipe in automotive industry.

# 1.8 Income tax expense

For the year ended 31<sup>st</sup> March 2017, the Company and its subsidiaries had corporate tax of Baht 54.32 million or increase by 62.6 percent due to the higher in operating profit.

# 1.9 Profit sharing to minority shareholders of subsidiary company

On Oct 1 2010, the company sold partial investment in a subsidiary company to Japanese alliance, Mory Industrial Inc., As of 31<sup>st</sup> March 2017, the Company and its subsidiaries recognized profit sharing to minority shareholders according to the percentage of its shareholding in full year which was amount by 42.43 million, increased from amount by 13.41 million of previous year by 46.2 percent. The increased was due mainly to the higher sales and profit of a subsidiary who is the manufacturer of exhausted pipe in automotive industry.

# 1.10 Profitability

For the year ended 31<sup>st</sup> March 2017, the Company and its subsidiaries had higher gross profit margin of 13.32 percent compared with gross profit margin of 10.02 percent in the same period the previous year. This was owing to high gross margin of exhausted pipes in automotive industry from the continuation of process improvement during the years together with lower sales in wholesaler channel which normally had lower gross margin.

For the year ended 31<sup>st</sup> March 2017, the Company and its subsidiaries had net profit margin of 5.47 percent compared with net profit of 3.05 percent in the same period of the previous year. The increase in net profit was mainly from the higher in gross margin.

(Unit: Baht million)

Consolidated balance sheets	As at 31 <sup>st</sup>	Mar 2017	As at 31 <sup>st</sup>	Mar 2016
	Amount	%	Amount	%
Assets				
Current Assets				
Cash and cash equivalents	237.45	10.45%	177.64	8.01%
Short-term investment	21.35	0.94%	4.51	0.20%
Account receivable, trade and others	679.83	29.93%	762.17	34.37%
Inventories, net	792.71	34.90%	664.35	29.96%
Other current assets	5.71	0.25%	4.97	0.23%
Total current assets	1,737.05	76.47%	1,613.64	72.77%
Non-current assets				
Investment in related company	10.99	0.48%	9.33	0.42%
Long-term investment	2.73	0.12%	3.16	0.14%
Property, plant and equipment, net	448.52	19.75%	519.22	23.42%
Intangible assets - net	0.76	0.03%	0.43	0.02%
Restricted fixed deposits	45.98	2.03%	46.50	2.10%
Deferred tax assets	21.60	0.95%	21.49	0.97%
Other non-current assets	3.83	0.17%	3.63	0.16%
Total non-current assets	534.41	23.53%	603.76	27.23%
TOTAL ASSETS	2,271.46	100.00%	2,217.40	100.00%



(Unit: Baht million)

Consolidated balance sheets	As at 31 <sup>st</sup>	Mar 2017	As at 31 <sup>st</sup>	Mar 2016
	Amount	%	Amount	%
LIABILITIES				
Current liabilities				
Bank overdraft and borrowing from				
financial institutions	53.56	2.36%	252.95	11.41%
Account payables, trade and others	531.90	23.42%	362.82	16.36%
Current portion of financial lease	1.17	0.05%	3.48	0.16%
Accrued corporate income tax	29.49	1.30%	15.17	0.68%
Other current liabilities	8.23	0.36%	13.05	0.59%
Total current liabilities	624.35	27.49%	647.47	29.20%
Non-current liabilities				
Financial lease obligations	-	-	1.16	0.05%
Provision for employee benefit	31.07	1.36%	30.02	1.36%
Total non-current liabilities	31.07	1.36%	31.18	1.41%
TOTAL LIABILITIES	655.42	28.85%	678.65	30.61%
SHAREHOLDERS' EQUITY				
Shareholder equity				
Registered capital	383.00		383.00	
Issued and Paid up capital	383.00	16.86%	383.00	17.27%
Premium on stock	519.67	22.88%	519.67	23.44%
Retained earnings				
Legal reserve	72.60	3.20%	65.30	2.94%
Un-appropriated	440.35	19.39%	376.49	16.98%
Non-controlling interest of				
a subsidiary	200.42	8.82%	194.29	8.76%
Total shareholders' equity	1,616.04	71.15%	1,538.75	69.39%
TOTAL LIABILITIES AND				
SHAREHOLDERS' EQUITY	2,271.46	100.00%	2,217.40	100.00%

#### 2. **Financial Status**

#### 2.1 **Assets**

As for the assets value as at 31st March 2017 and 2016, the Company and its subsidiaries had total assets of Baht 2,271.46 million and Baht 2,217.40 million respectively. The increase was Baht 54.06 million, mainly increased in inventories and cash equivalent items. The Company and its subsidiaries operated integrated stainless center which provided many kinds of services such as procurement, transformation, manufacture and stainless products wholesale and a subsidiary who is the finish goods trader of metal and non-ferrous metal. Therefore, the Company and its subsidiaries' major assets are inventories, account receivables, land, plant and equipment as details below:

2.1.1 Inventories: As at 31st March 2017 and 2016 the Company and its subsidiaries had net inventories of Baht 792.71 million (or 34.90 percent of total assets) and Baht 664.35 million (or 29.96 percent of total assets) respectively.

- 2.1.2 Trade account receivables, net other parties: As at 31<sup>st</sup> March 2017 and 2016, the Company and its subsidiaries had Trade account receivables, net other parties of Baht 679.83 million (or 29.93 percent of total assets) and Baht 762.17 million (or 34.37 percent of total assets) respectively.
- 2.1.4 Land, plant and equipments Land and improvements, building, machinery, office equipments, vehicles and work on progress of construction: As at 31<sup>st</sup> March 2017 and 2016, the Company and its subsidiaries had Land, plant and equipments net of Baht 448.52 million (or 19.75 percent of total assets) and Baht 519.22 million (or 23.42 percent of total assets) respectively. During the period, there was no significant investment.
- 2.1.5 Restricted fix deposit: As at 31<sup>st</sup> March 2017 and 2016, the Company and its subsidiaries had net value of Baht 45.98 million (or 2.03 percent of total assets) and Baht 46.50 million (or 2.10 percent of total assets) respectively. The restricted fix deposit by a subsidiary was used as guarantee for loans from financial institution.
- 2.1.6 Deferred tax assets: As at 31<sup>st</sup> March 2017 and 2016, the Company and its subsidiaries had net value of Baht 21.60 million and Baht 21.49 million respectively (0.95 percent and 0.97 percent of total assets respectively).

### 2.2 Liabilities

The total liabilities of the Company and its subsidiaries as at 31<sup>st</sup> March 2017 and 2016 stood at Baht 655.42 million and Baht 678.65 million respectively. The decreasing in liabilities was mainly to the purchase of raw material although there was settlement of short term loan by excessive operating cash flow.

# 2.3 Shareholders' equity

As at 31<sup>st</sup> March 2017 and 2016, shareholders' equity was Baht 1,616.04 million and Baht 1,538.75 million respectively. The major changes were from the net profit amounting to Baht 221.01 million, dividend payment of Baht 143.72 million. Therefore, portions of company shareholding interest and non-controlling interest of subsidiary stood at Baht 1,415.62 million and Baht 200.42 million respectively.

Debt to Equity ratio as at 31st March 2017 and 2016 were 0.41 and 0.44 times respectively.

(Unit: Baht million)

Consolidated cash flows statement	As at 31 <sup>st</sup> March 2017	As at 31 <sup>st</sup> March 2016
Net cash from (used in) operating activities	430.18	325.84
Net cash used in investing activities	-23.84	-48.02
Net cash from (used in) financing activities	-346.59	-234.89
Effect of exchange rate to cash and cash equivalent	0.06	-0.09
Net increase (decrease) in cash	59.81	42.84



#### 3. Cash flows

For the year ended 31st Mar 2017, the Company and its subsidiaries generated net increase in cash from operating activities of Baht 430.18 million, consisting of baht 311.30 million positively from operating performance and net positive of Baht 118.88 million from working capital. Most increase was in trade creditors from raw material procurement.

There was also net pay in investing activities of Baht -23.84 million with no major investment during the year.

The financing part was net Baht -346.59 million. There were settlement of short term loan by -199.39 million and payment of dividend by Baht -143.72 million.

In total, net cash for the year was increased by Baht 59.81 million.

# Lohakit Metal Public Company Limited and its subsidiaries Report and consolidated financial statements 31 March 2017



# Independent Auditor's Report

To the Shareholders of Lohakit Metal Public Company Limited

# Opinion

I have audited the accompanying consolidated financial statements of Lohakit Metal Public Company Limited and its subsidiaries (the Group), which comprise the consolidated statement of financial position as at 31 March 2017, and the related consolidated statements of income. comprehensive income, changes in shareholders' equity and cash flows for the year then ended. and notes to the consolidated financial statements, including a summary of significant accounting policies, and have also audited the separate financial statements of Lohakit Metal Public Company Limited for the same period.

In my opinion, the financial statements referred to above present fairly, in all material respects. the financial position of Lohakit Metal Public Company Limited and its subsidiaries and of Lohakit Metal Public Company Limited as at 31 March 2017, their financial performance and cash flows for the year then ended in accordance with Thai Financial Reporting Standards.

# **Basis for Opinion**

I conducted my audit in accordance with Thai Standards on Auditing. My responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of my report. I am independent of the Group in accordance with the Code of Ethics for Professional Accountants as issued by the Federation of Accounting Professions under the Royal Patronage of His Majesty the King as relevant to my audit of the financial statements, and I have fulfilled my other ethical responsibilities in accordance with the Code. I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my opinion.

# **Key Audit Matters**

Key audit matters are those matters that, in my professional judgement, were of most significance in my audit of the financial statements of the current period. These matters were addressed in the context of my audit of the financial statements as a whole, and in forming my opinion thereon, and I do not provide a separate opinion on these matters.

I have fulfilled the responsibilities described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of my report, including in relation to these matters. Accordingly, my audit included the performance of procedures designed to respond to my assessment of the risks of material misstatement of the financial statements. The results of my audit procedures, including the procedures performed to address the matters below, provide the basis for my audit opinion on the accompanying financial statements as a whole.

Key audit matters and how audit procedures performed in response to each matter are described below.

# Revenue recognition

The Group sell their goods to a large number of customers under different commercial terms. In addition, the economic slowdown has directly resulted in more intense competition in the industry. Revenues are the key performance indicator to which users of financial statements pay attention. I therefore determined revenue recognition a key audit matter and focused on the occurrence and timing of revenue recognition.

I performed audit procedures on the recognition of revenue from sales of the Group including:

- Assessed and tested the Company's IT general controls and internal controls with respect
  to the revenue cycle by making enquiry of responsible executives, gaining an
  understanding of the controls and selecting representative samples to test the operation
  of the designed controls.
- Applied a sampling method to select sales documents to assess whether revenue recognition was consistent with the conditions of the relevant agreement, and whether it was in compliance with the Company's policy.
- On a sampling basis, examined supporting documents for actual sales transactions occurring during the year and near the end of the accounting period.
- Reviewed credit notes that the Company issued after the period-end.
- Performed analytical procedures on disaggregated data of sales transactions throughout the period.



# Allowance for diminution in value of inventories

As at 31 March 2017, the Group had outstanding inventories of Baht 793 million and inventories are valued at the lower of cost and net realisable value. Estimating the net realisable value of inventory, as disclosed in Note 11 to the consolidated financial statements, is an area of significant management judgment, particularly with regard to the estimation of allowance for diminution in the value of slow-moving and obsolete inventory. This requires detailed analysis of the product life cycle. Therefore, there is a risk that the amount of provision set aside for diminution in the value of inventory will be inadequate, causing the overstatement of the value of inventories of the Group.

I assessed the determination of the allowance for diminution in the value of inventories. The procedures that I performed are as follows:

- Gained an understanding of the methods and assumptions applied by the management in determining the allowance for diminution in value of inventories, and reviewed the consistency of the application of that basis.
- · Compared the inventory holding periods and inventory movements to identify product lines with indicators of lower than normal inventory turnover.
- Compared proceeds from sales transactions occurring after the date of the financial statements with the cost of inventory for each group of products.

# Other Information

Management is responsible for the other information. The other information comprise the information included in annual report of the Group, but does not include the financial statements and my auditor's report thereon.

My opinion on the financial statements does not cover the other information and I do not express any form of assurance conclusion thereon.

In connection with my audit of the financial statements, my responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or my knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work I have performed, I conclude that there is a material misstatement of this other information, I am required to report that fact. I have nothing to report in this regard.

# Responsibilities of Management and Those Charged with Governance for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with Thai Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Group or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Group's financial reporting process.

# Auditor's Responsibilities for the Audit of the Financial Statements

My objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes my opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Thai Standards on Auditing will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.



As part of an audit in accordance with Thai Standards on Auditing, I exercise professional judgement and maintain professional skepticism throughout the audit. I also:

- · Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for my opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- · Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If I conclude that a material uncertainty exists, I am required to draw attention in my auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify my opinion. My conclusions are based on the audit evidence obtained up to the date of my auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. I am responsible for the direction, supervision and performance of the group audit. I remain solely responsible for my audit opinion.

I communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that I identify during my audit.

I also provide those charged with governance with a statement that I have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on my independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, I determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. I describe these matters in my auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, I determine that a matter should not be communicated in my report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

The engagement partner on the audit resulting in this independent auditor's report is Miss Rungnapa Lertsuwankul.

Rungnapa lutsuwankul

Rungnapa Lertsuwankul
Certified Public Accountant (Thailand) No. 3516

EY Office Limited

Bangkok: 29 May 2017



# Lohakit Metal Public Company Limited and its subsidiaries

# Statement of financial position

As at 31 March 2017

(Unit: Baht)

		Consolidated final	ncial statements	Separate finan	Separate financial statements	
	Note	31 March 2017	31 March 2016	31 March 2017	31 March 2016	
Assets						
Current assets						
Cash and cash equivalents	8	237,452,102	177,643,146	20,103,980	28,817,101	
Current investments	9	21,351,523	4,504,132	1-	-	
Trade and other receivables	10	679,827,296	762,172,743	349,651,405	402,335,791	
Inventories	11	792,708,709	664,351,918	492,012,866	349,927,128	
Other current assets		5,713,482	4,972,880	4,012,059	3,741,504	
Total current assets		1,737,053,112	1,613,644,819	865,780,310	784,821,524	
Non-current assets						
Restricted bank deposits	12	45,980,000	46,500,000	5,880,000	5,500,000	
Investment in associate	13	10,989,759	9,330,492	4,900,000	4,900,000	
Investments in subsidiaries	14	-	-	406,487,245	406,487,245	
Long-term investments	15	2,730,195	3,159,913	12	2.0	
Property, plant and equipment	16	448,517,725	519,216,594	290,145,710	336,884,431	
Intangible assets	17	762,248	432,910	546,834	159,255	
Deferred tax assets	24	21,601,160	21,493,944	13,228,916	12,824,890	
Other non-current assets		3,828,109	3,630,019	2,573,480	2,439,390	
Total non-current assets		534,409,196	603,763,872	723,762,185	769,195,211	
Total assets		2,271,462,308	2,217,408,691	1,589,542,495	1,554,016,735	

The accompanying notes are an integral part of the financial statements.

# Lohakit Metal Public Company Limited and its subsidiaries

# Statement of financial position (continued)

As at 31 March 2017

(Unit: Baht)

		Consolidated fina	ncial statements	Separate finan	cial statements
	Note	31 March 2017	31 March 2016	31 March 2017	31 March 2016
Liabilities and shareholders' equity				<del>1</del> 0	
Current liabilities					
Short-term loans from banks	18	53,562,539	252,952,833	26,035,879	180,961,274
Trade and other payables	19	531,894,476	362,818,465	349,311,973	209,672,958
Current portion of financial lease payables	20	1,167,521	3,479,708	1,167,521	3,479,708
Income tax payable		29,492,356	15,167,137	8,033,504	1,667,135
Other current liabilities		8,233,168	13,051,966	4,693,477	7,539,055
Total current liabilities		624,350,060	647,470,109	389,242,354	403,320,130
Non-current liabilities				327	
Financial lease payables - net of current portion	20		1,167,521	-	1,167,521
Provision for long-term employee benefits	21	31,068,559	30,018,009	19,139,057	18,679,359
Other non-current liabilities		1,400	1,400	-	
Total non-current liabilities		31,069,959	31,186,930	19,139,057	19,846,880
Total liabilities		655,420,019	678,657,039	408,381,411	423,167,010

The accompanying notes are an integral part of the financial statements.



# Lohakit Metal Public Company Limited and its subsidiaries

# Statement of financial position (continued)

As at 31 March 2017

(Unit: Baht)

		Consolidated finar	ncial statements	Separate finan	cial statements
	Note	31 March 2017	31 March 2016	31 March 2017	31 March 2016
Shareholders' equity					
Share capital					
Registered					
383,000,000 ordinary shares of Baht 1 each		383,000,000	383,000,000	383,000,000	383,000,000
Issued and fully paid-up					
383,000,000 ordinary shares of Baht 1 each		383,000,000	383,000,000	383,000,000	383,000,000
Share premium		519,672,600	519,672,600	519,672,600	519,672,600
Retained earnings					
Appropriated - statutory reserve	22	72,600,000	65,300,000	38,300,000	38,300,000
Unappropriated		440,805,985	376,513,601	240,188,484	189,877,125
Other components of shareholders' equity	15	(454,997)	(25,279)	-	
Equity attributable to owners of the Company		1,415,623,588	1,344,460,922	1,181,161,084	1,130,849,725
Non-controlling interests of the subsidiary		200,418,701	194,290,730	-	-
Total shareholders' equity	1.5	1,616,042,289	1,538,751,652	1,181,161,084	1,130,849,725
Total liabilities and shareholders' equity		2,271,462,308	2,217,408,691	1,589,542,495	1,554,016,735

The accompanying notes are an integral part of the financial statements.

# Lohakit Metal Public Company Limited and its subsidiaries

## Statement of income

For the year ended 31 March 2017

(Unit: Baht)

		Consolidated finar	Consolidated financial statements		cial statements
	Note	2017	2016	2017	2016
Revenues	1				
Sales and service income		3,199,817,163	3,176,851,447	1,616,901,869	1,675,469,766
Dividend income		176,955	199,706	82,894,710	78,623,711
Other income		26,053,359	29,968,986	33,528,033	34,100,894
Total revenues		3,226,047,477	3,207,020,139	1,733,324,612	1,788,194,371
Expenses					
Cost of sales and services		2,773,596,163	2,858,659,741	1,446,449,851	1,555,587,418
Selling expenses		67,990,163	75,202,471	44,919,359	48,486,040
Administrative expenses		104,795,455	99,323,896	63,671,736	57,895,429
Total expenses		2,946,381,781	3,033,186,108	1,555,040,946	1,661,968,887
Profit before share of profit from investment					
in associate, finance cost and income tax expense	s	279,665,696	173,834,031	178,283,666	126,225,484
Share of profit from investment in associate	13	1,659,267	1,198,865	-	-
Income before finance cost and income tax expense	s	281,324,963	175,032,896	178,283,666	126,225,484
Finance cost		(8,015,095)	(14,912,432)	(5,135,449)	(11,950,136)
Profit before income tax expenses		273,309,868	160,120,464	173,148,217	114,275,348
Income tax expenses	24	(54,316,936)	(33,403,779)	(17,287,908)	(7,791,116)
Profit for the year		218,992,932	126,716,685	155,860,309	106,484,232
Profit attributable to:					
Equity holders of the Company		176,563,656	97,694,779	155,860,309	106,484,232
Non-controlling interests of the subsidiary		42,429,276	29,021,906		
		218,992,932	126,716,685		
Earnings per share	26				
Basic earnings per share					
Profit attributable to equity holders of the Company		0.46	0.26	0.41	0.28
, ,	,				0.25
Weighted average number of ordinary shares (shares)	,	383,000,000	383,000,000	383,000,000	383,000,000



# Lohakit Metal Public Company Limited and its subsidiaries

# Statement of comprehensive income

For the year ended 31 March 2017

(Unit: Baht)

		Consolidated finance	cial statements	Separate financi	al statements
	Note	2017	2016	2017	2016
Profit for the year		218,992,932	126,716,685	155,860,309	106,484,232
Other comprehensive income:					
Other comprehensive income to be reclassified					
to profit or loss in subsequent periods					
Gain (loss) on changes in value of					
available-for-sale investments	15	(429,718)	75,838		<u></u>
Other comprehensive income not to be reclassified					
to profit or loss in subsequent periods					
Actuarial gain (loss) - net of income tax	21, 24	2,447,714	(4,123,938)	1,691,050	(2,843,852)
Other comprehensive income for the year		2,017,996	(4,048,100)	1,691,050	(2,843,852)
Total comprehensive income for the year		221,010,928	122,668,585	157,551,359	103,640,380
Total comprehensive income attributable to					
Equity holders of the Company		178,402,957	93,767,151	157,551,359	103,640,380
Non-controlling interests of subsidiaries		42,607,971	28,901,434		
Total comprehensive income for the year		221,010,928	122,668,585		

Lohakit Metal Public Company Limited and its subsidiaries Statement of changes in shareholders' equity For the year ended 31 March 2017

(Unit: Baht)

					Consolidated	Consolidated financial statements			
				Equity attributable to	Equity attributable to owners of the Company	pany			
						Other components			
						of equity			
						Other comprehensive			
						income			
						Surplus (deficit)			
						on changes	Total equity	Equity attributable	
		Issued and		Retained	Retained earnings	in value of	attributable to	to non-controlling	Total
		paid-up	Share	Appropriated -		available-for-sale	owners of	interests of	shareholders'
	Note	share capital	premium	statutory reserve	Unappropriated	investments	the Company	the subsidiary	equity
Balance as at 1 April 2015		383,000,000	519,672,600	57,707,335	367,016,241	(101,117)	1,327,295,059	192,939,396	1,520,234,455
Profit for the year		*	•	9. 9.	97,694,779	<u> </u>	97,694,779	29,021,906	126,716,685
Other comprehensive income for the year	- 85		25000	7	(4,003,466)	75,838	(3,927,628)	(120,472)	(4,048,100)
Total comprehensive income for the year		•		1	93,691,313	75,838	93,767,151	28,901,434	122,668,585
Increase in non-controlling interests of the subsidiary									
from changing of investment in subsidiary		•	i.	•	٠	κ	£	1,249,900	1,249,900
Dividend paid	53	Ü	8	,	(76,601,288)	*	(76,601,288)	(28,800,000)	(105,401,288)
Transferred to appropriated retained earnings -									
statutory reserve	22			7,592,665	(7,592,665)	•			9
Balance as at 31 March 2016		383,000,000	519,672,600	65,300,000	376,513,601	(25,279)	1,344,460,922	194,290,730	1,538,751,652
Balance as at 1 April 2016		383,000,000	519,672,600	65,300,000	376,513,601	(25,279)	1,344,460,922	194,290,730	1,538,751,652
Profit for the year				. 1	176,563,656	×.	176,563,656	42,429,276	218,992,932
Other comprehensive income for the year			100 PM		2,269,019	(429,718)	1,839,301	178,695	2,017,996
Total comprehensive income for the year		16	٠		178,832,675	(429,718)	178,402,957	42,607,971	221,010,928
Dividend paid	53	ī.	ř	*	(107,240,291)	i or	(107,240,291)	(36,480,000)	(143,720,291)
Transferred to appropriated retained earnings -									
statutory reserve	22		,	7,300,000	(7,300,000)		9		.0
Balance as at 31 March 2017		383,000,000	519,672,600	72,600,000	440,805,985	(454,997)	1,415,623,588	200,418,701	1,616,042,289

The accompanying notes are an integral part of the financial statements.



Lohakit Metal Public Company Limited and its subsidiaries Statement of changes in shareholders' equity (continued) For the year ended 31 March 2017	idiaries nued)					
			Sep	Separate financial statements	ents	(Unit: Baht)
		Issued and fully		Retained earnings	earnings	Total
		paid-up		Appropriated -		shareholders'
	Note	share capital	Share premium	statutory reserve	Unappropriated	equity
Balance as at 1 April 2015		383,000,000	519,672,600	35,807,335	165,329,410	1,103,809,345
Profit for the year		Ĩ,	1	1	106,484,232	106,484,232
Other comprehensive income for the year		Ĭ	•	•	(2,843,852)	(2,843,852)
Total comprehensive income for the year		1	1	ı	103,640,380	103,640,380
Dividend paid	29	ř	ī	i	(76,600,000)	(76,600,000)
Transferred to appropriated retained earnings -						
statutory reserve	22	1	•	2,492,665	(2,492,665)	į
Balance as at 31 March 2016		383,000,000	519,672,600	38,300,000	189,877,125	1,130,849,725
Balance as at 1 April 2016		383,000,000	519,672,600	38,300,000	189,877,125	1,130,849,725
Profit for the year		i.	Ĺ	Ĭ)	155,860,309	155,860,309
Other comprehensive income for the year		t	Ĭ.	I	1,691,050	1,691,050
Total comprehensive income for the year			J	1	157,551,359	157,551,359
Dividend paid	29	1	1	ı	(107,240,000)	(107,240,000)
Balance as at 31 March 2017		383,000,000	519,672,600	38,300,000	240,188,484	1,181,161,084
		*				

# Lohakit Metal Public Company Limited and its subsidiaries

### Cash flows statement

For the year ended 31 March 2017

(Unit: Baht)

	Consolidated financial statements		Separate financial statements	
	2017	2016	2017	2016
Cash flows from operating activities			<del> </del>	
Profit before tax	273,309,868	160,120,464	173,148,217	114,275,348
Adjustments to reconcile profit before tax to				
net cash provided by (used in) operating activities:				
Depreciation	82,743,400	91,621,652	45,115,790	38,768,252
Amortisation	161,862	140,180	103,621	43,758
Allowance for doubtful accounts (reversal)	749,127	6,440,428	(825,000)	1,353,224
Reduction of inventories to net realisable value (reversal)	(1,901,138)	2,659,734	1,635,431	1,698,072
Gain on sale of current investments	(22,642)	(88,504)		5
Unrealised gain on change in current investments	(24,748)	(4,132)	2.57	
Gain on sale of equipment	(3,969,341)	(1,132,167)	(5,615,064)	(96,657)
Movements in provision for long-term employee benefits	4,241,142	3,319,290	2,704,460	1,931,400
Unrealised gain on foreign exchange	(358,943)	(159,725)	(349,269)	(169,399)
Share of profit from investment in associate	(1,659,267)	(1,198,865)		
Dividend income	(176,955)	(199,706)	(82,894,710)	(78,623,711)
Interest income	(842,495)	(896,297)	(94,460)	(95,202)
Interest expenses	6,701,727	13,636,157	4,412,832	11,289,496
Income from operating activities before changes			· · · · · · · · · · · · · · · · · · ·	
in operating assets and liabilities	358,951,597	274,258,509	137,341,848	90,374,581
Decrease (increase) in operating assets				
Trade and other receivables	81,627,427	9,879,633	53,527,539	67,502,479
Inventories	(126,455,653)	156,787,292	(143,721,169)	124,117,305
Other current assets	(740,602)	2,933,407	(270,555)	3,257,745
Other non-current assets	(198,090)	4,903,594	(134,090)	5,152,495
Increase (decrease) in operating liabilities				
Trade and other payables	169,592,468	(72,392,176)	140,126,176	(45,375,973)
Other current liabilities	(4,818,798)	137,889	(2,845,578)	(2,677,528)
Cash paid for long-term employee benefits	(130,950)	(1,118,450)	(130,950)	(801,300)
Cash flows from operating activities	477,827,399	375,389,698	183,893,221	241,549,804
Cash paid for interest expenses	(6,937,323)	(13,977,707)	(4,628,805)	(11,629,238)
Cash paid for income tax	(40,710,861)	(35,576,027)	(11,748,327)	(11,157,952)
Net cash from operating activities	430,179,215	325,835,964	167,516,089	218,762,614



# Lohakit Metal Public Company Limited and its subsidiaries

# Cash flow statement (continued)

For the year ended 31 March 2017

(Unit: Baht)

	Consolidated financial statements		Separate financial statements	
	2017	2016	2017	2016
Cash flows from investing activities				
Cash paid for purchasing investment in a subsidiary	-	2	-	(3,250,100)
Cash paid for purchasing current investments	(22,900,000)	(4,500,000)	-	-
Decrease (increase) in restricted deposits	520,000	(500,000)	(380,000)	(500,000)
Cash paid for acquisitions of machinery and equipment	(13,671,063)	(65,474,196)	(4,389,654)	(55,924,603)
Proceeds from sales of current investments	6,100,000	20,118,411	-	_
Cash received from dividends	176,955	199,706	82,894,710	78,623,711
Proceeds from sale of machinery and equipment	5,104,673	1,224,480	11,136,449	125,446
Cash received from interest income	829,541	913,129	94,460	95,202
Net cash from (used in) investing activities	(23,839,894)	(48,018,470)	89,355,965	19,169,656
Cash flows from financing activities	,			
Decrease in short-term loans from banks	(199,390,294)	(125,891,967)	(154,925,395)	(154,195,607)
Repayment of financial lease payables	(3,479,708)	(4,851,577)	(3,479,708)	(4,147,890)
Cash received from increase in share capital of a subsidiary	-	1,249,900	-	-
Dividend paid	(143,720,291)	(105,401,288)	(107,240,000)	(76,600,000)
Net cash used in financing activities	(346,590,293)	(234,894,932)	(265,645,103)	(234,943,497)
Effect of exchange rate to cash and cash equivalents	59,928	(86,039)	59,928	(86,039)
Net increase (decrease) in cash and cash equivalents	59,808,956	42,836,523	(8,713,121)	2,902,734
Cash and cash equivalents at beginning of year	177,643,146	134,806,623	28,817,101	25,914,367
Cash and cash equivalents at end of year (Note 8)	237,452,102	177,643,146	20,103,980	28,817,101
Supplemental cash flows information				
Non-cash items:				
Actuarial loss (gain) for long-term employee benefits	(3,059,642)	5,154,923	(2,113,812)	3,554,815
Increase (decrease) in revaluation surplus in investments			Wester to 10	
in available-for-sale securities	(429,718)	75,838	-	-

# Lohakit Metal Public Company Limited and its subsidiaries Notes to consolidated financial statements For the year ended 31 March 2017

### 1. General information

Lohakit Metal Public Company Limited ("the Company") is a public company incorporated and domiciled in Thailand. The Company is principally engages in the processing, distribution and shearing of stainless steel, steel and metal products. The registered office of the Company is at 66/1 Moo 6 Suksawad Road, Bangjak, Prapradaeng, Samutprakarn.

# 2. Basis of preparation

2.1 The financial statements have been prepared in accordance Thai Financial Reporting Standards enunciated under the Accounting Professions Act B.E. 2547 and their presentation has been made in compliance with the stipulations of the Notification of the Department of Business Development dated 28 September 2011, issued under the Accounting Act B.E. 2543.

The financial statements in Thai language are the official statutory financial statements of the Company. The financial statements in English language have been translated from the Thai language financial statements.

The financial statements have been prepared on a historical cost basis except where otherwise disclosed in the accounting policies.

### 2.2 Basis of consolidation

a) The consolidated financial statements include the financial statements of Lohakit Metal Public Company Limited ("the Company") and the following subsidiary companies ("the subsidiaries") are as follows:

Company's name	Nature of business	Country of incorporation		ntage of holding
			2017	2016
Auto Metal Company Limited	Production, smelting and assembly for all types of metal	Thailand	(Percent) 60	(Percent) 60



Company's name	Nature of business	Country of incorporation		ntage of holding
			2017	2016
			(Percent)	(Percent)
Alternative EnMat Company Limited	Distribution of metal and non-ferrous metal products	Thailand	75	75
NSC Metal Company Limited	Distribution of stainless steel, aluminum, brass, copper, zinc and galvanized steel products	Thailand	100	100

- The Company is deemed to have control over an investee or subsidiaries if it has b) rights, or is exposed, to variable returns from its involvement with the investee, and it has the ability to direct the activities that affect the amount of its returns.
- c) Subsidiaries are fully consolidated, being the date on which the Company obtains control, and continue to be consolidated until the date when such control ceases.
- The financial statements of the subsidiaries are prepared using the same d) significant accounting policies as the Company.
- Material balances and transactions between the Company and its subsidiaries e) have been eliminated from the consolidated financial statements.
- Non-controlling interests represent the portion of profit or loss and net assets of f) the subsidiaries that are not held by the Company and are presented separately in the consolidated profit or loss and within equity in the consolidated statement of financial position.
- 2.3 The separate financial statements present investments in subsidiaries, joint ventures and associates under the cost method.

# 3. New financial reporting standards

# (a) Financial reporting standards that became effective in the current year

During the year, the Company and subsidiaries have adopted the revised (revised 2015) and new financial reporting standards and accounting treatment guidance issued by the Federation of Accounting Professions which become effective for fiscal years beginning on or after 1 January 2016. These financial reporting standards were aimed at alignment with the corresponding International Financial Reporting Standards, with most of the changes directed towards revision of wording and terminology, and provision of interpretations and accounting guidance to users of standards. The adoption of these financial reporting standards does not have any significant impact on the financial statements of the Company and its subsidiary.

# (b) Financial reporting standards that will become effective in the future

During the current year, the Federation of Accounting Professions issued a number of the revised financial reporting standards and interpretations (revised 2016) and new accounting treatment guidance which will be effective for fiscal years beginning on or after 1 January 2017. These financial reporting standards were aimed at alignment with the corresponding International Financial Reporting Standards with most of the changes directed towards revision of wording and terminology, and provision of interpretations and accounting guidance to users of standards.

The management of the Company and its subsidiary believe that the revised financial reporting standards and interpretations and new accounting treatment guidance will not have any significant impact on the financial statements when they are initially applied. However, one standard involves changes to key principles, which are summarised below.

# TAS 27 (revised 2016) Separate Financial Statements

This revised standard stipulates an additional option to account for investments in subsidiaries, joint ventures and associates in separate financial statements under the equity method, as described in TAS 28 (revised 2016) Investments in Associates and Joint Ventures. However, the entity is to apply the same accounting treatment for each category of investment. If an entity elects to account for such investments using the equity method in the separate financial statements, it has to adjust the transaction retrospectively.



This standard will not have any significant impact on the Company and its subsidiaries financial statements because the management has decided to continue accounting for such investments under the cost method in the separate financial statements

#### 4. Significant accounting policies

# 4.1 Revenue recognition

Sales of goods

Sales of goods are recognised when the significant risks and rewards of ownership of the goods have passed to the buyer. Sales are the invoiced value, excluding value added tax, of goods supplied after deducting discounts and allowances.

Rendering of services

Service revenue is recognised when services have been rendered taking into account the stage of completion.

Interest income

Interest income is recognised on an accrual basis based on the effective interest rate.

Dividends

Dividends are recognised when the right to receive the dividends is established.

## 4.2 Cash and cash equivalents

Cash and cash equivalents consist of cash in hand and at banks and all highly liquid investments with an original maturity of three months or less and not subject to withdrawal restrictions.

# 4.3 Trade accounts receivable

Trade accounts receivable are stated at the net realisable value. Allowance for doubtful accounts is provided for the estimated losses that may be incurred in collection of receivables. The allowance is generally based on collection experiences and analysis of debt aging.

#### 4.4 Inventories

Finished goods and work in process are valued at the lower of cost (weighted average basis) and net realisable value. Cost includes all production costs and attributable factory overheads. Cost of purchased finished goods consists of purchase cost and related direct expenses less discounts and sale rebate.

Raw materials and supplies are valued at the lower of cost (weighted average basis) and net realisable value and are charged to production costs whenever consumed.

Allowance for stock obsolescence is made for damaged, slow-moving and obsolete stock.

### 4.5 Investments

- a) Investments in securities held for trading are stated at fair value. Changes in the fair value of these securities are recorded in profit or loss.
- b) Investments in available-for-sale securities are stated at fair value. Changes in the fair value of these securities are recorded in other comprehensive income, and will be recorded in profit or loss when the securities are sold.
- c) Investments in debt securities, which expected to be held to maturity, are recorded at amortised cost.
- d) Investment in associated company is accounted for in the consolidated financial statements using the equity method.
- e) Investments in subsidiaries and associated company are accounted for in the separate financial statements using the cost method net of allowance for impairment loss (if any).

The fair value of unit trusts is determined from their net asset value. The fair value of debt instruments is determined based on yield rates quoted by the Thai Bond Market Association

The weighted average method is used for computation of the cost of investments.



# 4.6 Property, plant, equipment and depreciation

Land is stated at cost, buildings and equipment are stated at cost less accumulated depreciation, and less allowance for loss on impairment of assets (if any).

Depreciation of buildings and equipment are calculated by reference to their costs on a straight-line basis over the following estimated useful lives.

Buildings, fixture and building improvement -20 and 5 years Machinery and equipment 5 and 10 years Furniture and office equipment 5 years Motor vehicles 5 years

Depreciation is included in determining income.

No depreciation is provided on land, land improvement and assets under installation and under construction.

An item of property, plant and equipment is derecognised upon disposal or when no future economic benefit are expected from its use or disposal. Any gain or loss arising on disposal of an asset is included in profit or loss when the asset is derecognised.

# 4.7 Borrowing costs

Borrowing costs directly attributable to the acquisition, construction or production of an asset that necessarily takes a substantial period of time to get ready for its intended use or sale are capitalised as part of the cost of the respective assets. All other borrowing costs are expensed in the year they are incurred. Borrowing costs consist of interest and other costs that an entity incurs in connection with the borrowing of funds.

# 4.8 Intangible assets

The intangible assets are carried at cost less any accumulated amortisation and accumulated impairment losses (if any).

Intangible assets with finite lives are amortised on a systematic basis over the economic useful life and tested for impairment whenever there is an indication that the intangible asset may be impaired. The amortisation period and the amortisation method of such intangible assets are reviewed at least at each financial year end. The amortisation expense is charged to profit or loss. The Company and its subsidiaries have computer software amortised over the economic useful life of 5 years.

# 4.9 Related party transactions

Related parties comprise enterprises and individuals that control, or are controlled by, the Company, whether directly or indirectly, or which are under common control with the Company.

They also include associated companies and individuals which directly or indirectly own a voting interest in the Company that gives them significant influence over the Company, key management personnel, directors and officers with authority in the planning and direction of the Company's operations.

# 4.10 Long-term leases

Leases of property, plant, equipment or motor vehicles which transfer substantially all the risks and rewards of ownership are classified as finance leases. Finance leases are capitalised at the lower of the fair value of the leased assets and the present value of the minimum lease payments. The outstanding rental obligations, net of finance charges, are included in other long-term payables, while the interest element is charged to profit or loss over the lease period. The assets acquired under finance leases are depreciated over the useful life of the asset.

Leases of property, plant, equipment or motor vehicles which do not transfer substantially all the risks and rewards of ownership are classified as operating leases. Operating lease payments are recognised as an expense in profit or loss on a straight line basis over the lease term.

# 4.11 Foreign currencies

The consolidated and separate financial statements are presented in Baht, which is also the Company's and subsidiaries' functional currency.

Transactions in foreign currencies are translated into Baht at the exchange rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are translated into Baht at the exchange rate ruling at the end of reporting period, with the exception of those covered by forward exchange contracts, which are translated at the contracted rates.

Gains and losses on exchange are included in determining income.



## 4.12 Impairment of assets

At the end of each reporting period, the Company and its subsidiaries perform impairment reviews in respect of the property, plant and equipment and other intangible assets whenever events or changes in circumstances indicate that an asset may be impaired. An impairment loss is recognised when the recoverable amount of an asset, which is the higher of the asset's fair value less costs to sell and its value in use, is less than the carrying amount.

An impairment loss is recognised in profit or loss.

# 4.13 Employee benefits

# Short-term employee benefits

Salaries, wages, bonuses and contributions to the social security fund are recognised as expenses when incurred.

# Post-employment benefits

## Defined contribution plans

The Company, its subsidiaries and its employees have jointly established a provident fund. The fund is monthly contributed by employees and by the Company and its subsidiaries. The fund's assets are held in a separate trust fund and the Company's and its subsidiaries' contributions are recognised as expenses when incurred.

### Defined benefit plans

The Company and its subsidiaries have obligations in respect of the severance payments they must make to employees upon retirement under labor law. The Company and its subsidiaries treat these severance payment obligations as a defined benefit plan.

The obligation under the defined benefit plan is determined based on actuarial techniques, using the projected unit credit method.

Actuarial gains and losses arising from post-employment benefits are recognised immediately in other comprehensive income.

#### 4.14 Provisions

Provisions are recognised when the Company and its subsidiaries have a present obligation as a result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation, and a reliable estimate can be made of the amount of the obligation.

#### 4.15 Income tax

Income tax expense represents the sum of corporate income tax currently payable and deferred tax.

### Current tax

Current income tax is provided in the accounts at the amount expected to be paid to the taxation authorities, based on taxable profits determined in accordance with tax legislation.

### Deferred tax

Deferred income tax is provided on temporary differences between the tax bases of assets and liabilities and their carrying amounts at the end of each reporting period, using the tax rates enacted at the end of the reporting period.

The Company and its subsidiaries recognise deferred tax liabilities for all taxable temporary differences while they recognise deferred tax assets for all deductible temporary differences and tax losses carried forward to the extent that it is probable that future taxable profit will be available against which such deductible temporary differences and tax losses carried forward can be utilised.

At each reporting date, the Company and its subsidiaries review and reduce the carrying amount of deferred tax assets to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilised.

The Company and its subsidiaries record deferred tax directly to shareholders' equity if the tax relates to items that are recorded directly to shareholders' equity.

## 4.16 Fair value measurement

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between buyer and seller (market participants) at the measurement date. The Company and its subsidiaries apply a quoted market price in an active market to measure their assets and liabilities that are required to be measured at fair value by relevant financial reporting standards. Except in case of no active market of an identical asset or liability or when a quoted market price is not available, the Company and its subsidiaries measure fair value using valuation technique that are appropriate in the circumstances and maximises the use of relevant observable inputs related to assets and liabilities that are required to be measured at fair value.



All assets and liabilities for which fair value is measured or disclosed in the financial statements are categorised within the fair value hierarchy into three levels based on categorise of input to be used in fair value measurement as follows:

Level 1 Use of quoted market prices in an observable active market for such assets or liabilities

Use of other observable inputs for such assets or liabilities, whether Level 2 directly or indirectly

Level 3 Use of unobservable inputs such as estimates of future cash flows

At the end of each reporting period, the Company and its subsidiaries determine whether transfers have occurred between levels within the fair value hierarchy for assets and liabilities held at the end of the reporting period that are measured at fair value on a recurring basis.

#### 5. Use of accounting estimates

The preparation of financial statements in conformity with financial reporting standards requires management to make estimates and assumptions in certain circumstances, affecting amounts reported in these financial statements and related notes. Actual results could differ from these estimates.

#### 6. Significant accounting judgements and estimates

The preparation of financial statements in conformity with financial reporting standards at times requires management to make subjective judgements and estimates regarding matters that are inherently uncertain. These judgements and estimates affect reported amounts and disclosures and actual results could differ from these estimates. Significant judgements and estimates are as follows:

#### Leases

In determining whether a lease is to be classified as an operating lease or finance lease, the management is required to use judgement regarding whether significant risk and rewards of ownership of the leased asset have been transferred, taking into consideration terms and conditions of the arrangement.

#### Allowance for doubtful accounts

In determining an allowance for doubtful accounts, the management needs to make judgement and estimates based upon, among other things, past collection history, aging profile of outstanding debts and the prevailing economic condition.

### Allowance for diminution in value of inventories

In determining an allowance for diminution in value of inventories, the management needs to make judgment in estimating the loss that will be incurred on the sale of the inventories, taking into account net realisable value, aging profile of outstanding inventories and the stock conditions, among other factors.

# Property, plant and equipment and depreciation

In determining depreciation of plant and equipment, the management is required to make estimates of the useful lives and residual values of the Company's and its subsidiaries' plant and equipment and to review estimate useful lives and residual values when there are any changes.

In addition, the management is required to review property, plant and equipment for impairment on a periodical basis and record impairment losses in the period when it is determined that their recoverable amount is lower than the carrying amount. This requires judgements regarding forecast of future revenues and expenses relating to the assets subject to the review.

# Fair value of financial instruments

In determining the fair value of financial instruments recognised in the statement of financial position that are not actively traded and for which quoted market prices are not readily available, the management exercise judgement, using a variety of valuation techniques and models. The input to these models is taken from observable markets, and includes consideration of credit risk (both bank and counterparty) liquidity, correlation and longer-term volatility of financial instruments. Change in assumptions about these factors could affect the fair value recognised in the statement of financial position and disclosures of fair value hierarchy.



# Impairment of securities investments

The Company and its subsidiaries treat available-for-sale investments and other investments as impaired when there has been a significant or prolonged decline in the fair value below their cost or where other objective evidence of impairment exists. The determination of what is "significant" or "prolonged" requires judgment of the management.

### Deferred tax assets

Deferred tax assets are recognised for deductible temporary differences and unused tax losses to the extent that it is probable that taxable profit will be available against which the temporary differences and losses can be utilised. Significant management judgement is required to determine the amount of deferred tax assets that can be recognised, based upon the likely timing and level of estimate future taxable profits.

## Post-employment benefits under defined benefit plans

The obligation under the defined benefit plan is determined based on actuarial techniques. Such determination is made based on various assumptions, including discount rate, future salary increase rate, mortality rate and staff turnover rate.

#### 7. Related party transactions

During the years, the Company and its subsidiaries had significant business transactions with related parties. Such transactions, which are summarised below, arose in the ordinary course of business and were concluded on commercial terms and bases agreed upon between the Company and those related parties.

(Unit: Thousand Baht)

		For the years er	nded 31 Marcl	1	
		olidated statements	Sepa financial st		Transfer Pricing Policy
	2017	2016	2017	2016	
Transactions with subsidiaries					
(Eliminated from the consolidate	d financial sta	itements)			
Sales of goods and service	-	2)	66,503	96,152	Sale of goods:
income					Market price less discount
					2%, and cost plus a margin
					at rate of 5%
					Service income:
					Close to the market price

(Unit: Thousand Baht)

_	F	or the years er	nded 31 March	1		
	Consoli financial st		Sepa		T(	
-	ilitariciai st	atements	financial st	atements	Transfer Pricing Policy	
-	2017	2016	2017	2016		
Rental income	-	-	1,728	1,728	Contract price close to the market price	
Other service income	15	-	15,000	15,000	Accordance with the negotiation price	
Dividend income	÷	*	82,895	78,624	As approved by shareholders' meeting	
Purchases of goods and services	-	-	2,324	3,542	Market price	
Sales of fixed assets	-	-	7,300	2	Accordance with the negotiation price	
Commission fee	-	-	-	5	Not over 2% of sales	
Transactions with related companie	es					
Other service income	265	300	265	300	Fixed fee per month	
Commission fee	6,243	5,878	5.	-	Not over 2% of sales	

As at 31 March 2017 and 2016, the balances of the accounts between the Company and those related companies are as follows:

			(Unit:	Thousand Baht)
	Consolic	lated	Separa	ate
	financial sta	tements	financial sta	tements
	2017	2016	2017	2016
Trade accounts receivable - related parties (Note	e 10)			
Subsidiaries			1,311	9,970
Trade and other payables - related parties (Note	19)			
Associate	1,663	1,669	2	-
Subsidiary				481
Total trade and other payables - related parties	1,663	1,669	-	481



# Directors and management's benefits

During the years ended 31 March 2017 and 2016, the Company and its subsidiaries had employee benefit expenses payable to their directors and management as below.

(Unit: Thousand Baht)

	Conso	olidated	Separate	
	financial s	statements	financial st	atements
	2017	2016	2017	2016
Short-term employee benefits	51,766	47,138	32,739	28,138
Post-employment benefits	960	3,923	547	2,285
Total	52,726	51,061	33,286	30,423

#### 8. Cash and cash equivalents

(Unit: Thousand Baht)

	Consoli	Separate			
	financial st	atements	financial statements		
	2017	2017 2016		2016	
Cash	120	130	60	70	
Bank deposits	237,332	177,513	20,044	28,747	
Total	237,452	177,643	20,104	28,817	

As at 31 March 2017, bank deposits in saving accounts and fixed deposits carried interests between 0.37 and 0.85 percent per annum (2016: 0.38 and 1.00 percent per annum).

#### 9. **Current investments**

(Unit: Thousand Baht)

Consolidated financial statements					
2017		20	)16		
Cost	Fair value	Cost	Fair value		
21,323	21,352	4,500	4,504		
21,323	21,352	4,500	4,504		
29		4			
21,352		4,504			
	20 Cost 21,323 21,323 29	2017  Cost Fair value  21,323 21,352 21,323 21,352 29	ZO17         ZO           Cost         Fair value         Cost           21,323         21,352         4,500           21,323         21,352         4,500           29         4		

As at 31 March 2017 and 2016, a subsidiary has investment in Siam Commercial (SCBSFF) Fixed Income Fund which is a debt mutual fund. The fund focuses on investing in debentures issued or guaranteed by the government or corporate.

As at 31 March 2017, another subsidiary has investment in Bualuang Thanatavee Fixed Income Fund which is a debt mutual fund. The fund focuses on investing in debentures issued or guaranteed by the government or corporate.

# 10. Trade and other receivables

	Consolidated financial statements		(Unit: Thousand Ba Separate financial statements		
,	2017	2016	2017	2016	
Trade accounts receivable - related parties (Not				2010	
Aged on the basis of due dates	0.7				
Not yet due		_	598	5,041	
Past due			000	0,041	
Not over 3 months	-	-	733	4,929	
Total trade receivables - related parties	-	_	1,331	9,970	
Trade accounts receivable - unrelated parties			· · · · · · · · · · · · · · · · · · ·		
Aged on the basis of due dates					
Not yet due	541,556	591,612	281,516	296,026	
Past due	C_0010000 €1980000 WV	• • • • • • • • • • • • • • • • • • • •	1 months of 1 months		
Not over 3 months	136,623	164,110	66,734	95,838	
Over 3 months but less than 12 months	1,157	11,066	-	47	
Over 12 months	24,616	18,874	17,954	18,732	
Total	703,952	785,662	366,204	410,643	
Less: Allowance for doubtful accounts	(24,794)	(24,045)	(17,954)	(18,779)	
Total trade receivables - unrelated parties, net	679,158	761,617	348,250	391,864	
Total trade receivables - net	679,158	761,617	349,581	401,834	
Other receivables		-			
Other receivables	619	502	70	502	
Interest receivables	50	54	-	-	
Total other receivables	669	556	70	502	
Total trade and other receivables - net	679,827	762,173	349,651	402,336	



During the year ended 31 March 2016, certain trade accounts receivable of a subsidiary, amounting to Baht 4 million, were written-off as bad debt (2017: Nil).

### 11. Inventories

(Unit: Thousand Baht)

	Consolidated financial statements									
	c	Invento	ories - net							
	2017	2016	2017	2016	2017	2016				
Finished goods	435,983	426,145	(46,368)	(46,076)	389,615	380,069				
Raw materials	386,197	264,603	(8,915)	(11,109)	377,282	253,494				
Supplies	23,934	20,866	-	-	23,934	20,866				
Goods in transit	1,878	9,923			1,878	9,923				
Total	847,992	721,537	(55,283)	(57,185)	792,709	664,352				

(Unit: Thousand Baht)

Separate	financial	statements
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	C	ost	Reduce c		Inventories - net		
	2017	2016	2017	2016	2017	2016	
Finished goods	218,214	192,086	(36,187)	(32,358)	182,027	159,728	
Raw materials	304,466	186,156	(8,915)	(11,109)	295,551	175,047	
Supplies	13,013	11,801	-	-1:	13,013	11,801	
Goods in transit	1,422	3,351			1,422	3,351	
Total	537,115	393,394	(45,102)	(43,467)	492,013	349,927	

During the current year, the Company and its subsidiaries reversed the reduction of cost of inventories by Baht 2 million (2016: recorded the reduction of Baht 3 million) (Separate financial statements: recorded the reduction of Baht 2 million (2016: recorded the reduction of Baht 2 million)), to reflect the net realisable value. This was presented as cost of sales.

# 12. Restricted bank deposits

As at 31 March 2017, the Company and its subsidiary have deposits with banks of Baht 46 million (2016: Baht 47 million) which are pledged with the banks to secure credit facilities as described in Note 30.5 to the financial statements.

# 13. Investment in associated company

## 13.1 Details of associate

(Unit: Thousand Baht)

					50000 Per	arate tatements	Consol financial st	
Company's name	Nature of business	Country of incorporation	Shareho		Cost n	nethod	Carrying based on eq	
			2017	2016	2017	2016	2017	2016
			(%)	(%)	2. Table 1			
Mory Lohakit (Thailand)								
Co., Ltd.	Agent	Thailand	49	49	4,900	4,900	10,989	9,330

# 13.2 Share of profit and dividend received

(Unit: Thousand Baht)

			V-	- I I I I I I I I I I I I I I I I I I I	
	Consolidated		Separate		
	financial statements  Share of profit from investment in		financial statements  Dividend received		
<b>*</b> ***********************************					
Company's name	associate durin	g the years	during t	he years	
	2017	2016	2017	2016	
Mory Lohakit (Thailand) Co., Ltd.	1,659	1,199	-	-	
	For the second s		1000		

# 13.3 Summarised financial information about material associate

Summarised information about financial position

	(Unit: Mil	lion Baht)
	2017	2016
Current assets	22.8	18.9
Non-current assets	0.4	0.6
Current liabilities	(0.6)	(0.4)
Non-current liabilities	(0.1)	(0.1)
Net assets	22.5	19.0
Shareholding percentage (%)	49.0	49.0
Share of net assets	11.0	9.3
Carrying amounts of associates based on equity method	11.0	9.3



# Summarised information of comprehensive income

(Unit: Million Baht)

For the years ended

.01	2017	2016
Revenue	6.3	5.9
Profit	3.4	2.4
Total comprehensive income	3.4	2.4

#### 14. Investments in subsidiaries

## 14.1 Details of subsidiaries

Details of investments in subsidiaries as presented in separate financial statements are as follows:

(Unit: Thousand Baht)

		Shareh	nolding		
Paid-up capital		percentage		Cost method	
2017	2016	2017	2016	2017	2016
(Million Baht)	(Million Baht)	(%)	(%)		
240	240	60	60	144,000	144,000
6	6	75	75	4,249	4,249
230	230	100	100	258,238	258,238
				406,487	406,487
	2017 (Million Baht) 240 6	2017 2016 (Million Baht) (Million Baht) 240 240 6 6	Paid-up capital         percent           2017         2016         2017           (Million Baht)         (Million Baht)         (%)           240         240         60           6         6         75	2017         2016         2017         2016           (Million Baht)         (Million Baht)         (%)         (%)           240         240         60         60           6         6         75         75	Paid-up capital         percentage         Cost m           2017         2016         2017         2016         2017           (Million Baht)         (Million Baht)         (%)         (%)           240         240         60         60         144,000           6         6         75         75         4,249           230         230         100         100         258,238

On 24 December 2015, an extraordinary general meeting of Alternative Stainless Company Limited approved the increase of its registered share capital from Baht 1 million (10,000 ordinary shares of Baht 100 each) to Baht 10 million (100,000 ordinary shares of Baht 100 each) through the issuance of 90,000 additional ordinary shares with a par value of Baht 100 each, of which Baht 50 is called up. The subsidiary registered the increase of its capital with the Ministry of Commerce on 4 January 2016. However, the Company invested in 65,002 ordinary shares of Baht 100 each, of which Baht 50 is called up, or a total of Baht 3.25 million. As a result the Company's proportionate shareholding changed from 100% to 75%.

### 14.2 Dividend income

(Unit: Thousand Baht)

Company's name	2017	2016
Auto Metal Company Limited	54,720	43,200
NSC Metal Company Limited	28,175	33,925
Alternative EnMat Company Limited		1,499
Total	82,895	78,624

# Auto Metal Company Limited

On 20 June 2016, the Annual General Meeting of the shareholders of Auto Metal Company Limited passed a resolution to approve the payment of a dividend of Baht 20 per share, or totaling Baht 48 million to the shareholders from the operating profit for the year ended 31 March 2016. The dividend was paid on 27 June 2016.

On 10 November 2016, the meeting of Board of Directors of Auto Metal Company Limited No. 4/2016 passed a resolution to approve the payment of an interim dividend of Baht 18 per share, or totaling Baht 43.2 million to the subsidiary's shareholders from the net operating profit from 1 April 2016 to 30 September 2016. The dividend was paid on 29 November 2016.

# NSC Metal Company Limited

On 20 June 2016, the Annual General Meeting of the shareholders of NSC Metal Company Limited passed a resolution to approve the payment of a dividend of Baht 5.75 per share, or totaling Baht 13.23 million from the operating profit for the year ended 31 March 2016. The dividend was paid on 27 June 2016.

On 10 November 2016, the meeting of Board of Directors of NSC Metal Company Limited No. 4/2016 passed a resolution to approve the payment of an interim dividend of Baht 6.5 per share, or totaling Baht 14.95 million to the subsidiary's shareholders from the net operating profit from 1 April 2016 to 30 September 2016. The dividend was paid on 29 November 2016.



# 15. Other long-term investments

(Unit: Thousand Baht)

Consolidated	financial	statements
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	20	17	2016		
	Cost	Fair value	Cost	Fair value	
Available-for-sale securities			21110	7.502	
Investment units in property fund	3,185	2,730	3,185	3,160	
Total available-for-sale securities	3,185	2,730	3,185	3,160	
Add: Changes in fair value	(455)		(25)	***************************************	
Total available-for-sale securities	2,730		3,160		

# 16. Property, plant and equipment

(Unit: Thousand Baht)

	Consolidated financial statements								
	Land and land improvement	Buildings and fixture	Machinery and equipment	Furniture and office equipment	Motor vehicles	Assets under installation and under construction	Total		
Cost						01	****		
1 April 2015	140,446	284,235	765,745	20,598	87,509	82,862	1,381,395		
Acquisitions		.=	19,775	485	8,454	36,761	65,475		
Disposals	3 9	(47)	(12,043)	(3,558)	(2,700)		(18,348)		
Transfer in (out)		36,797	79,561			(116,358)	-		
31 March 2016	140,446	320,985	853,038	17,525	93,263	3,265	1,428,522		
Acquisitions	2	-	5,679	434	2,351	4,715	13,179		
Disposals	-				(18,510)		(18,510)		
Transfer in (out)	•	-	3,006		3,336	(6,342)			
31 March 2017	140,446	320,985	861,723	17,959	80,440	1,638	1,423,191		
Accumulated depreciation			1000 1100	N. P. M. W. S.	3				
1 April 2015	2	148,143	614,941	17,016	55,839	. 9	835,939		
Depreciation for the year	-	11,421	66,945	1,240	12,015	121	91,621		
Depreciation for disposals		(47)	(11,996)	(3,556)	(2,656)		(18,255)		
31 March 2016		159,517	669,890	14,700	65,198		909,305		
Depreciation for the year	-	11,264	58,495	1,063	11,921	1.4	82,743		
Depreciation for disposals	-				(17,375)		(17,375)		
31 March 2017		170,781	728,385	15,763	59,744	-	974,673		
Net book value									
31 March 2016	140,446	161,468	183,148	2,825	28,065	3,265	519,217		
31 March 2017	140,446	150,204	133,338	2,196	20,696	1,638	448,518		
Depreciation for the year									
2016 (Baht 84 million included	in manufacturing co	ost, and the balar	nce in selling and	administrative exp	enses)		91,621		
2017 (Baht 75 million included	in manufacturing co	st and the balar	nce in selling and	administrative exp	enses)		82,743		

						Assets under	
	Land and	Buildings	Machinery	Furniture		installation	
	land	and	and	and office	Motor	and under	
	improvement	fixtures	equipment	equipment	vehicles	construction	Total
Cost				( <del>)</del>			
1 April 2015	94,745	147,445	419,382	13,053	61,224	82,753	818,602
Acquisitions	*	-	14,112	416	6,051	35,345	55,924
Disposals	5	(46)	(10,874)	(3,558)	(235)		(14,713)
Transfer in (out)		39,797	78,035			(114,832)	-
31 March 2016	94,745	184,196	500,655	9,911	67,040	3,266	859,813
Acquisitions	=	-	1,373	245	82	2,199	3,899
Disposals	25	-	(12,406)	_	(15,260)	-	(27,666)
Transfer in (out)			2,098		1,729	(3,827)	-
31 March 2017	94,745	184,196	491,720	10,156	53,591	1,638	836,046
Accumulated depreciation							
1 April 2015	: #	102,957	348,046	10,592	37,250	2	498,845
Depreciation for the year		4,651	24,944	845	8,327	-	38,767
Depreciation for disposals		(46)	(10,846)	(3,556)	(235)		(14,683)
31 March 2016		107,562	362,144	7,881	45,342	-	522,929
Depreciation for the year	9.5	4,616	31,503	715	8,282	(*)	45,116
Depreciation for disposals			(8,171)		(13,974)	•	(22,145)
31 March 2017		112,178	385,476	8,596	39,650	1-1	545,900
Net book value							
31 March 2016	94,745	76,634	138,511	2,030	21,698	3,266	336,884
31 March 2017	94,745	72,018	106,244	1,560	13,941	1,638	290,146
Depreciation for the year							

As at 31 March 2017, the Company and its subsidiaries had vehicles under finance lease agreements with net book values amounting to Baht 1 million (2016: Baht 6 million) (Separate financial statements: Baht 1 million (2016: Baht 6 million)).

As at 31 March 2017, the Company and a subsidiary have certain equipment items which have been fully depreciated but are still in use. The gross carrying amount (before deducting accumulated depreciation) of those assets amounted to approximately Baht 725 million (2016: Baht 571 million) (Separate financial statements: Baht 451 million, (2016: Baht 439 million)).



The Company and a subsidiary have mortgaged most of their land with structures thereon and pledged machineries with banks, and another subsidiary has mortgaged unit of condominium with bank, to secure loans and other credit facilities granted to the Company and its subsidiaries by the banks as described in Note 30.5 to the financial statements.

The book value of machineries of the Company and a subsidiary pledged with banks are summarised below:

(Unit: Million Baht)

	Consol	Separate		
	financial statements		financial statement	
	2017	2016	2017	2016
Cost	306	306	197	197
Net book value	-	2	_	-

# 17. Intangible assets

The net book value of intangible assets as at 31 March 2017 and 2016 are presented below.

(Unit: Thousand Baht)

	Consolidated financial statements		Separ	
	2017	2016	2017	2016
Cost	15,285	14,794	12,288	11,797
Less: Accumulated amortisation	(14,523)	(14,361)	(11,741)	(11,638)
Net book value	762	433	547	159

A reconciliations of the net book value of intangible assets for the years 2017 and 2016 are presented below.

		(Unit: The	ousand Baht)	
Consolidated financial statements		Separate financial statements		
433	573	159	203	
491	-	491	-	
(162)	(140)	(103)	(44)	
762	433	547	159	
	financial st 2017 433 491 (162)	financial statements  2017 2016  433 573 491 - (162) (140)	Consolidated         Separation           financial statements         financial statements           2017         2016         2017           433         573         159           491         -         491           (162)         (140)         (103)	

### 18. Short-term loans from banks

(Unit: Thousand Baht)

	Interest rate (percent per annum)		Conso	lidated	Separate		
_			financial s	tatements	financial statements		
	2017	2016	2017	2016	2017	2016	
Short-term loans from banks	3.55	3.60 - 3.75	5,000	50,000	5,000	50,000	
Trust receipts	3.50 - 3.75	2.75 - 3.68	48,563	202,953	21,036	130,961	
Total			53,563	252,953	26,036	180,961	

Short-term loans from banks represent promissory notes maturing within 1 month.

Bank overdrafts, short-term loans and trust receipts facilities are secured by the Company and its subsidiaries' land with structures thereon, unit of condominium, machineries and fixed deposit accounts and guarantees provided by the Company as described in Note 30.5 to the financial statements.

# 19. Trade and other payables

(Unit: Thousand Baht) Consolidated Separate financial statements financial statements 2017 2016 2017 2016 Trade accounts payable - unrelated parties 512,838 341,019 339,211 197,914 Trade accounts payable - related party (Note 7) 481 Other payables - unrelated parties 15,820 18,164 9,259 10,004 Other payables - related party (Note 7) 1,663 1,669 Accrued commission expenses - unrelated parties 18 61 18 61 Accrued expenses 1,555 1,905 824 1,213 Total 531,894 362,818 349,312 209,673

## 20. Liabilities under finance lease agreements

(Unit: Thousand Baht) Consolidated Separate financial statements financial statements 2017 2016 2017 2016 Liabilities under finance lease agreements 1,178 4,809 1,178 4,809 Less: Deferred interest expenses (10)(161)(10)(161)Total 1,168 4,648 1,168 4,648 Less: Portion due within one year (1,168)(3,480)(1,168)(3,480)Liabilities under finance lease agreements - net of current portion 1,168 1,168



The Company and its subsidiaries have entered into the finance lease agreements with leasing companies for rental of motor vehicles for use in their operation, whereby they are committed to pay rental on a monthly basis. The terms of the agreements are generally 3 - 5 years.

Future minimum lease payments required under the finance lease agreements were as follows:

(Unit: Thousand Baht)

	Consolidated financial statements						
	2017			2016			
	Less than	1 - 5		Less than	1 - 5		
	1 year	years	Total	1 year	years	Total	
Future minimum lease payments	1,178	2	1,178	3,631	1,178	4,809	
Deferred interest expenses	(10)		(10)	(151)	(10)	(161)	
Present value of future minimum lease payments	1,168	*	1,168	3,480	1,168	4,648	
				-			

(Unit: Thousand Baht)

	Separate financial statements						
	2017			2016			
	Less than	1 - 5		Less than	1 - 5		
	1 year	years	Total	1 year	years	Total	
Future minimum lease payments	1,178	-	1,178	3,631	1,178	4,809	
Deferred interest expenses	(10)		(10)	(151)	(10)	(161)	
Present value of future minimum lease payments	1,168		1,168	3,480	1,168	4,648	

# 21. Provision for long-term employee benefits

Provision for long-term employee benefits, which represents compensation payable to employees after they retire, was as follows:

			(Unit: Th	nousand Baht)
	Consolidated		Separ	rate
_	financial st	atements	financial sta	atements
_	2017	2016	2017	2016
Provision for long-term employee benefits at beginning of year	30,018	22,662	18,679	13,994
Included in profit or loss:				
Current service cost	3,368	2,314	2,169	1,314
Interest cost	873	1,005	536	617
Included in other comprehensive income:				
Actuarial loss (gain) arising from				
Demographic assumptions changes	(2,285)	2,673	(1,515)	1,731
Financial assumptions changes	(265)	1,702	(150)	1,112
Experience adjustments	(509)	780	(449)	712
Total	(3,059)	5,155	(2,114)	3,555
Benefits paid during the year	(131)	(1,118)	(131)	(801)
Provision for long-term employee benefits at end of year	31,069	30,018	19,139	18,679

Long-term employee benefit expenses included in the profit or loss consist of the following:

			(Unit: Th	ousand Baht)
	Consol	idated	Separ	rate
	financial st	tatements	financial sta	atements
	2017	2016	2017	2016
Selling and administrative expenses	4,241	3,319	2,705	1,931
Total expenses recognised in profit or loss	4,241	3,319	2,705	1,931

The Company and its subsidiaries expect to pay Baht 18 million of long-term employee benefits during the next year (Separate financial statements: Baht 10 million) (2016: Baht 16 million, separate financial statements: Baht 9 million).

As at 31 March 2017, the weighted average duration of the liabilities for long-term employee benefit of monthly and daily employee are 6 - 19 years and 6 - 20 years (Separate financial statements: 10 years and 15 years) (31 March 2016: 7 - 16 years and 11 - 17 years (Separate financial statements: 10 years and 17 years)).

Significant actuarial assumptions are summarised below:

(Unit: Percent per annum)

	Consolidated fina	ancial statements	Separate financial statements		
	2017	2016	2017	2016	
Discount rate	2.43 - 3.48	2.40 - 3.34	2.71 - 3.48	2.57 - 3.34	
Salary increase rate	4.00 - 5.00	4.00 - 5.00	4.00 - 5.00	4.00 - 5.00	
Turnover rate	0 - 58	0 - 54	0 - 58	0 - 54	

The result of sensitivity analysis for significant assumptions that affect the present value of the long-term employee benefit obligation as at 31 March 2017 are summarised below:

			(Unit:	Million Baht)
	Consolidate	Consolidated financial statements		financial
	stater			statements
	Increase	Decrease	Increase	Decrease
	0.5%	0.5%	0.5%	0.5%
Discount rate	(0.7)	0.8	(0.4)	0.5
Salary increase rate	0.8	(0.7)	0.5	(0.4)
Turnover rate	(0.7)	0.8	(0.5)	0.5



# 22. Statutory reserve

Pursuant to Section 116 of the Public Limited Companies Act B.E. 2535, the Company is required to set aside to a statutory reserve at least 5 percent of its net profit after deducting accumulated deficit brought forward (if any), until the reserve reaches 10 percent of the registered capital. The statutory reserve is not available for dividend distribution.

# 23. Expenses by nature

Significant expenses by nature are as follows:

			(Unit: Th	nousand Baht)
	Conso	lidated	Sepa	arate
	financial statements		financial statements	
	2017	2016	2017	2016
Salary and wages and other employee benefits	182,975	178,490	107,999	104,528
Depreciation	82,743	91,514	45,116	38,766
Amortisation	161	140	104	44
Raw materials used	1,727,403	1,866,126	1,176,583	1,353,933
Consumables used	35,884	39,854	29,622	32,611
Purchase of finished goods	670,679	688,844	-	-
Changes in inventories of finished goods	(9,838)	64,093	(26,128)	61,887
Reduce cost (reversal) of inventories to net				
realisable value	(1.901)	2.660	1.635	1 698

# 24. Corporate income tax

Income tax expenses for the years ended 31 March 2017 and 2016 are made up as follows:

	Consolidated financial statements		(Unit: Thousand Ba Separate financial statements	
	2017	2016	2017	2016
Current income tax:				
Current income tax charge	55,036	35,201	18,115	8,752
Deferred tax:				
Relating to origination and reversal of				
temporary differences	(719)	(1,747)	(827)	(961)
Effects of changes in the applicable tax rates		(50)		
Income tax expenses reported in				
the statement of comprehensive income	54,317	33,404	17,288	7,791

The amounts of income tax relating to each component of other comprehensive income for the years ended 31 March 2017 and 2016 are as follows:

			(Unit: Th	ousand Baht)
	Consolidated		Separate	
	financial sta	atements	financial sta	atements
	2017	2016	2017	2016
Deferred tax on actuarial losses (gain)	(612)	1,031	(423)	711

Reconciliation between income tax expenses and the product of accounting profit multiplied by the applicable tax rates for the years ended 31 March 2017 and 2016 are as follows:

			(Unit: Th	ousand Baht)
	Consolidated financial statements		Separate financial statements	
	2017	2016	2017	2016
Accounting profit before tax	273,310	160,120	173,148	114,275
Applicable tax rate	20%	20%	20%	20%
Accounting profit before tax multiplied by				
applicable tax rate	54,662	32,024	34,630	22,855
Effects of:				
Dividend income from subsidiaries	-	-	(16,579)	(15,725)
Bad debt recoveries	(150)	(125)	(150)	(125)
Non-deductible expenses	702	1,773	595	786
Tax-exempt revenues	(17)	-	-	-
Additional expense deductions allowed	(1,210)	-	(1,208)	-
Others	330	(268)	-	-
Total	(345)	1,380	(17,342)	(15,064)
Income tax expenses reported in			-	
the statement of comprehensive income	54,317	33,404	17,288	7,791



The components of deferred tax assets for the years ended 31 March 2017 and 2016 are as follows:

		(Unit: Thou	usand Baht)
Consolidated financial statements		Separate financial statements	
			,
1,749	1,449	381	396
11,056	11,437	9,020	8,693
6,214	6,003	3,828	3,736
2,582	2,605		
21,601	21,494	13,229	12,825
	1,749 11,056 6,214 2,582	financial statements  2017 2016  1,749 1,449  11,056 11,437  6,214 6,003 2,582 2,605	Consolidated         Separation           financial statements         financial statements           2017         2016         2017           1,749         1,449         381           11,056         11,437         9,020           6,214         6,003         3,828           2,582         2,605         -

#### 25. Promotional privileges

The Company has received promotional privileges from the Board of Investment for the shearing and converting of flat metal, pursuant to the promotion certificate No. 3007/Wo./2550 issued on 25 May 2007. Subject to certain imposed conditions, the privileges include an exemption from import duty on articles and essential raw materials imported for use in manufacturing for export sales and an exemption from import duty on items imported for re-export, for a period of one year commencing as from the first importation date.

A subsidiary has received promotional privileges from the Board of Investment for the manufacture of stainless steel tubes, pursuant to the promotion certificate No. 1407(2)/2548 issued on 23 March 2005. Subject to certain imposed conditions, the privileges include an exemption from corporate income tax for a period of 7 years from the date the promoted activity commenced generating revenues (ended in June 2013). and any losses incurred during the corporate income tax exemption period may be carried forward to be utilised by the subsidiary as a deduction against net income of future years, for up to 5 years after the expiry of the tax exemption period. In addition, the privileges include an exemption from income tax on dividends received from promoted operations which have been granted corporate income tax exemption, throughout the period for which the tax exemption privilege is granted.

# 26. Earnings per share

Basic earnings per share is calculated by dividing profit for the year attributable to equity holders of the Company (excluding other comprehensive income) by the weighted average number of ordinary shares in issue during the year.

# 27. Segment information

Operating segment information is reported in a manner consistent with the internal reports that are regularly reviewed by the chief operating decision maker in order to make decisions about the allocation of resources to the segment and assess its performance. The chief operating decision maker has been identified as Managing Director.

For management purposes, the Company and its subsidiaries are organised into business units based on its products and services and operate 2 segments as follows:

- Production and distribution
- Procurement and distribution.

No operating segments have been aggregated to form the above reportable operating.

The chief operating decision maker monitors the operating results of the business units separately for the purpose of making decisions about resource allocation and assessing performance. Segment performance is measured based on operating profit or loss and on a basis consistent with that used to measure operating profit or loss and total assets in the financial statements

The basis of accounting for any transactions between reportable segments is consistent with that for third party transactions.



The following tables present revenue, profit and total assets information regarding the Company and its subsidiaries' operating segments for the years ended 31 March 2017 and 2016, respectively.

(Unit: Million Baht)

	For the year ended 31 March 2017					
	Production and distribution	Procurement and distribution	Total reportable segments	Eliminations	Consolidated	
Revenue from external customers	2,382	818	3,200		3,200	
Inter-segment revenue	68	1_	69	(69)		
Total revenues	2,450	819	3,269	(69)	3,200	
Segment profit	327	99	426	-	426	
Other income					26	
Finance cost					(8)	
Selling expenses					(68)	
Administrative expenses					(105)	
Interest in the profit of associate						
accounted for by the equity method	ı				2	
Income tax expenses					(54)	
Profit for the year					219	
Segment total assets	2,271	399	2,670	(399)	2,271	
Investment in associate accounted						
for by the equity method	11	-	11	*	11	
Additions to non-current assets						
other than financial instruments						
and deferred tax assets	(65)	(3)	(68)	(3)	(71)	

(Unit: Million Baht)

	Production and	Procurement and	Total reportable		
	distribution	distribution	segments	Eliminations	Consolidated
Revenue from external customers	2,382	795	3,177	-	3,177
Inter-segment revenue	102		102	(102)	÷.
Total revenues	2,484	795	3,279	(102)	3,177
Segment profit	239	79	318	-	318
Other income					30
Finance cost					(15)
Selling expenses					(75)
Administrative expenses					(99)
nterest in the profit of associate					
accounted for by the equity method					1
ncome tax expenses					(33)
Profit for the year					127
Segment total assets	2,196	428	2,624	(407)	2,217
nvestment in associate accounted				**	
for by the equity method	9	<u>=</u>	9		9
Additions (reduction) to					
non-current assets other than					
financial instruments and					
deferred tax assets	43	(1)	42	-	42

The Company and its subsidiaries carry on operations in the main geographic area in Thailand with gained revenue from export sales and domestic sales. As a result, all of revenues and assets as reflected in these financial statements pertain exclusively to this geographical reportable segment.

#### Major customers

For the year 2017 and 2016, the Company and its subsidiaries have no major customer with revenue of 10 percent or more of an entity's revenues.

# 28. Provident fund

The Company, its subsidiaries and their employees have jointly established a provident fund in accordance with the Provident Fund Act B.E. 2530. Employees, the Company and its subsidiaries contributed to the fund monthly at the rate of 5% of basic salary. The fund, which is managed by SCB Asset Management Co., Ltd. will be paid to employees upon termination in accordance with the fund rules. The contributions for the year 2017 amounting to approximately Baht 4 million (2016: Baht 3 million) (Separate financial statements: Baht 2 million (2016: Baht 2 million)) were recognised as expenses.



## 29. Dividend

Dividends	Approved by	Total dividends	Dividend per share	Payment date
		(Million Baht)	(Baht)	
Final dividends for 2016	Annual General Meeting of the shareholders on	53.62	0.14	11 August 2016
Interim dividends for 2017	28 July 2016 The Board of Directors Meeting on	53.62	0.14	9 December 2016
	11 November 2016		4	
Total dividends paid during	the year ended			
31 March 2017		107.24	0.28	
Final dividends for 2015	Annual General Meeting of the shareholders on 28 July 2015	38.30	0.10	11 August 2015
Interim dividends for 2016	The Board of Directors  Meeting on  16 November 2015	38.30	0.10	15 December 2015
Total dividends paid during	the year ended			
31 March 2016		76.60	0.20	

# 30. Commitments and contingent liabilities

# 30.1 Operating lease commitments

The Company and its subsidiaries have entered into a lease agreement in respect of the office building space. The terms of the agreements are generally 3 years.

Future minimum lease payments required under these non-cancellable operating leases contracts were as follows.

(Unit: Million Baht)

	As at 31 March		
	2017	2016	
Payable:			
In up to 1 year	3	1	
In over 1 and up to 5 years	4	-	

#### 30.2 Service commitment

As at 31 March 2017, the Company and a subsidiary had commitments of Baht 6 million relating to a technical assistance agreement and other service agreements (2016: Baht 10 million).

#### 30.3 Other commitments

As at 31 March 2017, the Company had outstanding commitments of Baht 3.25 million (2016: Baht 3.25 million) in respect of uncalled portion of investment in a subsidiary.

#### 30.4 Guarantees

As at 31 March 2017, the Company has guaranteed bank credit facilities for a subsidiary amounting to Baht 350 million (2016: Baht 320 million).

#### 30.5 Credit facilities

As at 31 March 2017, the Company and its subsidiaries have been granted credit facilities by various banks for which they have placed collaterals as follows:-

# The Company

- Letters of credit, trust receipts, guarantees and short-term loan facilities totaling Baht 1,461 million, of which totaling Baht 65 million (2016: Baht 232 million) of the utilised amount are outstanding. These credit facilities are secured by the mortgage of the Company's land with structures thereon and machineries.
- Overdraft facilities of Baht 30 million have not yet been utilised (2016: Nil). These
  credit facilities are secured by the mortgage of the Company's land with
  structures thereon, machineries and the fixed deposits.
- Forward foreign exchange contract facilities of Baht 1,000 million, of which Baht 33 million (2016: Baht 48 million) of the utilised amount are outstanding. These credit facilities are secured by the mortgage of the Company's land with structures thereon and machineries.



# A subsidiary

- Letters of credit, trust receipts, guarantees and short-term loan facilities totaling Baht 300 million, of which Baht 4 million (2016: Baht 4 million) of the utilised amount are outstanding. These credit facilities are secured by the mortgage of the subsidiary's land with structures thereon and machineries.
- Overdraft facilities of Baht 10 million have not yet been utilised (2016: Nil). These credit facilities are secured by the mortgage of the subsidiary's land with structures thereon.
- Forward foreign exchange contract facilities of Baht 200 million of which Baht 2 million (2016: Baht 1 million) of the utilised amounts an outstanding. These credit facilities are secured by the mortgage of the subsidiary's land with structures thereon and machineries.

#### A subsidiary

- Letters of credit, trust receipts, guarantees and short-term loan facilities totaling Baht 506 million, of which Baht 28 million (2016: Baht 68 million) of the utilised amount are outstanding. These credit facilities are secured by the mortgage of the subsidiary's unit of condominium which is the subsidiary's office, fixed deposit accounts and a guarantee provided by the Company.
- Overdraft facilities of Baht 60 million have not yet been utilised (2016: Nil). These credit facilities are secured by fixed deposit accounts and a guarantee provided by the Company.
- Forward foreign exchange contract facilities, comprising USD 11.7 million (equivalent to Baht 404 million) and Baht 115 million, or a total approximately Baht 519 million, of which USD 0.1 million (equivalent to Baht 4 million) (2016: USD 0.8 million (equivalent to Baht 29 million)) of the utilised amount are outstanding.

#### A subsidiary

- Letters of credit, trust receipts, guarantees and short-term loan facilities totaling Baht 22 million, have not yet been utilised (2016: Nill). These credit facilities are secured by the parent company.
- Overdraft facilities of Baht 5 million have not yet been utilised (2016: Nil). These credit facilities are secured by the parent company.

Forward foreign exchange contract facilities of Baht 30 million have not yet been utilised (2016: Nil). These credit facilities are secured by parent company.

#### 31. Fair value hierarchy

As at 31 March 2017, the Company and its subsidiaries had the assets and liabilities that were measured at fair value using different levels of inputs as follows:

> (Unit: Million Baht) Consolidated Financial Statements as at 31 March 2017

	Consolidated Financial Statements as at 31 March 2017				
	Level 1	Level 2	Level 3	Total	
Assets measured at fair value					
Current investments	-	21.4	Ξ.	21.4	
Available-for-sale investments	2.7	-	-	2.7	
Liabilities for which fair value is disc	closed				
Derivatives					
Foreign currency forward contracts	-	0.9	7.5	0.9	
			(Unit	: Million Baht)	
	Consolidated	Financial State	ements as at 31	March 2016	
	Level 1	Level 2	Level 3	Total	
Assets measured at fair value					
Current investments	-	4.5	-	4.5	
Available-for-sale investments	3.2	-	-	3.2	
Liabilities for which fair value is disc	closed				
Derivatives					
Foreign currency forward contracts	74	1.1	-	1.1	
			(Unit	Million Baht)	
	Separate F	inancial Statem	ents as at 31 N	March 2017	
	Level 1	Level 2	Level 3	Total	
Financial liabilities measured at fair	value	***			
Derivatives					
Foreign currency forward contracts	72	0.7	_	0.7	
			(Unit:	Million Baht)	
	Separate Fi	inancial Statem	ents as at 31 M	March 2016	
	Level 1	Level 2	Level 3	Total	
Financial liabilities measured at fair	value				
Derivatives					
Foreign currency forward contracts	-	0.7	-	0.7	



#### 32. Financial instruments

#### 32.1 Financial risk management

The Company and its subsidiaries' financial instruments, as defined under Thai Accounting Standard No. 107 "Financial Instruments: Disclosure and Presentations", principally comprise cash and cash equivalents, investments, trade and other receivables, short-term loans from banks, trade and other payables and financial lease payables. The financial risks associated with these financial instruments and how they are managed is described below.

#### Credit risk

The Company and its subsidiaries are exposed to credit risk primarily with respect to trade accounts receivable. The Company and its subsidiaries manage the risk by adopting appropriate credit control policies and procedures and therefore do not expect to incur material financial losses. In addition, the Company and its subsidiaries do not have high concentration of credit risk since they have a large customer base. The maximum exposure to credit risk is limited to the carrying amounts of receivables as stated in the statement of financial position.

#### Interest rate risk

The Company and its subsidiaries' exposure to interest rate risk relates primarily to its cash at banks and short-term loans from banks. Most of the Company and its subsidiaries' financial assets and liabilities are short-term, with floating interest rates or fixed interest rates which are close to the market rate.

Significant financial assets and liabilities classified by type of interest rates are summarised in the table below, with those financial assets and liabilities that carry fixed interest rates further classified based on the maturity date, or the repricing date if this occurs before the maturity date.

Consolidated	financial	statements	ac at 31	March 2017

	Fixed interest rate					
	Within		Floating	Non-interest		Effective
	1 year	1 - 5 years	interest rate	bearing	Total	interest rate
						(% p.a.)
Financial assets						
Cash and cash equivalents	2	-	9	226	237	0.37 - 0.85
Current investments	ž	ū	-	21	21	
Trade and other receivables	-	-	-	680	680	7 🕳
Restricted bank deposits	46	2	-	2	46	0.65 - 1.00
Long-term investment				3	3	
	48	2	9	930	987	
Financial liabilities						
Short-term loans from banks	54	-	-	÷	54	3.50 - 3.75
Trade and other payables		-	-	532	532	
Financial lease payables	1	2	2	2	1	12.40
	55	-	-	532	587	
	\ <u></u> \	(			(Unit:	Million Baht)

#### Consolidated financial statements as at 31 March 2016

	Fixed interest rate					
	Within		Floating	Non-interest		Effective
	1 year	1 - 5 years	interest rate	bearing	Total	interest rate
						(% p.a.)
Financial assets						
Cash and cash equivalents	2	-	7	169	178	0.38 - 1.00
Current investments	-	-	-	5	5	-
Trade and other receivables		-	-	762	762	-
Restricted bank deposits	47	12	-	-	47	0.80 - 1.10
Long-term investment		-		3	3	-
	49	-	7	939	995	
Financial liabilities						
Short-term loans from banks	253	o <del>-</del>	-		253	2.75 - 3.75
Trade and other payables		7. <b>4</b> 1	-	363	363	-
Financial lease payables	4	1			5	5.96 - 12.40
	257	1		363	621	



(Unit: Million Baht)

Separate fina	incial statements	as at 31	March 2017
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Fixed interest rate					
Within 1 year	1 - 5 years	Floating interest rate	Non-interest bearing	Total	Effective interest rate
					(% p.a.)
2	-	3	15	20	0.37 - 0.85
-	-	-	350	350	-
6				6	0.65 - 0.90
8		3	365	376	
26	-	-	-	26	3.50 - 3.75
-	-		349	349	-
1				1	12.40
27			349	376	
	Within 1 year 2 - 6 8 26 - 1	Within 1 year 1 - 5 years  2 6 8 1	Within         Floating interest rate           2         -         3           -         -         -           6         -         -           8         -         3           26         -         -           -         -         -           1         -         -	Within         Floating         Non-interest bearing           1 year         1 - 5 years         interest rate         bearing           2         -         3         15           -         -         -         350           6         -         -         -           8         -         3         365           26         -         -         -           -         -         349           1         -         -         -	Within 1 year         1 - 5 years         Floating interest rate         Non-interest bearing         Total           2         -         3         15         20           -         -         -         350         350           6         -         -         -         6           8         -         3         365         376           26         -         -         -         26           -         -         349         349           1         -         -         -         1

(Unit: Million Baht)

# Separate financial statements as at 31 March 2016

	Fixed interest rate						
	Within 1 year	1 - 5 years	Floating interest rate	Non-interest bearing	Total	Effective interest rate	
		-				(% p.a.)	
Financial assets							
Cash and cash equivalents	2	- 1	4	23	29	0.38 - 1.00	
Trade and other receivables	-			402	402	, <del>*</del>	
Restricted bank deposits	6			-	6	1.10	
	8		4	425	437		
Financial liabilities							
Short-term loans from banks	181	-		-	181	3.46 - 3.75	
Trade and other payables	17	-	-	210	210	-	
Financial lease payables	4	1			5	5.96 - 12.40	
	185	1		210	396		

# Foreign currency risk

The Company and its subsidiaries' exposure to foreign currency risk arises mainly from sales and purchase transactions and short-term borrowing that are denominated in foreign currencies. The Company and its subsidiaries seek to reduce this risk by entering into forward foreign exchange contracts when they consider appropriate. Generally, the forward contracts mature within one year.

The Company and its subsidiaries had the significant balances of financial assets and liabilities denominated in foreign currencies as summarised below.

	Financial assets  Foreign currency as at 31 March				Average exchange rate as at 31 March	
Foreign currency						
	2017	2016	2017	2016	2017	2016
	(Million)	(Million)	(Million)	(Million)	(Baht per 1 foreig	n currency unit)
US Dollar	0.1	0.2	0.9	0.5	34.41	35.24
Japanese Yen	0.5	0.5	2.0	3.2	0.3073	0.3134
SG Dollar	-	-	0.1	0.01	24.93	26.09

The Company and its subsidiaries have outstanding balance of forward foreign exchange contracts which to reduce the exchange rate risk advising from its financial liabilities dominated in foreign currency with the maturity of one year. The details are summarised below.

			Contractual exchange rate		
Foreign currency	Bought amount	Sold amount	Bought	Sold	
	(Million)	(Million)	(Baht per 1 foreign	currency unit)	
As at 31 March 201	<u>7</u>				
US Dollar	1.0	-	35.07 - 35.47	-	
SG Dollar	0.1	-	25.0940	-	
As at 31 March 201	<u>6</u>				
US Dollar	2.2	-	34.85 - 36.22	-	
Japanese Yen	3.2	-	0.3136	÷	



#### 32.2 Fair values of financial instruments

Since the majority of the Company and its subsidiaries' financial assets and financial liabilities are short-term in nature, their fair values are not expected to be materially different from the amounts presented in the statements of financial position. However, the Company and its subsidiaries estimated fair value of derivatives, their fair value has been determined by using a discounted future cash flows model and a valuation model technique. Most of the inputs used for the valuation are observable in the relevant market, such as spot rates of foreign currencies, yield curves of the respective currencies, interest rate yield curves and commodity price yield curves. The Company and its subsidiaries considered counterparty credit risk when determining the fair value of derivatives.

The estimated fair value of the derivatives is as follows.

(Unit: Million Baht)

	Consolidated financial statements		Separate financial statements	
	31 March 2017 Fair value Gain (loss)	31 March 2016 Fair value Gain (loss)	31 March 2017 Fair value Gain (loss)	31 March 2016 Fair value Gain (loss)
Derivatives				
Forward exchange contracts	(0.9)	(1.1)	(0.7)	(0.7)

## 33. Capital management

The primary objective of the Company and its subsidiaries' capital management is to ensure that they have appropriate capital structure in order to support their business and maximise shareholders value. As at 31 March 2017, the Company and its subsidiaries' total debt-to-equity ratio was 0.41:1 (2016: 0.44:1) and the Company's total debt-to-equity ratio was 0.35:1 (2016: 0.37:1).

## 34. Event after the reporting period

- 34.1 On 19 May 2017, the meeting of Board of Directors of Auto Metal Company Limited (a subsidiary) No. 3/2017 passed a resolution to propose an approval by the Annual General Meeting of its shareholders, of the dividend payment to the subsidiary's shareholders of Baht 40 per share, or totaling Baht 96.0 million from its net operating profit for the year ended 31 March 2017. However, by the resolution of the meeting of the subsidiary's Board of Directors No. 4/2016 held on 10 November 2016, the subsidiary paid out the interim dividend of Baht 18 per share, for 2.4 million ordinary shares, to the subsidiary's shareholders totaling Baht 43.2 million on 29 November 2016. The remaining dividend is Baht 22 per share, or totaling Baht 52.8 million.
- 34.2 On 22 May 2017, the meeting of the Board of Directors of NSC Metal Company Limited (a subsidiary) passed a resolution to propose an approval by the Annual General Meeting of its shareholders, of the dividend payment to the subsidiary's shareholders of Baht 15 per share, or totaling Baht 34.50 million, from its net operating profit for the year ended 31 March 2017. However, by the resolution of the meeting of the subsidiary's Board of Directors held on 10 November 2016, the subsidiary paid out the interim dividend of Baht 6.50 per share, or totaling Baht 14.95 million, on 29 November 2016. The remaining dividend is Baht 8.50 per share, or totaling Baht 19.55 million.
- 34.3 On 29 May 2017, the meeting of the Company's Board of Directors No. 2/2017 passed a resolution to propose an approval by the Annual General Meeting of its shareholders, of the dividend payment to the Company's shareholders of Baht 0.34 per share from its net operating profit for the year ended 31 March 2017. However, by the resolution of the meeting of the Company's Board of Directors No. 4/2016 held on 19 November 2016, the Company paid out the interim dividend of Baht 0.14 per share, for 383 million ordinary shares, to the Company's shareholders totaling Baht 53.62 million on 9 December 2016. The remaining dividend is Baht 0.20 per share, or totaling Baht 76.60 million.

# 35. Approval of consolidated financial statements

These consolidated financial statements were authorised for issue by the Company's Board of Directors on 29 May 2017.



# Location Map of the Company

#### Head Office (Factory) 1.



#### 2. Sales Office

# **Lohakit Metal Public Company Limited** Sales Office

43 Thai CC Tower, Room 167-169, 16th Floor South Sathorn Road., Sathorn, Bangkok 10120 Thailand

Tel. 66-2673-9559 (17 lines)





Telephone 02-463-0158 Facsimile 02-463-7299 Home Page www.lohakit.co.th

The Company's branch: 43 Thai CC Tower, Room No. 167-169, 16 Floor, South Sathorn Rd, Sathorn, Bangkok 10120, Thailand Telephone 02-673-9559 Facsimile 02-673-9579