



CSP 020/2021

November 12, 2021

Subject : Management Discussion and Analysis for the three-months period ended September 30,2021

To : President
The Stock Exchange of Thailand

CSP Steel Center Public Company Limited would like to clarify the operating results for the three-months period ended September 30, 2021. The company had net profit of Baht 127.97 million. The last year's had net profit of Baht 25.46 million results to net profit increased by Baht 102.51 million due to the following reasons:

1. Revenue

Total revenue was Baht 827.60 million increase of Baht 189.88 million from the previous year or 29.77% by the following main reasons:

Revenue from sales amount of Baht 826.97 million increased by Baht 189.32 million or 29.69% due to the average selling price of the period increased by 77.45%, caused by the market price of steel has increased steadily.

2. Expenses

Total expenses were Baht 666.83 million increase of Baht 54.57 million from the previous year or 8.91%. The main causes are as follows:

- 2.1 Cost of goods sold was Baht 622.06 million increased from last year Baht 45.81 million or 7.95% due to the purchase price of raw materials has risen. In the third quarter of 2021, there was a reversal of loss for diminishing value of inventories in the amount of Baht 0.58 million because of the increasing in steel prices according to the steel market situations and the costs of inventories are well controlled by the management.
- 2.2 Administrative expenses amounted to Baht 23.34 Million, increased by Baht 2.85 Million or 13.91% compared to the previous year. Regarding to an increase in the recognition of doubtful accounts from the previous period. As a result, administrative expenses are slightly increased.



บริษัท ซีเอสพี สตีลเซ็นเตอร์ จำกัด (มหาชน)
CSP STEEL CENTER PUBLIC COMPANY LIMITED

- 2.3 Financial costs Baht 7.61 million decreasing of Baht 1.63 million from the same period of last year or 17.64% due to the reduction of short-term loans from financial institutions, which the company has borrowed for purchasing goods and raw materials, including working capital of the company. These are in line with the management policy which try to reduce the inventories and raw material hoarding.

Please be informed accordingly,

Yours faithfully

(Mr. WeerasakChaisupat)
Managing Director