

November 12, 2021

Subject : Management Discussion and Analysis for three months of quarter 3/2021

To : The Director and Manager

The Stock Exchange of Thailand

Accordingly, minutes of meeting No.4/2021 on November 12,2021 at SIRAKORN Public Company Limited. To approval of Financial Statement as at September 30,2021

Summary the company performance for three months of quarter 3/2021

SIRAKORN Public Company Limited reports the company's performance for the three-month period ended. The details of performance are as follows:

Consolidated Statement of Comprehensive Income

Descriptions	Comparison 9 mth				Comparison 3 mth			
	30 Sep 21		increased / (decreased)		30 Jun 21		increased / (decreased)	
	Q 1-3/2021	Q 1-3/2020	Amount	%	Q 3/2021	Q2/2021	Amount	%
Revenue from sales	297.80	214.75	83.05	38.67	113.67	84.24	29.43	34.94
Revenue from construction	176.80	190.91	-14.11	-7.40	71.74	42.53	29.21	68.68
Revenue from service	1.59	1.43	0.16	11.19	0.71	0.58	0.13	22.41
Total revenue	476.19	407.09	69.10	16.97	186.12	127.35	58.77	46.15
Other revenue	1.33	1.94	-0.61	-31.44	0.04	0.14	-0.10	-71.43
Total	477.52	409.03	68.49	16.74	186.16	127.49	58.67	46.02
Cost of goods sold and service	-230.98	-152.75	-78.23	51.21	-86.97	-65.08	-21.89	33.64
Cost of construction	-156.99	-171.23	14.24	-8.32	-63.40	-39.54	-23.86	60.34
Total cost	-387.97	-323.98	-63.99	19.75	150.37	-104.62	-45.75	43.73
Gross profit	89.55	85.05	4.50	5.29	35.79	22.86	12.93	56.56
Sales and administration expenses	-70.99	-67.02	-3.97	5.92	-24.09	-24.01	-0.08	0.33
EBIT	18.56	18.03	0.53	2.94	11.70	-1.15	12.85	1,117.39
Finance cost	-0.77	-1.12	0.35	-31.25	-0.24	-0.21	-0.03	14.29
Profit (loss) from discontinued operating segment	-0.22	-0.38	0.16	-42.11	-	0.30	-0.30	100.00
Taxation	-3.18	-2.23	-0.95	42.60	-1.91	-0.03	-1.88	6,266.67
Net profit	14.38	14.30	0.08	0.56	9.55	-1.10	10.65	968.18
EBITDA	28.86	26.63	-	-	15.52	2.34	-	-
EPS (Baht)	0.03	0.04	-	-	0.02	-0.002	-	-



Executive Summary

In the third quarter of September 30, 2021, the Company had the total revenue of Baht 477.52 million, increased of 16.97% YOY. Total cost of sales and services amount of Baht 387.97 million, increased of 19.75% YOY. Resulting the lower gross profit amount of Baht 89.55 million, a growth of 18.75% YOY. Distribution costs and administrative expenses amount of Baht 70.99 million, increased of 5.92% YOY. Net profit for the nine-month period amount of Baht 14.38 million, increased to 3.01% in 2021 from 0.56% YOY, and EBITDA in the third quarter of 2021 amount of Baht 28.86 million.

The Company's major reasons for the performance for the third quarter of 2021, The revenue had increased with impact from Product Revenues, especially sale to Civil such as Electricity Generating Authority, also the corporate as gets job from government, including mainly impact from raw material cost such steel price are raise the price, hence cost of production and cost of goods sold were raise.

Total revenues

The period nine-month ended of September 30, 2021, the Company had the total revenue amount of Baht 477.52 million, consist of revenue from sales amount of Baht 297.80 million, increased amount of Baht 83.05 million, increased of 38.67% YOY (Compared by percentage to revenue). Increased from the second quarter amount of Baht 29.43 million, increased of 34.94%. Revenues from construction amount of Baht 176.80 million, decreased from same period from last year amount of Baht 14.11 million, decreased of 7.40% YOY. Revenue from construction is increased from the second quarter amount of Baht 29.21 million, increased of 68.68%.

For revenue from sales, mainly increased from concrete sold volume, revenue from construction, mainly decreased from there was revenue recognition in 2020, revenue from service amount of Baht 1.59 million, increased of 11.19%, other revenue amount of Baht 1.33 million, decreased of 31.44%

Here are some of the main project, which The Company's operating to Q3/2021.

Project	Contract Price	% Complete
- 230 KV. Chantaburi-Trad	156.99	94.90
- Landscape Architecture South Power plant	69.15	73.59
- Underground cable Chonburi	17.64	99.95
- 115 KV. Kanchanaburi	6.15	99.52
- 230 KV. Chantaburi-Trad (4 Cycles)	83.00	76.09
- Underground cable 33KV. Nakorn Sri Tammarat	10.34	81.66
- Underground cable Petchburi	46.41	31.30
- 115 KV. Nakorn Sawan	8.44	19.60
- Underground cable Uthai Thani	30.09	15.75
- Underground cable Kor For Tor.1 Ranong,Chumporn,Rachburi	102.70	3.06
รวม	530.91	



Backlog of October 1, 2021

(Unit : million)

Description	Production	Civil work	Distribution and transmission line	Total
Backlog	125	18	194	337

Cost of sales and services

The period nine-month ended of September 30, 2021, the Company had the total Cost of sales and service amount of Baht 230.98 million, 77.56%, increased by amount of Baht 78.23 million, increased of 51.21% YOY, Cost of sales and services had increased with impact from sales volume in concrete products also steel cost is raised.

Cost of construction

The period nine-month ended of September 30, 2021, the Company had the total Cost of construction amount of Baht 156.99 million (88.80%), decreased from same period from previous year amount of Baht 14.24 million (8.32%) as a result of construction work had been signed contract and started on beginning of the third quarter 2021, increased from the second quarter amount of Baht 23.86 million (60.34%), there was mainly impact from revenue recognition in year 2020.

Distribution costs and administrative expenses

The period nine-month ended of September 30, 2021, the Company had the total distribution costs and administrative expenses amount of Baht 70.99 million, increased from last year amount of Baht 3.97 million (5.92%), increased from second quarter amount of Baht 0.08 million (0.33%). There were mainly impacted from Oil and Gas in transportation expenses also from Administration expenses from Bank fee.

Gross Profit and Net Profit

The period nine-month ended of September 30, 2021, the Company's gross profit amount of Baht 89.55 million, increased from same previous amount of Baht 4.50 million (5.29%), increased from the second quarter amount of Baht 12.93 million (56.56%). Profit(loss) after corporate income tax for the period amount of Baht 14.38 million, increased from same period from last year amount of Baht 0.08 million (0.56%), increased from the second quarter amount of Baht 10.65 million (968.18%), there were mainly impact from Total revenue were increased, Total cost were increased. Earning per share was amount of baht 0.03. EBITDA was amount of Baht 28.86 million.



Statements of financial position

Assets

As of September 30, 2021, the Company had the total asset amount of Baht 526.09 million increased by 39.36 million in 2020. From increased in current asset amount of Baht 31.00 million by trade accounts receivable increased amount of Baht 33.62 million, construction contract-unbilled increased amount of Baht 23.84 million, cash and cash equivalents reduced amount of Baht 8.15 million. Inventories were decreased amount of Baht 9.82 million, For other non current assets also increased amount of Baht 8.36 million, mostly increased from property, plant, equipment and contract asset (non current), decreased from right of use assets.

Liabilities

As of September 30, 2021, the Company had the total liabilities amount of Baht 182.19 million, increased by 34.17 million in 2020. From increased in current liabilities amount of Baht 25.57 million, by increased from account payable and current other payable amount of Baht 7.73 million. Increased in current contract liabilities amount of Baht 18.18 million, for non current liabilities were changed amount of Baht 8.61 million due to from loan from financial institution amount of Baht 12.0 million, provision for employee benefit amount of Baht 2.61 million, decreased on finance lease amount of Baht 5.36 million.

Share holders

As of September 30, 2021, the Company had total share holder increased amount of Baht 5.19 million, increased from operating income, legal reserved and decreased from dividend payment amount of Baht 9.20 million.

Statements of cash flows

As of September 30 2021, the Company had cash and cash equivalents amount of Baht 80.94 million, at the beginning of the period January 1 2021 amount of Baht 89.09 million. Plus cash and cash equivalents in operating activities amount of Baht 9.76 million, less cash used in investing activities amount of Baht 16.20 million, from payments for fixed assets acquisition and less cash provided by financing activities amount of Baht 1.72 million, impact from increased from loan from financial institution and decreased from paid dividend and payment finance lease.

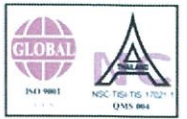


บริษัท ศิรกร จำกัด (มหาชน) สำนักงานใหญ่
53/35 หมู่ที่ 8 ตำบลบางกร่าง อำเภอเมืองนนทบุรี นนทบุรี 11000
SIRAKORN PUBLIC CO., LTD. Head Office
53/35 Moo 8, Bangkrang Sub-district, Muang Nonthaburi District, Nonthaburi, 11000 Tel: 02-035-7100-3 Fax: 02-035-7104-5

เลขประจำตัวผู้เสียภาษี: 0107562000033

โทร: 02-035-7100-3 แฟกซ์: 02-035-7104-5

TAX IDENTIFICATION: 0107562000033



Financial Ratios

Financial Ratios	9-mth/2021	9-mth-2020
Current Ratio (times)	2.85	2.07
Return on Equity (%)	5.57	7.24
Return on Assets (%)	3.64	4.57
Debt on Equity (times)	0.53	0.71
Interest Bearing Debt (times)	0.13	0.16

Please be informed accordingly.

Best regards,

(Mr.Wichai Sintukanjanapan)

Assistant Managing Director Accounting & Finance

And Corporate Support Department

