



Smart Concrete Public Co., Ltd.

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No. CM-1-2022-128

August 8, 2022

Attention The President
The Stock Exchange of Thailand

Secretary General
Securities and Exchange Commission Office

Subject Management Discussion and Analysis of Operating performance for the 2nd Quarter ended June 30, 2022

Smart Concrete Public Company Limited ("the Company") would like to report the operating performance of the 2nd Quarter ended June 30, 2022 which compared year-on-year as detailed below;

Details	Q2/2022 (Million Baht)	Q2/2021 (Million Baht)	Increase (Decrease)	
			Million Baht	Percentage
Net sales	127.697	110.541	17.156	15.52%
Other incomes	0.516	0.669	-0.153	-22.87%
Gross Profit	20.007	26.281	-6.274	-23.87%
Distribution costs	3.958	3.893	0.065	1.67%
Administrative expenses	12.403	10.809	1.594	14.75%
Profit (loss) before interest, tax and depreciation	15.643	24.056	-8.413	-34.97%
Finance costs	0.488	0.536	-0.048	-8.95%
Tax Income	0.783	2.607	-1.824	-69.96%
Profit for the period	2.891	9.105	-6.214	-68.25%

For the 2nd Quarter ended June 30, 2022, the Company had net profit of THB 2.891 million, decreased by THB 6.214 million or 68.25 percent as compared to the same period of its net profit of THB 9.105 million in the previous year.

The higher price from raw material and fuel that caused decreasing of the Company's gross profit, the Company has gross profit THB 20.007 million, decreasing by THB 6.274 million or 23.87 percent as compared to the same period of its gross profit in the previous year.

For the 2nd Quarter ended June 30, 2022, the Company reported other incomes from the transportation services, sell of wooden pallets and old plastic buckets etc., decreasing THB 0.153 million or 22.87 percent as compared to the same period of its other incomes in the previous year.

For the 2nd Quarter ended June 30, 2022, the Company reported increased in distribution costs by THB 0.065 million or 1.67 percent compared to the same period of its distribution costs in the previous year which corresponds to the increase in sales.

For the 2nd Quarter ended June 30, 2022, the Company reported increased in administrative expenses by THB 1.594 million or 14.75 percent compared to the same period of its administrative expenses in the previous year due to increasing of allowance for asset unused.

For the 2nd Quarter ended June 30, 2022, the Company reported a decreased in finance costs by THB 0.048 million or 8.95 percent compared to the same period of its finance costs in the previous year. The decreasing due to decrease of current liabilities and decreased from the recognition of assets, right of use and lease liabilities comply to the accounting for long term leases in accordance with TFRS16.



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For the 2nd Quarter ended June 30, 2022, the Company has tax expenses THB 0.783 million, while last year has tax expenses of THB 2.607 million. The Company recorded the deferred income tax that will be used to offset the temporary divergence from tax basis as the Company considered suitable to cater the benefit from such difference. Deferred tax assets are reviewed and increased or reduced to the extent that it is no longer probable that the related tax benefit will be realized.

As of June 30, 2022, the Company holds cash of THB 131.150 million comprising of cash inflow from operating activities THB 60.098 million, cash outflow from investing activities THB 2.548 million from machinery renovation, spare parts and machinery equipment and cash outflow from financing activities THB 44.858 million in which paid Interest of loan THB 0.987 million, Paid lease liability THB 2.230 million and Dividend paid THB 41.641 million.

Please be informed accordingly,

Yours sincerely,

(Mr.Rungsee Teepakronasukasam)
Director