



Yong Concrete Public Company Limited

Management's Discussion and Analysis

Operating results for the 6-month ended June 30, 2022

Operating results for the 3-month ended and for the 6-month ended June 30, 2022 compared with the same period of 2021 were reported as follows;

Unit: Thousand Baht

Transaction	The consolidated statement of comprehensive income for the 3-month ended June, 30		Change		The consolidated statement of comprehensive income for the 6-month ended June, 30		Change	
	2022	2021	Increase	%	2022	2021	Increase	%
			(Decrease)				(Decrease)	
Revenue from sales	203,919	183,901	20,018	11	395,460	386,012	9,448	2
Revenue from services	35,707	40,499	(4,792)	(12)	82,477	77,471	5,006	6
Total revenue from sales and services	239,626	224,400	15,226	7	477,937	463,483	14,454	3
Cost of sales	140,748	130,649	10,099	8	274,442	270,772	3,670	1
Cost of services	25,277	25,682	(405)	(2)	58,112	49,903	8,209	16
Total cost of sales and services	166,025	156,331	9,694	6	332,554	320,675	11,879	4
Gross profit	73,601	68,069	5,532	8	145,383	142,808	2,575	2
Other income	6,083	1,546	4,537	293	7,908	2,940	4,968	169
Distribution costs and Administrative expenses	43,496	44,328	(832)	(2)	91,136	89,123	2,013	2
Financial cost	4,002	3,969	33	1	7,654	7,957	(303)	(4)
Income tax expenses	5,831	2,864	2,967	104	8,801	7,064	1,737	25
Net income for the period	26,355	18,454	7,901	43	45,700	41,604	4,096	10
Net comprehensive income for the period	26,355	18,454	7,901	43	45,700	41,604	4,096	10
Earnings per share (EPS) (Baht)	0.05	0.04	0.01		0.09	0.08	0.01	

Discussion and Analysis of operating results:

➤ **Total revenue from sales and services**

They were Baht 239.63 million for 3-month ended June 30, 2022 which increased steadily by Baht 15.23 million or 7% compared with the same period of 2021 as well as they were Baht 477.94 million for 6-month ended June 30, 2022 which grew moderately by Baht 14.45 million or 3% compared with the same period of 2021. They derive from the large amount of completed projects both public sector and private companies and sales of concrete products.



➤ **Total cost of sales and services**

They were Baht 1 66.03 million for 3-month ended June 30, 2022 which went up minimally by Baht 9.69 million or 6% compared with the same period of 2021 as well as they were Baht 332.55 million for 6-month ended June 30, 2022 which rose slightly by Baht 11.88 million or 4% compared with the same period of 2021. They were mainly from the higher revenues from sales and services and the increase in costs of raw materials.

➤ **Gross profit**

It was Baht 73.60 million for 3-month ended June 30, 2022 which grew by Baht 5.53 million or 8% compared with the same period of 2021 as well as it was Baht 145.38 million for 6-month ended June 30, 2022 which increased by Baht 2.58 million or 2% compared with the same period of 2021.

➤ **Distribution costs and Administrative expenses**

They were Baht 43.50 million for 3-month ended June 30, 2022 which dropped by Baht 0.83 million or 2% compared with the same period of 2021 as well as they were Baht 91.14 million for 6-month ended June 30, 2022 which rose by Baht 2.01 million or 2% compared with the same period of 2021. They were caused by the listing to stock exchange fees and services.

➤ **Financial cost**

It was Baht 4.00 million for 3-month ended June 30, 2022 which increased by Baht 0.03 million or 1% compared with the same period of 2021 as well as it was Baht 7.65 million for 6-month ended June 30, 2022 which fell by Baht 0.30 million or 4% compared with the same period of 2021. It derives from the repayment of loans and lease liabilities.

➤ **Net income**

It was Baht 18.45 million and Baht 26.35 million from for 3-month ended June 30, 2021 to for 3-month ended June 30, 2022 respectively which it rose by Baht 7.90 million or 43% as well as it was Baht 41.60 million and Baht 45.70 million from for 6-month ended June 30, 2021 to for 6-month ended June 30, 2022 respectively which it grew by Baht 4.10 million or 10%.

Discussion and Analysis of financial position:

➤ **Total assets**

They were Baht 1,146 million as at June 30, 2022. There was a growth in total assets by Baht 43 million or 4% compared with as at December 31, 2021. They derive from the increase in accounts receivable and others receivable in the amount of Baht 48 million, the rise in inventories in the amount of Baht 30 million, and the growth in right-of-use assets in the amount of Baht 19 million. Meanwhile, cash and cash equivalents as well as plant, property, and equipment fell by Baht 31 million and Baht 15 million respectively.



➤ **Total liabilities**

They were Baht 801 million as at June 30, 2022. There was an increase in total liabilities by Baht 132 million or 20% compared with as at December 31, 2021. They were mainly from the rise in accounts payable and others payable in the amount of Baht 57 million and the growth in interest bearing debts in the amount of Baht 63 million.

➤ **Total equity**

It was Baht 345 million as at June 30, 2022. There was a decrease in total equity by Baht 89 million or 21% compared with as at December 31, 2021 as a result of dividend paid in the amount of Baht 135 million and recognizing net income for the 6-month ended June 30, 2022 in the amount of Baht 46 million.

Discussion and Analysis of cash flows:

There were cash flows from operating activities in the amount of Baht 46.58 million, while cash flows used in investment activities were Baht 8.28 million. They occur from the acquisition of plant, property, and equipment in the amount of Baht 10.04 million. Cash flows used in financing activities were Baht 69.15 million due to the repayment of financial institution loans in the amount of Baht 56.10 million, dividend paid in the amount of Baht 100 million, and increase in bank overdrafts and short-term borrowings from financial institutions in the amount of Baht 105.85 million. They result in cash and cash equivalents as at June 30, 2022 to reach at Baht 3.53 million.

Please be informed accordingly.

Yours sincerely

(Mr. Sunpetch Slisatakorn)

Chief Executive Officer