

No. CM/65/041

วันที่ 15 August 2022

Subject Management Discussion and Analysis of  
Chonburi Concrete Product Public Company Limited  
For the 2<sup>nd</sup> Quarter ended June 30, 2022

To The President  
The Stock Exchange of Thailand

Attachment : Auditor report and Financial Statement For the 2<sup>nd</sup> Quarter ended  
June 30, 2022

Chonburi Concrete Product Public Company Limited ("The Company") would like to declare the Company's performance by considering the Company's consolidated financial statement for the 2<sup>nd</sup> Quarter ended June 30, 2022. The Company recorded a profit attributed to equity holder of the parent of THB 1.22 million decreased by 9.30 million or 88.39% compared to the same period of previous year which recorded a profit attributed to equity holder of the parent of THB 10.52 million.

The details are as follow:

1.For 2Q2022, the Company had total revenue of THB 635.54 million, increasing by THB 10.66 million or 1.71% compared to the previous year. However, the total revenue consist of the revenue stream from the Company of THB 335.76 million, decreasing by THB 31.30 million or 8.53% compared to the previous year. The revenue stream from the Company's subsidiaries' revenue of THB 299.78 million, increasing by THB 41.96 million or 16.27% compared to the previous year.

The increase in total revenue was due to increase selling price since cost of goods sold was increased.

2.For 2Q2022, the Company had total cost of goods sold and services of THB 570.11 million which was accounted for 9.68% of average gross profit margin, while the previous year's total cost of goods sold and services was THB 547.70 million with an average gross profit margin of 11.68%. The decreased of gross profit margin due to the continuous increase in cost of some raw materials.

3.For 2Q2022, the Company recorded THB 53.72 million for sales and administration expenses, increasing by THB 1.79 million or 3.44% compared to the previous year.

4.For 2Q2022, the Company had the financial expenses of THB 6.20 million, decreasing by THB 0.60 million or 8.82% compared to the previous year with the financial expense of THB 6.80 million due to decrease in outstanding liabilities with financial institutions.

Remark\*

1) Gross profit and gross profit margin are based on the income from core business's activities such as revenue from sales and rental and service's income.

2) Decimal numbers shown in this management discussion and analysis are likely to be different from the Company's financial statements due to the rounding to 2-digit and unit changed to million baht.

Please be informed accordingly,

Best regards,

Mr. Artit Teepakornsukkasem  
Managing Director  
Chonburi Concrete Product Public Company Limited