

## Translation

### **Re: MANAGEMENT'S DISCUSSION AND ANALYSIS FOR JUNE 30, 2022**

The Company wishes to explain the reasons contributing to the increase of loss on financial statement as of June 30, 2022, comparing to the previous year, the details are as follows:

#### **Results of Operations**

##### **Revenues from construction work**

In the first half of 2022 the Company's revenues from construction work were Baht 28,634 million, an increase of Baht 3,438 million from the same period of previous year mainly from the increase of revenues from subsidiaries and joint ventures and the increase of revenues from new large projects.

##### **Revenues from sales and services**

In the first half of 2022 the Company's revenues from sales and services were Baht 4,000 million, a decrease of Baht 281 million from the same period of previous year according to the decrease of revenues in a mining project.

##### **Costs of construction work**

In the first half of 2022 the Company's costs of construction work were Baht 27,397 million, an increase of Baht 4,032 million from the same period of previous year according to the increase of the revenues from construction work and the increase of the cost of construction work in an oversea branch.

##### **Costs of sales and services**

In the first half of 2022 the Company's costs of sales and services were Baht 3,398 million, an increase of Baht 210 million from the same period of previous year according to the increase of cost of services in a mining project.

##### **Gross profit**

In the first half of 2022 the Company's gross profit was Baht 1,839 million, a decrease from the same period of previous year for which the gross profit was Baht 2,923 million. While the Company's gross profit margin in the first half of 2022 was 5.64%, a decrease from the same period of previous year for which the gross profit margin was 9.92% mainly from the loss in oversea branch and the increase of cost of services in a mining project.

##### **Dividend income and share profit from joint ventures**

In the first half of 2022 the Company's dividend income and share profit from joint venture were Baht 5 million, a decrease of Baht 18 million from the same period of previous year according to the decrease of dividend income from a listed company.

### **Interest income**

In the first half of 2022 the Company's interest income was Baht 57 million, a decrease of Baht 17 million from the same period of previous year partially from the decrease of interest income of subsidiaries.

### **Gain on revaluation of investment**

In the first half of 2022 the Company had no gain on revaluation of investment while the same period of previous year had gain Baht 153 million.

### **Gain on exchange rate**

In the first half of 2022 the Company's gain on exchange rate was Baht 27 million, a decrease of Baht 113 million from the same period of previous year partially from the loss on exchange rate of subsidiaries and the decrease of gain on exchange rate from the Company's foreign assets.

### **Other income**

In the first half of 2022 the Company's other income was Baht 245 million, a decrease of Baht 128 million from the same period of previous year from the decrease of other income of oversea branches and subsidiaries.

### **Selling expenses**

In the first half of 2022 the Company's selling expenses were Baht 19 million, a decrease of Baht 5 million from the same period of previous year partially from the decrease of selling expenses of a subsidiary in a property development sector.

### **Administrative expenses**

In the first half of 2022 the Company's administrative expenses were Baht 1,438 million, a decrease of Baht 62 million from the same period of previous year partially from the decrease of administrative expenses in the completed and nearly completed projects.

### **Allowance for impairment losses**

In the first half of 2022 the Company's allowance for impairment losses was Baht 56 million, an increase of loss Baht 40 million from the same period of previous year according to the increase of allowance for impairment losses ratio by accounting standard.

### **Impairment loss on assets**

In the first half of 2022 the Company had no impairment loss on assets while the same period of previous year had loss Baht 42 million.

### **Gain (Loss) on hedging instruments**

In the first half of 2022 the Company's loss on hedging instruments was Baht 44 million, an increase of loss Baht 129 million from the same period of previous year mainly from the loss on purchasing forward contracts of foreign currency to pay creditors.

### **Share of profit (loss) from investments in associated joint control companies and joint ventures**

In the first half of 2022 the Company's share of loss from investments in associated and joint control companies and joint ventures was Baht 413 million, an increase in share of loss Baht 435 million from the same period of previous year mainly from the increase on share of loss in a joint control company and joint ventures according to the unrealized loss on exchange rate of its foreign liabilities.

**Financial costs**

In the first half of 2022 the Company's financial costs were Baht 1,313 million, an increase of Baht 48 million from the same period of previous year partially from the increase of debts.

**Income tax expense**

In the first half of 2022 the Company's income tax expense was Baht 391 million, an increase of Baht 5 million from the same period of previous year partially from the increase of income tax expense from oversea subsidiaries.

**Profit (Loss) for the period attributable to shareholders of the Company**

As a result of the foregoing, In the first half of 2022 the Company's loss for the period attributable to shareholders of the company was Baht 1,604 million, an increase of loss Baht 2,020 million from the same period of previous year.