



Smart Concrete Public Co., Ltd.

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No. CM-1-2022-137

November 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 3rd Quarter ended
September 30, 2022

Smart Concrete Public Company Limited (“the Company”) would like to report the operating performance of the 3rd Quarter ended September 30, 2022 which compared year-on-year as detailed below;

Details	Q3/2022 (Million Baht)	Q3/2021 (Million Baht)	Increase (Decrease)	
			Million Baht	Percentage
Net sales	143.336	103.109	40.227	39.01%
Other incomes	0.707	0.245	0.462	188.57%
Gross Profit	25.586	22.680	2.906	12.81%
Distribution costs	3.957	3.539	0.418	11.81%
Administrative expenses	11.375	9.766	1.609	16.48%
Profit (loss) before interest, tax and depreciation	22.305	21.548	0.757	3.51%
Finance costs	0.477	0.523	-0.046	-8.80%
Tax Income	2.523	2.272	0.251	11.05%
Profit for the period	7.961	6.825	1.136	16.64%

For the 3st Quarter ended September 30, 2022, the Company had net profit of THB 7.961 million, increased by THB 1.136 million or 16.64 percent compared to the same period of its net profit of THB 6.825 million in the previous year.

Gross profit increased THB 2.906 million or 12.81 percent compared to the same period of its other incomes in the previous year which had Gross profit THB 22.680 million in line with the increase in Net sales. However, The company is still affected from the cost of raw materials and fuel increased. Since, the proportion of raw material cost

and fuel cost increased more than the proportion of Net sales increased result the gross profit margin decrease from 22 percent to 17.85 percent of net sales compared to the same period of its gross profit in the previous year.

For the 3st Quarter ended September 30, 2022, the Company reported other incomes from the transportation services, sell of wooden pallets and old plastic buckets etc., increasing THB 0.462 million or 188.57 percent compared to the same period of its other incomes in the previous year.

For the 3st Quarter ended September 30, 2022, the Company reported increased in distribution costs by THB 0.418 million or 11.81 percent compared to the same period of its distribution costs in the previous year which in line to the increased in net sales.

For the 3st Quarter ended September 30, 2022, the Company reported increased in administrative expenses by THB 1.609 million or 16.48 percent compared to the same period of its administrative expenses in the previous year due to increasing of allowance for impairment of expected credit loss and asset unused.



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For the 3st Quarter ended September 30, 2022, the Company reported a decreased in finance costs by THB 0.046 million or 8.80 percent compared to the same period of its finance costs in the previous year. The decreasing from the recognition of assets, right of use and lease liabilities comply to the accounting for long term leases in accordance with TFRS16.

For the 3st Quarter ended September 30, 2022, the Company has tax expenses THB 2.523 million caused the company recorded the current taxes. However, 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 September 30, 2022, the Company holds cash of THB 69.200 million comprising of cash inflow from operating activities THB 52.051 million, cash outflow from investing activities THB 54.833 million from short term fixed deposit THB 50.000 million and machinery renovation, spare parts and machinery equipment and cash outflow from financing activities THB 46.476 million in which paid Interest of loan THB 1.464 million, Paid lease liability THB 3.362 million and Dividend paid THB 41.650 million.

Please be informed accordingly,

Yours sincerely,

(Mr.Rungsee Teepakronsukasam)
Director