



Yong Concrete Public Company Limited

Management's Discussion and Analysis

Operating results for the 9-month ended September 30, 2022

Operating results for the 3-month ended and for the 9-month ended September 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 September, 30		Change		The consolidated statement of comprehensive income for the 9-month ended September, 30		Change	
	2022	2021	Increase (Decrease)	%	2022	2021	Increase (Decrease)	%
	Revenue from sales	217,162	158,951	58,211	37	612,622	544,963	67,659
Revenue from services	37,156	34,643	2,513	7	119,633	112,114	7,519	7
Total revenue from sales and services	254,318	193,594	60,724	31	732,255	657,077	75,178	11
Cost of sales	157,825	117,856	39,969	34	432,267	388,628	43,639	11
Cost of services	24,971	23,080	1,891	8	83,083	72,983	10,100	14
Total cost of sales and services	182,796	140,936	41,860	30	515,350	461,611	53,739	12
Gross profit	71,522	52,658	18,864	36	216,905	195,466	21,439	11
Other income	4,479	2,836	1,643	58	12,387	5,776	6,611	114
Distribution costs and Administrative expenses	45,025	40,972	4,053	10	136,161	130,095	6,066	5
Financial cost	3,536	4,058	(522)	(13)	11,190	12,015	(825)	(7)
Income tax expenses	4,275	2,822	1,453	51	13,076	9,886	3,190	32
Net income for the period	23,165	7,642	15,523	203	68,865	49,246	19,619	40
Net comprehensive income for the period	23,165	7,642	15,523	203	68,865	49,246	19,619	40
Earnings per share (EPS) (Baht)	0.04	0.02	0.02		0.13	0.10	0.03	

Discussion and Analysis of operating results:

➤ Total revenue from sales and services

Total revenue from sales and services for 3-month ended September 30, 2022 was Baht 254.32 million which increased by Baht 60.72 million or 31% compared with the same period of 2021 and for 9-month ended September 30, 2022 was Baht 732.26 million which increased by Baht 75.18 million or 11% compared with the same period of 2021. The total revenue mainly derived from the large amount of completed projects, both public sector and private companies, and sales of concrete products.



➤ Total cost of sales and services

Total cost of sales and services was Baht 182.80 million for 3-month ended September 30, 2022 which increased by Baht 41.86 million or 30% compared with the same period of 2021 and for 9-month ended September 30, 2022, total cost of sales and services was Baht 515.35 million which increased by Baht 53.74 million or 12% compared with the same period of 2021. Total cost of sales and services were mainly from higher in revenues from sales and services and the increase in costs of raw materials.

➤ Gross profit

Gross profit was 71.52 million for 3-month ended September 30, 2022 which increased by Baht 18.86 million or 36% compared with the same period of 2021 and for 9-month ended September 30, 2022, it was Baht 216.91 million which increased by Baht 21.44 million or 11% compared with the same period of 2021.

➤ Distribution costs and Administrative expenses

Distribution costs and Administrative expenses was Baht 45.03 million for 3-month ended September 30, 2022 which increased by Baht 4.05 million or 10% compared with the same period of 2021 and for 9-month ended September 30, 2022, it was Baht 136.16 million which increased by Baht 6.07 million or 5% compared with the same period of 2021. The main reason was that the company had expense from listing to stock exchange and services fees.

➤ Financial cost

Financial cost was Baht 3.54 million for 3-month ended September 30, 2022 which increased by Baht 0.52 million or 13% compared with the same period of 2021 and for 9-month ended September 30, 2022, Gross profit was Baht 11.19 million which increased by Baht 0.83 million or 7% compared with the same period of 2021. It derived from the repayment of loans regarding to the fund-raising objective in IPO and repayment of lease liabilities.

➤ Net income

The Company had net profit for 3-month ended September 30, 2022 and September 30, 2021 for Baht 23.17 million and Baht 7.64 million, respectively. It was increased by 15.53 million or 203%. The Company had net profit for 9-month ended September 30, 2022 and September 30, 2021, for Baht 68.87 million and Baht 49.25 million, respectively. It was increased by Baht 19.62 million or 40%.

Discussion and Analysis of financial position:

➤ Total assets

Total assets were Baht 1,309 million as at September 30, 2022. There was a growth in total assets by Baht 206 million or 19% compared with as at December 31, 2021. They derived from the increase in cash and cash equivalents in the amount of Baht 128



million, the increase in trade and other receivables in the amount of Baht 40 million, and the increase in restricted deposit at financial institution in the amount of Baht 38 million.

➤ Total liabilities

Total liabilities were Baht 505 million as at September 30, 2022. There was a decrease in total liabilities by Baht 164 million or 25% compared with as at December 31, 2021. They were mainly from the rise in accounts payable and others payable in the amount of Baht 12 million and the growth in interest bearing debts in the amount of Baht 159 million.

➤ Total equity

Total equity was Baht 804 million as at September 30, 2022. There was an increase in total equity by Baht 370 million or 85% compared with as at December 31, 2021. They derived from the increase in issue of ordinary shares in the amount of Baht 90 million, the rise in share premium in the amount of Baht 346 million, as a result of dividend paid in the amount of Baht 135 million and recognizing net income for the 9-month ended September 30, 2022 in the amount of Baht 69 million.

Discussion and Analysis of cash flows:

There were cash flows from operating activities in the amount of Baht 89.73 million and cash flows used in investment activities were Baht 64.71 million. They occur from the acquisition of plant, property, and equipment in the amount of Baht 29.45 million, and the rise in restricted deposit at financial institution in the amount of Baht 37.72 million. Cash flows from financing activities were Baht 103.28 million. They occur from the proceeds from issue of shares in the amount of Baht 436.35 million, due to the repayment of financial institution loans in the amount of Baht 195.46 million and dividend paid in the amount of Baht 135 million. As a result, cash and cash equivalents as at September 30, 2022 was Baht 162.69 million.

Please be informed accordingly.

Yours sincerely,

(Mr. Sunpetch Slisatakorn)

Chief Executive Officer