

No. CM/65/050

10 November 2022

Subject Management Discussion and Analysis of
Chonburi Concrete Product Public Company Limited
For the 3rd Quarter ended Sept 30, 2022

To The President
The Stock Exchange of Thailand

Attachment : Auditor report and Financial Statement For the 3rd Quarter ended
Sept 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 3rd Quarter ended Sept 30, 2022. The Company recorded a profit attributed to equity holder of the parent of THB 10.90 million increased by 3.96 million or 57.02% compared to the same period of previous year which recorded a profit attributed to equity holder of the parent of THB 6.94 million.

The details are as follow:

1.For 3Q2022, the Company had total revenue of THB 637.97 million, increasing by THB 106.80 million or 20.11% compared to the previous year. However, the total revenue consist of the revenue stream from the Company of THB 335.25 million, increasing by THB 50.93 million or 17.91% compared to the previous year. The revenue stream from the Company's subsidiaries' revenue of THB 302.72 million, increasing by THB 55.87 million or 22.63% compared to the previous year.

The increase in total revenue was due to the economic recovery from the impact of the COVID-19 control situation cause more products more delivery.

2.For 3Q2022, the Company had total cost of goods sold and services of THB 561.34 million which was accounted for 11% of average gross profit margin, while the previous year's total cost of goods sold and services was THB 463.32 million with an average gross profit margin of 11.83%. The decreased of gross profit margin due to price competition during the COVID-19 control situation and the increase in cost of some raw materials and fuel costs.

3.For 3Q2022, the Company recorded THB 53.35 million for sales and administration expenses, increasing by THB 3.20 million or 6.37% compared to the previous year

4.For 3Q2022, the Company had the financial expenses of THB 5.42 million, decreasing by THB 1.68 million or 23.78% compared to the previous year with the financial expense of THB 7.10 million due to decrease in outstanding liabilities

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