



No. CRD/099/2565

November 12, 2022

Subject: Management Discussion and Analysis of Operating Results of the 3rd Quarter of 2022,
ended September 30, 2022

Attention: The President
The Stock Exchange of Thailand

Chiangmai Rimdoi Public Company Limited (“The Company”) would like to clarify the operating result of the 3rd quarter of 2022, ended September 30, 2022. Details are as follows:

Business Overview

To summarize overview of the 3rd quarter of 2022, the Company had total revenue from construction and service of 327.96 million baht and presented net profit of 3.40 million baht resulting in a net profit margin of 1.04%. The total backlog at the end of September 30, 2022, was 1,565.06 million baht, consisting of the revenue from construction of 572.50 million baht, which mostly will be recognized as revenue in year 2022, and revenue from waste collection and disposal services of 992.56 million baht which will be recognized as revenue until the 1st quarter of 2027.

Income Statement

Income Statement	Q3/2022	Q3/2021	Increasing (Decreasing)	9M/2022	9M/2021	Increasing (Decreasing)
	MB	MB	%	MB	MB	%
Revenue from construction	262.57	223.73	17.36%	720.89	576.27	25.10%
Revenue from service	65.39	45.05	45.15%	177.48	99.36	78.62%
Total revenue from construction and service	327.96	268.78	22.02%	898.37	675.63	32.97%
Cost of construction	252.75	212.29	19.06%	719.69	538.27	33.70%
Cost of service	55.50	37.29	48.83%	145.95	84.73	72.25%
Total cost from construction and service	308.25	249.58	23.51%	865.64	623.00	38.95%
Gross profit	19.71	19.20	2.66%	32.73	52.63	-37.81%
Profit from acquisition business under net fair value	0.00	0.00	-	0.00	3.90	-100.00%
Other incomes	0.17	1.05	-83.81%	3.98	3.08	29.22%
Service & Administrative expenses	10.66	12.49	-14.65%	36.19	37.69	-3.98%
Finance costs	4.89	2.28	114.47%	13.19	6.14	114.82%
Sales profit of Joint Venture and Consortium	0.11	0.21	-47.62%	0.37	0.58	-36.21%
Income tax expenses	1.04	1.27	-18.11%	-1.94	3.30	-158.79%
Net profit	3.40	4.42	-23.08%	-10.36	13.06	-179.33%
Gross profit margin	6.01%	7.14%		3.64%	7.79%	
Net profit margin	1.04%	1.64%		-1.15%	1.91%	

Total Revenue for the 3rd quarter of 2022 was 327.96 million baht, increased by 22.02% compared to the same period last year (YOY), details are as follows:

- **Revenue from construction** for the 3rd quarter of 2022 was 262.57 million baht which increased by 17.36% YoY, consisting of the continuing projects of 142.57 million baht and the new projects of 120.00 million baht. The increasing was mainly due to a higher proportion of revenue recognition of work progress and new projects.
- **Revenue from services** for the 3rd quarter of 2022 was 65.39 million baht, increased by 45.15% (YoY). The revenue from services is the waste collection and disposal services. The increase of revenue from services in this quarter was due to the waste collection project from Chiangmai Municipal.
- **Other incomes** for the 3rd quarter of 2022 were 0.17 million baht, decreased by 83.81% (YoY).

Cost and Expenses

Total Cost for the 3rd quarter of 2022 was 308.25 million baht, increased by 23.51% compared to the last year (YOY), details are as follows:

- **Cost of construction** for the 3rd quarter of 2022 was 252.75 million baht which consistently increased due to the increasing of revenue from construction. Also, the company has adjusted the cost estimate due to the delay of construction and the price of building materials and labor costs is higher. The cost margin increased comparing last year.
- **Cost of service**, which mostly were wages & salaries and garbage vehicle related expenses, for the 3rd quarter of 2022 was 55.50 million baht which was correspondingly increased to the revenue from service due to the new project.

Administrative expense for the 3rd quarter of 2022 was 10.66 million baht, close to the same period of the previous year.

Finance Cost for the 3rd quarter of 2022 was 4.89 million baht, increased by 114.47% YOY, due to the increase in long-term loans for working capital.

Gross Profit & Net Profit

Gross Profit for the 3rd quarter of 2022 was 19.71 million baht, representing the gross profit margin of 6.01% which decreased from the gross profit margin of the same period previous year which had a net profit margin of 7.15%. due to the increase in the costs mentioned above.

Net Profit for the 3rd quarter of 2022 was 3.40 million baht, representing the net profit margin of 1.04%. The Company had lower net profit margin comparing to the same period of previous year which had a net profit was 4.42 million baht.

Your Sincerely,



(Mrs.Patcharin Thumtanom)

Chief Financial Officer