

BJC Heavy Industries Public Company Limited  
594 Moo 4, Makhamkoo, Nikompattana,  
Rayong, 21180 Thailand  
Tel. : +66 (0) 33 017 345-7  
Fax. : +66 (0) 33 017 348  
Registration No. : 0107556000302



บริษัท บีเจซี เอพี อินดัสทรี จำกัด (มหาชน)  
594 หมู่ 4 ต.มะขามคู่ อ.นิคมพัฒนา  
จ.ระยอง 21180 ประเทศไทย  
โทรศัพท์ : +66 (0) 33 017 345-7  
แฟกซ์ : +66 (0) 33 017 348  
เลขทะเบียนนิติบุคคล : 0107556000302

At BJC/SET 2565-014

14 November 2022

Subject: Explanation of 3Q2022 Operating Results

To: President

The Stock Exchange of Thailand

BJC Heavy Industries Public Company Limited (hereinafter referred to as "the Company") would like to clarify the changes in 3Q2022 Operating Results as compared with those in 3Q2021 as follows.

### 3Q2022 Business Overview

During the 3Q2022, the world economy has faced with several challenging issues such as rising interest rate environment, high inflation leading to slower pace of economic conditions in many countries.

However, thanks positively to high price level of commodity prices like oil, coal, natural gas, we have recently seen the resilience of the construction service sector after the significant number of project developers has increased their investment budget and actively commenced their project development.

In addition to the rising price of commodities, the changes in geopolitical situation are making several potential clients to seek more Asian fabricators rather than China. As a result of that, this is increasingly creating benefits and project opportunities for BJCHI.

Total bidding value for the Company as of 3Q2022 was currently over 36,000 million baht, spreading into a wide range of industries including oil and gas, petrochemical, power plant, mining, green energy and infrastructure projects from international and local markets.

Additionally, BJCHI has just secured two projects from Santos in gas industry, valuing by 980 million baht due to our outstanding project execution as provided to the client. In the present, the client and the Company are also discussing about a package deal which shall come out into several pipelines' fabrication project over the next 3-5 years.

As a result of that, the Company expects to see significant uptrend in business performance with more project opportunities for us in the near future.



## **Revenue**

### Contracted Revenue

In 3Q2022, Contracted Revenue (excluding other revenue) was million 897.0 baht. Contracted Revenue rose by 274.1%, comparing with that of the same period of last year at 239.8 million baht due mainly to ramping up more project activities.

### Other Revenue

In 3Q2022, other revenue (excluding FX gain) was 4.6 million baht, as compared to that in 3Q2021 at 5.1 million baht due to the decrease in service income.

## **Expenses**

### Contracted Costs

Contracted Costs in 3Q2022 was 809.1 million baht, increasing from 3Q2021 at 173.5 million baht. The increasing Contracted Cost was due mainly to the rising project activities.

### Selling, General and Administrative expenses (SG&A)

Selling, General and Administrative expenses (SG&A) in 3Q2022 was 60.8 million baht, comparing with that in 3Q2021 at 30.3 million. The increase in SG&A was in line with the rising project activities while the Company shall continue its ongoing effort in efficient cost control.

## **Foreign Exchange (FX) Impact**

In 3Q2022, the company recognized FX gain by 80.6 million baht, as compared with 3Q2021 FX gain at 92.1 million baht due to the ongoing depreciation of THB against US dollar.

## **Gross Profit and Net Profit**

In 3Q2022, Gross Profit was 87.9 million baht, equivalent to 9.8% in Gross Profit Margin as compared to Gross Profit at 66.3 million baht, equivalent to 27.6% in 3Q2021. The Company expects Gross Profit Margin to improve further as a result from more ramping up the large-scale project.

Net Profit in 3Q2022 was 111.2 million baht as compared with that in 3Q2021 at 131.3 million baht. Net Profit Margin was at 11.3% in 3Q2022 to that at 39.0% in 3Q2021, as a result of reasons discussed above.

Please be informed accordingly,

Best regards,

BJC Heavy Industries Public Company Limited

- Mr. Seung Woo Lee -

(Mr. Seung Woo Lee)

Director/Deputy Managing Director