

Re Explanation and analysis of the Management for the 3rd. quarter of 2022 ended 30 September 2022

To Director and Manager,
Stock Exchange of Thailand

The Company would like to submit the explanation and analysis of the Management for the three month period ended September 30, 2022 as follow :

1. Income, gross profit, net profit

Unit : Million Baht

	2022	2021	2020	Increase (decrease) 2022-2021	
1. Income					
1.1 Construction material	266.28	206.17	183.19	60.10	29%
1.2 Real estate	8.36	13.22	47.78	(4.86)	-37%
1.3 Total income	274.64	219.39	230.96	55.24	25%
2. Gross profit (% of sales)					
2.1 Construction material	79.29 (29.8%)	58.99 (28.6%)	60.50 (33.0%)	20.30	34%
2.2 Real estate	4.08 (48.8%)	5.45 (41.3%)	15.90 (33.3%)	(1.37)	-25%
2.3 Total Gross Profit	83.37 (30.4%)	64.44 (29.7%)	76.39 (33.1%)	18.92	29%
3. Other income	3.62	6.94	1.10	(3.32)	-48%
4. Share of Profit From Associated Company	10.31	8.63	4.62	1.68	19%
5. SG&A, Financial Exp	60.16	53.47	54.70	6.70	13%
6. Income tax expenses	6.83	6.09	5.66	0.74	12%
7. Total net profit	30.30	20.46	21.76	9.84	48%
8. (Profit)Loss Attribute to Non- Controlling Interest	(0.08)	1.62	0.04	(1.70)	105%
9. Profit of the Company	30.22	22.08	21.80	8.14	37%
10. Share of comprehensive Profit (Loss)from investment in associate	0.24	(0.06)	0.32	0.30	578%
11.(Profit)Loss Attribute to Non- Controlling Interest	(0.08)	1.62	0.04	(1.70)	105%
12.Comprehensive Income	30.47	22.03	22.12	8.44	38%

In the 3rd. Quarter of 2022 the Company and subsidiaries had a total income of 274.64 million Baht, increasing by 55.24 million Baht, or 25 per cent, from the 3rd. quarter of 2021, which 60.10 million Baht coming from construction materials business while decreasing from real estate business 4.86 million Baht cause of the decreasing in sales Condominium in this Quarter.

In the 3rd.Quarter of 2022, cost of transportation increases 8.13 million Baht due to the increasing price of diesel oil which higher more than 25% from the same period of the last year.

In the 3rd.Quarter of this year, The Company recognized share profit from the one of associated company amounting 10.31 million Baht. Because such associated company have better operating results and The Company have invested more from 10.08% in 2021 to 12.13%

From the increase in sales including the reduction cost and expenses together with investment planning, therefore in the 3rd. quarter of 2022 the Company and subsidiaries company have net profit after tax amounting 30.22 million Baht increase from the same period of the last year which have the net profit amounting 8.14 million or increase 37 %

2. Financial status

Significant financial ratios in the 3rd. quarter ended 30 September

Description	Unit	2022	2021	2020
1. Liquidity ratio	Time	4.01	5.72	5.81
2. Liquidity quick ratio	Time	0.56	0.58	0.54
3. Average debt collection time	Day	63	57	40
4. Average debt repayment time	Day	90	117	55
5. Average goods selling time	Day	449	552	464
6. Fixed asset turnover ratio	Time	0.59	0.45	0.44
7. Total assets turnover ratio	Time	0.09	0.08	0.08
8. Debt to equity ratio	Time	0.18	0.15	0.15
9. Gross profit	%	30.4	29.4	33.1
10. Net profit	%	11.0	10.1	9.4
11. Rate of return on total assets	%	1.01	0.72	0.8
12. Shareholder return rate	%	1.19	0.83	0.9

Submitted for your kind information please,

Yours truly,



(Mr.Nirut Intarathachang)
Chief Financial Officer