



Yong Concrete Public Company Limited

Management's Discussion and Analysis

Operating results for the year ended December 31, 2022

Operating results for the year ended December 31, 2022 compared with the same period of 2021 were reported as follows;

Unit: Thousand Baht

Transaction	The consolidated statement of comprehensive income for the year ended December, 31		Change	
	2022	2021	Increase (Decrease)	%
Revenue from sales	844,107	715,352	128,755	18
Revenue from services	169,948	154,831	15,117	10
Total revenue from sales and services	1,014,055	870,183	143,872	17
Cost of sales	597,907	507,284	90,623	18
Cost of services	115,738	101,829	13,909	14
Total cost of sales and services	713,645	609,113	104,532	17
Gross profit	300,410	261,070	39,340	15
Other income	16,145	11,238	4,907	44
Distribution costs and Administrative expenses	180,411	173,059	7,352	4
Financial cost	14,250	15,845	(1,595)	(10)
Income tax expenses	20,914	14,464	6,450	45
Net income for the period	100,980	68,940	32,040	46
Net comprehensive income for the period	100,980	68,940	32,040	46
Earnings per share (EPS) (Baht)	0.17	0.14	0.03	

Discussion and Analysis of operating results:

➤ **Total revenue from sales and services**

Total revenue from sales and services for year ended December 31, 2022 was Baht 1,014.06 million which increased by Baht 143.87 million or 17% 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 713.65 million for year ended December 31, 2022 which increased by Baht 104.53 million or 17% 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 300.41 million for year ended December 31, 2022 which increased by Baht 39.34 million or 15% compared with the same period of 2021.

➤ **Distribution costs and Administrative expenses**

Distribution costs and Administrative expenses was Baht 180.41 million for year ended December 31, 2022 which increased by Baht 7.35 million or 4% 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 14.25 million for year ended December 31, 2022 which decreased by Baht 1.60 million or 10% 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 year ended December 31, 2022 and 2021 for Baht 100.98 million and Baht 68.94 million, respectively. It was increased by 32.04 million or 46%.

Discussion and Analysis of financial position:

➤ **Total assets**

Total assets were Baht 1,333 million as at December 31, 2022. There was a growth in total assets by Baht 230 million or 21% compared with as at December 31, 2021. They derived from the increase in cash and cash equivalents in the amount of Baht 119 million, the increase in trade and other receivables in the amount of Baht 36 million, the increase in restricted deposit at financial institution in the amount of Baht 38 million, and the increase in right-of-use assets in the amount of Baht 51 million.

➤ **Total liabilities**

Total liabilities were Baht 497 million as at December 31, 2022. There was a decrease in total liabilities by Baht 172 million or 26% compared with as at December 31, 2021. They were mainly from the rise in accounts payable and others payable in the amount of Baht 10 million and the growth in interest bearing debts in the amount of Baht 165 million.



➤ **Total equity**

Total equity was Baht 836 million as at December 31, 2022. There was an increase in total equity by Baht 402 million or 93% 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 year ended December 31, 2022 in the amount of Baht 101 million.

Discussion and Analysis of cash flows:

There were cash flows from operating activities in the amount of Baht 161.94 million and cash flows used in investment activities were Baht 102.77 million. They occur from the acquisition of plant, property, and equipment in the amount of Baht 67.71 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 60.31 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 226.41 million and dividend paid in the amount of Baht 135.00 million. As a result, cash and cash equivalents as at December 31, 2022 was Baht 153.86 million.

Please be informed accordingly.

Yours sincerely,

(Mr. Sunpetch Slisatakorn)

Chief Executive Officer