

No. CM/66/016

วันที่ 15 May 2023

Subject Management Discussion and Analysis of Chonburi Concrete Product Public Company Limited for the 1<sup>st</sup> Quarter ended March 31, 2023

To The President  
The Stock Exchange of Thailand

Attachment: Auditor report and Financial Statements the 1<sup>st</sup> Quarter ended March 31, 2023

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 1<sup>st</sup> Quarter ended March 31, 2023. The Company recorded a profit attributed to equity holder of the parent of THB 30.54 million increased by 23.93 million or 362.31% compared to the same period of previous year which recorded a profit attributed to equity holder of the parent of THB 6.61 million.

The details are as follows:

1.For 1Q2023, the Company had total revenue of THB 748.72 million, increasing by THB 135.38 million or 22.07% compared to the previous year which recorded total revenue of THB 613.34 million. However, the total revenue consist of the revenue stream from the Company of THB 396.47 million, increasing by THB 80.08 million or 25.31% compared to the previous year. The revenue stream from the Company's subsidiaries' revenue of THB 352.25 million, increasing by THB 55.31 million or 18.63% 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 1Q2023, the Company had total cost of goods sold and services of THB 638.93 million which was accounted for 13.54% of average gross profit margin, while the previous year's total cost of goods sold and services was THB 545.98 million with an average gross profit margin of 9.80% . The increased of gross profit margin due to both sale quantities and product prices increase.

3.For 1Q2023, the Company recorded THB 53.30 million for sales and administration expenses, increasing by THB 3.88 million or 7.85% compared to the previous year.

4. For 1Q2023, the Company had the financial expenses of THB 7.22 million, increasing by THB 1.51 million or 26.67% compared to the previous year with the financial expense of THB 5.71 million.

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