



No. CRD/064/2566

May 13, 2023

Subject: Management Discussion and Analysis of Operating Results of the 1st Quarter of 2023, ended March 31, 2023

Attention: The President
The Stock Exchange of Thailand

Chiangmai Rimdoi Public Company Limited (“The Company”) would like to clarify the operating result of the 1st quarter of 2023, ended March 31, 2023. Details are as follows:

Business Overview

To summarize 1st quarter of 2023, the Company had total revenue from construction and service of 240.10 million baht and presented loss profit of 13.59 million baht resulting in a loss profit margin of 5.64%. The total backlog at the end of March 31, 2023. was 1,209.02 million baht, consisting of the revenue from construction of 345.89 million baht, which mostly will be recognized as revenue in year 2023, and revenue from waste collection and disposal services of 863.13 million baht which will be recognized as revenue until the 1st quarter of 2027.

Income Statement

Income Statement	2023		2023		Increasing (Decreasing)	
	MB	%	MB	%	MB	%
Revenue from construction	174.46	72.66%	222.78	82.50%	(48.32)	-21.69%
Revenue from service	65.64	27.34%	47.25	17.50%	18.39	38.92%
Total revenue from construction and service	240.10	100.00%	270.03	100.00%	(29.93)	-11.08%
Cost of construction	183.17	76.29%	221.45	82.01%	(38.28)	-17.29%
Cost of service	55.06	22.93%	40.11	14.85%	14.95	37.27%
Total cost from construction and service	238.23	99.22%	261.56	96.86%	(23.33)	-8.92%
Gross profit	1.87	0.78%	8.47	3.14%	(6.60)	-77.92%
Other incomes	0.96	0.40%	1.65	0.61%	(0.69)	-41.82%
Service & Administrative expenses	14.65	6.10%	14.42	5.34%	0.23	1.60%
Finance costs	4.64	1.93%	3.23	1.20%	1.41	43.65%
Sales profit of Joint Venture and Consortium	(0.24)	-0.10%	0.16	0.06%	(0.40)	-250.00%
Corporate tax expenses / (tax incomes)	(3.11)	-1.30%	(1.36)	-0.50%	(1.75)	128.68%
Net profit	(13.59)	-5.66%	(6.01)	-2.23%	(7.58)	126.12%
Gross profit margin	0.78%		3.14%			
Net profit margin	-5.64%		-2.21%			

Total Revenue 1st quarter of 2023 was 240.10 million baht, decreased by 11.08% compared to the last year (YOY), details are as follows:

- **Revenue from construction** for the 1st quarter of 2023 was 174.46 million baht which decreased by 21.69% YoY, consisting of the continuing projects of 165.14 million baht and the new projects of 9.32 million baht. This was due to a decrease in revenue recognition from continuing project and near the end of the project.
- **Revenue from services** for the 1st quarter of 2023 was 65.64 million baht, increased by 38.92% 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 and disposal project from Nonthaburi and Chiangmai Municipal.
- **Other incomes** consisted of the revenue from project management fee, sales of scrap material, and interest income. Other incomes for the 1st quarter of 2023 were 0.96 million baht, decreased by 41.82% YoY.

Cost and Expenses

Total Cost 1st quarter of 2023 was 238.23 million baht, decreased by 8.92% compared to the last year (YOY), details are as follows:

- **Cost of construction** for the 1st quarter of 2023 was 183.17 million baht, decreased by 17.29% YOY, the decrease coincided with the decline in revenue. in lower proportions. The Company has adjusted the cost estimate due to the delay of construction and the price of building materials is higher.
- **Cost of service**, which mostly were wages & salaries and garbage vehicle related expenses, for the 1st quarter of 2023 was 55.06 million baht which was correspondingly increased to the revenue from service due to the new project.

Administrative expense for the 1st quarter of 2023 was 14.65 million baht, close to the same period of the previous year.

Finance Cost for the 1st quarter of 2023 was 4.64 million baht, increased by 43.65% YOY, due to the increase in long-term loans for working capital.

Gross Profit & Net Profit

Gross Profit for the 1st quarter of 2023 was 1.87 million baht, representing the gross profit margin of 0.78% which decreased from the gross profit margin of the same period previous year which had a net profit margin of 3.14%. due to the increase in the costs mentioned above.

Loss Profit for the 1st quarter of 2023 was 13.59 million baht, representing the loss margin of 5.64%. The Company had higher net loss margin comparing to the same period of previous year which had a loss profit was 6.01 million baht.

Your Sincerely,



(Mrs.Patcharin Thumtanom)

Chief Financial Officer