



Yong Concrete Public Company Limited

Management's Discussion and Analysis

Operating results for the 3-month ended March 31, 2023

Operating results for the 3-month ended March 31, 2023 compared with the same period of 2022 were reported as follows;

Unit: Thousand Baht

Transaction	The consolidated statement of comprehensive income for the 3-month ended March, 31		Change	
	2023	2022	Increase (Decrease)	%
Revenue from sales	219,227	191,541	27,686	14.45
Revenue from services	51,729	46,770	4,959	10.60
Total revenue from sales and services	270,956	238,311	32,645	13.70
Cost of sales	152,916	133,694	19,222	14.38
Cost of services	34,653	32,835	1,818	5.54
Total cost of sales and services	187,569	166,529	21,040	12.63
Gross profit	83,387	71,782	11,605	16.17
Other income	2,782	1,825	957	52.49
Distribution costs and Administrative expenses	47,337	47,640	(303)	(0.64)
Financial cost	3,002	3,652	(650)	(17.77)
Income tax expenses	6,779	2,970	3,809	128.25
Net income for the period	29,051	19,345	9,706	50.17
Net comprehensive income for the period	29,051	19,345	9,706	50.17
Earnings per share (EPS) (Baht)	0.04	0.04	-	

Discussion and Analysis of operating results:

➤ **Total revenue from sales and services**

Total revenue from sales and services for 3-month ended March 31, 2023 was Baht 270.96 million which increased by Baht 32.65 million or 13.70% compared with the same period of 2022. 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 187.57 million for 3-month ended March 31, 2023 which increased by Baht 21.04 million or 12.63% compared with the same period of 2022. Total cost of sales and services were mainly from higher in revenues from sales and services.

➤ **Gross profit**

Gross profit was 83.39 million for 3-month ended March 31, 2023 which increased by Baht 11.61 million or 16.17% compared with the same period of 2022.

➤ **Distribution costs and Administrative expenses**

Distribution costs and Administrative expenses was Baht 47.34 million for 3-month ended March 31, 2023 which decreased by Baht 0.30 million or 0.64% compared with the same period of 2022. The main reason was that the reversal of impairment expected credit loss of accounts receivable.

➤ **Financial cost**

Financial cost was Baht 3.00 million for 3-month ended March 31, 2023 which decreased by Baht 0.65 million or 17.77% compared with the same period of 2022. It derived from the repayment of loans regarding to the fund-raising objective in IPO.

➤ **Net income**

The Company had net profit for 3-month ended March 31, 2023 and 2022 for Baht 29.05 million and Baht 19.35 million, respectively. It was increased by 9.70 million or 50.17%.

Discussion and Analysis of financial position:

➤ **Total assets**

Total assets were Baht 1,375 million as at March 31, 2023. There was a growth in total assets by Baht 42 million or 3.13% compared with as at December 31, 2022. They derived from the increase in trade and other receivables in the amount of Baht 15 million, the increase in inventories in the amount of Baht 26 million, the increase in property, plant and equipment in the amount of Baht 36 million, the increase in right-of-use assets in the amount of Baht 7 million, and the decrease in cash and cash equivalents in the amount of Baht 41 million.

➤ **Total liabilities**

Total liabilities were Baht 510 million as at March 31, 2023. There was a increase in total liabilities by Baht 13 million or 2.55% compared with as at December 31, 2022. They derived from the increase in trade and other payables in the amount of Baht 38 million, the increase in contract liabilities in the amount of Baht 8 million, the increase in income tax payable in the amount of Baht 5 million, and the decrease in interest-bearing liabilities in the amount of Baht 40 million.



➤ **Total equity**

Total equity was Baht 865 million as at March 31, 2023. There was an increase in total equity by Baht 29 million or 3.48% compared with as at December 31, 2022. Due to the increase in net income for the 3-month ended March 31, 2023 in the amount of Baht 29 million.

Discussion and Analysis of cash flows:

There were cash flows from operating activities in the amount of Baht 61.91 million and cash flows used in investment activities were Baht 47.51 million. They occur from the acquisition of plant, property, and equipment in the amount of Baht 48.73 million. Cash flows use in financing activities were Baht 55.71 million. They occur from the repayment of long-term borrowings from financial institutions in the amount of Baht 25.89 million, the decrease in bank overdrafts and short-term borrowings from financial institutions in the amount of Baht 17.99 million and the payment of lease liabilities in the amount of Baht 9.67 million. As a result, cash and cash equivalents as at March 31, 2023. was Baht 112.55 million.

Please be informed accordingly.

Yours sincerely,

(Mr. Sunpetch Slisatakorn)

Chief Executive Officer