



CSP 010/2023

August 15, 2023

Subject : Management Discussion and Analysis for the three-months period ended June 30, 2023

To : President
The Stock Exchange of Thailand

CSP Steel Center Public Company Limited would like to clarify the operating results for the three-months period ended June 30, 2023. The company had net loss of Baht 48.65 million. The last year's had net loss of Baht 9.75 million, results to net loss increased by Baht 38.90 million due to the following reasons:

1. Revenue

Total revenue was Baht 562.20 million decreased of Baht 310.93 million from the previous year or 35.61% by the following main reasons:

Revenue from sales amount of Baht 561.96 million decreased by Baht 310.98 million or 35.62% due to the average selling price of the period decreased by 20.60%, caused by the market price of steel has decreased and sales volume decreased by 18.92% when compared to the previous year.

2. Expenses

Total expenses were Baht 615.92 million decreased of Baht 267.54 million from the previous year or 30.28%. The main reasons were:

- 2.1 Cost of goods sold was Baht 576.13 million decreased from last year Baht 259.92 million or 31.09%. This number corresponds to the decrease in sales volume and sales amount, including the less recognition of losses from diminishing in value of inventories. Therefore, when the numbers compared to the previous year's, cost of sales showed lower.
- 2.2 Administrative expenses amounted to Baht 22.00 Million, decreased by Baht 5.62 Million or 20.35% compared to the previous year. The decrease came from loss on write-off of fixed assets that the company recognized in the previous period but the current period did not recognize such transactions. There is only a normal expense of the business in this period.



บริษัท ซีเอสพี สตีลเซ็นเตอร์ จำกัด (มหาชน)
CSP STEEL CENTER PUBLIC COMPANY LIMITED

- 2.3 Financial costs amounted to Baht 9.11 million increasing of Baht 1.12 million from the same period of the last year or 14.08% due to increasing interest rate of short-term loans from financial institutions, which the company has borrowed for purchasing goods and raw materials, including supporting working capital of the company.

Please be informed accordingly,

Yours faithfully

(Mr. Weerasak Chaisupat)
Managing Director