



August 15, 2023

Subject: Management Discussion and Analysis for the sixth month and three months as of June 30, 2023

To: The Director and Manager

The Stock Exchange of Thailand

Accordingly, minutes of meeting No.6/2022 on August 15, 2023, at Sirakorn Public Company Limited. To the approval of the Financial Statement as of June 30, 2023

Summary of company performance for the second quarterly 2023

Sirakorn Public Company Limited reports the company's performance for the sixth month and three months. The details of performance as of June 30, 2023, are as follows:

Consolidated Statement of Comprehensive Income

Descriptions	Sixth-month comparison				Three-month comparison			
	30 Jun 23		increased / (decreased)		30 Mar 23		increased / (decreased)	
	Q1-2 /2023	Q1-2 /2022	Amount	%	Q2/2023	Q1/2023	Amount	%
Revenue from sales	194.19	169.71	24.48	14.42	96.55	97.64	(1.09)	(1.12)
Revenue from construction	72.19	131.68	(59.49)	(45.18)	36.07	36.12	(0.05)	(0.14)
Revenue from service	0.97	1.18	(0.21)	(17.80)	0.52	0.45	0.07	15.56
Total revenue	267.35	302.57	(35.22)	(11.64)	133.14	134.21	(1.07)	(0.80)
Other revenue	2.00	1.15	(0.85)	73.91	0.47	1.54	(1.07)	(69.48)
<b>Total</b>	<b>269.35</b>	<b>303.72</b>	<b>(34.37)</b>	<b>(11.32)</b>	<b>133.61</b>	<b>135.75</b>	<b>(2.14)</b>	<b>(1.58)</b>
Cost of goods sold and service	(143.86)	(142.40)	(1.46)	(1.03)	(70.06)	(73.80)	3.74	5.07
Cost of construction	(67.11)	(124.21)	(124.21)	45.97	(34.65)	(32.46)	(2.19)	(6.75)
Total cost	(210.97)	(266.01)	55.04	20.69	(104.71)	(106.26)	1.55	1.46
<b>Gross profit</b>	<b>53.38</b>	<b>37.11</b>	<b>21.27</b>	<b>57.32</b>	<b>28.90</b>	<b>29.49</b>	<b>(0.59)</b>	<b>(2.00)</b>
Sales and administration expenses	(45.73)	(44.63)	(1.10)	(2.46)	(21.63)	(24.11)	2.48	10.29
EBIT	12.65	(7.52)	20.17	268.22	7.27	5.38	1.89	35.13
Finance cost	0.21	0.40	(0.19)	(47.50)	(0.07)	0.28	(0.35)	(160.71)
Profit (loss) from discontinued operating segment	(0.70)	-	(0.70)	(100.00)	(0.18)	(0.52)	0.34	65.38
Taxation	(2.44)	(0.18)	(2.26)	(1,255.56)	(1.11)	(1.33)	0.22	16.54
<b>Net profit</b>	<b>9.71</b>	<b>(7.30)</b>	<b>17.01</b>	<b>233.01</b>	<b>5.91</b>	<b>3.81</b>	<b>2.10</b>	<b>55.12</b>
Other comprehensive income	1.07	-	1.07	100.00	-	1.07	(1.07)	(100.00)
Total other comprehensive income	10.78	(7.30)	18.08	247.67	5.91	4.88	1.03	21.11
EBITDA	19.35	(0.21)	19.56	9,314.29	10.57	8.71	1.86	21.35
EPS (Baht)	0.0211	(0.0159)	-	-	0.0128	0.008	-	-



## Executive Summary

In the year ended the sixth month as of 30 June 2023, the Company had total revenue of Baht 269.35 million, decrease of 34.37% YOY. The total cost of sales and services amounts to Baht 210.97 million, decrease of 55.04% YOY. Resulting in a higher gross profit amount of Baht 58.38 million, a growth of 21.67% YOY. Distribution costs and administrative expenses amounted to Baht 45.73 million, a increase of 2.46% YOY. Net loss for the sixth month period amount of Baht 9.71 million, (3.60%) increased from the same period with previous year number of Baht 17.01 million, 233.01% YOY, other comprehensive income amount to Baht 1.07 million, total other comprehensive income amount to Baht 10.78 million, increase from the same period with last year number of Baht 18.08 million, 247.67% and EBITDA in the second quarter of 2023 number of Baht 19.35 million.

The Company's major reasons for the performance for the second quarter of 2023, the Net loss was impacted by the sales-price competition, including mainly impact from raw material costs such steel prices are lower than previous period, the price also rising oil prices, hence cost of production and cost of goods sold were decreased also labor cost.

### Total revenues

The period the sixth month ended on June 30, 2023, the Company had a total revenue amount of Baht 269.35 million, 34.37%, consisting of revenue from sales amount of Baht 194.19 million, which increased 14.42%, consideration with Q'2/2022 revenue from the sale, it's decreased from the previous year, but revenue from construction amount of Baht 72.19 million, decreased 45.18%, revenue from service amount of Baht 0.97 million, decreased 17.80% and other revenue amounts of Baht 2.00 million, 73.91%

The period three month ended on June 30,2023, the Company had a total revenue amount of Baht 133.61 million, decreased 1.58% from prior period, consisting of revenue from sales amount of Baht 96.55 million, decreased 1.12%, construction revenue amount of Baht 36.07 million, decreased 0.14%. Service revenue amount of Baht 0.52 million, increased 15.56%, other revenue amount of Baht 0.47 million, decreased 69.48%

Project	Contract Price	% Complete
- 22 KV adjust Serng Sang-Pacum	13.08	99.85
- 115 KV Hadyai	123.04	0.13
- Release system Potaley-Pichit	27.00	25.32
- 115 KV Nakorn Sawan	84.22	11.21
- 115 KV Lham Ngob Trad	58.25	16.05
-115 KV Serng Sang-Lahansai	129.22	2.70
<b>Total</b>	<b>434.81</b>	



**Backlog of July 1, 2023**

(Unit: million)

Description	Production	Civil work	Distribution and transmission line	Total
Backlog	222	-	392	614

**Cost of sales and services**

The period the sixth month ended on June 30, 2023, the Company had the total Cost of sales and services amount of Baht 210.97 million, 78.33%, an decreasing amount of Baht 55.04 million, an decrease of 20.69% YoY, Cost of sales and services amount of Baht 143.86 million, 74.08%, there is Cost of construction increased by the amount of Baht 67.11 million, 92.96% YoY of total revenue. Mainly decreased were impacted by the less in the cost of the main raw material (steel).Construction cost is decreased as a result of construction in progress and new project were not start yet.

The period of three months from April 1, 2023, to June 30, 2023, the Company had the total Cost of sales and services amount of Baht 104.71 million, 78.37%, a decreasing from last period amount of Baht 1.55 million, 1.46%, Cost of sales and services the amount of Baht 70.06 million, 72.56%, there is the Cost of Construction amount of Baht 34.65 million, 96.06%.

**Distribution costs and administrative expenses**

The period the sixth month ended on June 30, 2023, the Company had a total distribution costs and administrative expenses amount of Baht 45.75 million, with 16.98%YoY of total revenue, increased by an amount of Baht 1.10 million, 2.46% from Administrative depreciation. Distribution costs were decreased, there were mainly impacted by Oil and Gas transportation expenses but administration expenses decreased, mainly decreasing from employee's bonus payments, salary payments also with professional fees, and bank fees.

The period the three months from April 1, 2023, to June 30, 2023, the Company had a total distribution costs and administrative expenses amount of Baht 21.63 million, with 16.19% with amount of Baht 2.48 million, 10.29%, mainly decreased from car maintenance, miscellaneous expenses and oil and gas expenses.

**Gross Profit and Net Profit**

The period the sixth month ended on June 30, 2023, the Company's gross profit amount of Baht 58.38 million, net profit after corporate income tax for the period amount of Baht 9.71 million, other comprehensive income for the period is 10.78 baht of million. Earning per share was the number of baht 0.0211 EBITDA was the amount of Baht 19.35 million. Unappropriated retained earnings amount of Baht 69.24 million.

The period the three months from April 1, 2023, to June 30, 2023, the Company's gross profit amount of Baht 28.90 million, net profit after corporate income tax for the period amount of Baht 5.91 million, and Earned per share was the number of Baht 0.0128 EBITDA was the amount of Baht 10.57 million.



### Statements of financial position

Statement of Financial position	June 30, 2023	December 31, 2022	Increased / (Decreased)	
			Amount (MB)	%
Assets	549.98	533.47	16.51	3.09
Liabilities	186.86	181.14	5.72	3.16
Share-Holders	363.12	352.33	10.79	3.06

### Assets

As of June 30, 2023, the Company had a total asset amount of Baht 549.98 million increased by 16.51 million in 2022. From a decrease in current asset amount of Baht 18.84 million by Asset is current contract amount of Baht 20.34 million, Cash and cash equivalents amount of Baht 52.50 million, short term loan amount of Baht 20.00 million, increased of Trade-account receivable amount of Baht 28.00 million, Inventory amount of Baht 36.36 million.

An increasing of non-current assets amount of Baht 34.98 million, consisting of Investment in associate amount of Baht 54.30 million, other non-current assets amount of Baht 2.32 million, a decreasing of non-current contract asset amount of Baht 18.65 million, Right of usage assets amount of Baht 1.81 million and deferred tax assets amount of Baht 1.39 million.

### Liabilities

As of June 30, 2023, the Company had a total liabilities amount of Baht 186.86 million, which increased by 5.72 million in 2022. From a increase in current liabilities amount of Baht 4.44 million, by increased from account payable and current other payable amounts of Baht 27.95 million. Decreased in current contract liabilities amount of Baht 5.51 million, also decreased in short-term loans from financial institutions amounted to Baht 27.69 million, and Non-current liabilities increased by 1.28 million there were changes in rental contract liabilities and provision for employee benefits.

### Shareholders

As of June 30, 2023, share-holder with the amount of Baht 363.12 million, consist of share amount of Baht 230 million, share premium with amount of Baht 42.70 million, legal reserved with the amount of Baht 21.18 million, unappropriated retained earnings with the amount of Baht 69.24 million, increased from 2022 amount of Baht 10.79 million.

### Statements of cash flows

As of June 30, 2023, the Company had cash and cash equivalents amount of Baht 65.11 million, and at the beginning of the period on January 1 2023 amount of Baht 117.67 million. Plus cash and cash equivalents in operating activities amount of Baht 24.56 million, less cash used in investing activities amount of Baht 48.54 million, from loan to other party and less cash as an offer for financing activities amount of Baht 28.52 million, impact from increased from the loan from the financial institution and decreased from paid dividend and payment finance lease.



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#### Financial Ratios

Financial Ratios	6-mth/2023	6-mth-2022
Current Ratio (times)	2.22	2.63
Quick Ratio (times)	1.48	1.90
Return on Equity (%)	5.94	(4.35)
Return on Assets (%)	3.92	(3.01)
Debt to Equity (times)	0.51	0.45
Interest-bearing debt on Equity (times)	0.10	0.11



Please be informed accordingly.

( Mr.Wichai Sintukanjanapan )

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And Corporate Support Department