

No. CM/66/036

November 13, 2023

Subject Management Discussion and Analysis of Chonburi Concrete Product Public Company Limited for the 3rd Quarter ended September 30, 2023

To The President
The Stock Exchange of Thailand

Attachment: Auditor report and Financial Statements the 3rd Quarter ended September 30, 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 3rd Quarter ended September 30, 2023. The Company recorded a profit attributed to equity holder of the parent of THB 25.82 million increased by 14.92 million or 136.87% compared to the same period of previous year which recorded a profit attributed to equity holder of the parent of THB 10.90 million.

The details are as follows:

1. For 3Q2023, the Company had total revenue of THB 818.76 million, increasing by THB 180.79 million or 28.34% compared to the previous year which recorded total revenue of THB 637.97 million. However, the total revenue consist of the revenue stream from the Company of THB 481.25 million, increasing by THB 146.00 million or 43.55% compared to the previous year. The revenue stream from the Company's subsidiaries' revenue of THB 337.51 million, increasing by THB 34.79 million or 11.49% 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 3Q2023, the Company had total cost of goods sold and services of THB 692.90 million which was accounted for 14.92% of average gross profit margin, while the previous year's total cost of goods sold and services was THB 561.34 million with an average gross profit margin of 11.00%. The increased of gross profit margin due to both sale quantities and product prices increase.

3.For 3Q2023, the Company recorded THB 60.17 million for sales and administration expenses, increasing by THB 6.82 million or 12.79% compared to the previous year THB 53.35 million.

4.For 3Q2023, the Company had the financial cost of THB 8.36 million, increasing by THB 2.94 million or 54.31% compared to the previous year with the financial cost of THB 5.42 million due to increase in outstanding liabilities and interest rate.

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