



Smart Concrete Public Co., Ltd.

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No. CM-1-2023-038

November 10, 2023

Attention The President
The Stock Exchange of Thailand

Secretary General
Securities and Exchange Commission Office

Subject Management Discussion and Analysis of Operating performance for the 3rd Quarter ended
September 30, 2023

Smart Concrete Public Company Limited (“the Company”) would like to report the operating performance of the 3rd Quarter ended September 30, 2023, which compared year-on-year as detailed below.

Details	Q3/2023 (Million Baht)	Q3/2022 (Million Baht)	Increase (Decrease)	
			Million Baht	Percentage
Net sales	184.515	143.336	41.179	28.73%
Other incomes	1.418	0.707	0.711	100.57%
Gross Profit	56.124	25.586	30.538	119.35%
Distribution costs	4.890	3.957	0.933	23.58%
Administrative expenses	11.549	11.375	0.174	1.53%
Earnings before interest tax and depreciation	41.103	10.961	30.142	274.99%
Finance costs	0.428	0.477	(0.049)	-10.27%
Tax Income	8.278	2.523	5.755	228.10%
Profit for the period	32.397	7.961	24.436	306.95%

For the 3rd Quarter ended September 30, 2023, the Company had net profit of THB 32.397 million, increased by THB 24.436 million or 306.95 percent as compared to its net profit of THB 7.961 million of the previous year.

Gross profit increased THB 30.538 million or 119.35 percent compared to the same period of its gross profit in the previous year THB 25.586 million, mainly reason from increasing in selling price as effected by the higher of raw material cost and Electricity cost.

For the 3rd Quarter ended September 30, 2023, the Company reported other incomes from the transportation services, interest revenue, non-usages material. increased by THB 0.711 million or 100.57 percent as compared to the previous year.

For the 3rd Quarter ended September 30, 2023, the Company reported distribution costs increased by THB 0.933 million or 23.58 percent compared to the previous year related to the increase in revenue from sales.



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For the 3rd Quarter ended September 30, 2023, the Company reported administrative expenses increased by THB 0.174 million or 1.53 percent compared to the previous year due to increasing of CSR.

For the 3rd Quarter ended September 30, 2023, the Company reported finance costs decreased by THB 0.049 million or 10.27 percent compared to the previous year. The decrease in the recognition of assets, right of use and lease liabilities comply with the accounting for long-term leases in accordance with TFRS16.

For the year 2023 ended September 30, 2023, the Company has income tax expenses THB 8.278 million caused the company recorded the current taxes. However, The Company recorded the deferred income tax that will be used to offset the temporary divergence from tax basis as the Company considered suitable to cater the benefit from such difference. Deferred tax assets are reviewed and increased or reduced to the extent that it is no longer probable that the related tax benefit will be realized.

As of September 30, 2023, the Company holds cash of THB 95.563 million comprising of cash inflow from operating activities THB 116.856 million, cash outflow from investing activities THB 52.136 million from machinery renovation, spare parts, and machinery equipment THB 10.263 million, Fixed Deposit THB 26 million and Short-term loans to related parties THB 16 million and cash outflow from financing activities THB 43.050 million in which paid Interest of loan THB 1.320 million, paid lease liability THB 3.723 million and dividend paid THB 38.007 million

Please be informed accordingly,

Yours sincerely,

(Mr.Rungsee Teepakronsukasam)
Director