

No. CM/67/007

28 February 2024

Subject Management Discussion and Analysis of Chonburi Concrete Product Public Company Limited for the year ended December 31,2023

To The President
The Stock Exchange of Thailand

Attachment: Auditor report and Financial Statements for the year ended December 31,2023

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 year ended December 31,2023. The Company recorded a profit attributed to equity holder of the parent of THB 115.71 million increased by THB 89.79 million or 346.41% compared to the same period of previous year which recorded a profit attributed to equity holder of the parent of THB 25.92 million.

The details are as follows:

1.For Y2023, the Company had total revenue of THB 3,004.78 million, increasing by THB 475.76 million or 18.81% compared to the previous year which recorded total revenue of THB 2,529.02 million. However, the total revenue consists of the revenue stream from the Company of THB 1,665.88 million, increasing by THB 335.73 million or 27.15% compared to the previous year. The revenue stream from the Company's subsidiaries' revenue of THB 1,338.90 million, increasing by THB 120.03 million or 9.85% compared to the previous year.

The increase in total revenue was due to the economic recovery causing project expanding and more product delivery.

2.For Y2023, the Company had total cost of goods sold and services of THB 2,549.81 million with an gross profit margin of 14.41%, while the previous year's total cost of goods sold and services was THB 2,245.49 million with gross profit margin of 10.35%. The increased of gross profit margin due to both sale quantities and product prices increase.

3.For Y2023, the Company recorded THB 224.66 million for sales and administration expenses, increasing by THB 20.70 million or 10.15% compared to the previous year THB 203.96 million.

4. For Y2023, the Company had the financial cost of THB 32.38 million, increasing by THB 8.71 million or 36.79% compared to the previous year with the financial cost of THB 23.67 million.

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