



Smart Concrete Public Co., Ltd.

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No. CM-1-2024-007

February 15, 2024

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 year 2023 ended
December 31, 2023

Smart Concrete Public Company Limited (“the Company”) would like to report the operating performance of the year 2023 ended December 31, 2023, which compared year-on-year as detailed below.

Details	Year 2023 (Million Baht)	Year 2022 (Million Baht)	Increase (Decrease)	
			Million Baht	Percentage
Net sales	709.154	570.222	138.932	24.36%
Other incomes	4.672	2.065	2.607	126.25%
Gross Profit	212.027	105.592	106.435	100.80%
Distribution costs	16.894	13.621	3.273	24.03%
Administrative expenses	53.976	42.876	11.100	25.89%
Earnings before interest tax and depreciation	171.577	96.921	74.656	77.03%
Finance costs	1.741	1.928	-0.187	-9.70%
Impairment of other non-current financial assets	10.000	0.000	10.000	100.00%
Tax Income	27.507	10.271	17.236	167.81%
Profit for the period	106.581	38.962	67.619	173.55%

For the year 2023 ended December 31, 2023, the Company had net profit of THB 106.581 million, increased by THB 67.619 million or 173.55 percent as compared to its net profit of THB 38.962 million of the previous year.

Gross profit increased THB 106.435 million or 100.80 percent compared to the same period of its gross profit in the previous year THB 105.592 million, mainly reason from increasing in selling price as effected by the higher of raw material cost and Electricity cost.

For the year 2023 ended December 31, 2023, the Company reported other incomes from the transportation services, interest revenue, exchange rate and selling non-usages material. increased by THB 2.607 million or 126.25 percent as compared to the previous year.

For the year 2023 ended December 31, 2023, the Company reported distribution costs increased by THB 3.273 million or 24.03 percent compared to the previous year related to the increase in revenue from sales.

For the year 2023 ended December 31, 2023, the Company reported administrative expenses increased by THB 11.100 million or 25.89 percent compared to the previous year due to increasing of CSR.



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For the year 2023 ended December 31, 2023, the Company reported finance costs decreased by THB 0.187 million or 9.70 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 December 31, 2023, the Company reported loss on Impairment of other non-current financial assets increased by THB 10.000 million from the allowance for impairment of debentures issued by private company.

For the year 2023 ended December 31, 2023, the Company has income tax expenses THB 27.507 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 December 31, 2023, the Company holds cash of THB 135.551 million comprising of cash inflow from operating activities THB 12.417 million, cash outflow from investing activities THB 56.208 million from machinery improvement, spare parts, and machinery equipment THB 14.662 million, Fixed Deposit THB 26.300 million and Short-term loans to related parties THB 16 million and cash outflow from financing activities THB 44.551 million in which paid Interest of loan THB 1.741 million, paid lease liability THB 4.803 million and dividend paid THB 38.007 million

Please be informed accordingly,

Yours sincerely,

(Mr.Rungsee Teepakronsukasam)
Director