

CM.1/67/024

15 MAY 2024

Subject Management Discussion and Analysis
Chonburi Concrete Product Public Company Limited
for the 1st Quarter ended March 31, 2024

To The President
The Stock Exchange of Thailand

Attachment: Auditor report and Financial Statements the 1st Quarter ended
March 31, 2024

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 1st Quarter ended March 31, 2024. The Company recorded a profit attributed to equity holder of the parent of THB 27.37 million decreased by 3.17 million or 10.39% compared to the same period of previous year which recorded a profit attributed to equity holder of the parent of THB 30.54 million.

The details are as follows:

1.For 1Q2024, the Company had total revenue of THB 752.23 million, increasing by THB 3.51 million or 0.47% compared to the previous year which recorded total revenue of THB 748.72 million. However, the total revenue consist of the revenue stream from the Company of THB 442.46 million, increasing by THB 45.99 million or 11.60% compared to the previous year. The revenue stream from the Company's subsidiaries' revenue of THB 309.77 million, decreasing by THB 42.48 million or 12.06% compared to the previous year.

The increase in total revenue was due to the economic recovery and products more delivery.

2.For 1Q2024, the Company had total cost of goods sold and services of THB 644.04 million which was accounted for 13.18% of average gross profit margin, while the previous year's total cost of goods sold and services was THB 638.93 million with an average gross profit margin of 13.54%. The decreased of gross profit margin due to products price competition.

3.For 1Q2024, the Company recorded THB 52.03 million for sales and administration expenses, decreasing by THB 1.27 million or 2.39% compared to the previous year THB 53.03 million.

4. For 1Q2024, the Company had the financial cost of THB 8.97 million, increasing by THB 1.75 million or 24.32% compared to the previous year with the financial cost of THB 7.22 million due to increased use of credit line from financial institution.

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