



**Management Discussion and Analysis (“MD&A”) for operating performance
for the three-month period ended 31 March 2024
of TRC Construction Public Company Limited and Its Subsidiaries**

Operating Results of the Company and its subsidiaries (Unit: Million Baht)	Q1/2024	Q1/2023	Change	
			Inc./ (Dec.)	%
Construction services income and other service income	363.91	634.42	-270.51	-42.64%
Cost of construction services	440.71	569.35	-128.64	-22.59%
Gross profit (loss) for construction services income and other service income	-76.80	65.07	-141.87	-218.01%
Interest and other income	4.51	2.47	2.05	82.98%
Administrative expenses	67.61	61.88	5.73	9.26%
Finance cost	-17.22	-13.22	-4.00	30.22%
Share of profit (loss) from investment in joint ventures	-0.47	-0.76	0.28	-37.21%
Share of profit (loss) from investment in associate	0.29		0.29	
Income tax income (expenses)	0.22	-0.54	0.76	-140.36%
Profit (loss) attributable to Non-controlling interests of the subsidiaries	0.00	0.00	0.00	
Profit (loss) attributable to equity holders of the Company	-157.07	-8.85	-148.22	1674.02%
Earnings per share	-0.0141	-0.0009		
Total revenues	368.43	636.89	-268.46	-42.15%
Total expenses	508.31	631.22	-122.91	-19.47%
Gross profit	-76.80	65.07		
Gross profit margin	-21.10%	10.26%		

The 1st Quarter of 2024 Operating Performance Summary

1. **Construction services income and other service income** was Baht 363.91 million, dividing into the construction services income of Baht 354.88 million and other service income of Baht 9.03 million. The construction services income and other service income decreased by Baht 270.51 million or equivalent to 42.64% from the same quarter of last year due to the decrease of the number of construction projects and some projects were not able to constructed as plan due to the problem of area entry permission.

The construction services income and other service income contributed from the civil work and piping work as same as the same quarter of last year. The Company recognized the income from the civil works of Baht 283.32 million, the piping works of Baht 52.03 million and other works of Baht 28.56 million. Mainly from the Construction of Thabo Crown Prince Hospital at Nong Khai Province for Baht 75.64 million, the Moat Development Project Along Vibhavadi Rangsit Road Phase 3 of Baht 43.01 million, the Construction of Highway No.4140, Tha Sala District – Nop Phi Tam District, Nakhon Si Thammarat Province of Baht 36.52 million and the Replacement Project for 36-inch Natural Gas Transmission Pipeline of the Baht 22.40 million.

2. **Gross Loss for construction services and other service income** was Baht 76.80 million, representing an increase of Baht 141.87 million or 218.01% from the same quarter of last year due to the increase of labor cost and the rental fee of some equipment which has been constantly charging, causing project cost was higher than income.

3. **Administrative expenses** were Baht 67.61 million, representing an increase of Baht 5.73 million or 9.26% from the same quarter of last year due to the compensation of employee termination of Baht 5 million.

4. **Finance cost** was Baht 17.22 million, representing an increase of Baht 4.00 million or 30.22% from the same quarter of last year, caused from the increase of bank overdrafts and short-term loans from financial institution that was used as working capital of the Company.

5. **Loss attribute to equity holders of the Company** was Baht 157.07 million, representing Baht 0.0141 loss per share whereas loss attribute to equity holders of the Company for same period of last year was Baht 8.85 million, representing Baht 0.0009 loss per share.

Finance Position

STATEMENT OF FINANCIAL					
POSITION	(Unit:MB)	31 March 2024	31-Dec-23	Inc/Dec	%
Current Asset		3,237.86	3,165.09	72.77	2.30%
Non-Current Asset		748.33	761.79	-13.46	-1.77%
Total Assets		3,986.19	3,926.88	59.31	1.51%
Current Liabilities		3,701.10	4,091.17	-390.07	-9.53%
Non-Current Liabilities		201.29	74.42	126.88	170.50%
Total Liabilities		3,902.39	4,165.58	-263.19	-6.32%
Equity of the Company		81.85	-240.66	322.51	-134.01%
Non-controlling interests of the subsidiaries		1.95	1.95	0.00	0.00%
Total shareholders' equity		83.80	-238.71	322.51	-135.10%
Liquidity Ratio (Time)		0.87	0.77		
Debt To Assets Ratio (Time)		0.98	1.06		
Debt to Equity ratio : D/E)		47.68	-17.31		

1. **Total assets** were Baht 3,986.19 million, representing an increase of Baht 59.31 million or 1.51% from the end of last year.

Significant changes of assets were as follow;

- Withholding tax deducted at source decreased by Baht 12.52 million or 25.40% due to refunding from the Revenue Department.
- Contract assets increased by Baht 42.00 million or 1.76% due to the Company recognized income at the end of quarter but still not issued invoices.

2. **Total Liabilities** were Baht 3,902.39 million, representing a decrease of Baht 263.19 million or 6.32 % from the end of last year, caused from the decrease of current liabilities of Baht 390.00 million because the payment of trade payables and partial loans. In addition, resulting from the reclassification of short-term loans to long-term loans of Baht 126.00 million which affected to the decrease of current liabilities and the increase of non-current liabilities.
3. **Equity** was Baht 81.85 million, representing an increase of Baht 322.51 million from the end of last year, resulting from the Company's capital increase during 22 – 26 January 2024 and received total proceeds of Baht 479.63 million whereas the 1st quarter of 2024, the Company had an operating loss of Baht 157.07 million.

Key Financial Ratios

Financial Ratio	Statement of Comprehensive Income		Financial Position	
	31-Mar-24	31-Mar-23	31-Mar-24	31-Dec-23
Gross (Loss) Profit Margin(%)	-21.10%	10.26%		
Net Profit Margin (%)	-42.63%	-1.39%		
Liquidity Ratios(Time)			0.87	0.77
Debt to equity ratio (Time)			47.68	-17.31

As of 31 March 2024, the Company and its subsidiaries had projects on hand with the remaining uncompleted works as follows.

Company	Uncompleted Work Value (MB)
TRC Construction Public Company Limited	314
Sahakarn Wisavakorn Company Limited	3,167
Joint Venture Sahahydro Pattaya	36
Olive Technology Company Limited	17
Total	3,534

- Pasit Leesakul -

(Mr. Pasit Leesakul)

Director, Chairman of Executive Committee and Chief Executive Officer

15 May 2024