



Smart Concrete Public Co., Ltd.

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No. CM-1-2024-019

May 13, 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 1st Quarter ended March 31, 2024

Smart Concrete Public Company Limited ("the Company") would like to report the operating performance of the 1st Quarter ended March 31, 2024, which compared year-on-year as detailed below.

Details	Q1/2024 (Million Baht)	Q1/2023 (Million Baht)	Increase (Decrease)	
			Million Baht	Percentage
Net sales	164.123	171.737	-7.614	-4.43%
Other incomes	1.286	0.899	0.387	43.05%
Gross Profit	53.074	47.584	5.490	11.54%
Distribution costs	4.887	4.625	0.262	5.66%
Administrative expenses	14.092	12.094	1.998	16.52%
Earnings before interest and tax	46.912	43.012	3.900	9.07%
Finance costs	0.410	0.452	-0.042	-9.29%
Tax Income	7.232	6.517	0.715	10.97%
Profit for the period	27.739	24.796	2.943	11.87%

For the 1st Quarter ended March 31, 2024, the Company had net profit of THB 27.739 million, increased by THB 2.943 million or 11.87 percent as compared to its net profit of THB 24.796 million of the previous year.

Gross profit increased THB 5.490 million or 11.54 percent compared to the same period of its gross profit in the previous year THB 47.584 million, mainly reason from efficiency control to raw material cost and fuel cost.

For the 1st Quarter ended March 31, 2024, the Company reported other incomes from the transportation services and interest revenue increased by THB 0.387 million or 43.05 percent as compared to the previous year.



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For the 1st Quarter ended March 31, 2024, the Company reported distribution costs increased by THB 0.262 million or 5.66 percent compared to the previous year due to business trip.

For the 1st Quarter ended March 31, 2024, the Company reported administrative expenses increased by THB 1.998 million or 16.52 percent compared to the previous year due to annual salary increase and CSR.

For the 1st Quarter ended March 31, 2024, the Company reported finance costs decreased by THB 0.042 million or 9.29 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 2024 ended March 31, 2024, the Company has income tax expenses THB 7.232 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 March 31, 2024, the Company holds cash of THB 197.743 million comprising of cash inflow from operating activities THB 39.689 million, cash inflow from investing activities THB 23.525 million from machinery renovation, spare parts, and machinery equipment THB 2.710 million and investment categorization THB 25.736 million and cash outflow from financing activities THB 1.022 million in which paid Interest of loan THB 0.410 million and paid lease liability THB 0.612 million.

Please be informed accordingly,

Yours sincerely,

(Mr.Rungsee Teepakronkasam)
Director