

No. CRD/060/2567

May 11, 2024

Subject: Management Discussion and Analysis of Operating Results of the 1<sup>st</sup> Quarter of 2024, ended March 31, 2024

Attention: The President

The Stock Exchange of Thailand

Chiangmai Rimdoi Public Company Limited (“The Company”) would like to clarify the operating result of the 1<sup>st</sup> quarter of 2024, ended March 31, 2024. Details are as follows:

#### Business Overview

To summarize 1<sup>st</sup> quarter of 2024, the Company had total revenue from construction and service of 196.96 million baht and presented net profit of 5.28 million baht resulting in a net profit margin of 2.67%. The total backlog at the end of March 31, 2024. was 992.68 million baht, consisting of the revenue from construction of 390.71 million baht, which mostly will be recognized as revenue in year 2024, and revenue from waste collection and disposal services of 601.97 million baht which will be recognized as revenue until the 1<sup>st</sup> quarter of 2027.

#### Income Statement

Income Statement	2024		2023		Increasing (Decreasing)	
	MB	%	MB	%	MB	%
Revenue from construction	124.41	63.17%	174.46	72.66%	(50.05)	-28.69%
Revenue from service	72.55	36.83%	65.64	27.34%	6.91	10.53%
Total revenue from construction and service	196.96	100.00%	240.10	100.00%	(43.14)	-17.97%
Cost of construction	115.22	58.50%	183.17	76.29%	(67.95)	-37.10%
Cost of service	60.57	30.75%	55.06	22.93%	5.51	10.01%
Total cost from construction and service	175.79	89.25%	238.23	99.22%	(62.44)	-26.21%
Gross profit	21.17	10.75%	1.87	0.78%	19.30	1,032.09%
Other incomes	0.91	0.46%	0.96	0.40%	(0.05)	-5.21%
Service & Administrative expenses	10.83	5.50%	14.65	6.10%	(3.82)	-26.08%
Finance costs	3.97	2.02%	4.64	1.93%	(0.67)	-14.44%
Sales profit of Joint Venture and Consortium	0.002	0.001%	(0.24)	-0.10%	0.24	-100.83%
Corporate tax expenses / (tax incomes)	2.00	1.02%	(3.11)	-1.30%	5.11	-164.31%
Net profit	5.28	2.68%	(13.59)	-5.66%	18.87	-138.87%
Gross profit margin	10.75%		0.78%			
Net profit margin	2.67%		-5.64%			

Total Revenue 1<sup>st</sup> quarter of 2024 was 196.96 million baht, decreased by 17.97% compared to the last year (YOY), details are as follows:

- Revenue from construction for the 1<sup>st</sup> quarter of 2024 was 124.41 million baht which decreased by 28.69% YoY, consisting of the continuing projects of 111.63 million baht and the new projects of 12.78 million baht. The contract revenue decreases due to reduced project activities as compared to the previous year.
- Revenue from services for the 1<sup>st</sup> quarter of 2024 was 72.55 million baht, increased by 10.53% YoY. The revenue from services is the waste collection and disposal services. The increase of revenue from services in this quarter was due to the waste collection and disposal project from Nonthaburi.
- Other incomes consisted of the revenue from disposal of assets, sales of scrap material, and interest income. Other incomes for the 1<sup>st</sup> quarter of 2024 were 0.91 million baht, decreased by 5.21% YoY.

#### Cost and Expenses

Total Cost 1<sup>st</sup> quarter of 2024 was 175.79 million baht, decreased by 26.21% compared to the last year (YOY), details are as follows:

- Cost of construction for the 1<sup>st</sup> quarter of 2024 was 115.22 million baht which correspondingly decreased with the decrease in revenue from construction. due to the company could control cost in accordance with the budget and completed the work according to the plan. As a result, the cost of construction ratio has decreased compared to the same period of the previous year.
- Cost of service, which mostly were wages & salaries and garbage vehicle related expenses, for the 1<sup>st</sup> quarter of 2024 was 60.57 million baht, which increased according to the revenue from service.

Administrative expense for the 1<sup>st</sup> quarter of 2024 was 10.83 million baht, decreased by 26.08% YOY, mainly resulting from the decreased in employee related expenses.

Finance Cost for the 1<sup>st</sup> quarter of 2024 was 3.97 million baht, decreased by 14.44% YOY, due to the decrease of outstanding short-term loans from financial institutions.

#### Gross Profit & Net Profit

Gross Profit for the 1<sup>st</sup> quarter of 2024 was 21.17 million baht, representing the gross profit margin of 10.75% which increased from the gross profit margin of the same period previous year which had a gross profit margin of 0.78%.

Net Profit for the 1<sup>st</sup> quarter of 2024 was 5.28 million baht, representing the net profit margin of 2.67%. The Company had higher net profit margin comparing to the same period of previous year which had a loss profit of 13.59. The turnaround of profit mainly came from the increasing in gross profit which due to the Company' better cost control in construction services.

Your Sincerely,



(Mrs.Patcharin Thumtanom)

Chief Financial Officer