



CSP 011/2024

August 14, 2024

Subject : Management Discussion and Analysis for the three-months period ended June 30, 2024

To : President
The Stock Exchange of Thailand

CSP Steel Center Public Company Limited would like to clarify the operating results for the three-months period ended June 30, 2024. The company had net loss of Baht 26.61 million. The last year's had net loss of Baht 48.65 million results to net loss decreased by Baht 22.04 million or 45.30% due to the following reasons:

1. Revenue

Total revenue was Baht 614.97 million increase of Baht 52.76 million from the previous year or 9.38% which derived from Revenue from sales amount of Baht 614.68 million increased by Baht 52.72 million or 9.38%; however, the average selling price of the period decreased by 6.97%, caused by the market price of steel has decreased, while sales volume increased by 18.09% when compared to the previous year.

2. Expenses

Total expenses were Baht 627.70 million increased of Baht 20.89 million from the previous year or 3.44%. The main reasons were:

- 2.1 Cost of goods sold was Baht 600.44 million increased from last year's in amount of Baht 24.31 million or 4.22% because revenue from sales increased, causing to cost of sales increased accordingly.
- 2.2 Administrative expenses amounted to Baht 20.76 Million, decreased by Baht 1.24 Million or 5.64% compared to the previous year. The main reason was the reversal of doubtful debts was 0.24 Million Baht from accepting debt repayment from debtors who had previously set up an allowance for doubtful accounts in the previous accounting period. In addition, decreasing in salary, overtime payment, legal consultation fees and vehicle repair costs, etc.



บริษัท ซีเอสพี สตีลเซ็นเตอร์ จำกัด (มหาชน)
CSP STEEL CENTER PUBLIC COMPANY LIMITED

- 2.3 Financial costs amounted to Baht 13.88 million increasing of Baht 4.77 million from the same period of last year or 52.38% due to increasing interest rate of short-term loans from financial institutions, which the company has borrowed for purchasing goods and raw materials, including working capital of the company.

Please be informed accordingly,

Yours faithfully

(Mr. Weerasak Chaisupat)
Managing Director