

NO. CM.1/69/014

Date: May 15, 2026

Subject: Management Discussion and Analysis of Chonburi Concrete Product Public Company Limited For the First Quater Ended March 31, 2026

To President
The Stock Exchange of Thailand

Enclosure: Auditor's Report and Consolidated Financial Statements for the First Quater Ended March 31, 2026

Chonburi Concrete Product Public Company Limited (the "Company") would like to clarify the operating results based on the Company's consolidated financial statements for the First Quater Ended March 31, 2026. The Company reported a net profit attributable to equity holders of the parent company of 26.59 million baht, a decrease of 7.24 million baht, or 21.41 percent, compared to the same period last year which had a net profit attributable to equity holders of the parent company of 33.83 million Baht. Further details are as follows:

1. Business Overall

Core Business: Manufacturing and Distribution of Concrete Products

The Company is one of Thailand's leading fully integrated manufacturers and distributors of concrete products, particularly in the Eastern region, under the trademark "CCP," certified to ISO 9001:2015 and Thai Industrial Standards (TIS). Its products are categorized into three main groups:

- **Ready-mixed Concrete:** Serving construction projects of all sizes, with six plants located in the Eastern region.
- **Precast Concrete for Structural Systems:** Including floor slabs, bridge segments, drainage pipes, and railway sleepers, with three precast plants located in Chonburi Province.
- **Precast Concrete for Decorative and Landscape Works:** Such as interlocking paving blocks, curbstones, and seawalls.

In addition, the Company provides made-to-order products tailored to specific customer requirements.

Related Businesses of Subsidiaries / Joint Ventures

In addition to its core concrete products business, the Company has invested in supply chain-supporting businesses through six subsidiaries, covering the following areas:

Operations	Company	Business Details
Retail / Wholesale	Chonburi Kanyong Co., Ltd.	Distribution of construction materials and home improvement products under the trade name “ Kanyong Home Store. ”
Logistics and Warehousing	1. Tawan-ork Transport Co., Ltd 2. Charlie Logistics Solution Co., Ltd.	1. Rental services for construction material transportation vehicles and warehousing services. 2. Warehousing services and operates as a holding company.
Real Estate	Chonprateep Assets Co., Ltd.	Leasing of land, office buildings, and factory buildings.
Autoclaved Aerated Concrete	Smart Concrete Public Company Limited	Manufacturing and distribution of autoclaved aerated concrete blocks under the brand name “Smart Block Yen.”
Decorative Works	CCP Paving Stones Co., Ltd.	Manufacturing and distribution of concrete products specifically for decorative and landscape applications.

2. Summary of Operating Results

Total revenue

In the first quarter of 2026, the Company had **Total revenue** of 649.21 million baht, an increase of 28.32 million baht, or 4.56 percent, compared to the total revenue of 620.89 million baht in the same period last year. The total revenue for the period consisted of the Company's total revenue of 435.13 million baht, an increase of 56.56 million baht, or 14.94 percent, and the total revenue of operating subsidiaries of 214.07 million baht, a decrease of 28.24 million baht, or 11.65 percent.

The increase in total revenue was due to the continuous delivery of project-based work, alongside the expansion of government sector projects.

Cost of Sales and Services

In the first quarter of 2026, the Company had **Total cost of sales and services** of 511.01 million baht, representing an average gross profit margin of 20.80 percent. In the same period last year, the Company had a total cost of sales and services of 452.76 million baht, representing an average gross profit margin of 23.99 percent. The decrease of gross profit was primarily driven by the rising costs of raw materials and energy

Selling expenses and administrative expenses

In the first quarter of 2026, the Company had **Selling expenses and administrative expenses** of 108.20 million baht, a decrease of 4.48 million baht, or 3.98 percent, from 112.68 million baht in the same period last year. The Company has maintained selling and administrative expenses at a level comparable to the same period last year, due to efficient internal cost management.

Finance cost

In the first quarter of 2026, the Company had **Finance cost** of 6.46 million baht, a decrease of 0.85 million baht, or 11.63 percent, from 7.31 million baht in the same period last year. This is a result of the efficient management of liabilities and cash flow.

Net Profit

In the first quarter of 2026, the Company reported a net profit of 27.94 million baht, representing a net profit margin of 4.30%, a decrease 10.41 million baht, compare to the same

period of the previous year, the Company reported a net profit of 38.35 million baht, representing a net profit margin of 6.18%.

Note:

- 1) Gross profit and gross profit margin of the Company arise only from the Company's core business revenues, which are Revenue from sales and Revenue from rental and services.
- 2) The decimal points specified in the clarification of operating results may differ from the Company's statement of financial position due to the rounding of decimals to two places and the change of unit to million baht.

Please be informed accordingly.

(Mr. Artit Teepakornsukkasem)

Managing Director

Chonburi Concrete Product Public Company Limited