

No.CM 1/60/089

November 13, 2017

Subject Management Discussion and Analysis of Chonburi Concrete Product Public Company Limited for the quarter ended September 30, 2017

Attention President
The Stock Exchange of Thailand

Attachment: Auditor report and Financial Statement for the quarter ended September 30, 2017

Chonburi Concrete Product Public Company Limited ("the Company") would like to declare the Company's performance by considering the Company's consolidated financial statement for the quarter ended September 30, 2017. The Company recorded a profit attributed to equity holders of the parent of THB 5.48 million, increased by THB 0.76 million or rose 0.76 percent compared to the same period of the previous year in which the Company saw a profit attributed to equity holders of the parent of THB 4.72 million. The details are as follows:

1. For quarter 3 year 2017, the Company had total revenue of THB 626.02 million, increased by THB 48.12 million or rose 8.33 percent compared to the same period of the previous year. The total revenue were seen as the revenue stream from the Company of THB 401.29 million, increased by 39.06 million or rose 10.78 percent together with its subsidiaries' revenue of THB 224.74 million, increased by THB 9.06 million or rose 4.20 percent since there was a sign of economy recovery, resulting in more goods delivery in this quarter.
2. For quarter 3 year 2017, the Company had total cost of goods sold and services of THB 576.78 million which is accounted for 7.78 percent of its gross profit margin for the period, in contrast, the previous year's total cost of goods sold and services was valued at THB 517.00 million which was 10.44 percent of gross profit margin. In this regard, a declining average price of construction material's goods in the market led by price competition is the key factor on the drop in the Company's gross profit margin.
3. For quarter 3 year 2017, the Company recorded THB 43.17 million for selling, general and administrative expenses, decreased by THB 9.39 million or fell 17.87 percent compared to same period of the previous year since the Company has changed its structure corresponded to the market situation in order to decrease the unnecessary expenses.
4. For quarter 3 year 2017, the Company posted the financial expenses of THB 10.34 million, increased by THB 1.47 million or rose 16.53 percent compared to same period previous year's balance of THB 8.87 million due to the additional investment for machineries and factories.

Remark: 1) Gross profit and its margin are based on the income from its core business's activities such as revenue from sales and rental and service's income.
2) Decimal numbers shown in this management discussion and analysis are likely to be different from the Company's financial statement due to the rounding to 2-digit and unit changed to million baht.

Please be informed accordingly,

Best regards

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(Mr. PratheepTheepakornsukkasem)
Chairman of the Board of Directors
Chonburi Concrete Product Public Company Limited