

No.CM.1/64/058

August 14,2021

Subject: Management Discussion and Analysis of Chonburi Concrete Product Public Company Limited for the 2nd Quarter ended June 30, 2021

Attention: The President
The Stock Exchange of Thailand

Attachment: Auditor Report and Financial Statements for the period ended June 30, 2021.

Chonburi Concrete Product Public Company Limited (“the Company”) would like to declare the Company’s performance by considering the Company’s consolidated financial statements for 2nd Quarter ended June 30, 2021. The Company recorded a profit attributed to equity holders of the parent of THB 10.52 million decreasing by THB 6.49 million or 38.16% compared to the previous period on last year which recorded a profit attributed to equity holders of the parent of THB 17.01 million.

The details are as follow:

1. For 2Q2021, the Company had total revenue of THB 624.88 million, increasing by THB 19.76 million or 3.27% compared to the previous period on last year. However, the total revenue consists of the revenue stream from the Company of THB 367.06 million, decreasing by THB 5.16 million or 1.39% and from the Company’s subsidiaries’ revenue of THB 257.82 million, increasing by THB 24.92 million or 10.70%.

The increase in total revenue was due to the increasing of Company’s subsidiaries’ revenue with higher sale and distribution efficiency. However, the Company’s revenue decreased due to the impact of the COVID-19 control situation, which has delayed the product used.

2. For 2Q2021, the Company had total cost of goods sold and services of THB 547.70 million or 88.32% of operation’s revenue which was accounted for 11.68% of average gross profit margin, while the previous period on last year, the Company had total cost of goods sold and services of THB 518.38 million or 86.34% of operation’s revenue with and average gross profit margin of 13.66%. The decreased of gross profit margin due to the price increased of raw materials especially metal.

3. For 2Q2021, the Company recorded THB 51.93 million for sales and administration expense, increasing by THB 0.11 million or 0.21% compared to the previous period on last year. The increasing mainly due to advertising expenses of the Company’

subsidiary for stimulate sales from increasing competition in the industry and to increase sales in COVID-19 outbreak.

4. For 2Q2021, the Company had the financial expenses of THB 6.81 million, decreasing by THB 0.96 million or 12.41% compared to the previous period on last year due to the decreased in outstanding debt from the installment payment.

Remark:

- 1) Gross profit and gross profit margin are based on the income from 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 statements due to the rounding to 2-digit and unit changed to million baht.

Please be informed accordingly,

Best regards

Mr.Artit Teepakornsukkasem
Managing Director
Chonburi Concrete Product Public Company Limited