

November 12,2021

Subject: Management Discussion and Analysis of
Chonburi Concrete Product Public Company Limited
for the 3rd Quarter ended September 30, 2021

Attention: The President
The Stock Exchange of Thailand

Attachment: Auditor Report and Financial Statements
for the 3rd period ended September 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 3rd Quarter ended September 30, 2021. The Company recorded a profit attributed to equity holders of the parent of THB 6.94 million increasing by THB 2.51 million or 56.86% compared to the same period of the previous year which recorded a profit attributed to equity holders of the parent of THB 4.43 million.

The details are as follow:

1. For 3Q2021, the Company had total revenue of THB 531.17 million, decreasing by THB 26.08 million or 4.68% compared to the same period of the previous year. However, the total revenue consists of the revenue stream from the Company of THB 284.32 million, decreasing by THB 41.71 million or 12.79% and from the Company's subsidiaries' revenue of THB 246.85 million, increasing by THB 15.62 million or 6.76%.

The decrease in total revenue was due to the impact of the COVID-19 control situation, which has delayed the product used and new order. However, the increasing of Company's subsidiaries' revenue came from the higher sale and distribution efficiency.

2. For 3Q2021, the Company had total cost of goods sold and services of THB 463.32 million which was accounted for 11.83% of average gross profit margin, while the same period of previous year, the Company had total cost of goods sold and services of THB 488.74 million with gross profit margin of 11.63%. The increased of gross profit margin due to the higher efficiency of controlling the cost of production.

3. For 3Q2021, the Company recorded THB 50.15 million for sales and administration expense, decreasing by THB 8.10 million or 13.91% compared to the same period of previous year. The decreasing mainly due to the efficiency of controlling the sales and administration expense of the Company.

4. For 3Q2021, the Company had the financial expenses of THB 7.10 million, increasing by THB 1.36 million or 23.78% compared to the same period of previous year.

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