

- TRANSLATION -

(Q-CON) 010/2023

November 8, 2023

Attention        Managing Director  
                      The Stock Exchange of Thailand

**Subject : Management Discussion and Analysis the third quarter ended 30 September 2023**

Quality Construction Products Public Company Limited (“Q-CON”) would like to clarify the operating result for the third quarter 2023 changed more than 20 percent compared to 2022.

Q-CON and subsidiary have profit for the third quarter 2023 amount 231.0 Million Baht compared with the performance as the same period of 2022, the profit for the period were 92.6 Million Baht or profit for the period increased 138.4 Million Baht. Due to the increasing of Revenue from sales 38% at the same period, mainly reason from the sales volume were increased, proportion of products sold and selling price while cost of sales affected by the energy cost and raw material price. The company and subsidiaries managed, were the cause of the costs an increased by 14%. As the result, the company's gross profit margin increased by 13% compared to last year.

The third quarter in 2023, the company cost of distribution and administrative expenses were 56.3 Million Baht compared with the last period 47.5 Million Baht, it was increased 19% or 8.8 Million Baht mainly from salary and employee welfare, allowance and traveling.

The finance costs were 0.4 Million Baht from interest expenses on lease liabilities.

The company's income tax was 57.7 Million Baht, it was increased from last year 34.5 Million Baht, because of the increasing from the profit for the period.

September 30, 2023, the total assets of the company were 3,027.4 Million Baht which increased 409.3 Million Baht compared to December 31, 2022 increased from cash and cash equivalents, trade and other current receivables, investment in short-term debt instruments, inventories, deferred tax assets, other non-current assets, decreased from property, plant and equipment, Investment property and intangible assets.

The total liabilities were 603.4 Million Baht which increased 166.8 Million Baht from trade and other current payables, corporate income tax payable, lease liabilities, non-current provisions for employee benefits and decreased from other non-current liabilities.

September 30, 2023, the company had the balance of cash and cash equivalents for 612.7 Million Baht increased 212.7 Million Baht from December 31, 2022. The net cash flows from operating activities 614.1 Million Baht, net cash flows used in investing activities 83.6 Million Baht from acquisition of short-term debt instruments 60.0 Million Baht, acquisition of property, plant and equipment and acquisition of intangible assets 29.5 Million Baht, interest received 5.9 Million Baht, the net cash flows used in financing activities 317.8 Million Baht, from dividends paid, payments of lease liabilities and Interest and other financial costs paid.

Please be informed accordingly

Sincerely yours,

Krongboon Sopawanit

(Miss Krongboon Sopawanit)

Deputy Managing Director