



BROCK : 032 /2018

November 8, 2018

Re : Management Discussion and Analysis (MD&A) For Quarter 3 / 2018

Attn : President
The Stock Exchange of Thailand

Baan Rock Garden Public Company Limited wishes to clarify the Company's operating performance for 30 September 2018 as the following.

Key Financial Information on 30 September 2018 , 2017

(Unit : thousands)			
Statements of Income	Separate financial statements		
	September 30, 2018	September 30, 2017	+ (-) %
Total revenue	38,459.00	32,924.00	16.81
Revenue from Sale	36,922.00	31,795.00	16.13
Cost of sales	21,227.00	19,933.00	6.49
GROSS PROFIT	15,695.00	11,862.00	32.31
Selling and Administrative Expenses	9,556.00	9,659.00	(1.07)
PROFIT BEFORE INCOME TAX	7,659.00	3,310.00	131.39
Income Tax (Expense) Revenue	1,668.00	707.00	135.93
PROFIT (LOSS) FOR THE PERIOD	5,991.00	2,603.00	130.16
Gross profit margin (%)	42.51	37.31	13.94
Net profit to total revenue (%)	15.58	7.91	97.03



Revenue

For financial statement in Quarter 3/2018, the Company has the sales revenue of 36.92 Million Baht, a increase from the same period last year by approximately 5.13 Million Baht or 16.13% because of, the result of customer decision making and continuous marketing.

Cost of Sales

For financial statement in Quarter 3/2018, the cost of sales was recorded at 21.23 Million Baht, a increase from the same period last year by approximately 1.29 Million Baht or 6.49% which the cost of sales increased by in the same direction with the sales revenue.

Selling and Administrative Expenses

The Company had the selling and administrative expenses for financial statement in Quarter 3/2018 was recorded at 9.56 Million Baht, a decreased from the same period last year by approximately 0.10 Million Baht or 1.07%.

Gross Profit

The Company's gross profit margin for financial statement in Quarter 3/2018 was recorded at 15.70 Million Baht, increase from the same period last year by approximately 3.83 Million Baht or 32.31%.

Profit (Loss) For The Period

For financial statement in the Quarter 3/2018, the Company had the profit for the period of 5.99 Million Baht a increase from the same period last year by approximately 3.39 Million Baht or 130.16% because of , in Q3/2018, revenue increased from the same period of last year, recognition of comprehensive income for the period increased proportionally.

Please be informed accordingly.

Yours sincerely,

A handwritten signature in blue ink that reads "Jantamat H.".

(Ms.Jantamat Hankimhunt)

Authorized Persons to Disclose Information