



Castle Peak

มาตรฐาน ISO 9001: 2000

บริษัท คาสเซอร์พีคโฮลดิ้งส์ จำกัด (มหาชน)

CASTLE PEAK HOLDINGS PUBLIC CO., LTD.

Registration number 0107537001056

Date: November 13, 2018

Subject: CPH Management Discussion and Analysis on operating results for Q3/2018 ended September 30, 2018

To: President.
The Stock Exchange of Thailand.

The results of operations of Castle Peak Holdings Limited (CPH) and its subsidiaries in Q3/2018 compared to the results for Q3/2017 are classified by business as follows:

	Q3/2018	Q3/2017
	Net Gain (loss)	Net Gain (loss)
	THB	THB
Garment Business	44,957,532.26	9,009,526.08
Real Estate Development	(1,968,095.47)	(1,416,107.45)
Other businesses	<u>(766,755.92)</u>	<u>(10,800.00)</u>
Total	<u>42,222,680.87</u>	<u>7,582,618.63</u>

Garment business:

Total sales in garment business in Q3/2018 were 593,153,096.49 Baht, compared to 453,346,120.34 Baht of sales Q3/2017. It increased 139,806,976.15 Baht or 30.84%. This resulted from the amount of orders increased. The cost of sales in Q3/2018 was 500,886,740.62 Baht, representing 84.44 % of total sales. While, the cost of sales in Q3/2017 was 406,208,543.69 Baht, representing 89.60% of total sales. As a result, there was the net profit amount 44,957,532.26 Baht in Q3/2018. Compared to Q3/2017, there was the net profit amount 9,009,526.08 Baht. The net profit increased 35,948,006.18 Baht

Property development business:

Total sales in property development business in Q3/2018 were 16,009,000.00 Baht, compared to 16,712,500.00 Baht of sales in Q3/2017. It decreased 703,500.00 Baht or 4.21% because most houses were under construction. There is small number of houses for sales which made the sales dropped. The cost of sales in Q3/2018 was 10,447,765.46 Baht, representing 65.26% of total sales. While, the cost of sales in Q3/2017 was 9,621,522.37 Baht, representing 57.57% of total sales. As a result, in Q3/2018, there was the net loss amount 1,968,095.47 Baht. Compared to Q3/2017, there was the net loss amount 1,416,107.45 Baht. The net loss increased 551,988.02 Baht.

Best Regards,

Mr. Boonchoo Pongchaloem

Chairman

(Factory) 697 Petchkasem Rd., Bangkae, Khet Bangkae, Bangkok 10160 THAILAND. Tel.02-4550300 Fax. 02-4550356-9
(Office) 899 Petchkasem Rd., Bangkae, Khet Bangkae, Bangkok 10160 THAILAND. Tel.02-4550300 Fax. 02-4550356-9