



No. BROCK : 003/2019

February 15 , 2019

Re: Management Discussion and Analysis (MD&A) For Year 2018

Attn: President

The Stock Exchange of Thailand

Baan Rock Garden Public Company Limited wishes to clarify the Company's operating performance for 31 December 2018 as the following.

Key Financial Information on 31 December 2018 , 2017

(Unit : thousands)			
Statements of Income	Separate financial statements		
	December 31, 2018	December 31, 2017	+ (-) %
Total revenue	132,427.65	95,599.22	38.52
Revenue from Sale	127,813.63	90,492.00	41.24
Cost of sales	76,977.28	57,183.36	34.61
GROSS PROFIT	50,836.35	33,308.64	52.62
Selling and Administrative Expenses	36,825.63	33,780.71	9.01
PROFIT BEFORE INCOME TAX	18,553.63	4,541.94	308.50
Income Tax (Expense) Revenue	417.40	1,066.89	(60.88)
PROFIT (LOSS) FOR THE PERIOD	18,136.23	3,475.05	421.90
Gross profit margin (%)	39.77	36.81	8.06
Net profit to total revenue (%)	13.70	3.64	276.76



Revenue

For financial statement in Year 2018, the Company had the sales revenue of 127.81 Million Baht, a increased from the same period last year by approximately 37.32 Million Baht 41.24% As a result of customer decisions and ongoing marketing.

Cost of Sales

For financial statement in Year 2018, the cost of sales was recorded at 76.98 Million Baht, a increased from the same period last year by approximately 19.79 Million Baht 34.61% 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 Year 2018 was recorded at 36.83 Million Baht, a increased from the same period last year by approximately 3.05 Million Baht 9.01%.

Gross Profit

The Company's gross profit margin for financial statement in Year 2018 was recorded at 50.84 Million Baht, increased from the same period last year by approximately 17.53 Million Baht 52.62%.

PROFIT (LOSS) FOR THE PERIOD

For financial statement in the Year 2018, the Company had the net profit of 18.14 Million Baht a increase from the same period last year by approximately 14.66 Million Baht 421.90% because of, In 2018, the revenue increased from the same period of the previous year. The recognition of comprehensive income for the period increased proportionally.

Please be informed accordingly.

Yours sincerely,

(Ms.Jantamat Hankimhunt)

Authorized Persons to Disclose Information