



BROCK : 20 / 2020

May 15, 2020

Re : Management Discussion and Analysis (MD&A) For Quarter 1 / 2020

Attn : President  
The Stock Exchange of Thailand

Baan Rock Garden Public Company Limited wishes to clarify the Company's operating performance for 31 March 2020 as the following.

**Key Financial Information on 31 March 2020 , 2019**

(Unit : thousands)			
Statements of Income	Separate financial statements		
	March 31, 2020	March 31, 2019	+ (-) %
Total revenue	43,029.00	33,874.00	27.03
Revenue from Sale	41,557.00	33,221.00	25.09
Cost of sales	25,247.00	20,924.00	20.66
GROSS PROFIT	16,310.00	12,297.00	32.63
Selling and Administrative Expenses	11,628.00	9,874.00	17.76
PROFIT BEFORE INCOME TAX	6,114.00	3,072.00	99.02
Income Tax (Expense) Revenue	2,176.00	644.00	237.89
PROFIT (LOSS) FOR THE PERIOD	3,938.00	2,428.00	62.19
Gross profit margin (%)	39.25	37.02	6.03
Net profit to total revenue (%)	9.15	7.17	27.68



### **Revenue**

For financial statement in Quarter 1/2020, the Company has the sales revenue of 41.56 Million Baht, a increase from the same period last year by approximately 8.34 Million Baht or 25.09% because of, the decision of the customer and continuous marketing.

### **Cost of Sales**

For financial statement in Quarter 1/2020, the cost of sales was recorded at 25.25 Million Baht, a increase from the same period last year by approximately 4.33 Million Baht or 20.66% 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 1/2020 was recorded at 11.63 Million Baht, a increased from the same period last year by approximately 1.16 Million Baht or 17.76%.

### **Gross Profit**

The Company's gross profit margin for financial statement in Quarter 1/2020 was recorded at 16.31 Million Baht, increase from the same period last year by approximately 4.01 Million Baht or 32.63%.

### **Profit (Loss) For The Period**

For financial statement in the Quarter 1/2020, the Company had the net profit of 3.94 Million Baht a increase from the same period last year by approximately 1.51 Million Baht or 62.19% because of , the planned sale of revenue recognition. And more feedback from customers respectively.

Please be informed accordingly.

Yours sincerely,

(Ms.Jantamat Hankimhunt)

Authorized Persons to Disclose Information