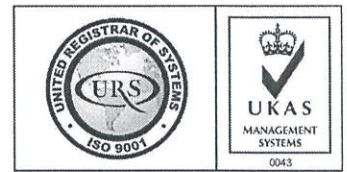




บริษัท คาสเซอร์พีคโฮลดิ้งส์ จำกัด (มหาชน)
CASTLE PEAK HOLDINGS PUBLIC CO., LTD.
ทะเบียนนิติบุคคลเลขที่ 0107537001056 สำนักงานใหญ่



Registration number: 0107537001056

Date: November 12, 2020.

Subject: CPH Management Discussion and Analysis on operating results for Q3/2020 ended September 30, 2020.

To: President

The Stock Exchange of Thailand

The results of operations of Castle Peak Holdings Limited (CPH) and its subsidiaries in Q3/2020 compared to the results for Q3/2019 are classified by business as follows:

	Q3/2020	Q3/2019
	Net Gain (loss) / THB	Net Gain (loss) / THB
Garment Business	28,746,678.21	36,509,411.29
Real Estate Development	<u>385,421.45</u>	<u>(4,808,275.07)</u>
Total	<u>29,132,099.66</u>	<u>31,701,136.22</u>


Garment business:

Total sales in garment business in Q3/2020 were 525,100,872.80 Baht, compared to 552,405,547.72 Baht of sales in Q3/2019. It decreased 27,304,674.92 Baht or 4.94% from decreasing of sales orders. The cost of sales in Q3/2020 was 453,585,846.27 Baht, representing 86.38% of total sales. While, the cost of sales in Q3/2019 was 470,081,958.70 Baht, representing 85.10% of total sales. The proportion of cost of sales to income increased because the company's overhead cost increased. Selling and administrative expenses in Q3/2020 were 32,231,458.58 Baht, compared to the selling and administrative expenses in Q3/2019 amount 38,070,405.75 Baht, decreased by 5,838,947.17 Baht or 15.34%. As a result, there was the net profit amount 28,746,678.21 Baht in Q3/2020. Compared to Q3/2019, there was the net profit amount 36,509,411.29 Baht. The net profit decreased 7,762,733.08 Baht.

Property development business:

Total sales in property development business in Q3/2020 were 41,379,000.00 Baht, compared to 22,729,000.00 Baht of sales in year Q3/2019. It increased 18,650,000.00 Baht or 82.05% from the increase of marketing activities. The cost of sales in Q3/2020 was 29,227,690.52 Baht, representing 70.63% of total sales. While, the cost of sales in Q3/2019 was 17,114,961.78 Baht, representing 70.77% of total sales. As a result, in Q3/2020, there was the net profit amount 385,421.45 Baht. Compared to Q3/2019, there was the net loss amount 4,808,275.07 Baht. The net profit increased 5,193,696.52 Baht.

Best Regards,


Mr. Boonchoo Pongchaloem
Chairman