



BROCK : 061 / 2022

November 14, 2022

Re: Management Discussion and Analysis (MD&A) For Quarter 3 Year 2022.

Attn: President

The Stock Exchange of Thailand

Baan Rock Garden Public Company Limited wishes to clarify the Company's operating performance for 30 September 2022 as the following.

**Key Financial Information on 30 September 2022 , 2021**

(Unit : thousands)			
Statements of Income	Separate financial statements		
	September 30, 2022	September 30, 2021	+ (-) %
Total revenue	45,133.00	59,949.00	(24.71)
Revenue from Sale	45,990.00	60,435.00	(23.90)
Cost of sales	27,482.00	36,169.00	(24.02)
GROSS PROFIT	17,651.00	23,780.00	(25.77)
Selling and Administrative Expenses	14,100.00	10,553.00	33.61
PROFIT BEFORE INCOME TAX	4,116.00	13,693.00	(69.94)
Income Tax (Expense) Revenue	2,172.00	4,283.00	(49.29)
PROFIT (LOSS) FOR THE PERIOD	1,944.00	9,410.00	(79.34)
Gross profit margin (%)	38.38	39.35	(2.46)
Net profit to total revenue (%)	4.31	15.70	(72.56)



### **Revenue**

For financial statement in Quarter 3 Year 2022, the Company had the sales revenue of 45.13 Million Baht, a decreased from the same period last year by approximately 14.82 Million Baht 24.71% As a result of the current situation, the competition is quite high.

### **Cost of Sales**

For financial statement in Quarter 3 Year 2022, the cost of sales was recorded at 27.48 Million Baht, a decreased from the same period last year by approximately 8.69 Million Baht 24.02% which the cost of sales decreased 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 Year 2022 was recorded at 14.10 Million Baht, a increased from the same period last year by approximately 3.55 Million Baht 33.61%.

### **Gross Profit**

The Company's gross profit margin for financial statement in Quarter 3 Year 2022 was recorded at 17.65 Million Baht, decreased from the same period last year by approximately 6.13 Million Baht 25.77%.

### **PROFIT (LOSS) FOR THE PERIOD**

For financial statement in the Quarter 3 Year 2022, the Company had the net profit of 1.94 Million Baht a decreased from the same period last year by approximately 7.47 Million Baht 79.34% As a result of the current situation, the competition is quite high and customers are slow to make decisions from the economic situation.

Please be informed accordingly.

Yours sincerely,

(Ms.Jantamat Hankimhunt)

Authorized Persons to Disclose Information