



BROCK : 006 / 2023

February 21 , 2023

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

Attn: President

The Stock Exchange of Thailand

Baan Rock Garden Public Company Limited wishes to clarify the Company's operating performance for 31 December 2022 as the following.

Key Financial Information on 31 December 2022 , 2021

(Unit : thousands)			
Statements of Income	Separate financial statements		
	December 31, 2022	December 31, 2021	+ (-) %
Total revenue	224,147.96	251,222.24	(10.78)
Revenue from Sale	218,977.90	248,539.41	(11.89)
Cost of sales	133,449.92	148,091.14	(9.89)
GROSS PROFIT	85,527.99	100,448.27	(14.85)
Selling and Administrative Expenses	52,926.65	48,442.04	9.26
PROFIT BEFORE INCOME TAX	36,644.67	54,503.43	(32.77)
Income Tax (Expense) Revenue	12,773.94	16,495.06	(22.56)
PROFIT (LOSS) FOR THE PERIOD	23,870.73	38,008.38	(37.20)
Gross profit margin (%)	39.06	40.42	(3.36)
Net profit to total revenue (%)	10.65	15.13	(29.61)



Revenue

For financial statement in Year 2022, the Company had the sales revenue of 218.98 Million Baht, a decreased from the same period last year by approximately 29.56 Million Baht 10.78% As a result of the current situation, the competition is quite high.

Cost of Sales

For financial statement in Year 2022, the cost of sales was recorded at 133.45 Million Baht, a decreased from the same period last year by approximately 14.64 Million Baht 9.89% 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 Year 2022 was recorded at 52.93 Million Baht, a increased from the same period last year by approximately 4.48 Million Baht 9.26%.

Gross Profit

The Company's gross profit margin for financial statement in Year 2022 was recorded at 85.53 Million Baht, decreased from the same period last year by approximately 14.92 Million Baht 14.85%.

PROFIT (LOSS) FOR THE PERIOD

For financial statement in the Year 2022, the Company had the net profit of 23.87 Million Baht a decrease from the same period last year by approximately 14.14 Million Baht 37.20% Due to the current situation, the competition is quite high and customers slow down their decision due to the economic situation.

Please be informed accordingly.

Yours sincerely,

(Ms.Jantamat Hankimhunt)

Authorized Persons to Disclose Information