



BROCK : 032 / 2023

August 9, 2023

Re: Management Discussion and Analysis (MD&A) For Quarter 3 Year 2023.

Attn: President

The Stock Exchange of Thailand

Baan Rock Garden Public Company Limited wishes to clarify the Company's operating performance for 30 September 2023 as the following.

**Key Financial Information on 30 September 2023 , 2022**

(Unit : thousands)			
Statements of Income	Separate financial statements		
	September 30, 2023	September 30, 2022	+ (-) %
Total revenue	21,407.00	45,990.00	(53.45)
Revenue from Sale	20,445.00	45,133.00	(54.70)
Cost of sales	11,339.00	27,482.00	(58.74)
GROSS PROFIT	9,106.00	17,651.00	(48.41)
Selling and Administrative Expenses	10,609.00	14,100.00	(24.76)
PROFIT BEFORE INCOME TAX	(642.00)	4,116.00	(115.60)
Income Tax (Expense) Revenue	795.00	2,172.00	(63.40)
PROFIT (LOSS) FOR THE PERIOD	(1,437.00)	1,944.00	(173.92)
Gross profit margin (%)	44.54	39.11	13.88
Net profit to total revenue (%)	(6.71)	4.23	(258.81)



**Revenue**

For financial statement in Quarter 3 Year 2023, the Company had the sales revenue of 20.45 Million Baht, a decreased from the same period last year by approximately 24.69 Million Baht 54.70% As a result of the current situation, the competition is quite high.

**Cost of Sales**

For financial statement in Quarter 3 Year 2023, the cost of sales was recorded at 11.34 Million Baht, a decreased from the same period last year by approximately 16.14 Million Baht 58.74% 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 2023 was recorded at 10.61 Million Baht, a decreased from the same period last year by approximately 3.49 Million Baht 24.76%.

**Gross Profit**

The Company's gross profit margin for financial statement in Quarter 3 Year 2023 was recorded at 9.11 Million Baht, decreased from the same period last year by approximately 8.55 Million Baht 48.41%.

**PROFIT (LOSS) FOR THE PERIOD**

For financial statement in the Quarter 3 Year 2023, the Company had the net profit of (1.44) Million Baht a decrease from the same period last year by approximately 3.38 Million Baht 173.92% As a result of the current situation, the competition is quite high and customers postpone their decision due to the economic situation.

Please be informed accordingly.

Yours sincerely,

(Ms.Jantamat Hankimhunt)

Authorized Persons to Disclose Information