



บริษัท ฟลอยด์ จำกัด (มหาชน)

31/4 หมู่ 2 ซอยวัดส้มเกลี้ยง ถนนกาญจนาภิเษก ตำบลบางแม่นาง อำเภอบางใหญ่ จังหวัดนนทบุรี 11140
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FLOYD/MAI/013/2566

November 13, 2023

Subject Management's Discussion and Analysis for the third quarter ended September 30, 2023

Dear President
The Stock Exchange of Thailand

Floyd Public Company Limited and its subsidiary ("the Company") would like to explain the operating results for the third quarter ended September 30, 2023 were as follows:

Performance Overview

(Unit: Million Baht)

Detail	For the three-month ended				For the nine-month ended			
	September 30, 2023	September 30, 2022	Increasing (Decreasing)	%	September 30, 2023	September 30, 2022	Increasing (Decreasing)	%
Revenue from services	107.52	142.12	(34.60)	-24.35%	298.70	196.09	102.61	52.33
Cost of services	90.85	95.75	(4.90)	-5.12%	235.17	137.13	98.04	71.49
Gross profit	16.67	46.37	(29.70)	-64.05%	63.53	58.96	4.57	7.75
Administrative expenses	14.31	11.51	2.80	24.33%	44.35	39.80	4.55	11.43
Profit for the period	1.31	26.46	(25.15)	-95.05%	17.70	10.13	7.57	74.73

Revenue from Services

3M	9M
The Company's revenue from MEP procurement contracting services experienced a significant decline of 34.60 million baht, or 24.35%, compared to the same period last year. The main reason for this drop was the slowdown in the construction of commercial malls, which are short-term projects that generate most of the revenue in the first half of the year. However, the Company also has other long-term projects in progress, such as an office building and a high-rise residential project. These projects will provide a steady stream of revenue for the Company throughout 2025, based on the completion rate of the work.	The Company's revenue from MEP procurement contracting services soared by 102.61 million baht, or 52.33%, compared to the same period last year. The main driver of this growth was the higher completion rate of work in the commercial mall projects the Company had undertaken since last year. These short-term projects generate most of the revenue in the first half of the year. In addition, the Company also benefited from the increased construction activity in mixed-use office buildings and high-rise residential projects, which are long-term and provide a steady stream of revenue increasing the Company's backlog.

As at September 30, 2023, the Company has ongoing projects that will recognise revenue (backlog) of total 692.49 million baht.



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Gross Profit

3M	9M
<p>The Company's gross profit plummeted by 29.70 million baht, or 64.05%, compared to the same period last year, reflecting the decline in both revenue and cost of services. The main reason for this drop was the slowdown in the construction of commercial malls in the third quarter of 2023, which typically have higher gross profit margins than other sectors, such as mixed-use office buildings and high-rise residential projects. Nonetheless, these projects have higher values, which help boost the group's revenue and profit.</p>	<p>The Company's gross profit has risen by 4.58 million baht, marking a 7.75% increase compared to the same period last year. This positive change is attributed to both higher revenue and increased service costs, which can be mainly attributed to heightened construction activity in mixed-use buildings and high-rise residential projects, resulting in a boost to our gross profit. However, it's important to acknowledge that the gross profit margin has decreased compared to the same period last year. Additionally, increased energy prices and currency fluctuations have contributed to higher service costs, particularly regarding material prices. To address these uncertainties, the Company has implemented a strategic procurement plan, supplier/vendor comparisons and negotiations to secure competitive pricing without compromising quality.</p>

Industry Outlook

The construction industry is poised for a promising recovery, primarily driven by increased public and private sector investments in diverse sectors such as infrastructure projects, residential developments, commercial ventures, manufacturing plants, and data centres. Recent studies indicate a growing tech-driven transformation in business operations, resulting in the generation of substantial data that necessitates efficient storage and management facilities. In response to this changing landscape, our company is strategically positioning itself to expand its customer base, catering to the evolving needs of data centre clients while maintaining our existing traditional clientele, which provides a reliable revenue stream.

However, it's crucial to acknowledge that the highly competitive nature of project bidding introduces substantial risks related to material and labor prices resulting in higher costs. The Company has also implemented effective cost and liquidity management strategies to optimise its profitability and liquidity. These steps are essential to navigate the dynamic construction industry landscape effectively.

Please be informed accordingly,

Yours sincerely,

(Mr. Thosaporn Jittawera)

Managing Director

Floyd Public Company Limited