



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



**Registration number:** 0107537001056

**Date:** August 13, 2019.

**Subject:** CPH Management Discussion and Analysis on operating results for Q2/2019 ended June 30, 2019.

**To:** President

The Stock Exchange of Thailand

The results of operations of Castle Peak Holdings Public Co., Ltd. (CPH) and its subsidiaries in Q2/2019 compared to the results for Q2/2018 are classified by business as follows:

|                         | Q2/2019                | Q2/2018               |
|-------------------------|------------------------|-----------------------|
|                         | Net Gain (loss)/THB    | Net Gain (loss)/THB   |
| Garment Business        | (7,461,122.01)         | 12,949,093.54         |
| Real Estate Development | <u>(7,596,616.13)</u>  | <u>(5,023,051.54)</u> |
| Total                   | <u>(15,057,738.14)</u> | <u>7,926,042.00</u>   |

**Garment Business:**

Total sales in garment business in Q2/2019 were 357,240,124.17 Baht, compared to 401,838,049.00 Baht of sales in Q2/2018. It decreased 44,597,924.83 Baht or 11.10 % because some orders were exported in advance in Q1/2019. The cost of sales in Q2/2019 was 319,157,079.86 Baht, representing 89.34 % of total sales. While, the cost of sales in Q2/2018 was 346,016,951.10 Baht, representing 86.11 % of total sales. Also, the selling and administrative expenses in Q2/2019 increased 5,252,996.83, or 15.39 %, compared to Q2/2018. The reason was in Q2/2019, the company recorded an increase in provisions of employee benefit, according to the Labor Protection Act (Issue 7) 2019, effective from May 5, 2019 onwards which stipulate additional compensation rates in the case of employers terminating employment for employees who have worked for 20 consecutive years or more, they are entitled to compensation of not less than the final rate from 300 days to 400 days, which result in increased costs and expenses of the company. Consequently, there was the net loss amount 7,461,122.01 Baht in Q2/2019. Compared to Q2/2018, there was the net profit amount 12,949,093.54 Baht. The net profit decreased 20,410,215.55 Baht.

**Property development business:**

Total sales in property development business in Q2/2019 were 6,464,000.00 Baht, compared to 7,644,000.00 Baht of sales in year Q2/2018. It decreased 1,180,000.00 Baht or 15.44 %. The reason was the number of houses sold decreased. The cost of sales in Q2/2019 was 5,021,015.43 Baht, representing 77.68 % of total sales. While, the cost of sales in Q2/2018 was 5,602,360.17 Baht, representing 73.29 % of total sales. As a result, in Q2/2019, there was the net loss amount 7,596,616.13 Baht. Compared to Q2/2018, there was the net loss amount 5,023,051.54 Baht. The net loss increased 2,573,564.59 Baht.

**Best Regards,**

**Mr. Boonchoo Pongchaloem**  
**Chairman**