



บริษัท ฟลอยด์ จำกัด (มหาชน)

FLOYD Public Company Limited

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FLOYD/MAI/017/2562

12 November 2019

Subject: Management's Discussion of Financial Results for the third quarter ended September 30, 2019

Dear President

The Stock Exchange of Thailand,

Floyd Public Company Limited ("the Company") would like to explain the operating result for the third quarter of 2019 (ending 30 September 2019) compared to the same period of previous year. The details are as follows:

Unit: Million Baht	3 Month periods ending		Chang Amount	
	30 Sep 2019	30 Sep 2018	Increasing (Decreasing)	%
Revenues from services	60.24	79.57	(19.33)	(24.29)
Other Income	1.09	0.38	0.71	186.84
Total Revenues	61.33	79.95	(18.62)	(23.29)
Cost of services	48.83	66.81	(17.98)	(26.91)
Administrative expenses and Tax	10.84	11.69	(0.85)	(7.27)
Net Profit / Margin	1.66	1.45	0.21	14.48

In the third quarter of 2019, net profit of the Company was 1.66 Million Baht or equivalent to 14.48% increase from the same period last year.

1. Revenue from services

The Company's revenues from services in the third quarter of 2019 was 60.24 Million Baht decreased 19.33 Million Baht or decreased by 24.29% from 79.57 Million Baht the previous year. The significant revenues changes consist of decrease in revenue from low-rise projects and the economic downturn.

2. Cost of service

In the third quarter of 2019, the cost of service was amount 48.83 Million Baht, representing a decrease of 17.98 Million Baht or 26.91% from 66.81 Million Baht compared to the same period of previous year. The cost of service decreased due to the decrease in revenue from the price competition.

Please be informed accordingly.

Yours sincerely,

Floyd Public Company Limited



(Mr. Thosaporn Jittawera)

Managing Director

