



BROCK : 047 /2019

November 13, 2019

Re : Management Discussion and Analysis (MD&A) For Quarter 3 / 2019

Attn : President
The Stock Exchange of Thailand

Baan Rock Garden Public Company Limited wishes to clarify the Company's operating performance for 30 September 2019 as the following.

Key Financial Information on 30 September 2019 , 2018

(Unit : thousands)			
Statements of Income	Separate financial statements		
	September 30, 2019	September 30, 2018	+ (-) %
Total revenue	36,407.00	38,098.00	(4.44)
Revenue from Sale	31,254.00	36,561.00	(14.52)
Cost of sales	18,319.00	21,811.00	(16.01)
GROSS PROFIT	12,935.00	14,750.00	(12.31)
Selling and Administrative Expenses	9,697.00	8,611.00	12.61
PROFIT BEFORE INCOME TAX	8,380.00	7,659.00	9.41
Income Tax (Expense) Revenue	2,120.00	1,668.00	27.10
PROFIT (LOSS) FOR THE PERIOD	6,260.00	5,991.00	4.49
Gross profit margin (%)	41.39	40.34	2.59
Net profit to total revenue (%)	17.19	15.73	9.34



Revenue

For financial statement in Quarter 3/2019, the Company has the sales revenue of 31.25 Million Baht, a decrease from the same period last year by approximately 5.30 Million Baht or 14.52% because of, customers waiting for the measures promoted by the government to issue a policy plan for a loan from a financial institution.

Cost of Sales

For financial statement in Quarter 3/2019, the cost of sales was recorded at 18.31 Million Baht, a decrease from the same period last year by approximately 3.50 Million Baht or 16.01% 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 3/2019 was recorded at 9.69 Million Baht, a increased from the same period last year by approximately 1.08 Million Baht or 12.61%.

Gross Profit

The Company's gross profit margin for financial statement in Quarter 3/2019 was recorded at 12.93 Million Baht, decrease from the same period last year by approximately 1.81 Million Baht or 12.31%.

Profit (Loss) For The Period

For financial statement in the Quarter 3/2019, the Company had the net profit of 6.26 Million Baht a increase from the same period last year by approximately 0.27 Million Baht or 4.49% because of, in the quarter 3/2019, there was an increase in revenue other from the same period of the last year, resulting in increased comprehensive income for the period.

Please be informed accordingly.

Yours sincerely,

(Ms.Jantamat Hankimhunt)

Authorized Persons to Disclose Information