



บริษัท ฟลอยด์ จำกัด (มหาชน)

FLOYD Public Company Limited

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FLOYD/MAI/003/2563

21 February 2020

Subject: Management's Discussion of Financial Results for the year ended December 31, 2019

Dear President

The Stock Exchange of Thailand,

Floyd Public Company Limited ("the Company") would like to explain the operating result for the year of 2019 (ending 31 December 2019) compared to the same as previous years. The details are as follows:

Unit: Million Baht	For year ended on		Chang Amount	
	31 Dec 2019	31 Dec 2018	Increasing (Decreasing)	%
Revenues from services	368.36	404.20	(35.84)	(8.87)
Other Income	6.18	4.38	1.80	41.10
Total Revenues	374.54	408.58	(34.04)	(8.33)
Cost of services	288.42	308.51	(20.09)	(6.51)
Administrative expenses and Tax	53.26	56.07	(2.81)	(5.01)
Net Profit / Margin	32.86	44.00	(11.14)	(25.32)

In the year of 2019, net profit of the Company was 32.86 Million Baht or equivalent to 25.32% decrease from the same of previous year.

1. Revenue from services

The Company's revenues from services in the year of 2019 was 368.36 Million Baht decreased 35.84 Million Baht or decreased by 8.87% from 404.20 Million Baht the same as 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 year of 2019, the cost of service was amount 288.42 Million Baht, representing a decrease of 20.09 Million Baht or 6.51% from 308.51 Million Baht compared to the same as 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

T. Jittawera

(Mr. Thosaporn Jittawera)

Managing Director