



BROCK : 032 / 2024

November 11, 2024

Re: Management Discussion and Analysis (MD&A) For Quarter 3 Year 2024.

Attn: President

The Stock Exchange of Thailand

Baan Rock Garden Public Company Limited wishes to clarify the Company's operating performance for 30 September 2024 as the following.

**Key Financial Information on September 30, 2024, 2023**

(Unit : thousands)			
Statements of Income	Separate financial statements		
	September 30, 2024	September 30, 2023	+ (-) %
Total revenue	17,421.53	21,406.67	(18.62)
Revenue from Sale	16,216.06	21,774.09	(25.53)
Cost of sales	8,113.84	11,339.40	(28.45)
GROSS PROFIT	8,102.22	10,434.69	(22.35)
Selling and Administrative Expenses	11,104.65	10,608.51	4.68
PROFIT BEFORE INCOME TAX	(1,912.47)	(642.07)	197.86
Income Tax (Expense) Revenue	(106.11)	(795.31)	(86.66)
PROFIT (LOSS) FOR THE PERIOD	(2,018.58)	(1,437.38)	40.43
Gross profit margin (%)	49.96	47.92	4.26
Net profit to total revenue (%)	(11.59)	(6.71)	72.56



### **Revenue**

For financial statement in Quarter 3 Year 2024 , the Company had the sales revenue of 16.22 Million Baht, a decreased from the same period last year by approximately 5.56 Million Baht or decreased 25.53% As a result of the current situation, the competition is quite high.

### **Cost of Sales**

For financial statement in Quarter 3 Year 2024 , the cost of sales was recorded at 8.13 Million Baht, a decreased from the same period last year by approximately 3.24 Million Baht or decreased 28.45% 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 Year 2024 was recorded at 11.10 Million Baht, an increased from the same period last year by approximately 0.50 Million Baht or increased 4.68 %

### **Gross Profit**

The Company's gross profit margin for financial statement in Quarter 3 Year 2024 was recorded at 8.10 Million Baht, decreased from the same period last year by approximately 3.23 Million Baht or decreased 22.35%

### **PROFIT (LOSS) FOR THE PERIOD**

For financial statement in the Quarter 3 Year 2024, the Company had the net profit of (2.02) Million Baht an increased from the same period last year by approximately 0.58 Million Baht or increased 40.43% As a result of the current situation, the competition is quite high and customers postpone their decision due to the economic situation.

Please be informed accordingly.

Sincerely Yours,

(Mr. Thakorn Boonpha)

Authorized Persons to Disclose Information