



Ref. AC 16/022

November 10, 2016

**President**

The Stock Exchange of Thailand  
93 Ratchadaphisek Road, Dindaeng, Dindaeng, Bangkok 10400

Dear Sir,

**Re: Management Discussion and Analysis of the Operating Performance for Quarter 3, 2016**

Amata VN Public Company Limited ("AMATAVN") would like to report the operating performance result of the company for Quarter 3, 2016.

**Net Profit**

The result of the consolidated financial statement for the three-month period ended 30 September 2016 has reached a net profit of 29.49 million baht and when comparing with the operating performance of the same period of last year with a net profit of 10.00 million baht. The overall net profit has increased by 19.49 million baht or equivalent to 195% increase. The Increase of the net profit was due to higher revenue from industrial estate land sales, rental and utility services.

The overall net profit for the nine-month period ended 30 September, 2016 has reached 127.60 million baht compared to previous year of 118.37 million baht. The net profit has increased by 9.24 million baht or equivalent to 8% increase, which was mainly due to higher revenue from industrial estate land sales, rental and utility services.

**Revenue and operation performance**

Total revenue performance of Quarter 3, 2016 was 146.17 million baht compared with 119.68 million baht for the same period of 2015, representing an overall increase 26.49 million baht or a growth of 22% where it was mainly coming from:

1. The industrial estate land sales revenue has reached 24.27 million baht compared to no sales in the previous year - the revenue has increased by 24.27 million baht.
2. The rental and utility services revenue has reached 114.70 million baht compared with 104.76 million baht for the same period of 2015, an increase of 9.94 million baht or 9% growth.

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Total revenue performance for the nine-month period ended 30 September, 2016 was 549.06 million baht compared with 577.78 million baht for the same period of 2015, representing overall decrease 28.73 million baht or equivalent to 5% decrease where it was mainly coming from:

1. The industrial estate land sales revenue has reached 172.99 million baht as compared with 208.32 million baht for the same period of 2015. The revenue has decreased by 35.33 million baht or equivalent to 17% decrease.
2. The rental and utility services revenue has reached 352.42 million baht as compared with 297.81 million baht for the same period of 2015. The revenue has increased by 54.62 million baht or 18% growth.

For your information,  
**AMATA VN PUBLIC COMPANY LIMITED**

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DIRECTOR



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