

Ref. AC 06/18

August 10 , 2018

Subject : Management Discussion and Analysis of the Operating Performance for the six month period ended 30 June 2018

To : The president of stock exchange of Thailand

Amata VN Public Company Limited (“AMATAVN”) would like to report the operating performance result of the company for the six month period ended 30 June 2018 as follow:

**Revenue and gross margin**

Total revenue for the six month period ended 30 June 2018 was THB 744.86 million compared with THB 326.65 million for the same period of 2017, representing an overall increase THB 418.20 million or an increase of 175.04%, revenue breakdown as follows:

Unit: THB, million	For the six month period ended 30 June 2017	For the six month period ended 30 June 2018	Change	% Change
Revenue from real estate sales	44.73	427.45	382.72	855.60
Revenue from rental	118.59	112.49	(6.1)	(5.14)
Revenue from utility services	112.45	104.79	(7.66)	(6.81)
Gains on sales of investment properties	42.23	73.76	31.53	74.66
Interest income	5.67	5.34	(0.33)	(5.82)
Gains on exchange	-	9.17	9.17	-
Other income	2.98	11.86	8.88	297.99
<b>Total revenue</b>	<b>326.65</b>	<b>744.86</b>	<b>418.21</b>	<b>128.03</b>

Revenue increased was mainly due to increase in revenue from real estate sales which increased for THB 382.72 million or an increase of 855.60%. Gross profits by segment are detailed as follows:

Unit: THB, million	For the six month period ended 30 June 2017	For the six month period ended 30 June 2018	Change	% Change
Revenue from real estate sales	44.73	427.45	382.72	855.60
Cost of real estate sales	11.51	155.44	143.93	1,250.48
Gross profits	33.22	272.01	238.79	718.81
Gross margin	74.27	63.64		
Revenue from rental	118.59	112.49	(6.1)	(5.14)
Cost of rental	42.46	34.96	(7.50)	(17.60)
Gross profits	76.13	77.53	1.40	1.83
Gross margin	64.10	68.90		
Revenue from utility services	112.45	104.79	(7.66)	(6.81)
Cost of services	84.70	76.57	(8.13)	(9.60)
Gross profits	27.75	28.22	0.47	1.69
Gross margin	24.68	26.93		

#### **Selling and administrative expenses and other expenses**

Selling and administrative expenses and other expenses for the six month period ended 30 June 2018 was THB 79.30 million, decreased THB 37.00 million or 31.81% from the same period of 2017. The main reason from the depreciation of Vietnam Dong currency against Thai Baht currency resulting in no loss on exchange.

Unit: THB, million	For the six month period ended 30 June 2017	For the six month period ended 30 June 2018	Change	% Change
Selling expenses	4.10	4.90	0.80	19.51
Administrative expenses	53.98	74.40	20.42	37.83
Loss on exchange	58.22	-	(58.22)	-
<b>Total</b>	<b>116.30</b>	<b>79.30</b>	<b>37.00</b>	<b>31.81</b>

**Net Profit**

The consolidated net profit for the six month period ended 30 June 2018 was THB 310.12 million and when comparing with the operating performance of the same period of 2017 which net profit was THB 42.86 million. The overall net profit has increased by THB 267.26 million or equivalent to 623.5% increase. The increase of the net profit was mainly due to gross profits from real estate sales.

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



(Mr. Nattorn Kijsamrej)  
Vice President – Finance & Accounting