



Ref. AC 16/016

August 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 2, 2016**

Amata VN Public Company Limited ("AMATAVN") would like to report the operating performance result of the company for Quarter 2, 2016.

**Net Profit**

The result of the consolidated financial statement for the three-month period ended 30 June 2016 has reached a net profit of 51.98 million baht and when comparing with the operating performance of the same period of last year with a net profit of 45.79 million baht. The overall net profit has increased by 6.19 million baht or equivalent to 14% 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 six-month period ended 30 June, 2016 has reached 98.12 million baht compared to previous year of 108.37 million baht. The net profit has decreased by 10.25 million baht or equivalent to 9% decrease, which was mainly due to lower revenue from industrial estate land sales.

**Revenue and operation performance**

Total revenue performance of Quarter 2, 2016 was 201.41 million baht compared with 194.50 million baht for the same period of 2015, representing an overall increase 6.91 million baht or a growth of 4% where it was mainly coming from:

1. The industrial estate land sales revenue has reached 74.11 million baht compared to previous year of 55.36 million baht - the revenue has increased by 18.75 million baht or equivalent to 34% growth.
2. The rental and utility services revenue has reached 120.08 million baht compared with 98.04 million baht for the same period of 2015, an increase of 22.04 million baht or 22% growth.



Total revenue performance for the six-month period ended 30 June, 2016 was 402.89 million baht compared with 458.11 million baht for the same period of 2015, representing overall decrease 55.22 million baht or equivalent to 12% decrease where it was mainly coming from:

1. The industrial estate land sales revenue has reached 148.73 million baht as compared with 208.32 million baht for the same period of 2015. The revenue has decreased by 59.59 million baht or equivalent to 29% decrease.
2. The rental and utility services revenue has reached 237.72 million baht as compared with 193.04 million baht for the same period of 2015. The revenue has increased by 44.68 million baht or 23% growth.

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

Mr. Kampol Tatiyakavee  
DIRECTOR

