

รพ RP-AC 004/2016

14th September 2016

Subject Clarification of 3Q16 Operating Results

To Directors and Managers of the Stock Exchange of Thailand

Richy Place 2002 Public Company Limited (RICHY) would like to clarify the company operating results for three-months and nine-month period ended 30th September 2016 as follows:

Comparison profit and loss between three-month periods ended September 2016 and September 2015

Unit: Million Baht

Profit and Loss Statement	30 SEP 2016		30 SEP 2015		In(De)crease	%
	million baht	%	million baht	%		
Revenue from sale of real estate	91.29	91.80	107.45	99.12	(16.16)	(15.04)
Other income	8.15	8.20	0.95	0.88	7.20	757.89
Total income	99.44	100.00	108.40	100.00	(8.96)	(8.27)
Cost of real estate sales	56.03	61.38	70.73	65.83	(14.70)	(20.78)
Gross profit	43.41	43.65	37.67	34.75	5.74	15.24
Selling and Administrative expenses	36.27	36.47	23.70	21.86	12.57	53.04
Selling expenses	28.78	28.94	16.20	14.94	12.58	77.65
Administrative expenses	7.49	7.53	7.50	6.92	(0.01)	(0.13)
Profit before finance costs and income tax expense	7.14	7.18	13.97	12.89	(6.83)	(48.89)
Finance costs	4.40	4.42	0.85	0.78	3.55	417.65
Profit before income tax expense	2.74	2.76	13.12	12.10	(10.38)	(79.12)
Income tax expense	(1.68)	(1.69)	2.51	2.32	(4.19)	(166.93)
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	4.42	4.44	10.61	9.79	(6.19)	(58.34)

Comparison of profit and loss between nine-month periods ended September 2016 and September 2015

Unit: Million Baht

Profit and Loss Statement	30 SEP 2016		30 JUNE 2015		In(De)crease	%
	million baht	%	million baht	%		
Revenue from sale of real estate	446.85	97.05	330.45	99.01	116.40	35.22
Other income	13.60	2.95	3.31	0.99	10.29	310.88
Total income	460.45	100.00	333.76	100.00	126.69	37.96
Cost of real estate sales	288.20	64.50	221.29	66.97	66.91	30.24
Gross profit	172.25	37.41	112.47	33.70	59.78	53.15
Selling and Administrative expenses	115.08	24.99	80.44	24.10	34.64	43.06
Selling expenses	90.79	19.72	55.59	16.66	35.20	63.32
Administrative expenses	24.29	5.28	24.85	7.45	(0.56)	(2.25)
Profit before financing costs and income tax expense	57.17	12.42	32.03	9.60	25.14	78.49
Financing costs	9.81	2.13	4.82	1.44	4.99	103.53
Profit before income tax expense	47.36	10.29	27.21	8.15	20.15	74.05
Income tax expense	12.55	2.73	6.72	2.01	5.83	86.76
Profit for the year	34.81	7.56	20.49	6.14	14.32	69.89

Remarks: The ratio of earnings are expressed as percentages of the total revenue, excluding the Cost of real estate sales that is presented in a percentage of real estate sales.

Total Revenue

In 3Q16, the company generated the revenue of 99.44 Million Baht, which decreased by 8.96 Million Baht or decreased by 8.27% compare to the same quarter last year. This is due to an decrease in real estate sales revenue by 16.16 million baht, or decreased by 15.04% compare to same period last year.

For the first nine months of the fiscal year 2016, the company generated the revenue of 460.45 Million Baht, increased by 126.69 Million Baht or equivalent to 37.96% compared to the same period last year. The main factor is due to an increase in real estate sales by 116.40 Million Baht, or increased by 35.22% compare to the same quarter last year.

Comparison of nine months operating income ended September 30th, 2016 and 2015

Unit: Million Baht

Project	Revenue		Increase (Decrease)	%
	30-Sep-16	30-Sep-15		
Revenue from sale of real estate	446.85	330.45	116.40	35.22
▪ Condominium	369.97	272.79	97.18	35.62
- LE RICH @Rama 3	3.10	5.76	(2.66)	(46.18)
- Rich Park @Bangson Station	43.39	40.90	2.49	6.09
- RICH PARK2 @Taopoon Interchange	64.59	226.13	(161.54)	(71.44)
-RICH PARK3 @CHAOPHRAYA	258.89	-	258.89	100.00
▪ Townhomes	76.88	57.66	19.22	33.33
- The Rich Biz Home @Sukhumvit 105	24.66	50.37	(25.71)	(51.04)
- The Rich Vill @Ratchapruk	52.22	7.29	44.93	616.32

During the first nine months of the 2016 fiscal year, the revenue from condominium selling was 369.97 increased by 97.18 Million Baht or increased by 35.62%. This was due to the completion of the Rich Park @ Chaophraya project which enable the company to recognize its revenue in the period.

The sales of Town Homes was 76.88 Million Baht, increased by 19.22 Million Baht , or increase by 33.33% as a result of the Rich Ville@Ratchpruk project completion and its revenue recognition in the year 2016. An increase of 616.32 percent

Cost of real estate sales

During 3Q16, the cost of real estate sales was 56.03 Million Baht or 61.38% of the sale of real estate. Whereas it was 70.73 Million Baht or 65.83% of sales in the same period last year.

For the period of nine months, the cost of sales was 288.20 million baht or 64.50% of the sale of real estate. While the cost of real estate sales last year was 221.29 million baht or 66.97% of the sale of real estate.

Selling & Administrative expenses

For 3Q16 , the Company's selling and administrative expenses were 36.27 Million Baht, increase by 12.57 Million Baht from the previous year, or up by 53.04%. Considering the selling cost solely, the cost increased by from last year by 12.58 Million Bath or increase by 77.65%. The main factor is due to the increase of new project. Advertising and Branding expensed by 9.31 Million Baht , 3.27 Million Baht more on other sale expense than the last year.

For 3Q16, the Company's selling and administrative expensed decrease by 0.01 Million Baht or 0.13% from last year

For a period of nine months, the Company's selling and administrative costs were 115.08 Million Baht , which increased by 34.64 Million Baht or up by 43.06 % from last year. To this, the selling cost was up by 35.20 Million Baht or an increase of 63.32% more than the previous year. The main factor is due to the increase of new project. Advertising and Branding expensed increase by 27.95 Million Baht , 7.25 Million Baht more on Other sale Expense than the last year.

For a period of nine months, the Company's selling and administrative expensed decrease by 0.56 Million Baht or 2.25% from last year

Financing Cost

For 3Q16, financial cost was 4.40 Million Baht or 4.42% of the total revenue, increased by 3.55 Million Baht or equivalent to an increase of 417.65% from same quarter last year.

For the period of nine months of the fiscal year 2016, the financial cost was 9.81 Million Baht or 2.13% of the total revenue, increased by 4.99 Million Baht or 103.53% from the previous year.

Net Profit

In 3Q16, the net profit was 4.42 Million Baht or 4.44% of the total revenue, decreased by 6.19 Million Baht or 58.34% from the same quarter last year. The affecting factor was due to an decrease in real estate sales by 15.04%

In the first nine months of the fiscal year 2016, the net profit was 34.81 Million Baht or 7.56% of the total revenue, increased by 14.32 Million Baht or increased by 69.89% from the previous year. This was due to the revenue from sale of real estate increased by 35.22% and Other income increased by 310.88%

Please be informed accordingly.

Sincerely yours,

(Mrs. Kantalak Chantipdisya)

Chief Financial Officer