



Ref. PPS/PCL-064/2018

November 12<sup>th</sup>, 2018Subject : Management Discussion and Analysis of Operating Results for Quarter 3 Ended September 30<sup>th</sup>, 2018

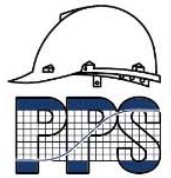
Attention : The President of The Stock Exchange of Thailand

Project Planning Service Public Company Limited (the Company) would like to report on the management discussion and analysis of operating results regarding to the Company's consolidated financial statements for the Quarter 3 of year 2018 ended September 30<sup>th</sup>, 2018 compared to the same period of last year which is summarized as follows.

For Quarter 3 (ended 30 September)	Year 2018 (million Baht)	Year 2017 (million Baht)	Increase (Decrease)	
			(million Baht)	%
Service Income	104.95	98.82	6.13	6.20
Service Cost	73.64	60.05	13.59	22.64
Operating Expenses	25.52	21.26	4.26	20.05
Profit (Loss) attributed to Non-controlling interests	0.05	(0.21)	0.26	N A
Profit attributed to Owners of the Company	5.75	17.73	(11.98)	(67.59)

The Company's consolidated net profit for Quarter 3 of year 2018 (ended September 30<sup>th</sup>, 2018) is 5.75 million Baht which is a decrease of 11.98 million Baht or 67.59% from last year. The company's discussion and analysis are as follows:

1. Total revenue increased by 6.13 million Baht or 6.20% from the same period of last year which is significantly lower in rate compared to increase of service cost were resulted from adjustment of revenue recognition in some projects to reflex the actual project status, delay in commencement of new projects and change in scope of works for a project between a subsidiary company to a joint venture company which caused decrease of the Company and subsidiaries' revenue in this quarter.
2. Service cost increased by 13.59 million Baht or 22.64% from the same period of last year as resulting from delay in commencement date on new projects and expenses of additional staff prepared for business expansion including of regular escalation of staff salary bases.



3. Total operating expenses increased by 4.26 million Baht or 20.05% from the same period of last year resulted from following factors.
- Transfer back of paid doubtful debt for 0.60 million Baht transaction in last year.
  - Loss from cancellation of use in asset increased by 0.09 million Baht from last year.
  - Provision of doubtful debt on the Company's account receivable and a subsidiary's unbilled of finished work for 2.06 million Baht and 0.64 million Baht respectively.
  - Increase of administration expenses from regular escalation of staff salary staff salary bases and new staff recruitment prepared for business growth.

Yours Faithfully,

(Tat Thongpakdi)  
Managing Director