

Ref. NCH 011/2018

February 26, 2018

Subject : Management's Discussion and Analysis for the year 2017

Attention : President
The Stock Exchange of Thailand

N.C. Housing Plc. ("the Company") would like to summarize it's for the year 2017 operating performance for the period ending 31 December 2017 as follows:

The Company and its subsidiaries' posted a net profit of THB 24.01 million for the year 2017 as compared to a net profit of THB 20.39 million posted in the year 2016, which was increase of THB 3.62 million or 17.74 percent.

➤ **Revenues**

Total Revenues

The Company and its subsidiaries' total revenue earned for the year 2017 totaled THB 1,456.96 million increase from the year 2016 totaled THB 1,435.97 million or an increase of 1.46 percent. As a result of sales revenue was increase of THB 23.39 million or 1.67 percent

Sales Revenue

The Company and its subsidiaries' sales revenue earned for the year 2017 totaled THB 1,425.07 million, increase from the year 2016 totaled THB 1,401.68 million or 1.67 percent. As a result of effective ownership transferring was increase.

Rental income and service revenue

The Company and its subsidiaries' rental income and service revenue earned increase of THB 0.43 million or 2.07 percent from property investment.

➤ **Expenses**

Cost of Sales

The Company and its subsidiaries' cost of sales earned for the year 2017 totaled THB 941.28 million, decrease from the year 2016 totaled THB 945.48 million.

Cost for rent and service

The Company and its subsidiaries' cost for rent and service was increase of THB 0.81 million or 3.96 percent from property investment.

Sales and Administrative Expenses

The Company and its subsidiaries' selling expenses amounting to THB 191.66 million, increase of THB 15.52 million, or 8.81 percent from the year 2016, Because of specific business tax, transfer fee and selling expenses were increased.

The Company and its subsidiaries' administrative expenses amounting to THB 170.22 million, decrease of THB 0.90 million, or 0.52 percent. Because of Personnel costs were decreased.

Financial Costs

The Company and its subsidiaries' financial costs was increased THB 13.06 million or 19.60 percent. Because paid the Interest to financial institutions and Fees for applying for loans from financial institutions were increased.

Tax expenses

The Company and its subsidiaries' tax expenses was decreased THB 2.96 million or 61.72 percent from the year 2016. Because of in the year 2017 the Company' posted a net profit decreased.

➤ **Financial Status**

Total Assets

As of December 31, 2017 the company and its subsidiaries' total assets stood THB 4,765.22 million, which was a THB 331.86 million or 6.51 percent decrease from as of December 31, 2016. Transfer of land development costs and inventories to cost of goods instead.

Total Liabilities

As of December 31, 2017 the company and its subsidiaries' has total liabilities of THB 2,275.88 million, decreased from the amount as of December 31, 2016 by THB 355.87 million, or an decrease of 13.52 percent, because Short-term loans and Long-term loans form the financial institutions and Loans form Directors were decreased.

Shareholder's Equity

As of December 31, 2017, shareholder's equity of the Company and its subsidiaries totaled THB 2,489.34 million which was a 0.97 percent increase from as of December 31, 2016 totaled 2,465.33 million baht.

Sincerely Yours,



(Mr. Wichian Silapacharanan)
Deputy Managing Director
Authorized to sign on behalf of the company

Investor Relations Department
Tel: 0-2531-6633, 0-2993-5080-7 ext. 403