

**OHTL Public Company Limited and its subsidiaries**

**Management Discussion and Analysis for the first quarter ended 31 March 2018**

<i>(Unit: Thousand Baht)</i>	<b>Quarter 1 2018</b>	<b>Quarter 1 2017</b>	<b>Increased/ (Decreased)</b>
Occupancy rate (%)	62.3%	61.8%	0.5%
Room revenue	317,603	298,976	6.2%
Food and beverage revenue	280,547	261,291	7.4%
Other revenues	92,138	94,742	(2.7%)
<b>Hotel income</b>	<b>690,288</b>	<b>655,009</b>	<b>5.4%</b>
Cost of sales and services	318,018	320,296	(0.7%)
Operation expenses	181,112	172,621	4.9%
<b>Net profit</b>	<b>165,285</b>	<b>136,035</b>	<b>21.5%</b>

Revenue from the hotel income for the first quarter ended 31 March 2018 increased by Baht 35.3 million or 5.4% compared to the same period last year mainly from room revenues and food and beverage revenues which increased by Baht 18.6 million or 6.2%, and Baht 19.3 million or 7.4%, respectively, while other revenues slightly decreased by Baht 2.6 million or 2.7% when compared to the same period last year.

For expenditures, the Company recorded cost of sales and services at Baht 318.0 million in Q1 2018, decreased by Baht 2.3 million or 0.7% compared to Q1 2017. The operating expenses increased by Baht 8.5 million or 4.9% compared to Q1 2017 partly from an increase of the management fee in Q1 2018 of Baht 2.1 million due to better performance. In addition, sales and marketing expenses increased by Baht 2.7 million, and maintenance expenses increased by Baht 1.6 million. Furthermore, the Company was due to pay an additional property tax of Baht 1.3 million in Q1 2018.

In conclusion, net profit for this quarter increased from Baht 136.0 million in Q1 2017 to Baht 165.3 million, or increased by Baht 29.3 million which is equivalent to 21.5% increase when compared to the same period last year.

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Finance Director