

Ref. NCH 033/2018

May 14, 2018

Subject : Management's Discussion and Analysis 1Q/2018

Attention : President

The Stock Exchange of Thailand

N.C. Housing Plc. ("the Company") would like to summarize its Q1/2018 operating performance for the period ending 31 March 2018 as follows:

The Company and its subsidiaries' posted a net profit of Baht 6.73 million for the Q1/2018 as compared to a net profit of Baht 5.32 million posted in the Q1/2017, which was increased of Baht 1.41 million or 26.59 percent.

➤ **Revenues**

Total Revenues

The Company and its subsidiaries' total revenue earned for Q1/2018 totaled Baht 402.78 million, increased from the Q1/2017 totaled Baht 361.06 million, which was increased of Baht 41.72 million or 11.55 percent. Because of sales revenue earned, which was increased of Baht 41.44 million or 11.69 percent.

Sales Revenue

The Company and its subsidiaries' sales revenue earned for Q1/2018 totaled Baht 395.94 million, increased from the Q1/2017 totaled Baht 354.51 million, which was increased of Baht 41.44 million or 11.69 percent. As a result of effective ownership transferring was increased. These include Baan Pha Piyarom Niva, Natureza Phase 2, Baan Pha Piyarom Lake Grande and Baan Pha Townee Pinklao Don Wai.

Rental Income and Service Revenue

The Company and its subsidiaries' rental income and service revenue earned increase of Baht 0.70 million or 14.80 percent.

➤ **Expenses**

Cost of Sales

The Company and its subsidiaries' cost of real estate was in the amount of Baht 261.31 million, decreased by Baht 26.48 million or 11.28 percent, compared to Baht 234.83 million of last year. The major reason are marketing and promotion expenses.

Cost for Rent and Service

The Company and its subsidiaries' cost for rent and service was increase of Baht 0.11 million or 2.11 percent.

Sales and Administrative Expenses

The Company and its subsidiaries' selling expenses amounting to Baht 58.81 million, increased of Baht 14.79 million, or 33.60 percent from Q1/2017, the major reasons are specific business tax, transfer fee and promotion expenses.

The Company and its subsidiaries' administrative expenses amounting to Baht 39.50 million decreased of Baht 5.85 million, or 12.90 percent.

Financial Costs

The Company and its subsidiaries' financial costs was increased Baht 3.36 million or 20.21 percent, Because of Land awaiting development and the completed project as follow ; Chatuchot , Pinklao.

Tax expenses

The Company and its subsidiaries' tax expenses was increased Baht 0.84 million or 48.98 percent from the Q1/2017. Because of in the Q1/2018 the Company' posted a net profit increased.

➤ **Financial Status**

Total Assets

As of March 31, 2018 the company and its subsidiaries' total assets stood Baht 4,712.78 million, which was a Baht 52.45 million or 1.10 percent decreased from as of December 31, 2017. The major reason is inventories decreased because effective ownership transferring was increased.

Total Liabilities

As of March 31, 2018, the company and its subsidiaries' has total liabilities of Baht 2,216.71 million, decreased from the amount as of December 31, 2017 by Baht 59.17 million, or an decrease of 2.60 percent, resulting from the effective debt management of the Company and its subsidiaries.

Shareholder's Equity

As of March 31, 2018, shareholder's equity of the Company and its subsidiaries totaled Baht 2,496.07 million which is a 0.27 percent increased from as of December 31, 2017 totaled Baht 2,489.34 million because the Company' posted a unappropriated retained earnings was increased.

Sincerely Yours,



(Mr. Wichian Silapacharanan)

Deputy Managing Director

Authorized to sign on behalf of the company

Investor Relations Department

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