



บริษัท เนาวัฒน์พัฒนาการ จำกัด (มหาชน)  
NAWARAT PATANAKARN PUBLIC COMPANY LIMITED

(Translation)

No.FN-NWR 075/61

15 May 2018

Subject : Submission of Financial Statements for the first quarter ended March 31,2018

To : President  
The Stock Exchange of Thailand

Enclosure : 1. Financial Statements for the first quarter ended March 31,2018  
2. Management Discussion and Analysis

Nawarat Patanakarn Public Company Limited would like to submit Reviewed Financial Statements for the first quarter ended March 31,2018. Please find enclosed the Management Discussion and Analysis

Please be informed accordingly.

Yours sincerely

- Signed -

(Miss.Pakatip Lopandhsri)

Director & Senior Vice President

Nawarat Patanakarn Public Company Limited



(Translation)

**NAWARAT PATANAKARN PUBLIC COMPANY LIMITED**  
**SUMMARY OF FINANCIAL POSITION AND PERFORMANCE**  
**FOR THE PERIOD OF THREE MONTHS ENDED MARCH 31, 2018**

1. Analysis of operation results for the first quarter of 2018 in comparison with those for the same quarter of 2017 (from the consolidated financial statements)

Items	First quarter of 2018	First quarter of 2017	Increased (Decreased)	
			Amount	%
1.1 Revenues from construction	Baht 2,250.87 million	Baht 1,971.42 million	Baht 279.45 million	14.18
1.2 Cost of construction	93.35 %	91.49 %	-	2.03
1.3 Sales and service income	Baht 254.01 million	Baht 93.65 million	Baht 160.36 million	171.23
1.4 Cost of sales and service	79.79 %	106.45 %	-	(25.04)
1.5 Selling expenses	Baht 23.63 million	Baht 11.54 million	Baht 12.09 million	104.77
1.6 Administrative expenses	Baht 163.11 million	Baht 125.27 million	Baht 37.84 million	30.21
1.7 Finance cost	Baht 55.50 million	Baht 49.92 million	Baht 5.58 million	11.18

2. The operation results (from the consolidated financial statements) ended March 31

Item	First quarter of 2018	First quarter of 2017
Profit for three months attributable to equity holders of the Company (from the consolidated financial statements)	Baht 41.16 million	Baht (6.54) million
Profit (loss) for three months (from the separate financial statements)	Baht 81.38 million	Baht 56.64 million

3. Management Discussion and Analysis

3.1 Sales and service income for the first quarter of 2018 has increased by Baht 160.36 million or 171.23% when compared to the same quarter of 2017 due to the fact that Mana Patanakarn Co., Ltd., the Company's subsidiary company which do real estate development business, has transferred the ownership of houses and condominium rooms to the purchasers.

3.2 Cost of sales and service for the first quarter of 2018 is equal to 79.79% of Sales and service income. This is due to the fact that cost of real estate development business of Mana Patanakarn Co., Ltd. is normally much lower than other businesses.

3.3 Selling expenses of the first quarter of 2018 has increased by Baht 12.09 million or 104.77% when compared to the same quarter of 2017. Details of selling expenses are as follows:

Unit : million Baht

Company's name	First quarter of 2018	First quarter of 2017
Mana Patanakarn Company Limited	20.03	11.54
Advance Prefab Company Limited	2.91	-
TasteMaker Company Limited	0.69	-
Total	23.63	11.54

During the first quarter of 2018, sales and promotion expenses of Mana Patanakarn Company Limited were higher

when compared to the same quarter of 2017. The company also had to pay special business tax and local tax, when transferred the right of ownership to the purchasers, more in the first quarter of 2018.

3.4 Administrative expenses for the first quarter of 2018 increased when compared to the same quarter of 2017 by the amount of Baht 37.84 million or 30.21%. Details of administrative expenses are as follows:

Unit : million Baht

Company's name	First quarter of 2018	First quarter of 2017
Nawarat Patanakarn Public Company Limited	100.22	80.90
Mana Patanakarn Company Limited	17.03	15.19
Advance Prefab Company Limited	22.66	19.26
Utility Business Alliance Company Limited	8.38	6.49
TasteMaker Company Limited	3.22	2.14
Others	11.60	1.29
Total	163.11	125.27

Salary expense was increased in the first quarter of 2018 when compared to the same quarter of 2017 by the amount of Baht 15.91 million from annual salary adjustment. The Company also recognized loss from foreign exchange rate more at the amount Baht 12.04 million when compared to the same quarter of 2017.

3.5 During the first quarter of 2018, the Company received the payment from one accounts receivable at the amount of Baht 30.81 million. The Company had already recognized doubtful debt for this amount in full.

3.6 On August 21, 2015, the Company issued and offered 1,500,000 units of 3-year debentures with a par value of Baht 1,000 each, totaling Baht 1,500 million. The debentures will be mature on August 21, 2018. The coupon rate is 4.5% per annum. The objectives of issuing the debentures are a) investment in the new projects, b) repayment of debts, and c) working capital. Interest expense of debentures for the first quarter of 2018 was Baht 16.64 million.

On August 28, 2017, the Company issued and offered 2,000,000 units of 3-year debentures with a par value of Baht 1,000 each, totaling Baht 2,000 million. The debentures will be mature on August 28, 2020. The coupon rate is 4.5% per annum. The objectives of issuing the debentures are a) investment in the new projects, b) repayment of debts, and c) working capital. The Company can sell debentures of Baht 1,720.1 million. Interest expenses of debentures for the first quarter of 2018 were Baht 19.09 million.

3.7 On March 28, the Central Bankruptcy Court ordered Saraburi Coal Company Limited ("Saraburi") into final receivership. The Company and Saraburi are the parties to a joint venture agreement, NWR-SBCC Joint Venture, to carry out a soil and coal extraction and transportation work project at Mae Moh mine, Lam Pang of the Electricity Generating Authority of Thailand ("EGAT"), with both venture partners having a 50% interest. As a result of the final receivership order issued by the Court, Saraburi is considered to be in breached of the joint venture agreement and the Company has therefore exercised its right under the agreement to notify the termination of Saraburi's responsibilities in the NWR-SBCC Joint Venture. Consequently, on January 2018, the Court has ordered Saraburi to go bankrupt.

On May 8, 2017, the Company issued a letter notifying the termination of Saraburi's responsibilities in the joint venture. As a result, the contractual roles, rights and responsibilities of Saraburi under the NWR-SBCC Joint Venture agreement are terminated, with the Company assuming the rights and responsibilities of control and operation in accordance with the contract until the service is completed, for which the scheduled date is in March 2018. The outcome of the lawsuit involving Saraburi and the exercise of this right have impact neither on the Company's proportionate interest in NWR-SBCC Joint Venture nor the operation of this project with EGAT.