

**OHTL Public Company Limited and its subsidiaries**

**Management Discussion and Analysis for the second quarter ended 30 June 2018**

<i>(Unit: Thousand Baht)</i>	<b>Quarter 2 2018</b>	<b>Quarter 2 2017</b>	<b>Increased/ (Decreased)</b>
Occupancy rate (%)	38.8%	39.8%	(1.0%)
Room revenue	152,513	151,139	0.9%
Food and beverage revenue	174,164	172,302	1.1%
Other revenues	72,147	75,772	(4.8%)
<b>Hotel income</b>	<b>398,824</b>	<b>399,213</b>	<b>(0.1%)</b>
Cost of sales and services	267,394	272,431	(1.8%)
Operation expenses	171,956	158,093	8.8%
<b>Net loss</b>	<b>(30,953)</b>	<b>(25,095)</b>	<b>23.3%</b>

Revenue from the hotel income for the second quarter ended 30 June 2018 decreased by Baht 0.4 million or 0.1% compared to the same period last year mainly from other revenue which decreased by Baht 3.6 million or 4.8%, while room revenues and food and beverage revenues increased by Baht 1.4 million or 0.9%, and Baht 1.9 million or 1.1%, respectively when compared to the same period last year.

For expenditures, the Company recorded cost of sales and services at Baht 267.4 million in Q2 2018, decreased by Baht 5.0 million or 1.8% compared to Q2 2017. The operating expenses increased by Baht 13.9 million or 8.8% compared to Q2 2017 partly from compensation of litigation case that the Company is liable to pay Baht 20 million together with interest at the rate of 7.5 percent per annum from 7 June 2013 according to note to financial information as of 30 June 2018.

In conclusion, net loss for this quarter increased from Baht 25.1 million in Q2 2017 to Baht 31.0 million, or increased by Baht 5.9 million which is equivalent to 23.3% increase when compared to the same period last year.

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Finance Director