

August 14, 2018

Subject: The clarification of the quarter 2/2018's profit changing more than 20%
Attention: The President
The Stock Exchange of Thailand

In Q2/2018, Lalin Property Public Co., Ltd., shows a profit at 219.68 million baht increased from 172.62 million baht showed in Q2/2017, or increased by 28.78%. The company would like to clarify reasons why Q2/2018's profit showed changing over 20% as follows.

1. Revenue from sales

In Q2/2018, the company's revenue from sale was 1,119.65 million baht increased from 882.69 million baht showed in the corresponding period last year, or 26.84% increased. The increment was in accordance with company's expanding strategy and well management in marketing and sales; therefore, company's revenues were able to growth better than overall of the industry.

2. Selling and Administrative Expenses

Selling and Administrative Expenses increase in accordance with sales. In Q2/2018, the company's selling and administrative expenses were 124.45 million baht increased from 102.52 million baht showed in the corresponding period last year, or 21.39% increased, which is corresponding with sales growth and expansion of company's internal activities. Nevertheless, the rate of increase is less than the growth rate of company's revenue; therefore, SG&A/Sales decrease from 11.61% in Q2/2017 to 11.12% in Q2/2018.

3. Financial Expenses

The financial expenses in Q2/2018 were 5.76 million baht increased from the corresponding period last year which were at 1.86 million baht. Comparing in term of percentage of sales, the ratio is not much change. The ratio was slightly increased to 0.51% in Q2/2018 from 0.21% in Q1/2017.

Please be informed accordingly,

Sincerely yours,

Chaiyan Chakarakul
Managing Director
Lalin Property Public Co., Ltd.