

Ref. NCH 006/2019

February 27, 2019

Subject: Management's Discussion and Analysis for the year 2018

Attention: President

The Stock Exchange of Thailand

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

The Company and its subsidiaries' posted a net profit of THB 96.30 million for the year 2018 as compared to a net profit of THB 24.01 million posted in the year 2017, which was an increase of THB 72.29 million or 301.05 percent.

➤ **Revenues**

Total Revenues

The Company and its subsidiaries' total revenue earned for the year 2018 totaled THB 1,782.19 million, an increase from the year 2017 totaled THB 1,456.96 million, an increase of THB 325.23 million or 22.32 percent.

Sales Revenue

The Company and its subsidiaries' sales revenue earned for the year 2018 totaled THB 1,735.26 million, an increase from the year 2017 totaled THB 1,425.07 million, an increase of THB 310.19 million or 21.77 percent. Due to the sale and transfer of Chatuchot land ownership.

Rental income and service revenue and other income

The Company and its subsidiaries' rental income and service revenue earned increase of THB 1.28 million or 6.08 percent and other income increased THB 13.76 million or 126.05 percent

➤ Expenses

Cost of Sales

The Company and its subsidiaries' cost of sales earned for the year 2018 totaled THB 1,161.05 million, increase from the year 2017 totaled THB 941.28 million or 23.35 percent. Due to the ownership transfer was increase.

Cost for rent and service

The Company and its subsidiaries' cost for rent and service was decrease of THB 0.26 million or 1.21 percent

Sales and Administrative Expenses

The Company and its subsidiaries' selling expenses amounting to THB 209.68 million, increase of THB 18.02 million, or 9.40 percent from the year 2017, Because of specific business tax, transfer fee and selling expenses were increased.

The Company and its subsidiaries' administrative expenses amounting to THB 174.85 million, increase of THB 4.63 million, or 2.72 percent. Because of Personnel costs were increased.

Financial Costs

The Company and its subsidiaries' financial costs was decreased THB 21.02 million or 26.38 percent. Because the decrease in loans from financial institutions and loans from other companies.

Tax expenses

The Company and its subsidiaries' tax expenses was increased THB 15.96 million or 868.84 percent from the year 2017. Due to the profits increase.

➤ Financial Status

Total Assets

As of December 31, 2018 the company and its subsidiaries' total assets stood THB 4,249.63 million, which was a THB 515.59 million or 10.82 percent decrease from as of December 31, 2017. During the period, the cost of land and land development costs were transferred to cost of sales, and inventories decreased due to an increase in the transfer of ownership.

Total Liabilities

As of December 31, 2018 the company and its subsidiaries' has total liabilities of THB 1,663.99 million, decreased from the amount as of December 31, 2017 by THB 611.89 million, or an decrease of 26.89 percent, Loan from financial institution decreased

Shareholder's Equity

As of December 31, 2018, shareholder's equity of the Company and its subsidiaries totaled THB 2,585.64 million which was a 3.87 percent, increases from as of December 31, 2017 totaled 2,489.34 million baht, because the company has not allocated its additional accumulated profit.

Sincerely Yours,



(Mr.Wichian Silapacharanan)

Deputy Managing Director

Authorized to sign on behalf of the company

Investor Relations Department

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