

MJD.IR.009/2562

14 May 2019

Subject : Clarification of the operating result for the year 2019 ended March 31, 2019

**To : Director and Manager
The Stock Exchange of Thailand**

Major Development Public Company Limited ("The Company") would like to inform total revenues 1,463.52 million baht and net profit 151.14 million baht in the consolidated financial statement for three months of 2019 ended March 31, 2019 compared with the same period in 2018 which had total revenues 682.37 million baht and net profit 121.99 million baht. The above performance was from these following reasons;

- Sales of units in condominium projects increased by 773.89 million baht or 147.63% from 524.22 million baht in Q1/2018 to 1,298.11 million baht in Q1/2019 due to the continuous transfer in MAESTRO 07 Victory Monument which completed construction in end of 2018 and other ready to move in projects such as M Jatujak, MAESTRO 03 Ratchada-Rama9, MANOR Sanambinnam due to sales promotions.
- Revenues from hotel operations in Q1/2019 amounted 88.15 million baht increased by 9.18 million baht or 11.62% from 78.97 million baht in Q1/2018 due to the opening of new hotel, MAVEN Stylish Hotel Bangkok.
- Management fee income in Q1/2019 amounted 20.81 million baht increased by 10.81 million baht or 108.10% from 10.00 million baht in Q1/2018 due to the increase in revenue from joint venture project and juristic management income.
- Cost of units in condominium projects sold in Q1/2019 amounted 804.67 million baht or 61.99% of sales compared to 292.57 million baht in Q1/2018 or 55.81% of sales. %Cost increased due to the increase of sales promotion in ready to move in projects.
- Cost from hotel operations in Q1/2019 amounted 57.23 million baht increased by 9.60 million baht or 20.16% from 47.63 million baht in Q1/2018 due to the opening of new hotel, MAVEN Stylish Hotel Bangkok.
- Selling expenses in Q1/2019 amounted 203.76 million baht increased by 108.95 million baht or 114.91% compared to 94.81 million baht in Q1/2018 due to the increase of unit transfer and sales promotions.
- Administrative Expenses in Q1/2019 amounted 259.48 million baht increased by 154.70 million baht or 147.64% compared to 104.78 million baht in Q1/2018 mainly from provision expenses in Q1/2019 and the reversal of provision expenses in Q1/2018.
- Share of gain from investments in joint ventures in Q1/2019 amounted 136.22 million baht compared to 135.38 million baht in Q1/2018 due to the continuous transfer in MARQUE Sukhumvit project. As of March 31, 2019, there were about 327 million baht of signed contracts not yet recognized as income (Backlog) in MARQUE Sukhumvit project.
- Finance cost in Q1/2019 amounted 90.56 million baht decreased by 51.15 million baht or 36.09% from 141.71 million baht in Q1/2018 due to the continuous loan repayments.

For the separate company financial statement, the company would like to inform total revenues 767.57 million baht and net profit 236.84 million baht for three months of 2019 ended March 31, 2019, compared with the same period in 2018 which had total revenues 275.47 million baht and net profit 18.51 million baht. The above performance was from these following reasons;

- Sales of units in condominium projects increased by 230.98 million baht or 117.17% from 197.14 million baht in Q1/2018 to 428.12 million baht in Q1/2019 due to the increase of sales promotions in ready to move in projects.
- There was dividend from joint venture, MARQUE Sukhumvit, amounted 280.49 million baht in Q1/2019.
- Cost of units in condominium projects sold in Q1/2019 amounted 261.86 million baht or 61.17% of sales compared to 102.05 million baht in Q1/2018 or 51.77% of sales. %Cost increased due to the increase of sales promotion in ready to move in projects.
- Selling expenses in Q1/2019 amounted 98.26 million baht increased by 78.52 million baht or 397.77% compared to 19.74 million baht in Q1/2018 due to the increase of unit transfer and sales promotions.
- Administrative Expenses in Q1/2019 amounted 86.52 million baht increased by 72.52 million baht or 518.00% compared to 14.00 million baht in Q1/2018 from provision expenses.
- Finance cost in Q1/2019 amounted 99.83 million baht decreased by 12.62 million baht or 11.22% from 112.45 million baht in Q1/2018 due to the continuous loan repayments.

Please be informed accordingly

Sincerely yours,

(Mr. Suriya Poolvorakak)
Executive Director and Managing Director