

**OHTL Public Company Limited and its subsidiaries**

**Management Discussion and Analysis for the first quarter ended 31 March 2019**

<i>(Unit: Thousand Baht)</i>	<b>2019</b>	<b>2018</b>	<b>Increased (Decreased)</b>
Room revenue	235,449	317,603	(25.9%)
Food and beverage revenue	219,300	280,547	(21.8%)
Other revenues	77,322	92,138	(16.1%)
<b>Hotel income</b>	<b>532,071</b>	<b>690,288</b>	<b>(22.9%)</b>
Cost of sales and services	283,641	318,018	(10.8%)
Operating expenses	250,591	181,112	38.4%
Finance costs - Interest expense	3,105	1,356	129.0%
<b>Net profit</b>	<b>10,948</b>	<b>165,285</b>	<b>(93.4%)</b>

Revenue from the hotel income for the first quarter ended 31 March 2019 decreased by Baht 158.2 million or 22.9% compared to the same period last year which was resulted from the renovation of the River Wing building that included the closure of 338 guestrooms, Verandah Restaurant and Terrace, and Lord Jim's Restaurant as approved by the Extraordinary General Meeting of Shareholders held on 12 December 2018. For this reason, net profit for this quarter decreased by Baht 154.3 million or 93.4% compared to the same period last year. However, operating profit would decrease by Baht 75.3 million or 45.6% if excluding the write-off of plant and equipment from the renovation of River Wing building amount of Baht 79.0 million.

For expenditures, the Company recorded cost of sales and services at Baht 283.6 million in Q1 2019, decreased by Baht 34.4 million or 10.8% and operating expenses which included the write-off of plant and equipment that increased by Baht 69.5 million or 38.4% compared to Q1 2018.

An additional finance cost of Baht 1.7 million or 129.0% was increased when compared to the same period last year resulted from interest on long-term loan that the Company had drawn down for the hotel renovation.

Ms. Siriwan Chamnannarongsak

Finance Director