

November 13, 2019

Ref. 377/2019

Subject: Explanation on percentage of changes more than 20% in company's operating performance for the three-month and nine-month periods ended 30 September 2019

Attn: Director and Manager  
The Stock Exchange of Thailand

According to the resolutions of Board of Director ("BOD") Meeting No. 7/2019 held on November 13, 2019 the BOD of Areeya Property Public Company Limited ("The Company") has approved financial statements for the third quarter ended September 30, 2019. The Company had a net loss of Baht 86.2 million, compared to a net profit of Baht 17.0 million in the same period of last year which decreased by Baht 103.2 million

For the nine-month periods ended of September 30, 2019, the Company had a net loss of Baht 120.3 million, decreased by Baht 207.2 million, compared to a net profit of Baht 86.9 million in the same period of last year.

The Company would like to report herewith the operation results for the third quarter ended September 30, 2019 and for the nine-month periods ended of September 30, 2019 with a difference more than 20% in comparison with the same period of previous year, due to the following main reasons.

1. The Revenue from real estate for third quarter of year 2019 was shown in the amount of Baht 719.5 million, decreased by Baht 298.8 million or -29.3 percent, compared to Baht 1,018.3 million in the same quarter of last year. While the Revenue from real estate for the nine-month periods ended of September 30, 2019 was in the amount of Baht 2,373.7 million, decreased by Baht 645.5 million or -21.4 percent, compared to Baht 3,019.2 million in the same period of last year. The details of revenue from sale of real estate are as follows:

Unit : million Baht

	For 3 <sup>rd</sup> Quarter			For the nine-month periods		
	2019	2018	Increase/ (Decrease)	2019	2018	Increase/ (Decrease)
Townhouse	641.8	739.7	-97.9	2,067.4	2,281.0	-213.6
Condominium	34.1	110.0	-75.9	139.2	382.0	-242.8
Inter Sale	43.6	168.6	-125.0	167.1	356.2	-189.1
<b>Total</b>	<b>719.5</b>	<b>1,018.3</b>	<b>-298.8</b>	<b>2,373.7</b>	<b>3,019.2</b>	<b>-645.5</b>

2. Cost of sale of real estate for third quarter of year 2019 was in amount Baht 492.6 million, decreased by Baht 143.8 million or -22.6 percent, compared to Baht 636.4 million in the same quarter of last year. While cost of good sold for the nine-month periods ended of September 30, 2019 was in amount Baht 1,500.9 million, decreased by Baht 394.1 million or -20.8 percent, compared to Baht 1,895.0 million in the same period of last year.
3. For the 3<sup>rd</sup> quarter of 2019, Finance costs was in the amount Baht 72.7 million, increased by Baht 13.6 million or 23.0 percent, compared to Baht 59.1 million in the same quarter of last year. While the Finance costs for the nine-month periods ended September 30, 2019 was Baht 229.5 million, increased by Baht 54.9 million or 31.4 percent, compared to Baht 174.6 million in the same periods of the last year. Because, the Company real estate projects are almost completed development that will be recognized the Revenue in next financial period.
4. For the 3<sup>rd</sup> quarter of 2019, Income tax (revenue) expense was in the amount of Baht -19.5 million, decreased by Baht 31.3 million or -265.2 percent, compared to Baht 11.8 million in the same quarter of last year. While the Income tax (revenue) expense for the nine-month periods ended September 30, 2019 was Baht -27.0 million, decreased by Baht 65.6 million or -169.9 percent, compared to Baht 38.6 million in the same periods of the last year. Because the current period taxable profit is less than prior year.

Yours Sincerely,



(Mr. Anat Pinrat)  
Company Secretary