

May 16, 2019

Subject: The clarification of the quarter 1/2019's profit changing more than 20%
Attention: The President
The Stock Exchange of Thailand

In Q1/2019, Lalin Property Public Co., Ltd., shows a profit at 253.05 million baht increased from 182.16 million baht showed in Q1/2018, or increased by 38.91%. The company would like to clarify reasons why Q1/2019's profit showed changing over 20% as follows.

1. Revenue from sales

In Q1/2019, the company's revenue from sale was 1,314.36 million baht increased from 962.08 million baht showed in the corresponding period last year, or 36.62% increased, which was better than the average growth rate of industry. These are because of our correct expanding strategy that emphasized on real demand segment, and always knowing our customer insight. In addition, in this quarter some customers rush to transfer and secure their mortgage before the new BOT's LTV measure become effective.

2. Selling and Administrative Expenses

Selling and Administrative Expenses increase in accordance with sales. In Q1/2019, the company's selling and administrative expenses were 133.21 million baht increased from 106.39 million baht showed in the corresponding period last year, or 25.21% 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 11.06% in Q1/2018 to 10.13% in Q1/2019.

3. Financial Expenses

The financial expenses in Q1/2019 were 5.94 million baht increased from the corresponding period last year which were at 5.66 million baht because of increment in company's transaction; however, slightly decrease when compare in term of percentage of revenues which was 0.59% in Q1/2018 to 0.45% in Q1/2019.

Please be informed accordingly,

Sincerely yours,

Chaiyan Chakarakul
Managing Director

Lalin Property Public Co., Ltd.