

Subject: Clarification of the operating results for the second quarter of 2019

To: Directors and Managers of the Stock Exchange of Thailand

Richy Place 2002 Public Company Limited would like to clarify the operating results of the Company, for three-month and six-month periods ended June 30th, 2019 the details are as follows:

Comparison of the three-month period profit and loss ended June 30th, 2019 and 2018

Unit: Million Baht

Profit and Loss Statement	Consolidated Financial Statement				Comparison of Half-Yearly Separate Financial statement				In(De)crease	%
	30 th June 2019		30 th June 2018		30 th June 2019		30 th June 2018			
	million baht	%	million baht	%	million baht	%	million baht	%		
Revenue from sale of real estate	246.79	97.43	993.98	99.54	246.79	94.26	993.98	99.19	(747.19)	(75.17)
Other income	6.52	2.57	4.61	0.46	15.04	5.74	8.10	0.81	1.91	41.43
Total income	253.31	100.00	998.59	100.00	261.83	100.00	1,002.08	100.00	(745.28)	(74.63)
Cost of real estate sales	149.05	60.40	654.55	65.85	149.05	60.40	654.55	65.85	(505.50)	(77.23)
Gross profit	104.26	41.16	344.04	34.45	112.78	43.07	347.53	34.68	(239.78)	(69.70)
Selling and Administrative expenses	58.90	23.25	82.74	8.29	47.69	18.21	80.34	8.02	(23.84)	(28.81)
Selling expenses	47.45	18.73	69.74	6.98	36.40	13.90	67.37	6.72	(22.29)	(31.96)
Administrative expenses	11.45	4.52	13.00	1.30	11.29	4.31	12.97	1.29	(1.55)	(11.92)
Profit before financing costs and income tax expense	45.36	17.91	261.30	26.17	65.09	24.86	267.19	26.66	(215.94)	(82.64)
Financing cost	3.96	1.56	3.15	0.32	9.95	3.80	6.55	0.65	0.81	25.71
Profit before income tax expense	41.40	16.34	258.15	25.85	55.14	21.06	260.64	26.01	(216.75)	(83.96)
Income tax expense	9.03	3.56	52.37	5.24	11.77	4.50	52.37	5.23	(43.34)	(82.76)
Profit for the year	32.37	12.78	205.78	20.61	43.37	16.56	208.27	20.78	(173.41)	(84.27)

Comparison of the six-month period profit and loss ended June 30th, 2019 and 2018

Unit: Million Baht

Profit and Loss Statement	Consolidated Financial Statement				Comparison of Half-Yearly Separate Financial statement				In(De)crease	%
	30 th June 2019		30 th June 2018		30 th June 2019		30 th June 2018			
	million baht	%	million baht	%	million baht	%	million baht	%		
Revenue from sale of real estate	690.38	98.42	1,335.10	99.31	690.38	96.31	1,335.10	98.81	(644.72)	(48.29)
Other income	11.05	1.58	9.28	0.69	26.43	3.69	16.13	1.19	1.77	19.07
Total income	701.43	100.00	1,344.38	100.00	716.81	100.00	1,351.23	100.00	(642.95)	(47.83)
Cost of real estate sales	420.70	60.94	895.76	67.09	420.70	60.94	895.76	67.09	(475.06)	(53.03)
Gross profit	280.73	40.02	448.62	33.37	296.11	41.31	455.47	33.71	(167.89)	(37.42)
Selling and Administrative expenses	140.41	20.02	134.26	9.99	125.91	17.57	130.38	9.65	6.15	4.58
Selling expenses	117.89	16.81	110.90	8.25	103.71	14.47	107.10	7.93	6.99	6.30
Administrative expenses	22.52	3.21	23.36	1.74	22.20	3.10	23.28	1.72	(0.84)	(3.60)
Profit before financing costs and income tax expense	140.32	20.00	314.36	23.38	170.20	23.74	325.09	24.06	(174.04)	(55.36)
Financing cost	6.11	0.87	6.33	0.47	17.49	2.44	13.11	0.97	(0.22)	(3.48)
Profit before income tax expense	134.21	19.13	308.03	22.91	152.71	21.30	311.98	23.09	(173.82)	(56.43)
Income tax expense	29.91	4.26	64.26	4.78	33.61	4.69	64.26	4.76	(34.35)	(53.45)
Profit for the year	104.30	14.87	243.77	18.13	119.10	16.62	247.72	18.33	(139.47)	(57.21)

Note: The ratio in the income statement is presented as a percentage of total income. The cost of sales of real estate is shown as a percentage of revenue from the sale of real estate.

Income

For the three-month period of the second quarter of 2019, the Company's total revenues were 253.31 million Baht, a decrease of 745.28 million Baht or 74.63% from the same period last year. The main factor of the decrease revenue came from the transfer of real estate which decrease by 747.19 million baht or a decrease of 75.17% from the previous year.

For the six-month period of the second quarter of 2019, the Company's total revenues were 701.43 million Baht, a decrease of 642.95 million Baht or 47.83% from the same period last year. The main factor of the decrease revenue came from the transfer of real estate which decrease by 644.72 million baht or a decrease of 48.29% from the previous year. The revenue is divided as follows:

Comparison of six-month period operating income ended June 30th, 2019 and 2018

Unit: Million Baht

Projects	Consolidated Revenue		Project Revenue		Increase (Decrease)	%
	Revenue (Million Baht)	Revenue (Million Baht)	Revenue (Million Baht)	Revenue (Million Baht)		
	30 th -Jun-19	30 th -Jun-18	30 th -Jun-19	30 th -Jun-18		
Revenue from sales of real estate	690.38	1,335.10	690.38	1,335.10	(644.72)	(48.29)
■ Condominium	644.98	1,332.41	644.98	1,332.41	(687.43)	(51.59)
- LE RICH @ Rama 3	0.00	30.10	0.00	30.10	(30.10)	(100.00)
- The Rich @ Sathorn - Taksin	58.52	166.94	58.52	166.94	(108.42)	(64.95)
- RICH PARK2 @ Taopoon Interchange	58.44	62.73	58.44	62.73	(4.29)	(6.84)
-RICH PARK3 @ CHAOPHRAYA	20.84	278.24	20.84	278.24	(257.40)	(92.51)
-RICH PARK4 @ Triple Station	479.83	794.40	479.83	794.40	(314.57)	(39.60)
-The 8 Collection	27.35	0.00	27.35	0.00	27.35	100.00
■ Townhomes	45.40	2.69	45.40	2.69	42.71	1,587.73
- The Rich Biz Home @ Sukhumvit 105	26.16	0.00	26.16	0.00	26.16	100.00
- The Rich Ville @ Ratchapruerk	19.24	2.69	19.24	2.69	16.55	615.24

For the six-month period of 2019, the Company had a revenue from condominium sales of 644.98 Million Bath, which is decrease by 687.43 Million Bath or down by 51.59% due to the reduce number transfer of condominium ownership revenue recognition than the year 2018. This enable the company to recognize the sales revenue.

However, income from the sale of townhome amounts 45.40 Million Bath, back up 42.71 Million Bath, or up by 1,587.73% especially The Rich Biz Home @ Sukhumvit 105 Project

Real Estate Costs

For the three-month period of 2019, the Company had the cost of property sales of 149.05 million Baht or 60.40% of the revenue from the sale of real estate. Meanwhile, the cost of sales of real estate of the previous year was 654.55 million Baht or 65.85% of the revenue from the sale of real estate.

For the first six-month period of 2019, the Company had the cost of sales of 420.70 million Baht or 60.94% of the revenue from real estate sales. Whereas, the cost of sales of real estate of the previous year was 895.76 million Baht or 67.09% of the revenue from the sale of real estate.

Selling and administrative expenses

For the three-month period of 2019, the Company had a total selling and administrative expenses of 58.90 million Baht decrease by 23.84 million Baht or down by 28.81% from the previous year. To this, the selling expense was 47.45 million Baht, decrease by 22.29 million Baht or down by 31.96%, this was a result of a decrease in revenue from property transfer which subsequently incurred in down selling expenses. The administrative expenses for this period was 11.45 million Baht, decrease by 1.55 million Baht or a decrease of 11.92%.

For the six-month period of 2019, the Company had a total selling and administrative expenses of 140.41 million Baht increased by 6.15 million Baht or up by 4.58% from the previous year. To this, the selling expense was 117.89 million Baht, increased by 6.99 million Baht or up by 6.30%, The administrative expenses for this period was 22.52 million Baht, decrease by 0.84 million Baht or a decrease of 3.60%.

Financial costs

For the three-month period of 2019, the Company had financial cost of 3.96 million Baht, increase by 0.81 million Baht or an increase of 25.71% from the previous year.

For the six-month period of 2019, the Company's financial cost was 6.11 million Baht, a decrease of 0.22 million Baht or a decrease of 3.48% from the previous year due to with repayment from projects with debt continuously as a result financial costs decreased.

As of 30th June 2019, the Company had a Debt to Equity ratio of 1.82 times, an Interest Bearing Debt to Equity ratio of 1.54 times and a Net Cash Interest Bearing Debt to Equity ratio of 1.53 times.

Net profit

The Company's net profit for the three-month period of 2019 was 32.37 million Baht or 12.78% of total revenue. The net profit decrease by 173.41 million Baht or down by 84.27% from the same period last year. This was due to a significant decrease in revenue from property ownership transfer from many projects.

The Company's net profit for the first six-month period of 2019 was 104.30 million Baht or 14.87% of total revenue. The net profit decrease by 139.47 million Baht or down by 57.21% from the same period last year. This was due to a significant decrease in revenue from property ownership transfer from many projects.

Please be informed accordingly.

Sincerely yours,

(Miss Suttiporn Hinrit)
Chief Financial Office