



February 28, 2020

Subject : Clarification on the operating results of Year 2019 that show changing more than 20%

Attn : President

The Stock Exchange of Thailand

Raja Ferry Port Public Company Limited would like to notify the operating results of Year 2019 which have been reviewed by the Company's auditor and Audit Committee as detail in the attachment.

Please be informed accordingly.

Yours Sincerely,

(Mr. Apichart Chayopas)

Managing Director

Management Discussion and Analysis of Raja Ferry Port PLC

(For Interim Financial Statement of Year 2019 ended on December 31st, 2019)

Operating Performance Analysis

- Income

Income Structure	4rd Quarter 2019		4rd Quarter 2018		Change (+/-)	
	Mil.Baht	%	Mil.Baht	%	Mil.Baht	%
Revenues from Ferry Service						
- Fixed routes and schedules	137.77	83.26%	145.59	82.02%	-7.82	-5.37%
- Fixed routes and chartered	11.05	6.68%	11.84	6.67%	-0.79	-6.67%
Total Revenues from Ferry service	148.82	89.94%	157.43	88.69%	-8.61	-5.47%
Income from Van services	5.61	3.39%	5.54	3.12%	0.07	1.26%
Income from Other services	2.04	1.23%	1.58	0.89%	0.46	28.79%
Income from Sale of food and convenience goods	8.67	5.24%	11.17	6.29%	-2.50	-22.38%
Total Revenues from sales and services	165.14	99.80%	175.72	98.99%	-10.58	-6.02%
Other income	0.33	0.20%	1.79	1.01%	-1.46	-81.56%
Total Revenues	165.47	100.00%	177.51	100.00%	-12.04	-6.78%
Income Structure	2019		2018		Change (+/-)	
	Mil.Baht	%	Mil.Baht	%	Mil.Baht	%
Revenues from Ferry Service						
- Fixed routes and schedules	594.44	82.33%	608.52	81.09%	-14.08	-2.31%
- Fixed routes and chartered	48.02	6.65%	50.52	6.73%	-2.50	-4.95%
Total Revenues from Ferry service	642.46	88.98%	659.04	87.82%	-16.58	-2.52%
Income from Van services	25.94	3.59%	24.46	3.26%	1.48	6.05%
Income from Other services	-0.67	-0.09%	3.85	0.51%	-4.52	-117.40%
Income from Sale of food and convenience goods	46.22	6.40%	49.80	6.64%	-3.58	-7.20%
Total Revenues from sales and services	713.95	98.88%	737.15	98.23%	-23.20	-3.15%
Other income	8.10	1.12%	13.27	1.77%	-5.17	-38.98%
Total Revenues	722.05	100.00%	750.43	100.00%	-28.38	-3.78%

Revenues from Ferry Service	4rd Quarter 2019			4rd Quarter 2018			Changer (+/-)		
	Trip	Mil.Baht	Income pertrip	Trip	Mil.Baht	Income pertrip	%Trip	%Inc	%Income pertrip
- Donsak - Samui Island	3,357	92.20	27,465	3,290	100.03	30,404	2.04%	-7.83%	-9.67%
- Donsak - Phangan Island	1,130	48.60	43,009	1,139	52.48	46,076	-0.79%	-7.39%	-6.66%
- Samui Island - Phangan Island	920	8.02	8,717	728	4.92	6,758	26.37%	63.01%	28.99%
Total	5,407	148.82	27,524	5,157	157.43	30,527	4.85%	-5.47%	-9.84%
Revenues from Ferry Service	2019			2018			Changer (+/-)		
	Trip	Mil.Baht	Income pertrip	Trip	Mil.Baht	Income pertrip	%Trip	%Inc	%Income pertrip
- Donsak - Samui Island	13,643	399.44	29,278	13,090	423.60	32,361	4.22%	-5.70%	-9.53%
- Donsak - Phangan Island	4,517	210.10	46,513	4,476	214.81	47,992	0.92%	-2.19%	-3.08%
- Samui Island - Phangan Island	3,587	32.92	9,178	2,831	20.63	7,287	26.70%	59.57%	25.94%
Total	21,747	642.46	29,542	20,397	659.04	32,311	6.62%	-2.52%	-8.57%

Raja Ferry Port Public Co., Ltd (This is called "the Company") had its total revenues in the 4th Quarter of 2019 amounted to 165.47 million Baht, decreased by approx .6.78 % YOY or equal to approx. 12.04 million Baht, whereas the Company had its main income from ferry service which was equal to approx. 89.94 % of its total income, followed by income from sale (sale of foods and convenience goods) or equal to approx. 5.24 % of its total income.

The Company had its total revenues in year 2019 amounted to 722.05 million Baht, decreased by approx. 3.78 % YOY or equal to approx. 28.38 million Baht because the main income from ferry service and the sale of foods and convenience goods decreased by 16.58 million Baht and 3.58 million Baht, respectively.

Moreover, ferry service business was both of fixed route and chartered route in 3 routes of ferry service, including

- the route between DonsakSakonHarbour and SamuiSakonHarbour
- the route between DonsakSakonHarbour and Multipurpose port of KohPhangan
- the route between SamuiSakonHarbour and Multipurpose port of KohPhangan

The Company had its income from ferry service provision in the 4th Quarter of 2019 amounted to 148.82 million Baht, decreased by approx. 5.47 % or increased to approx. 8.61 million Baht YOY; whereas, the Company had its main income from ferry service provision in Year 2019 amounted to 642.46 million Baht, decreased by approx. 16.58 million Baht YOY or increased by approx. 2.52 % YOY due to Pabuk Storm in early Year 2019, Chinese tourist boat accident at Phuket, Appreciation of Thai Baht and the global economic slow down.

The number of trips in the 4th Quarter of 2019 and Year 2019 increased by approx. 4.85% and 6.62% respectively by increasing the numbers of the ferry route between Samui to Koh Phangan from 3 trips per day into 4 trips per day for supporting the increasing number of passenger and vehicle. The increasing of the said route, the company can be supplement "via" service from routing of Donsak- Samui- Phangan and Phangan – Samui-Donsak.

The Company had its income from sales of food and convenience goods, in the 4th Quarter of 2019 and Year 2019, the Company had its income from sale amounted to 8.67 million Baht and year 2019 amounted to 46.22 million Baht or equal to 5.24% and 6.40% of total sales, respectively.

- Expenses

Expenses Structure	4rd Quarter 2019		4rd Quarter 2018		Changer (+/-)	
	MB	%	MB	%	MB	%
Total Cost of Ferry Service	133.63	76.88%	136.19	76.24%	-2.56	-1.88%
Cost of Van Service	7.81	4.49%	4.47	2.50%	3.34	74.72%
Cost of Sales	6.70	3.85%	10.89	6.10%	-4.19	-38.48%
Sell and service expenses	3.36	1.93%	3.28	1.84%	0.08	2.39%
Administrative expenses	22.44	12.91%	20.66	11.57%	1.78	8.62%
Financial Cost	2.71	1.56%	2.56	1.43%	0.15	5.90%
Corporate income tax	-2.83	-1.63%	0.59	0.33%	-3.42	-579.66%
Total Expenses	173.82	100.00%	178.64	100.00%	-4.82	-2.70%
Expenses Structure	2019		2018		Changer (+/-)	
	MB	%	MB	%	MB	%
Total Cost of Ferry Service	528.77	73.98%	548.11	75.25%	-19.34	-3.53%
Cost of Van Service	32.71	4.58%	25.45	3.49%	7.26	28.53%
Cost of Sales	43.93	6.15%	46.38	6.37%	-2.45	-5.28%
Sell and service expenses	13.01	1.82%	15.43	2.12%	-2.42	-15.69%
Administrative expenses	83.14	11.63%	82.27	11.29%	0.88	1.06%
Financial Cost	11.16	1.56%	7.90	1.08%	3.26	41.26%
Corporate income tax	2.03	0.28%	2.86	0.39%	-0.83	-28.96%
Total Expenses	714.75	100.00%	728.39	100.00%	-13.64	-1.87%

The Company had its total expenses in 4th Quarter of Year 2019 amounted to 173.82 million Baht, decreased by 2.70 % or equal to approx. 4.82 million Baht. The main reasons were cost of Ferry service, cost of sale and administrative expenses.

The Company had its total expenses in Year 2019 amounted to 714.75 million Baht, decreased by 1.87% or equal to approx. 13.64million Baht. The main reason was the cost of ferry service in Year 2019 decreased by 19.34 million Baht or 3.53 % from the same period of last year due to the company just opened bus chartered routing Bangkok to KohPhangan and financial cost from interest on loan for dry docking increased by 3.26 million Baht or 41.26%.

	4rd Quarter 2019		4rd Quarter 2018		Change (+/-)	
	Unit	%	Unit	%	Unit	%
Revenues from Ferry Service	148.82	100.00%	157.43	100.00%	-8.61	-5.47%
<u>Deduct</u> Cost of service	-133.63	-89.79%	-136.19	-86.51%	2.56	-1.88%
Gross Profit - Ferry Service	15.19	10.21%	21.24	13.49%	-6.05	-28.48%
Revenues from Sales	8.67	100.00%	11.17	100.00%	-2.50	-22.38%
<u>Deduct</u> Cost of Sales	-6.70	-77.28%	-10.89	-97.49%	4.19	-38.48%
Gross Profit - Sales	1.97	22.72%	0.28	2.51%	1.69	603.57%
Income from Van services	5.61	100.00%	5.54	100.00%	0.07	1.26%
<u>Deduct</u> Cost of Van service	-7.81	-139.22%	-4.47	-80.69%	-3.34	74.72%
Gross Profit - Van Services	-2.20	-39.22%	1.07	19.31%	-3.27	-305.61%
Total Revenues	163.10	100.00%	174.14	100.00%	-11.04	-6.34%
<u>Deduct</u> Cost of business	-148.14	-90.83%	-151.55	-87.03%	3.41	-2.25%
Total Gross Profit	14.96	9.17%	22.59	12.97%	-7.63	-33.78%
	2019		2018		Change (+/-)	
	Unit	%	Unit	%	Unit	%
Revenues from Ferry Service	642.46	100.00%	659.04	100.00%	-16.58	-2.52%
<u>Deduct</u> Cost of service	-528.77	-82.30%	-548.11	-83.17%	19.34	-3.53%
Gross Profit - Ferry Service	113.69	17.70%	110.93	16.83%	2.76	2.49%
Revenues from Sales	46.22	100.00%	49.80	100.00%	-3.58	-7.20%
<u>Deduct</u> Cost of Sales	-43.93	-95.05%	-46.38	-93.13%	2.45	-5.28%
Gross Profit - Sales	2.29	4.95%	3.42	6.87%	-1.13	-33.12%
Income from Van services	25.94	100.00%	24.46	100.00%	1.48	6.05%
<u>Deduct</u> Cost of Van service	-32.71	-126.10%	-25.45	-104.05%	-7.26	-28.53%
Gross Profit - Van Services	-6.77	-26.10%	-0.99	-4.05%	-5.78	583.84%
Total Revenues	714.62	100.00%	733.30	100.00%	-18.68	-2.55%
<u>Deduct</u> Cost of business	-605.41	-84.72%	-619.94	-84.54%	14.53	-2.34%
Total Gross Profit	109.21	15.28%	113.36	15.46%	-4.15	-3.66%

In the 4th Quarter of 2019, the Company had its gross profit of approx. 14.96 million Baht or equal to 9.17% of the income from sale and ferry service provision; compare with last year decreased 7.63 million Baht or equal to 33.78%, main gross profit is ferry service approx. 15.19 million Baht decreased 6.05 million Baht or 28.48%.

In Year 2019, the Company had its gross profit of approx. 109.21 million Baht or equal to approx. 15.28% of the income from sale and ferry service provision; decreased from year 2019 at 4.15 million Baht or equal to 3.66%; whereby, the gross profit was mainly generated from the business of ferry service provision amounted to 113.69 million Baht, equal to 17.70%, decreased by 2.76 million Baht, equal to 2.49%, gross loss from van service 6.77 million Baht or equal to 26.10%, increased by 5.78 million Baht because of bus rental fee from Bangkok to Koh Phangan.

- Net Profit (Net Loss)

	4rd Quarter 2019		4rd Quarter 2018		Change (+/-)	
	MB	% of Total revenues	MB	% of Total revenues	MB	%
Net Profit	-9.01	-5.45%	-1.13	-0.63%	-7.88	-699.33%
Net Profit per share (Baht/share)	-0.0471		-0.0059		-0.0412	-699.33%
	2019		2018		Change (+/-)	
	MB	% of Total revenues	MB	% of Total revenues	MB	%
Net Profit	7.29	1.01%	22.03	2.94%	-14.74	-66.91%
Net Profit per share (Baht/share)	0.04		0.12		-0.08	-66.91%

In the 4th Quarter of 2019, the Company had its net loss of 9.01 million Baht, decreased by approx. 7.88 million Baht or decreased by 699.33 % because this period was Low Season of the year, the administrative expenses and cost of sale had increased as above-mentioned and its net loss per share was equal to 0.00471 Baht.

In year 2019, the Company had its net profit of 7.29 million Baht, decreased by approx. 14.74 million Baht or decreased by 66.91 % because the number of tourists has decreased and to open bus chartered routing Bangkok – Koh Phangan. The net profit per share of 0.04 Baht or equal to 1.01 %; meanwhile, the rate of returns on shareholder's equity was equal to 0.82 %; and the rate of returns on asset was equal to 0.61%.

Statement of Financial Position

	As at Dec 31 st , 2019		As at Dec 31 st , 2018		Change (+/-)	
	MB		MB		MB	%
Total Asset	1,204.57	100.00%	1,184.16	100.00%	20.41	1.72%
Total Liabilities	320.75	26.63%	296.88	25.07%	23.87	8.04%
Shareholder's equity	883.82	73.37%	887.27	74.93%	-3.45	-0.39%
Book Value (Baht/Share)	4.6213		4.6393		-0.0181	-0.39%

Assets;

At the end of year 2019, the Company had its total assets amounted to 1,204.57 million Baht, increased from at the end of 2018 by approx. 20.41 million Baht or increased by 1.72 % .

Liabilities;

At the end of year 2019, the Company had its total liabilities amounted to 320.75 million Baht, increased from at the end of 2018 by approx. 23.87 million Baht or increased by 8.04 % because the Company had applied a loan from financial institutions at the amount of 75 million Baht for short term loan payment and dry docking expenses. The Company had its debt to equity ratio at the end of year 2019 at 0.36 times, increased at the end of 2018 at 0.33 times.

Shareholder's Equity;

At December 31, 2019, the Company had its shareholder's equity amounted to 883.82 million Baht, decreased from at the end of 2018 by approx. 3.45 million Baht. Book Value at the end of 2019 at is 4.62 Baht per share.

Cash Flow

	2019	2018
Net Cash from (Used in) Operating activities	162.01	103.56
Net Cash from (Used in) Investment activities	-148.75	-195.45
Net Cash from (Used in) Financing activities	-24.44	108.63
Net Cash increased (/decreased)	-11.18	16.74
Beginning cash brought forward	128.17	111.43
Ending cash	116.99	128.17

In year 2019, the Company had its net cash from operating activities amounted to 162.01 million Baht, consisting of profits before income tax amounted to 9.32 million Baht, and trade and other account payables have increased by 26 million Baht.

In year 2019, the Company had its net cash used in investment activities amounted to 148.75 million Baht. There is preventive maintenance cost, renovate cost and dry docking cost are approx. 88.82 million Baht, construction cost approx. 25 million Baht, and work in process of construction cost approx. 25 million Baht.

In year 2019, the Company had its net cash used in financing activities amounted to 24.44 million Baht, consisting of repayment of long-term loans to financial institutions amounted to 75.85 million Baht. Also, the Company get new loan from financial institute at 77.17 million Baht.

In year 2019, the Company had its current ratio and quick ratio equal to 1.10 times and 1.28 times respectively.