

รพ-AC 003/2015

13th August 2015

Subject Clarification of 2Q15 Operating Results

To Directors and Managers of The Stock Exchange of Thailand

Richy Place 2002 Public Company Limited (RICHY) would like to clarify the company operating results for three-month and six-month period ended 30th June 2015 as follows:

Comparison profit and loss between three-month periods ended June 2015 and June 2014

Unit : million baht

Profit and Loss Statement	31 st June 2015		31 st June 2014		In(De)crease	%
	million baht	%	million baht	%		
Revenue from sale of real estate	110.74	99.70	101.89	99.42	8.85	8.69
Other income	0.33	0.30	0.59	0.58	(0.26)	(44.07)
Total income	111.07	100.00	102.48	100.00	8.59	8.38
Cost of real estate sales	71.38	64.46	60.49	59.37	10.89	18.00
Gross profit	39.69	35.73	41.99	40.97	(2.30)	(5.48)
Selling and Administrative expenses	28.60	25.75	28.04	27.36	0.56	2.00
Selling expenses	19.26	17.34	15.48	15.11	3.78	24.42
Administrative expenses	9.34	8.41	12.56	12.26	(3.22)	(25.64)
Profit before finance costs and income tax expense	11.09	9.98	13.95	13.61	(2.86)	(20.50)
Finance costs	1.43	1.29	0.22	0.21	1.21	550.00
Profit before income tax expense	9.66	8.70	13.73	13.40	(4.07)	(29.64)
Income tax expense	2.42	2.18	2.59	2.53	(0.17)	(6.56)
Profit for the year	7.24	6.52	11.14	10.87	(3.90)	(35.01)

Comparison profit and loss between six-month periods ended June 2015 and June 2014

Unit : million baht

Profit and Loss Statement	31 June 2015		31 June 2014		In(De)crease	%
	million baht	%	million baht	%		
Revenue from sale of real estate	223.00	98.95	199.95	97.21	23.05	11.53
Other income	2.36	1.05	5.74	2.79	(3.38)	(58.89)
Total income	225.36	100.00	205.69	100.00	19.67	9.56
Cost of real estate sales	150.57	66.81	128.18	62.32	22.39	17.47
Gross profit	74.79	33.19	77.51	37.68	(2.72)	(3.51)
Selling and Administrative expenses	56.74	25.18	52.47	25.51	4.27	8.14
Selling expenses	39.39	17.48	32.81	15.95	6.58	20.05
Administrative expenses	17.35	7.70	19.66	9.56	(2.31)	(11.75)
Profit before finance costs and income tax expense	18.05	8.01	25.04	12.17	(6.99)	(27.92)
Finance costs	3.97	1.76	3.79	1.84	0.18	4.75
Profit before income tax expense	14.08	6.25	21.25	10.33	(7.17)	(33.74)
Income tax expense	4.21	1.87	4.41	2.14	(0.20)	(4.54)
Profit for the year	9.87	4.38	16.84	8.19	(6.97)	(41.39)

Remark: Proportions in profit and loss statement are presented in percentages to total revenues, excluding Cost of real estate sales that is presented in a percentage to Revenue from sale of real estate.

Total Revenue

For 2Q15, the company generated revenue of 111.07 million baht, increased by 8.59 million baht or increased by 8.38% compared to the same quarter last year. The main factor is the incremental sale of real estate by 8.69 million baht, or increased by 8.69% compare to same quarter last year.

For 1H15, the company generated revenue of 225.36 million baht, increased by 19.67 million baht or increased by 9.56% compared to the same quarter last year. The main factor is the incremental sale of real estate by 23.05 million baht, or increased by 11.53% compare to same quarter last year.

Revenue from sale of real estate by project:

Project	Revenue		Increase (Decrease)	%
	30-Jun-15	30-Jun-14		
■ Condominium	196.77	131.49	65.28	49.65
- LE RICH @Rama 3	5.76	16.61	(10.85)	(65.32)
- LE RICH @Ratchada	-	27.49	(27.49)	(100.00)
- LE RICH @Aree	-	16.14	(16.14)	(100.00)
- Rich Park @Bangson Station	29.03	71.25	(42.22)	(59.26)
- Rich Park @Toupon Station	161.98	-	161.98	100.00
■ Townhomes	26.23	68.46	(42.23)	100
- The Rich Biz Home @Sukhumvit 105	26.23	68.46	(42.23)	100
Revenue from sale of real estate	223.00	199.95	23.05	11.53

In 1H15, revenue from condominium selling was 196.77 million baht, which increased by 65.28 million baht or increased by 49.65%. This was due to selling of inventories in completed projects.

Cost of real estate sales

During 2Q15, the cost of real sales was 71.38 million baht or 64.46% of the revenue from real estate sales. While it was 60.49 million baht or 59.37% of the revenue in the same quarter last year.

During 1H14, cost of real sales was 150.57 million baht or 67.52% of the revenue from real estate sales. While it was 12.18 million baht or 64.11% of revenue in the same quarter last year.

Selling & Administrative expense

In 2Q15, the company incurred selling and administrative expense of 28.60 million baht, increased by 0.56 million baht or 2.00% from the same quarter last year. The selling expenses was 19.26 million baht, increased by 3.78 million baht or increased by 24.42% from previous year. The major factors were due to increase of commission fees of 2.35 million baht as well as project juristic expenses of 1.30 million baht. The administrative expenses in this quarter was 9.34 million baht, decreased by 3.22 million baht or decreased by 25.64% from the same quarter last year which mainly was a result of a reduction in financial advisor's fee of 3.52 million baht.

In 1H15, the company incurred selling and administrative expense of 56.74 million baht, increased by 4.27 million baht or 8.14% from the same quarter last year. The selling expenses was 39.39 million baht, increased by 6.58 million baht or increased by 20.05% from previous year. The major factors were due to increase of commission fees of 2.91 million baht as well as project juristic expenses of 3.26 million baht. The administrative expenses in this quarter was 17.35 million baht, decreased by 2.31 million baht or decreased by 11.75% from the same quarter last year due to the deduction of financial advisor's fee of 3.95 million baht.

Financial Cost

For 2Q15, financial cost was 1.43 million baht or 1.29% of the total revenue, increased by 1.21 million baht from same quarter last year or equivalent to an increase of 550.00%.

For 1H15, financial cost was 3.97 million baht or 3.57% of the total revenue, increased by 0.18 million baht from same quarter last year or equivalent to an increase of 4.75%.

Net Profit

In 2Q15, the net profit was 7.24 million baht or 6.52% of the total revenue, decreased by 3.90 million baht or 35.01% from the same quarter last year. This was a result of an increase in selling expenses which was a subsequent result of an increase in new projects' expense while its revenue can still not be recognized, and an increase in commission and common fees of all projects.

In 1H15, the net profit was 9.87 million baht or 8.89% of the total revenue, decreased by 16.84 million baht or decreased by 16.43% from the previous year due to the decreasing of revenue. The main factors were an increase in average construction and labor costs, a decrease in other income since the majority of customers are end users. As well as, increase in selling expense of the new projects that its revenues can still not be recognized.

Please be informed accordingly.

Sincerely yours,

(Mrs. Kantalak Chantipdisya)

Chief Financial Officer