

RP-AC 004/2019

NOVEMBER 13, 2019

Subject: Clarification of the operating results for the third 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 the three-month of the third quarter ended on 30<sup>th</sup> September 2019, the details are as follows:

Comparison of operating results for the three-month periods ended on September 30, 2019 and 2018

Unit: Million Baht

Profit and Loss Statement	Consolidated Financial Statement				Comparison of Haft-Yearly Separate Financial statement				In(De)crease	%
	30 <sup>th</sup> Sep 2019		30 <sup>th</sup> Sep 2018		30 <sup>th</sup> Sep 2019		30 <sup>th</sup> Sep 2018			
	million baht	%	million baht	%	million baht	%	million baht	%		
Revenue from sale of real estate	159.28	92.10	901.89	99.13	159.28	90.49	901.89	98.75	(742.61)	(82.34)
Other income	13.67	7.90	7.88	0.87	16.73	9.51	11.39	1.25	5.79	73.48
<b>Total income</b>	<b>172.95</b>	<b>100.00</b>	<b>909.77</b>	<b>100.00</b>	<b>176.01</b>	<b>100.00</b>	<b>913.28</b>	<b>100.00</b>	<b>(736.82)</b>	<b>(80.99)</b>
Cost of real estate sales	100.30	62.97	593.21	65.77	100.30	62.97	593.21	65.77	(492.91)	(83.09)
<b>Gross profit</b>	<b>72.65</b>	<b>42.01</b>	<b>316.56</b>	<b>34.80</b>	<b>75.71</b>	<b>43.01</b>	<b>320.07</b>	<b>35.05</b>	<b>(243.91)</b>	<b>(77.05)</b>
Selling and Administrative expenses	45.67	26.41	117.89	12.96	41.79	23.74	116.90	12.80	(72.22)	(61.26)
Selling expenses	35.18	20.34	75.13	8.26	31.42	17.85	74.21	8.13	(39.95)	(53.17)
Administrative expenses	10.49	6.07	42.76	4.70	10.37	5.89	42.69	4.67	(32.27)	(75.47)
<b>Profit before financing costs and income tax expense</b>	<b>26.98</b>	<b>15.60</b>	<b>198.67</b>	<b>21.84</b>	<b>33.92</b>	<b>19.27</b>	<b>203.17</b>	<b>22.25</b>	<b>(171.69)</b>	<b>(86.42)</b>
Financing cost	5.36	3.10	4.92	0.54	13.30	7.56	8.36	0.92	0.44	8.94
<b>Profit before income tax expense</b>	<b>21.62</b>	<b>12.50</b>	<b>193.75</b>	<b>21.30</b>	<b>20.62</b>	<b>11.72</b>	<b>194.81</b>	<b>21.33</b>	<b>(172.13)</b>	<b>(88.84)</b>
Income tax expense	4.48	2.59	39.63	4.36	4.28	2.43	39.63	4.34	(35.15)	(88.70)
<b>Profit for the year</b>	<b>17.14</b>	<b>9.91</b>	<b>154.12</b>	<b>16.94</b>	<b>16.34</b>	<b>9.28</b>	<b>155.18</b>	<b>16.99</b>	<b>(136.98)</b>	<b>(88.88)</b>

Compare operating results for the nine-month periods ended on September 30, 2019 and 2018

Unit: Million Baht

Profit and Loss Statement	Consolidated Financial Statement				Comparison of Half-Yearly Separate Financial statement				In(De)crease	%
	30 <sup>th</sup> June 2019		30 <sup>th</sup> June 2018		30 <sup>th</sup> June 2019		30 <sup>th</sup> June 2018			
	million baht	%	million baht	%	million baht	%	million baht	%		
Revenue from sale of real estate	848.08	97.17	2,236.13	99.24	848.08	95.16	2,236.13	98.78	(1,388.05)	(62.07)
Other income	24.72	2.83	17.16	0.76	43.16	4.84	27.52	1.22	7.56	44.06
<b>Total income</b>	<b>872.80</b>	<b>100.00</b>	<b>2,253.29</b>	<b>100.00</b>	<b>891.24</b>	<b>100.00</b>	<b>2,263.65</b>	<b>100.00</b>	<b>(1,380.49)</b>	<b>(61.27)</b>
Cost of real estate sales	520.99	61.43	1,488.97	66.59	520.99	61.43	1,488.97	66.59	(967.98)	(65.01)
<b>Gross profit</b>	<b>351.81</b>	<b>40.31</b>	<b>764.32</b>	<b>33.92</b>	<b>370.25</b>	<b>41.54</b>	<b>774.68</b>	<b>34.22</b>	<b>(412.51)</b>	<b>(53.97)</b>
Selling and Administrative expenses	184.51	21.14	251.29	11.15	166.12	18.64	246.41	10.89	(66.78)	(26.57)
Selling expenses	151.50	17.36	185.16	8.22	133.55	14.98	180.44	7.97	(33.66)	(18.18)
Administrative expenses	33.01	3.78	66.13	2.93	32.57	3.65	65.97	2.91	(33.12)	(50.08)
<b>Profit before financing costs and income tax expense</b>	<b>167.30</b>	<b>19.17</b>	<b>513.03</b>	<b>22.77</b>	<b>204.13</b>	<b>22.90</b>	<b>528.27</b>	<b>23.34</b>	<b>(345.73)</b>	<b>(67.39)</b>
Financing cost	11.47	1.31	11.25	0.50	30.79	3.45	21.48	0.95	0.22	1.96
<b>Profit before income tax expense</b>	<b>155.83</b>	<b>17.85</b>	<b>501.78</b>	<b>22.27</b>	<b>173.34</b>	<b>19.45</b>	<b>506.79</b>	<b>22.39</b>	<b>(345.95)</b>	<b>(68.94)</b>
Income tax expense	34.39	3.94	103.89	4.61	37.89	4.25	103.89	4.59	(69.50)	(66.90)
<b>Profit for the year</b>	<b>121.44</b>	<b>13.91</b>	<b>397.89</b>	<b>17.66</b>	<b>135.45</b>	<b>15.20</b>	<b>402.90</b>	<b>17.80</b>	<b>(276.45)</b>	<b>(69.48)</b>

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 2019, the Company's total revenues were 172.95 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 742.61 million baht or a decrease of 75.17% from the previous year. As a result, the company has not yet completed a new condominium. Resulting in a decrease in sales revenue from the project.

For the nine-month period of 2019, the Company's total revenues were 827.80 million Baht, a decrease of 1,380.49 million Baht or 61.27% from the same period last year. The main factor of the decrease revenue came from the transfer of real estate which decrease by 1,388.50 million baht or a decrease of 62.07% from the previous year. As a result, the company has not yet completed a new condominium. Resulting in a decrease in sales revenue from the project. The revenue is divided as follows:

Comparison of operating income for the nine-month periods ended September on 30, 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 <sup>th</sup> -Sep-19	30 <sup>th</sup> -Sep-18	30 <sup>th</sup> -Sep-19	30 <sup>th</sup> -Sep-18		
<b>Revenue from sales of real estate</b>	<b>848.08</b>	<b>2,236.13</b>	<b>848.08</b>	<b>2,236.13</b>	<b>(1,388.05)</b>	<b>(62.07)</b>
■ <b>Condominium</b>	<b>797.40</b>	<b>2,227.56</b>	<b>797.40</b>	<b>2,227.56</b>	<b>(1,430.16)</b>	<b>(64.20)</b>
- LE RICH @Rama 3	0.00	30.10	0.00	30.10	<b>(30.10)</b>	<b>(100.00)</b>
- The Rich @ Sathorn - Taksin	78.43	206.01	78.43	206.01	<b>(127.58)</b>	<b>(61.93)</b>
- RICH PARK2 @Taopoon Interchange	84.94	114.50	84.94	114.50	<b>(29.56)</b>	<b>(25.82)</b>
-RICH PARK3 @CHAOPHRAYA	25.36	314.92	25.36	314.92	<b>(289.56)</b>	<b>(91.95)</b>
-RICH PARK4 @Triple Station	556.53	1,562.03	556.53	1,562.03	<b>(1,005.50)</b>	<b>(64.37)</b>
-The 8 Collection	52.14	0.00	52.14	0.00	<b>52.14</b>	<b>100.00</b>
■ <b>Townhomes</b>	<b>50.68</b>	<b>8.57</b>	<b>50.68</b>	<b>8.57</b>	<b>42.11</b>	<b>491.37</b>
- The Rich Biz Home @Sukhumvit 105	26.14	0.00	26.14	0.00	<b>26.14</b>	<b>100.00</b>
- The Rich Ville @Ratchapruk	24.54	8.57	24.54	8.57	<b>15.97</b>	<b>186.35</b>

For the nine-month period of 2019, the Company had a revenue from condominium sales of 797.40 Million Bath, which is decrease by 1,430.16 Million Bath or down by 64.20% 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 50.68 Million Bath, back up 42.11 Million Bath, or up by 491.37% 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 100.30 million Baht or 62.97% of the revenue from the sale of real estate. Meanwhile, the cost of sales of real estate of the previous year was 593.21 million Baht or 65.77% of the revenue from the sale of real estate.

For the nine-month period of 2019, the Company had the cost of sales of 520.99 million Baht or 61.43% of the revenue from real estate sales. Whereas, the cost of sales of real estate of the previous year was 1,488.97 million Baht or 66.59% 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 45.67 million Baht decrease by 72.22 million Baht or down by 61.26% from the previous year. To this, the selling expense was 35.18 million Baht, decrease by 39.95 million Baht or down by 53.17%, this was a result of a decrease in revenue from property transfer which subsequently incurred in down selling expenses. The administrative expenses for the three-month period of 2019 was 10.49 million Baht, decrease by 32.27 million Baht or a decrease of 75.47%.

For the nine-month period of 2019, the Company had a total selling and administrative expenses of 184.51 million Baht decrease by 66.78 million Baht or down by 26.57% from the previous year. To this, the selling expense was 151.50 million Baht, decrease by 33.66 million Baht or down by 18.18%, this was a result of a decrease in revenue from property transfer which subsequently incurred in down selling expenses. The administrative expenses for the nine-month period of 2019 was 33.01 million Baht, decrease by 33.12 million Baht or a decrease of 50.08%.

### **Financial costs**

For the three-month period of 2019, the Company had financial cost of 5.36 million Baht, increase by 0.44 million Baht or an increase of 8.94% from the previous year.

For the nine-month period of 2019, the Company had financial cost of 11.47 million Baht, increase by 0.22 million Baht or an increase of 1.96% from the previous year.

As of 30<sup>th</sup> Sep 2019, the Company had a Debt to Equity ratio of 1.65 times, an Interest Bearing Debt to Equity ratio of 1.34 times and a Net Cash Interest Bearing Debt to Equity ratio of 1.32 times.

### **Net profit**

The Company's net profit for the three-month period of 2019 was 17.14 million Baht or 9.91% of total revenue. The net profit decrease by 136.98 million Baht or down by 88.88% 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 nine-month period of 2019 was 121.44 million Baht or 13.91% of total revenue. The net profit decrease by 276.45 million Baht or down by 69.48% 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**