

RP-AC 002/2016

May 10<sup>th</sup>, 2016

Subject Clarification of First Quarter 2016 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's operating results for the first 3 months ended 31<sup>st</sup> March 2016 as follows:

Unit : million baht

Profit and Loss Statement	31 <sup>st</sup> March 2016		31 <sup>st</sup> March 2015		In(De)crease	%
	million baht	%	million baht	%		
Revenue from sales of real estate	185.95	98.96	112.26	98.23	73.69	65.64
Other income	1.95	1.04	2.02	1.77	(0.07)	(3.47)
<b>Total income</b>	<b>187.90</b>	<b>100.00</b>	<b>114.28</b>	<b>100.00</b>	<b>73.62</b>	<b>64.42</b>
Cost of real estate sales	128.48	69.09	79.19	70.54	49.29	62.24
<b>Gross profit</b>	<b>59.42</b>	<b>31.62</b>	<b>35.09</b>	<b>30.71</b>	<b>24.33</b>	<b>69.34</b>
Selling and Administrative expenses	33.86	18.02	28.13	24.61	5.73	20.37
Selling expenses	25.70	13.68	20.13	17.61	5.57	27.67
Administrative expenses	8.16	4.34	8.00	7.00	0.16	2.00
<b>Profit before finance costs and income tax expense</b>	<b>25.56</b>	<b>13.60</b>	<b>6.96</b>	<b>6.09</b>	<b>18.60</b>	<b>267.24</b>
Finance costs	2.54	1.35	2.54	2.22	0.00	0.00
<b>Profit before income tax expense</b>	<b>23.02</b>	<b>12.25</b>	<b>4.42</b>	<b>3.87</b>	<b>18.60</b>	<b>420.81</b>
Income tax expense	6.22	3.31	1.79	1.57	4.43	247.49
<b>Profit for the period</b>	<b>16.80</b>	<b>8.94</b>	<b>2.63</b>	<b>2.30</b>	<b>14.17</b>	<b>538.78</b>
Other Comprehensive Income (Loss) For the Period	0.72	0.38	-	0.00	0.72	100.00
<b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD</b>	<b>17.52</b>	<b>9.32</b>	<b>2.63</b>	<b>2.30</b>	<b>14.89</b>	<b>566.16</b>

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

### Total Revenue

For 1Q16, the company has generated the total revenue of 187.90 Million Baht, which increased by 73.62 Million Baht or increased by 64.42% compared to the same quarter last year. The main factor is due to an increase of real estate sales by 73.69 million baht, or up by 65.64% when compare to the same quarter last year.

#### Revenue from sales of real estate by project:

Unit : million baht

Project	Revenue		Increase (Decrease)	%
	31-Mar-16	31-Mar-15		
<b>Revenue from sale of real estate</b>	<b>185.96</b>	<b>112.26</b>	<b>73.70</b>	<b>65.65</b>
■ <b>Condominium</b>	<b>151.98</b>	<b>100.45</b>	<b>51.53</b>	<b>51.30</b>
- LE RICH @Rama 3	3.10	-	3.10	100.00
- Rich Park @Bangson Station	2.30	5.73	(3.43)	(59.86)
- RICH PARK2 @Taopoon Interchange	19.36	94.72	(75.36)	100.00
-RICH PARK3 @CHAOPHRAYA	127.22	-	127.22	101.00
■ <b>Townhomes</b>	<b>33.98</b>	<b>11.81</b>	<b>22.17</b>	<b>187.72</b>
- The Rich Biz Home @Sukhumvit 105	29.83	11.81	18.02	152.58
- The Rich View @Ratchapruk	4.15	-	4.15	100.00

In the first Quarter of 2016, the revenue from condominium selling was 151.98 million baht, which is increased by 51.33 billion baht or 51.10%. This was mainly due to the completion and transferal of condominium units of the Rich Park @ Chaophraya project, which is subsequently increase the company's revenue recognition of the period.

#### Cost of real estate sales

For the first Quarter of 2016, the Company's cost of sales was 128.48 million baht or equivalent to 69.09% of its revenue from real estate sales. Whereas the cost of real estate sales last year was 79.19 million baht or 70.54 % of its revenue from real estate sales. In quarterly comparison, the ratio of cost of sales has decreased by 1.45% from the previous year. As the company has emphasized its construction cost control better than last year.

#### Marketing & Administrative expenses

In the first Quarter of 2016, the Company has incurred its total marketing & administrative expenses of 33.86 million baht, which increased by 5.73 million baht or 20.37% from last year. The marketing cost is up by 5.57 million baht or 27.67% when compare to the previous year. This is due to an increasing in the number of new project, which is unavoidably led to an increasing in marketing costs. For instant, the sales promotion increased by 3.92 million baht, as well as an exhibition cost increased by 0.83 million baht from the same period last year. As a result of the company expansion and growth, the company is currently employing more employees which consequently led to higher

administrative expenses when compare to last year. During the first three months of 2016, the administrative expenses was 8.16 million baht, which is up by 0.16 million baht or equivalent to 2.00% when compare to the same period last year.

#### **Financial Cost**

During the period of 1Q16, the Company's financial cost was 2.54 million baht or 1.35% of the total revenue which is equal to the same period last year. This is due to a stringent control of the company's financial cost which led to lower interest rates. As well as the interest incurred in all ongoing projects can be counted as cost of project development, hence this led to the financial cost that as close as the same period last year.

#### **Net Profit**

The Company's comprehensive income for the first three months of 2016 was 17.52 million baht, representing 9.32% of the total revenue. The net profit has increased by 14.89 million baht or up by 566.16% when compare to the same period last year. This revenue recognition was mainly a result of the transferal of condominium units in The Rich Park @ Chaophraya Project.

Please be informed accordingly.

Sincerely yours,

(Mrs.KantalakChantipdisya)

Chief Financial Officer