

No.PP.307/2017

November 10, 2017

Subject : Clarification of the operating results

To : Director and Manager

The Stock Exchange of Thailand

According to the Company's third quarter income statements ended 30 September 2017, the Company and its subsidiaries recorded net gain of 126.7 million baht while the same period last year the Company and its subsidiaries recorded net gain of 68.7 million baht, an increase of 58.0 million baht or 84.3% due to the following:

1. In the third quarter of 2017, the Company and subsidiaries recorded revenues from sales in the amount of 3,699.4 million baht increasing 637.1 million baht or 20.8% compare with 3,062.3 million baht recorded in corresponding period of year 2016. These changes came from
 - (1) Revenues from sales of land and houses at 2,268.8 million baht increased 693.1 million baht or 44.0%.
 - (2) Revenues from residential condominium units at 1,430.6 million baht increased 45.5 million baht or 3.3%, as in the third quarter of 2016, the company recognized revenues from 5 new projects and the revenues are generated from the 9 existing projects while in the third quarter of 2017, recognized revenues from 2 new projects and the revenues are generated from the 14 existing projects.
 - (3) In the third quarter of 2017, there is no revenue from land sale compared to the same period last year where there was revenue of 101.6 million baht from land sale.
2. Gross profit 1,313.1 million baht increased 248.7 million baht or 23.4%.
3. Gross profit margin of 35.5% increased from 34.8% due to the following:
 - (1) Gross profit margin from sales of land and houses decreased to 34.7% from 35.7%.
 - (2) Gross profit margin from residential condominium units increased to 36.8% from 35.0%.
4. Hotel business:
 - (1) Foreign – contributed 165.8 million baht in revenue, an decrease of 2.3 million baht from the same period last year with the gross loss of 24.0 million baht, an increase of 4.5 million baht or 23.2%.
 - (2) Local – contributed 265.4 million baht in revenue, an decrease of 3.8 million baht from the same period last year with the gross profit of 93.1 million baht, an increase of 3.1 million baht or 3.4%.
5. Revenue from rental and service business amounted to 87.6 million baht, an decrease of 5.9 million baht with the gross profit 4.5 million baht, an increase of 5.0 million baht or 948.5%.

6. In the third quarter of 2017, the Company recorded gain on sales of investment in a joint venture 107.0 million baht.
7. In the third quarter of 2016, the Company recorded gains on sales of rights in land purchases 118.7 million baht
8. Selling and administrative expenses 1,103.0 million baht increased in the amount of 102.5 million baht or 10.2%.
9. Financial cost 264.7 million baht, a 39.0 million baht increase or 17.3 %.

Financial Status

Unit : Million Baht

	The Company and subsidiaries		Difference	
	30 September 2017	31 December 2016	Baht	%
Total Assets	49,321.53	48,790.22	531.31	1.09%
Total Liabilities	34,563.17	34,853.44	(290.27)	(0.83%)
Shareholders' Equity	14,758.36	13,936.78	821.58	5.90%

The Company and subsidiaries	30 September 2017	31 December 2016
Debt to equity ratio	2.34	2.50
Net debt* to equity ratio	2.11	2.32

*Net debt = Total liabilities less cash and cash equivalents, and restricted deposits

Please be informed accordingly.

Your faithfully,

Property Perfect Public Company Limited



(Mr. Chainid Adhyanasakul)

Chief Executive Officer