

November 8, 2017

Ref. 813/2017
Subject: Explanation on percentage of changes more than 20% in company's operating performance for the nine-month period ended September 30, 2017
Attn: Director and Manager
The Stock Exchange of Thailand

According to the resolutions of Board of Director ("BOD") Meeting No. 5/2017 held on November 8, 2017 the BOD of Areeya Property Public Company Limited ("The Company") has approved financial statements for the third quarter ended September 30, 2017. The Company had a net profit of Baht 45.4 million in this quarter but had a net profit of Baht 79.1 million in the same period of last year. For the nine-month periods ended of September 30, 2017 the Company had a net profit of Baht 90.4 million, decreased by Baht 156.8 million or 63.4 percent, compared to a net profit of Baht 247.2 million in the same period of last year.

The Company would like to report herewith the operation results for the third quarter ended September 30, 2017 and for the nine-month periods ended of September 30, 2017 with a difference more than 20% in comparison with the same period of previous year, due to the following main reasons.

1. The total revenue for third quarter of year 2017 was shown in the amount of Baht 1,404.4 million, increased by Baht 151.6 million or 12.1 percent, compared to Baht 1,252.8 million in the same quarter of last year. While total revenue for the nine-month periods ended of September 30, 2017 was in the amount of Baht 3,682.9 million, increased by Baht 42.3 million or 1.2 percent, compared to Baht 3,640.6 million in the same period of last year. There is no significant change from prior period and the details of revenue from sale of real estate are as follows:

*Million Baht

	For third quarter			For the nine-month periods		
	2017	2016	Increase/ (Decrease)	2017	2016	Increase/ (Decrease)
High-rise	503	458	45	1,095	1,051	44
Low-rise	888	779	109	2,500	2,532	-32
Total	1,391	1,237	154	3,595	3,583	12

2. The total cost of goods sold for third quarter of year 2017 was in amount Baht 951.9 million, increased by Baht 136.5 million or 16.7 percent, compared to Baht 815.4 million in the same quarter of last year. While cost of goods sold for the nine-month periods ended of September 30, 2017 was in amount Baht 2,406.9 million, increased by Baht 28.8 million or 1.2 percent, compared to Baht 2,378.1 million in the same period of last year, relating to the increase of sales revenue.

3. Selling Expenses for third quarter of year 2017 was in amount Baht 197.3 million, increased by Baht 38.6 million or 24.3 percent, compared to Baht 158.7 million in the same quarter of last year. While Selling Expenses for the nine-month periods ended of September 30, 2017 was in amount Baht 548.2 million, increased by Baht 169.5 million or 44.8 percent, compared to Baht 169.5 million in the same period of last year resulting mainly from the increasing in both off-line & on-line advertising including additional expense from International market expansion.

Please be informed accordingly.

Yours Sincerely,

(Mr. Anat Pinrat)

FEVP – Finance & Accounting Department