



Ref. AC 17/070

August 11, 2017

President

The Stock Exchange of Thailand
93 Ratchadaphisek Road, Dindaeng, Dindaeng, Bangkok 10400

Dear Sir,

Re: Management Discussion and Analysis of the Operating Performance for Quarter 2, 2017

Amata Corporation Public Company Limited ("AMATA") would like to report the operating performance result of the company for **Quarter 2, 2017** and end of June 30, 2017.

Net Profit

The result of the consolidated financial statement for the **three-month period** ended 30 June 2017 has reached a net profit of 256.04 million baht and when comparing with the operating performance of the same period of last year with a net profit of 191.81 million baht. The overall net profit has increased by 64.23 million baht or equivalent to 34% increase. The increase of the net profit coming from revenue of industrial estate land sales and rental revenue.

The overall net profit for the **six-month period** ended 30 June, 2017 has reached 506.67 million baht compared to previous year of 272.08 million baht. The net profit has increased by 234.59 million baht or equivalent to 86% increase, which was mainly coming from higher revenue of industrial estate land sales and rental revenue, and included higher Share of profit from investments in associates.

Revenue and operation performance

Total revenue performance of Quarter 2, 2017 was 1,088.76 million baht compared with 902.40 million baht for the same period of 2016, representing an overall increase 186.36 million baht or 21% increase where it was mainly coming from:

1. The industrial estate land sales revenue has reached 430 million baht compared to previous year of 248.77 million baht - the revenue has increased by 181.23 million baht or equivalent to 73% increase.
2. The utility services revenue has reached 439.70 million baht compared with 439.81 million baht for the same period of 2016, there was a bit lower.
3. The rental revenue has reached 151.24 million baht compared with 132.44 million baht for the same period of 2016, a increase of 18.80 million baht or 14% increase.



For the overall revenue performance of six-month period has reached 1,882.38 million baht compared with 1,708.94 million baht for the same period of 2016, which representing a increase of 173.44 million baht or 10% increase where it was mainly coming from:

1. The industrial estate land sales revenue has reached 623.38 million baht compared to previous year of 501.31 million baht - the revenue has increased by 122.07 million baht or equivalent to 24% increase.
2. The utility services revenue has reached 872.52 million baht compared with 851.24 million baht for the same period of 2016, an increase of 21.28 million baht or 3% growth.
3. The rental revenue has reached 300.15 million baht compared with 255.68 million baht for the same period of 2016, a increase of 44.47 million baht or 17% increase.

For your information.

Yours sincerely,

AMATA CORPORATION PUBLIC COMPANY LIMITED

Mr. Chackchai Panichapat
DIRECTOR

