



Ref. AC 16/086

November 14, 2016

**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 3, 2016**

Amata Corporation Public Company Limited ("AMATA") would like to report the operating performance result of the company for **Quarter 3, 2016** and end of September 30, 2016.

**Net Profit**

The result of the consolidated financial statement for the **three-month period** ended 30 September 2016 has reached a net profit of 183.04 million baht and when comparing with the operating performance of the same period of last year with a net profit of 456.79 million baht. The overall net profit has decreased by 273.75 million baht or equivalent to 60% decrease. The decrease of the net profit was due to lower revenue from industrial estate land sales.

The overall net profit for the **nine-month period** ended 30 September, 2016 has reached 455.12 million baht compared to previous year of 1,033.45 million baht. The net profit has decreased by 578.33 million baht or equivalent to 56% decrease, which was mainly due to lower revenue from industrial estate land sales and rental revenue.

**Revenue and operation performance**

Total revenue performance of Quarter 3, 2016 was 759.42 million baht compared with 1,814.50 million baht for the same period of 2015, representing an overall decrease 1,055.08 million baht or 58% decrease where it was mainly coming from:

1. The industrial estate land sales revenue has reached 139.25 million baht compared to previous year of 1,217.43 million baht - the revenue has decreased by 1,078.18 million baht or equivalent to 89% decrease.
2. The utility services revenue has reached 434.73 million baht compared with 364.52 million baht for the same period of 2015, an increase of 70.21 million baht or 19% growth.
3. The rental revenue has reached 133.53 million baht compared with 127.08 million baht for the same period of 2015, an increase of 6.45 million baht or 5% increase.

Amata Corporation PCL.  
2126 Kromadit Bldg., New Petchburi Rd.,  
Huaykwang, Bangkok 10310, Thailand  
Tel: +66 2 792 0000  
Fax: +66 2 318 1096

Amata Nakorn  
700 Moo1, Klong Tamru, Muang,  
Chonburi 20000, Thailand  
Tel: +66 38 939 007  
Fax: +66 38 939 000

Amata City  
7 Moo3 Bowin, Sriracha,  
Chonburi 20230, Thailand  
Tel: +66 38 346 007  
Fax: +66 38 345 771

Amata VN PCL.  
2126 Kromadit Bldg., New Petchburi Rd.,  
Huaykwang, Bangkok 10310, Thailand  
Tel: +66 2 792 0000  
Fax: +66 2 318 1096



For the overall revenue performance of nine-month period has reached 2,468.36 million baht compared with 4,912.50 million baht for the same period of 2015, which representing a decrease of 2,444.14 million baht or 50% decrease where it was mainly coming from:

1. The industrial estate land sales revenue has reached 640.56 million baht compared to previous year of 2,303.94 million baht, the revenue has decreased by 1,663.38 million baht or equivalent to 72% decrease.
2. The utility services revenue has reached 1,285.97 million baht compared with 1,058.14 million baht for the same period of 2015, an increase of 227.83 million baht or 22% growth.
3. The rental revenue has reached 389.21 million baht compared with 483.29 million baht for the same period of 2015, a decrease of 94.08 million baht or 19% decrease.
4. There was no gain on sale of properties to the Trust at the end of September 2016 as compared to previous year for the same period of 864.21 million baht.

For your information.

Yours sincerely,

**AMATA CORPORATION PUBLIC COMPANY LIMITED**

Mr. Chackchai Panichapat  
DIRECTOR

