



Ref. AC 17/102

November 14, 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 3, 2017

Amata Corporation Public Company Limited ("AMATA") would like to report the operating performance result of the company for **Quarter 3, 2017** and end of September 30, 2017.

Net Profit

The result of the consolidated financial statement for the **three-month period** ended 30 September 2017 has reached a net profit of 586.73 million baht and when comparing with the operating performance of the same period of last year with a net profit of 183.04 million baht. The overall net profit has increased by 403.69 million baht or equivalent to 220% increase. The increase of the net profit mainly coming from revenue of industrial estate land sales plus utility services and rental.

The overall net profit for the **nine-month period** ended 30 September, 2017 has reached 1,093.40 million baht compared to previous year of 455.13 million baht. The net profit has increased by 638.27 million baht or equivalent to 140% increase, which was mainly coming from higher revenue of industrial estate land sales plus utility services and rental, and included higher Share of profit from investments in associates.

Revenue and operation performance

Total revenue performance of Quarter 3, 2017 was 1,547.58 million baht compared with 759.42 million baht for the same period of 2016, representing an overall increase 788.16 million baht or 104% increase where it was mainly coming from:

1. The industrial estate land sales revenue has reached 896.60 million baht compared to previous year of 139.25 million baht - the revenue has increased by 757.35 million baht or equivalent to 544% increase.
2. The utility services revenue has reached 458.99 million baht compared with 434.74 million baht for the same period of 2016, a increase of 24.25 million baht or 6% increase
3. The rental revenue has reached 157.97 million baht compared with 133.53 million baht for the same period of 2016, a increase of 24.44 million baht or 18% increase.

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For the overall revenue performance of nine-month period has reached 3,429.80 million baht compared with 2,468.36 million baht for the same period of 2016, which representing a increase of 961.44 million baht or 39% increase where it was mainly coming from:

1. The industrial estate land sales revenue has reached 1,519.99 million baht compared to previous year of 640.56 million baht - the revenue has increased by 879.43 million baht or equivalent to 137% increase.
2. The utility services revenue has reached 1,331.52 million baht compared with 1,285.98 million baht for the same period of 2016, an increase of 45.54 million baht or 4% growth.
3. The rental revenue has reached 458.12 million baht compared with 389.21 million baht for the same period of 2016, a increase of 68.91 million baht or 18% increase.

For your information.

Yours sincerely,

AMATA CORPORATION PUBLIC COMPANY LIMITED

x

Mr. Chackchai Panichapat
DIRECTOR

