

(Translation)

Our Ref. G/003/2017

24 February 2017

Re: Management Discussion and Analysis

To: President
The Stock Exchange of Thailand

Grand Canal Land Public Company Limited (“the Company”) would like to inform the financial performance of the company and its subsidiaries for the year end of 2016 as of 31 December 2016 that the company has a net profit 1,112.21 Million Baht, compared with the same period of the previous year which the company has a net profit 1,732.38 Million Baht. Therefore, a net profit is decreased 620.17 Million Baht or 35.80% which was mainly due to:

1. - In 2015 the Company has a profit from fair value of investment property 1,139.69 MB
Due to 2015, the price of the land plot at Rama 9 junction (Rama 9 road-Ratchada road) has a highly value increasing according to the projects of the Company named “the Grand Rama 9” has operated continuously, comprising with; Central Grand Rama9, Belle Condominium, The Ninth Towers and Unilever House which emphasized the image of the New CBD and effected to the land price.

- In2016 the Company has a profit from fair value of investment property 700.59 MB from the increasing of the land price and the appraised of the G Tower which operated partially.

- Lead to the profit from fair value of investment property in year 2016 is lower than 2015 at the amount of 439.10 MB
2. The Company has the revenues from the transferred condominium unit decreased 1,473.52 MB due to the Company emphasized to gain the revenues from the rental and service income which is sustainable.
3. In the year 2016 from the emphasized of the revenues from the rental and service income, the Company has revenues increased from the rental and service income at the amount of 175.50 MB which came from the increasing operated of G Tower office building. G Tower is the 3rd office building project that the company has operated continuously in the last 3 years, after The 9th Tower in 2014 and Unilever House in 2015.

Please be informed accordingly.

Sincerely,

Miss Romani Boondicharern
Deputy Managing Director
Accounting & Finance Group