



ARIP PUBLIC COMPANY LIMITED

99 / 16-20 Ratchadapisek Road., Din Dang,

Bangkok 10400 Thailand.

Tel : +66 (0) 2642-3400

Fax : +66 (0) 2642-2331

Registration No. 0107553000051

www.aripplc.com

ARIP 223/2021

8 November 2021

Subject: Management Discussion and Analysis for the 3rd Quarter of Y2021

Attention: Director and Manager
The Stock Exchange of Thailand

ARIP Public Company Limited submits herewith the financial statements for the 3rd Quarter of Y2021 as of September 30, 2021 which was reviewed by certified public accountant. The Company would like to report the operating results as follows:

The Company has total revenue of 21.58 million baht and the net loss of 1.91 million baht compared to the same quarter in the year 2020 with the revenue of 42.33 million baht and the net loss of 4.23 million baht.

The Company's revenue decreased from the previous year by 20.75 million baht or -49.02% due to the Covid-19 situation. The Company could not organize any events and reduced revenue from special projects although the company has increased revenue from organizing online events. The total cost of this quarter was 12.95 million baht, a decrease of 23.64 million baht from the previous year, or -64.61%, due to the decrease in cost of organizing events and special projects in line with the decrease in revenue. As a result, the company's gross profit was 8.63 million baht, an increase of 2.89 million baht from the previous year.

The Company had selling and administrative expenses in the amount of 11.14 million baht, an increase of 1.02 million baht or 10.18% from the previous year. It came from hiring a financial advisor to evaluate the company in making a tender offer for minority shareholders while there is a reduction in the salary of employees and executives during the Covid-19 situation, causing the net profit in this quarter to lose 1.91 million baht.

Yours faithfully,

Mr. Boonlerd Narathai
Director and Chief Executive Officer