

November 12, 2021

Ref. 1435/2021

Subject: Explanation on percentage of changes more than 20% in company's operating performance for the three-month and nine-month periods ended September 30, 2021

Attn: Director and Manager  
The Stock Exchange of Thailand

According to the resolutions of Board of Director ("BOD") Meeting No. 8/2021 held on November 12, 2021 the BOD of Areeya Property Public Company Limited ("The Company") has approved financial statements for the third quarter ended September 30, 2021. The Company had a net loss of Baht -102.2 million in this quarter, decreased by Baht 517.0 million or -124.6 percent, compared to a net profit of Baht 414.8 million in the same quarter of last year.

For the nine-month periods ended of September 30, 2021, the Company had a net loss of Baht -186.0 million, decreased by Baht -617.1 million or -143.1 percent, compared to a net profit of Baht 431.1 million in the same period of last year.

The Company would like to report herewith the operation results for the second quarter ended September 30, 2021 and for the nine-month periods ended of September 30, 2021 with difference more than 20% in comparison with the same period of previous year, due to the following main reasons.

1. For the 3<sup>rd</sup> quarter of 2021, revenue from real estate was in the amount Baht 566.8 million, decreased by Baht -2,407.8 million or -80.9 percent, compared to Baht 2,974.6 million in the same quarter of last year. While the revenue from real estate for the nine-month periods ended of September 30, 2021 was the amount Baht 1,913.9 million, decreased by Baht -2,987.1 million or -60.9 percent, compared to Baht 4,901.0 million in the same period of last year. The Company breakdown details are as follows:

**Unit : MB**

|                                 | 3rd Quarter  |                |                         |               | For the nine-month periods |                |                         |               |
|---------------------------------|--------------|----------------|-------------------------|---------------|----------------------------|----------------|-------------------------|---------------|
|                                 | 2021         | 2020           | Increase/<br>(Decrease) | %             | 2021                       | 2020           | Increase/<br>(Decrease) | %             |
| Towhouse                        | 474.4        | 508.2          | -33.8                   | -6.7%         | 1,504.8                    | 1,868.4        | -363.6                  | -19.5%        |
| Condominium                     | 82.4         | 126.8          | -44.4                   | -35.0%        | 304.5                      | 552.7          | -248.2                  | -44.9%        |
| Inter Sale                      | -            | 38.8           | -38.8                   | -100.0%       | 40.3                       | 179.1          | -138.8                  | -77.5%        |
| Land                            | 10.0         | 342.7          | -332.7                  | -97.1%        | 64.3                       | 342.7          | -278.4                  | 100.0%        |
| Sold Project Under Construction | -            | 1,958.1        | -1,958.1                | -100.0%       | -                          | 1,958.1        | -1,958.1                | 100.0%        |
| <b>Total</b>                    | <b>566.8</b> | <b>2,974.6</b> | <b>-2,407.8</b>         | <b>-80.9%</b> | <b>1,913.9</b>             | <b>4,901.0</b> | <b>-2,987.1</b>         | <b>-60.9%</b> |

2. For the 3<sup>rd</sup> quarter of 2021, revenue from construction service was in the amount Baht 105.4 million. The total amount increased when compared to the same period of the previous year with no construction contract revenue. While the revenue from construction for the nine-month periods ended of September 30, 2021 was the amount Baht 428.3 million, increased by Baht 423.6 million or 9,012.8 percent, compared to Baht 4.7 million in the same period of last year. As a result of the construction of 2 condominium projects.

3. For the 3<sup>rd</sup> quarter of 2021, cost of sale of real estate was in the amount Baht 455.7 million, decreased by Baht -1,749.1 million or -79.3 percent, compared to Baht 2,204.8 million in the same quarter of last year. While the cost of sale of real estate for the nine-month periods ended of September 30, 2021 was Baht 1,463.8 million, decreased by Baht -2,192.9 million or -60.0 percent, compared to Baht 3,656.7 million in the same periods of the last year. It decreased from the cost of selling the project during construction and decreased in proportion to the revenue from real estate.

4. For the 3<sup>rd</sup> quarter of 2021, cost of construction service was in the amount Baht 97.5 million. The total amount increased when compared to the same period of the previous year with no construction contract cost. While the cost of sale of construction service for the nine-month periods ended of September 30, 2021 was Baht 393.7 million, increased by Baht 389.0 million or 8,276.6 percent, compared to Baht 4.7 million in the same periods of the last year. It increases in proportion to the revenue from construction service.

5. For the 3<sup>rd</sup> quarter of 2021, distribution cost was in the amount of Baht 59.7 million, decreased by Baht -44.1 Baht or -42.5 percent, compared to Baht 103.8 million in the same quarter of last year. While the distribution cost for the nine-month periods ended of September 30, 2021 was the amount Baht 181.1 million, decreased by Baht -97.2 million or -34.9 percent, compared to Baht 278.3 million in the same periods of the last year. This is due to specific business taxes and transfer fees that are reduced in proportion to the revenue. Selling and marketing expenses of inter sale are decreased as result of the situation of the Covid-19.

6. For the 3<sup>rd</sup> quarter of 2021, finance costs was in the amount Baht 101.5 million, increased by Baht 56.2 million or 124.1 percent, compared to Baht 45.3 million in the same quarter of last year. While the finance costs for the nine-month periods ended of September 30, 2021 was Baht 259.0 million, increased by Baht 93.3 million or 56.3 percent, compared to Baht 165.7 million in the same periods of the last year. This was due to an increase in debenture interest from the issuance of debentures during the first quarter and the third quarter. Moreover, some company's project was delay development that caused by the situation of the Covid-19.

Please be informed accordingly.

Yours Sincerely,



(Mr. Anat Pinrat)  
Company Secretary