

February 25, 2022

Re: Discussion and Analysis of Financial Position and Operating Performance

To: Director and Manager of the Stock Exchange of Thailand

Akkhie Prakarn Public Company Limited (the "Company") hereby clarifies the operating performance for the year ended December 31, 2021 as detailed below:

Operating Performance Analysis

Overall operating results for the Year ended December 31, 2021

Unit : Baht

Income Statement	31-Dec-21	percent	31-Dec-20	percent	Increase(decrease)	percent
Service revenue	375,266,387	95.86%	347,546,362	97.68%	27,720,025	7.98%
Other income	16,189,129	4.14%	8,269,625	2.32%	7,919,504	95.77%
Total revenue	391,455,516	100.00%	355,815,987	100.00%	35,639,529	10.02%
Cost of service	(288,557,858)	-76.89%	(270,844,213)	-77.93%	(17,713,645)	6.54%
Gross profit	86,708,529	23.11%	76,702,149	22.07%	10,006,380	13.05%
Service expenses	(5,720,026)	-1.46%	(9,115,225)	-2.56%	3,395,199	-37.25%
Administrative expenses	(31,936,866)	-8.16%	(30,341,777)	-8.53%	(1,595,089)	5.26%
Executive compensation	(18,164,040)	-4.64%	(16,747,004)	-4.71%	(1,417,036)	8.46%
Total expenses	(55,820,932)	-14.26%	(56,204,006)	-15.80%	383,074	-0.68%
EBIT	47,076,726	12.03%	28,767,768	8.09%	18,308,958	63.64%
Finance costs	(4,782,599)	-1.22%	(5,102,469)	-1.43%	319,870	-6.27%
Profit before share investment in associates	42,294,127	10.80%	23,665,299	6.65%	18,628,828	78.72%
Share of profit investment in associates	13,377,619	3.42%	16,780,495	4.72%	(3,402,876)	100.00%
Profit (loss) before income tax expense	55,671,746	14.22%	40,445,794	11.37%	15,225,952	37.65%
Inome tax expense	(8,830,418)	-2.26%	(5,794,119)	-1.63%	(3,036,299)	52.40%
Net profit (loss) for the period	46,841,328	11.97%	34,651,675	9.74%	12,189,653	35.18%

Remarks: The ratio in the income statement is expressed as a percentage of total revenue, except for the cost of services and gross profit that expressed as a percentage of service revenue.

Service revenue:

Revenue from industrial waste disposal services for the Year increased by 28 million Baht or 8 percent compared to the same period of the prior year. The company can adjust the average service fee per ton to increase by 10 percent compared to the average service fee of the previous year and still maintain the same amount of industrial waste disposal same as previous year.

Cost of service:

Cost of industrial waste disposal services consists of variable costs including the cost of fuels used in combusting, vehicle and fuel costs for transportation and mostly the compensation for the Department of Factory and fixed costs including salaries and factory employee benefits, depreciation of machinery and equipment, and mostly depreciation of vehicle for transportation. There is still a cost rate of 77 percent of service revenue which is close to prior year.

Other income:

Other income derived from other services, profit from assets disposal, and interest income.

Service and administrative expenses, Executive compensation, and Financial costs:

Most of these expenses are salaries, office employee benefits, and office administrative expenses with sales expenses, administrative expenses, executive remuneration, and financial costs close to previous year.

Share of profit from investment in associates:

This is an investment in small scale power plant business. The company recognizes profit (loss) under the equity method. For this year, the profit rose by 13.38 million Baht.

Net profit (loss) for the year:

According to previous causes, the company had the net profit for the year for 47 million Baht which increased by 12 million Baht or 35 percent compared to the same period of the prior year.

Financial Position Analysis

Overall financial position as at 31 December 2021

Unit : Baht

Statement of Financial Position	31 Dec 21	percent	31 Dec 20	percent	Increase(decrease)	percent
Total assets	724,224,855	100.00%	696,569,366	100.00%	27,655,489	3.97%
Total liabilities	132,588,037	18.31%	142,482,106	20.45%	(9,894,069)	-6.94%
Total shareholders' equity	591,636,818	81.69%	554,087,260	79.55%	37,549,558	6.78%

Analysis of Asset:

The total assets at the end of the year increased by 28 million Baht due to the general operating performance and there is no significant change in assets transaction.

Analysis of Liabilities:

The total liabilities at the end of the year decreased by 10 million Baht resulting from the payment of trade payables and general operating liabilities. There is no significant change in liabilities transaction.

Analysis of Shareholders' equity:

From prior causes, shareholders' equity at the end of the year increased by 38 million Baht.

Please be informed accordingly.

Sincerely yours,

(Mr.Vanchai Luengviriya)

President & CEO