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SET. 003/2022

February 28, 2022

Subject: Clarification on operating results for the year 2021  
To: Director and Manager of the Stock Exchange of Thailand  
Copy: Secretary-General of the SEC Office

AQ Estate Public Company Limited has a list of information that the Board of Directors considered in accordance with the resolution in the Board meeting No. 1/2022 on February 28, 2022 at 4:00 p.m. The meeting's resolution was to consider and approve the annual financial statements 2021 ending on December 31, 2021, which had already been audited by the certified public accountant and notified such Board's resolution to the Office of the Securities and Exchange Commission of Thailand.

In addition, AQ Estate Public Company Limited would like to report the operating results for the year 2021 with a net loss of 495.16 million baht. In 2020, there was a net loss of 391.89 million baht, an increase of 103.27 million baht from the year 2020. The loss is greater than 20% for the following reasons:

Unit: Million Baht

	2021	2020	Increase (Decrease)	% Increase (Decrease)
Revenue from sales and services	1,035.43	525.69	509.74	96.97
Cost of sales and services	1,330.77	543.94	786.83	144.65
Gross profit	-295.34	-18.25	-277.09	1,518.30
Other income	235.30	60.42	174.88	289.44
Expenses	418.10	422.60	-4.50	-1.06
Financials cost	10.36	11.41	-1.05	-9.20
Income tax (revenues)	6.66	0.05	6.61	13,220.00
Profit (loss) for the year	-495.16	-391.89	-103.27	26.35

Revenue from sales and services of the Company and its subsidiaries amounted to 1,035.43 million baht in 2021. In comparison, the amount was 525.69 million baht in 2020, an increase of 509.74 million baht or 96.97% due to the following reasons:

1. Revenue from real estate sold 2021 amounted to 968.31 million baht and 406.55 million baht in 2020, an increase of 561.75 million baht or 138.18%, mainly due to an increase in real estate sales.
2. Income from hotel and service business of the Company and its subsidiaries amounted to 67.12 million baht in 2021 and amounted to 98.52 million baht in 2020, a decrease of 31.40 million baht or 31.87%. The situation of COVID-19 pandemic had affected hotel operations in 2021, while the year 2020 was higher income than the year 2021 due to the government's easing of COVID-19 control measures.
3. Other income of the Company and its subsidiaries amounted to 235.30 million baht and 60.42 million baht in 2021 and 2020 respectively, an increase of 174.88 million baht or 289.47%. The main reason is from the recording of interest income received in 2021.
4. Cost of sales and services amounted to 1,173.25 million baht in 2021 and compared to 341.83 million baht in 2020, resulting in an increase of 831.42 million baht or 243.23%. The reason is because the company has some sales as impairment assets, therefore the cost is high.
5. Gross profit (loss) of the Company and its subsidiaries in 2021 amounted to (295.34) million baht in comparison with the gross profit (loss) in 2020 amounted to (18.25) million baht. Gross profit (loss) increased by (277.09) million baht to 1,518.30% due to gross profit having a negative balance in 2021. The reason is that the company has sold the impairment assets and cannot sell products at high prices. During time period that the Company and its subsidiaries appraised assets reaches its expiration date in 2021, such assets must be impaired.
6. Total selling and administrative expenses amounted to 418.10 million baht in 2021. In the year 2020, there were 422.60 million baht, a decrease of 4.50 million baht or 1.06% due to the company's selling expenses and administrative expenses were reduced in 2021.
7. Tax revenue of the Company and its subsidiaries amounted to 6.66 million baht and 0.05 million baht in 2021 and 2020 respectively, an increase of 6.61 million baht or 13,220%.

For the aforementioned reason, the Company and its subsidiaries had a net loss of 495.16 million baht in 2021.

Please be informed accordingly and disseminate such information further.

Yours Sincerely,

(Mr. Chamnarn Wangtal)

Director

(Mr. Michael Alexander William Fernandez)

Director