

Ref. ever/list 006/2022

March 1, 2022

To: Director and Manager

The Stock Exchange of Thailand

Subject: Management Discussion and Analysis Yearly Ending December 31, 2021, The result of the financial statement amendment

Everland Public Company Limited ("the Company") would like to clarify the change of operating results in the year 2021 more than 20 percent comparing to the year 2020 as follow;

The operating results according to the consolidated financial statements of the Company and its subsidiaries for the year 2021 presented the net profit for the years attributable to owner of the Company of Baht 137.54 million compared to the net profit of Baht 138.24 million of the year 2020 comprehensive profit decreased by Baht 275.78 million or 199.49%, The significant reasons were as follows:

STATEMENTS OF PROFIT OR LOSS	CONSOLIDATED FINANCIAL STATEMENTS					
	2021		2020		Change	
	Amount (TB)	% To Revenue	Amount (TB)	% To Revenue	Amount (TB)	% Change
Revenues from sales or revenues from services	2,676.96	99.34%	3,241.25	95.97%	(564.29)	-17.41%
Other income	17.76	0.66%	136.25	4.03%	(118.49)	-86.97%
Total Revenue	2,694.71	100.00%	3,377.50	100.00%	(682.79)	-20.22%
rendering of services	(2,063.58)	-76.58%	(2,397.00)	-70.97%	(333.42)	-13.91%
Gross profit	613.38	22.76%	844.25	25.00%	(230.87)	-27.35%
Distribution costs	(176.76)	-6.56%	(231.80)	-6.86%	(55.04)	-23.74%
Administrative expenses	(281.78)	-10.46%	(258.93)	-7.67%	22.85	8.82%
Loss on lawsuit provision	(2.58)	-0.10%	(2.64)	-0.08%	(0.06)	-2.27%
Profit from operating activities	170.03	6.31%	487.13	14.42%	(317.10)	-65.10%
Finance income	0.08	0.00%	0.14	0.00%	(0.06)	-42.86%
Finance costs	(322.04)	-11.95%	(258.06)	-7.64%	63.98	24.79%
Gain (loss) arising from the modification of financial instruments measured at amortized cost that has not resulted in derecognition	58.09	2.16%	-	0.00%	58.09	100.00%
Reversal of impairment loss (impairment loss) determined in accordance with TFRS 9	0.03	0.00%	(0.16)	0.00%	0.19	118.75%
Profit (loss) before income tax	(93.82)	-3.48%	229.04	6.78%	(322.86)	-140.96%
Income tax (expenses) income	(51.48)	-1.91%	(102.70)	-3.04%	(51.22)	-49.87%
Profit (loss) for the year	(145.30)	-5.39%	126.34	3.74%	(271.64)	-215.01%
Other comprehensive loss for the years, net of tax	-	0.00%	(2.90)	-0.09%	(2.90)	-100.00%
Total comprehensive income (loss) for the years	(145.30)	-5.39%	123.44	3.65%	(268.74)	-217.71%
Profit (loss) for the years attributable to Owner of the Company	(137.54)	-5.10%	138.24	4.09%	(275.78)	-199.49%

### 1. Revenues from sales or revenues from services

The year 2021 revenues from sales or revenues from services of Baht 2,676.96 million, compared with Baht 3,241.25 million of the year 2020, which decreased by Baht 564.29 million or 17.41 %. The significant reasons were as follows:

#### 1) Realrestate

- The year 2021 revenues from sales condominium, single house and townhome Baht 2,355.10 million, which decreased by Baht 608.54 million or 20.53 % at the same period of last yearly ending, As a result of the main reason is from the transfer of ownership in various projects of the decreased group company.

#### 2) Hospital

- The year 2021 revenues from sales of Hospital with Baht 321.86 million, which increased Baht 44.25 million, or 15.94 % at the same period of last yearly ending, As a result of examination and treatment for COVID-19 patients and social security patients.

### 2. Other income

The year 2021 the company had other incomes of Baht 17.76 million, which decreased by Baht 118.49 million or 86.97 % compared to the same period last year. The main cause is the result of the contract change and clients seized money Due to the breach of the contract.

### 3. Costs of sales of goods or costs of rendering of services

The year 2021 costs of sales of goods or costs of rendering of services of Baht 2,063.58 million, compared with Baht 2,397.00 million of the year 2020, which decreased Baht 333.42 million or 13.91 %, which was decreased in proportion of revenue as follows:

#### 1) Realrestate

- The year 2021 costs of sales of goods or costs of rendering of services of Baht 1,784.97 million which decreased Baht 353.22 million or 16.52 % at the same period of last yearly ending, As a result of the main reason is from the transfer of ownership in various projects of the decreased group company, Therefore, the cost of sales decreased in the same direction.

#### 2) Hospital

- The year 2021 costs of sales of goods or costs of rendering of services of Baht 278.61 million which increased Baht 19.80 million or 7.65% at the same period of last yearly ending, which is in the same direction as income.

Unit : Million

#### CONSOLIDATED FINANCIAL STATEMENTS

	Property development		Hospital and dental clinic		Total	
	2021	2020	2021	2020	2021	2020
Revenues from sales or revenues from services	2,355.10	2,963.64	321.86	277.61	2,676.96	3,241.25
rendering of services	(1,784.97)	(2,138.19)	(278.61)	(258.81)	(2,063.58)	(2,397.00)
Gross profit	570.12	825.44	43.26	18.80	613.38	844.24

#### 4. Distribution costs

The year 2021 distribution costs of Baht 176.76 million which decreased by Baht 55.04 million or 23.74% at the same period of last yearly ending, This was mainly due to the Company's projects being completed and ready for sale. Therefore, decreased the distribution costs in terms of sales promotions and advertising media.

#### 5. Loss on lawsuit provision

The year 2021 the company loss from provisioning for losses from litigation of Baht 2.58 million, which decreased Baht 0.06 million or 2.27 % compared to the same period of the previous year. Which is mainly due to on December 28, 2020, a subsidiary had received civil court judgment ordering the subsidiary to comply with such arbitration award. Managements of the subsidiary requested an appeal for such judgment. On February 25, 2021, the subsidiary appealed against the judgment of the Civil Court to the Supreme Court and the constructor filed an appealed against on May 27, 2021. On June 23, 2021, the subsidiary submitted a request for suspension of judgement execution which is in the process of the Supreme Court. On November 16, 2021, the subsidiary received the Notification letter regarding the seizure of the condominium units of the subsidiary from the Legal Execution Department. On December 15, 2021, the subsidiary filed the request for protection of benefits during the legal execution and the request for withdrawal of the legal execution. On February 7, 2022, the Civil Court dismisses the request for protection of benefits during the legal execution and send the request for enforcement benefits protection to the Supreme Court.

On February 21, 2022, the subsidiary filed the request for withdrawal of the legal execution and placed cashier's check of Baht 56.89 million to the Civil Court. On February 23, 2022, the subsidiary filed the request to cease the legal execution and to withdraw the legal execution. The subsidiary's legal advisor confirmed that the Court considered that there is an appropriate reason to cease the legal execution and the subsidiary is in the request process to obtain the copied order of such request.

As at December 31, 2021 and December 31, 2020, the Group has recognized provision for such dispute, including interest payable of Baht 34.34 million and Baht 31.76 million, respectively. Which this legal dispute has been in existence since 2016 and the company has disclosed the information in Form 56-1 and the annual report all along.

#### 6. Finance costs

The year 2021, the Company and its subsidiaries initially had financial cost of Baht 322.04 million which increased by Baht 63.98 million or 24.79 %, This is an increase in accordance with the drawdown of the loan to be used as working capital of the company. Interest costs of projects completed and ready to transfer The company must recognize the interest incurred as a financial cost of the income statement as follows:

##### 1) Realrestate

- The year 2021 Finance costs of Baht 320.48 million which increased by Baht 64.48 million or 25.19 % at the same period of last yearly ending, As a result of the drawdown of the loan to be used as working capital of the company. Interest costs of projects completed and ready to transfer The company must recognize the interest incurred as a financial cost of the income statement.

##### 2) Hospital

- The year 2021 Finance costs of Baht 1.56 million which decreased by Baht 0.51 million or 24.64 % at the same period of last yearly ending.

Unit : Million

CONSOLIDATED FINANCIAL STATEMENTS

	Property development		Hospital and dental clinic		Total	
	2021	2020	2021	2020	2021	2020
Finance costs	(320.48)	(256.00)	(1.56)	(2.07)	(322.04)	(258.06)

7. Reversal (loss) on impairment determined in accordance with TFRS 9

The year 2021, the company suffered an Impairment loss determined in accordance with TFRS 9 in the amount of 0.03 million baht, an increased by Baht 0.19 million or 118.75 percent compared to the same period of the year. before, There are main reasons mainly for the allowance for impairment of receivables in the hospital group of companies which is an accounting expense only, non-cash expense.

Please be informed accordingly.

Yours Sincerely,

(Mr.Swechak Lochaya)

Chairman of the board