

12 May 2022

Subject : Management Discussion and Analysis of

Operating Results for 3-month period ended 31 March 2022

To Director and Manager  
The Stock Exchange of Thailand

Britania Public Company Limited and its subsidiaries hereinafter called “The Group” would like to clarify the Management Discussion and Analysis of the Group operating result for 3-month period ended 31 March 2022 as following:

In 2022 is considered the year of recovery after the economic crisis and the impact of the COVID-19 epidemic. This year is considered as a golden year for the real estate sector. The Group is a newcomer in the real estate sector that has stepped into a listed company in the Stock Exchange of Thailand at the end of last year. The Group has adjusted to be in line with the guidelines and regulations of the Stock Exchange of Thailand. including planning operations and strategies to keep up with the situation and develop the group of companies to grow further. In addition, the Group also applies the concept of sustainability (ESG) to create long-term sustainable returns for shareholders and stakeholders in all dimensions.

The strategy of the year 2022, the Group has a strategic plan to operate the business under the concept of 'Growth Together', including expanding the market into new potential locations, Joint Ventures with partners (JV), which lead to promoting and develop potential for all sectors, including customers, partners, and employees pass on knowledge, special skills that will increase the potential and enhance the image of the group of companies and growing steadily. The Group maintains a policy of providing after-sales services to residents throughout their stay (Long-Life Living After Sale Service), including collaborating with partners to emphasize 'Leader in technology for living' by applying technology and innovation to enhance the convenience of living by bringing in alternative energy to increase the convenience of customers' lives such as Solar Roof Top or solar roof panels and electric vehicle charging station (EV Charger).

Operating Results for 3-month period of 2022 the Group can achieve new highs in all aspects, including in sales were able to achieve Baht 2,378.0 million or increased by 18.2 percent from the fourth quarter of last year and increased by 13.8 percent from the same period of last year. In this quarter, the

Group launched 1 new project is Britania Ratchaphruek-Nakhon In, with project value of Baht 700.0 million, which could generate sales over Baht 270.0 million. Meanwhile, revenue from real estate sales of the Group amounted to Baht 1,268.1 million or increase by 26.4 percent from the fourth quarter of last year and increased by 51.9 percent from the same period of last year. And from the strategies that the Group uses in its business operations The group has sought partners to joint venture in 3 projects including Britannia Home Bangna Km.17 and Britannia Town Bangna Km.17, which Joint Venture with Nomura Real Estate (Thailand) Company Limited and Grand Britania Khukhot Station, which joint venture with Lofis (Thailand) Company Limited. As a result, the Group has Gain on disposal of investments in subsidiaries amounted to Baht 144.3 million, which made profit for the period amounted to Baht 352.5 million, increase by 135.3 percent from the fourth quarter of last year and increase by 169.7 percent from the same period of last year.

Operating Results for 3-month period ended 31 March 2022 are as the following

Items	3M2022		3M2021		Change	
	Mil.Baht	%	Mil.Baht	%	Mil.Baht	%
<b>Revenues</b>						
Revenues from sales of real estate	1,268.1	85.5	834.7	99.9	433.4	51.9
Revenues from project management	68.6	4.6	-	-	68.6	100.0
Gain on disposal of investments in subsidiaries	144.3	9.7	-	-	144.3	100.0
Other income	1.9	0.1	1.0	0.1	0.9	89.8
<b>Total revenues</b>	<b>1,483.0</b>	<b>100.0</b>	<b>835.8</b>	<b>100.0</b>	<b>647.2</b>	<b>77.4</b>
<b>Expenses</b>					-	
Cost of real estate sales	852.3	57.5	571.6	68.4	280.7	49.1
Selling expenses	128.1	8.6	78.8	9.4	49.3	62.6
Administrative expenses	23.7	1.6	19.1	2.3	4.6	24.0
<b>Total Expenses</b>	<b>1,004.0</b>	<b>67.7</b>	<b>669.5</b>	<b>80.1</b>	<b>334.6</b>	<b>50.0</b>
<b>Operating profit</b>	<b>478.9</b>	<b>32.3</b>	<b>166.3</b>	<b>19.9</b>	<b>312.6</b>	<b>188.0</b>
Share of loss from investments in joint ventures	(29.5)	(2.0)		-	(29.5)	100.0
Finance cost	(1.4)	(0.1)	(2.9)	(0.3)	1.5	(51.8)
<b>Profit before income tax expenses</b>	<b>448.1</b>	<b>30.2</b>	<b>163.4</b>	<b>19.6</b>	<b>284.7</b>	<b>174.2</b>
Income tax expenses	(95.6)	(6.4)	(32.7)	(3.9)	(62.8)	192.1
<b>Profit for the period</b>	<b>352.5</b>	<b>23.8</b>	<b>130.7</b>	<b>15.6</b>	<b>221.8</b>	<b>169.7</b>
<b>Total comprehensive income for the period</b>	<b>352.5</b>	<b>23.8</b>	<b>130.7</b>	<b>15.6</b>	<b>221.8</b>	<b>169.7</b>

The above table can be analyzed as the following,

#### **1. Total revenues**

For 3-month period of 2022 and 2021, total revenues of the Group amounted to Baht 1,483.0 million and Baht 835.8 million respectively, increased by Baht 647.2 million or 77.4 percent, which was in according to the business expansion plan. Detail following as below,

##### **Revenues from sales of real estate**

For 3-month period of 2022, revenues from sales of real estate of the Group amounted to Baht 1,268.1 million, accounted for 85.5 percent from the total revenues, increased by Baht 433.4 million or increased by 51.9 percent from the same period of last year. Mainly, revenues from sales of real estate of the Group were from ownership transfer of housing development in existing 13 projects continued from year 2021. For 3-month period of 2022 the Group were also from ownership transfer of housing development in 5 new projects including 1) Britania Tiwanon-Ratchaphruek 2) Britania Praksa Station 3) Grand Britania Bangna-Suvarnabhumi 4) Grand Britania Nontaburi Station 5) Britania Ratchaphruek-Nakhon In Grand Total 18 projects.

##### **Revenues from project management**

Revenues from project management consists of Revenues from project management, Revenue from sales and marketing management and Revenue from administrative management from Joint Ventures. For 3-month period of 2022, Revenues from project management amounted to Baht 68.6 million, accounted for 4.6 percent from the total revenues.

##### **Gain on disposal of investments in subsidiaries**

For 3-month period of 2022, Gain on disposal of investments in subsidiaries amounted to Baht 144.3 million, accounted for 9.7 percent from the total revenues by disposing of investments in 3 subsidiaries including 1) Britania Bangna KM.17 Company Limited 2) Stable Town Company Limited 3) Grand Britania Khukhot Station Company Limited.

##### **Other income**

Other income of the Group was mainly from income from contract terminations. For 3-month period of 2022, other income of the Group amounted to Baht 1.9 million, accounted for 0.1 percent of total revenues and increased by Baht 0.9 million or increased by 89.8 percent from the same period of last year.

## 2. Expenses

### Cost of real estate sales

For 3-month period of 2022, cost of real estate sales of the Group amounted to Baht 852.3 million, accounted for 57.5 percent of total revenues and increased by Baht 280.7 million or increased by 49.1 percent from the same period of last year. This was in according to increase in revenues from sales of real estate.

### Selling expenses

For 3-month period of 2022, selling expenses of the Group amounted to Baht 128.1 million, accounted for 8.6 percent of total revenues and increased by Baht 49.3 million or increased by 62.6 percent from the same period of last year. This was mainly due to an increase in Specific Business Taxes and Transfer Fees, in according to increase in revenues from sales of real estate, and also an increase in marketing expense and sales and marketing employee expenses for the expansion of project development plan, especially, the Group launched 6 new projects since 6-month period of 2022 including 1) Britania Tiwanon-Ratchaphruek 2) Britania Praksa Station 3) Grand Britania Bangna-Suvarnabhumi 4) Grand Britania Nontaburi Station 5) Grand Britania Rama 9 - Krungthep Kreetha 6) Brighton Bangpakong. And For 3-month period of 2022, The group launched 1 new project is Britania Ratchaphruek-Nakhon In.

### Administrative expenses

For 3-month period of 2022, administrative expenses of the Group amounted to Baht 23.7 million, accounted for 1.6 percent of total revenues and increased by Baht 4.6 million or increased by 24.0 percent from the same period of last year. This was mainly due to an increase in employee expenses because the Company adjusted annual compensation and recruited additional staff, together with the increase in other administrative expenses to support the expansion of the business and the new projects launch continually increasing.

## 3. Finance cost

Finance cost of the Group was mainly from interest payment of short-term loans from parent company, loans from banks and bank overdrafts using for working capital, and also interest payment of office building lease agreement. For 3-month period of 2022, finance cost of the Group amounted to Baht 1.4 million, accounted for 0.1 percent of total revenues and decreased by Baht 1.5 million or decreased by 51.8 percent from the same period of last year.

#### 4. Income tax expenses

For 3-month period of 2022, income tax expenses of the Group amounted to Baht 95.6 million, accounted for 6.4 percent of total revenues and increased by Baht 62.8 million or increased by 192.1 percent from the same period of last year.

#### 5. Profit for the period

For 3-month period of 2022, Profit for the year of the Group amounted to Baht 352.5 million, accounted for 23.8 percent of total revenues and increased by Baht 221.8 million or increased by 169.7 percent from the same period of last year, which was in according to the business expansion plan.

#### 6. Financial position

Items	As of	As of	Change	
	31 March 2022	31 December 2021	Mil.Baht	%
Total assets	9,668.6	9,116.2	552.4	6.1
Total liabilities	5,929.6	5,729.7	199.9	3.5
Total shareholders' equity	3,739.0	3,386.5	352.5	10.4

As of 31 March 2022, increased by Baht 552.4 million or increased by 6.1 percent comparing to the end of the year 2021. This was mainly due to an increase in Short-term loans to related parties and Other receivables. As for liabilities, an increase by 199.9 million baht or increase by 3.5 percent. This was mainly due to an increase in Trade and other payables.

As of 31 March 2022, increased by Baht 352.5 million or increased by 10.4 percent comparing to the end of the year 2021. This was mainly due to Retained earnings.

Please be informed accordingly.

Yours sincerely,

(Mrs.Supaluk Chanpitak)

Chief Executive Officer