



AP (THAILAND) PCL.

NEWS RELEASE

No.11/2022

9th August 2022

Subject: Explanation on +22.7% year-on-year growth in revenue and +41.2% year-on-year growth in net profit results

To: Director and Manager
The Stock Exchange of Thailand

AP (Thailand) Plc. would like to report Q2 2022 revenue and net profit at THB 9,862 million and THB 1,574 million, respectively. Comparing to the same period of last year, revenue increased by +22.7% YoY (from THB 8,035 million) and net profit increased by +41.2% YoY (from THB 1,115 million) resulting from the followings:

- In Q2 2022, we recorded total revenue at THB 9,862 million (+22.7% YoY) which could be split into THB 9,620 million (+22.8% YoY) from property and THB 242 million (+21.2% YoY) from service.
- **Low Rise:** low rise projects continued its strong performance and remained a majority contributor of property revenues. In Q2 2022, we recorded low rise revenue at THB 9,139 million (+21.6%YoY), contributed from transfer of both existing and new projects. In Q2 2022, we started transfer another 6 low rise projects namely 1) Centro Vibhavadi 2) Centro Ramintra Chatuchot 2 3) Baan Klang Muang Sathorn Kalapapruek 4) Baan Klang Muang Suksawat Rama 3 5) Pleno Town Bangna and 6) Grande Pleno Salaya Borommaratchachonnani. Most of those projects were launched in Q1 2022.
- **Condominium:** although we did not have any new AP condo project started transfer in Q2 2022, we recorded revenue from AP condo at THB 481 million (+50.2% YoY) which contributed by 3 existing condo projects namely 1) Aspire Erawan Prime 2) Aspire Sukhumvit Onnut Phase I and 3) Aspire Rattathibet II. The good news is we were able to complete transfer one of our long-lasting projects - "Aspire Rattathibet II in Q2 2022.
- Q2 2022 overall gross margin surged to 33.6% from 31.6% same period last year (+200bpt YoY), attributed by impressive margin of both products. i.e. low rise at 32.6% and condo at 30.1%.



- We still maintain a tight control on SG&A spending. In Q2 2022, we spent THB 1,715 million in SG&A or 17.4% of reported revenues (+10 bpt YoY). As JV operation was covered by AP, %SG&A to revenue with 51% portion from JV would be 16.3% (-10 bpt YoY).
- Under challenging market condition, we transferred another THB 2,329 million 100% revenues in JV (+ 37.1% YoY or +4.2% QoQ). We observed good transfer momentum of our Ready-to-Move (RTM) projects such as: "Life Asoke-Hype" (53.3% PTD, +16.3%), "Life Asoke - Rama9" (99.8% PTD, +7.9%) and "Life Ladprao Valley" (48.2% PTD, +3.4%). With good transfer momentum, we recorded another THB 378 million in share of profit from investments in JV (+108.3%YoY or +53.0%QoQ).
- In conclusion, in the second quarter of 2022, AP (Thailand) handed over an excellence performance with revenue and net profit at THB 9,862 million (+22.7% YoY) and THB 1,574 million (+41.2% YoY), respectively. At the same time, net debt to equity ratio remained low at 0.51x.

Sincerely yours,
AP (Thailand) Public Company Limited.
/S/
(Mr. Pramart Kwanchuen)
Corporate Secretary