

Ref. ever/list 013/2022

August 10, 2022

To : President

The Stock Exchange of Thailand

Subject : Management Discussion and Analysis second quarter of 2022 Ending 30 June 2022

Everland Public Company Limited (“the Company”) would like to clarify the change of operating results for the second quarter of 2022 more than 20 percent comparing to the second quarter of 2021 as follow;

The operating results according to the consolidated financial statements of the Company and its subsidiaries for the second quarter of 2022. The company had total revenue for the 3 months period of Baht 559.37 million. And had loss attributable to owner of the Parent of 2022 of Baht 53.45 million compared to loss of Baht 23.89 million of 2021, The company loss increase by Baht 29.56 million or 123.73 %, The details are as follows:

Unit : Million

STATEMENTS OF PROFIT OR LOSS	CONSOLIDATED FINANCIAL STATEMENTS					
	As at June 30, 2022		As at June 30, 2021		Change	
	Amount (TB)	% To Revenue	Amount (TB)	% To Revenue	Amount (TB)	% To Revenue
Revenue from sales and rendering from services	559.37	99.83%	689.56	98.24%	(130.19)	-18.88%
Other income	0.96	0.17%	12.34	1.76%	(11.38)	-92.22%
Total Revenue	560.33	100.00%	701.90	100.00%	(141.57)	-20.17%
rendering of services	(443.36)	-79.12%	(513.73)	-73.19%	(70.37)	-13.70%
Gross profit	116.01	20.70%	175.83	25.05%	(59.82)	-34.02%
Distribution costs	(37.50)	-6.69%	(46.30)	-6.60%	(8.80)	-19.01%
Administrative expenses	(83.04)	-14.82%	(65.26)	-9.30%	17.78	27.24%
Loss on lawsuit provision	(0.64)	-0.11%	(0.64)	-0.09%	-	0.00%
Profit (loss) from operating activities	(4.21)	-0.75%	75.97	10.82%	(80.18)	-105.54%
Finance income	0.03	0.00%	0.03	0.00%	(0.01)	-20.59%
Finance costs	(48.38)	-8.63%	(86.79)	-12.37%	(38.41)	-44.26%
Reversal (loss) on impairment determined in accordance with TFRS 9	4.54	0.81%	0.59	0.08%	3.95	669.49%
Loss before income tax	(48.02)	-8.57%	(10.20)	-1.45%	37.82	370.78%
Income tax income (expenses)	(1.08)	-0.19%	(16.76)	-2.39%	(15.68)	-93.56%
Loss for the periods	(49.09)	-8.76%	(26.96)	-3.84%	22.13	82.08%
Total comprehensive loss for the periods	(49.09)	-8.76%	(26.96)	-3.84%	22.13	82.08%
Loss for the periods attributable to Owners of the Company	(53.45)	-9.54%	(23.89)	-3.40%	29.56	123.73%

1.Revenues from sales or revenues from services

The second quarter 2022 revenues from sales or revenues from services of Baht 559.37 million, compared with Baht 689.56 million of the year 2021, which decreased by Baht 103.19 million or 18.88 % The significant reasons were as follows:

1)Realrestate

- revenues from sales condominium, single house and townhome Baht 441.85 million, which decreased by Baht 180.00 million or 28.95% 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

- revenues from sales of Hospital with Baht 117.52 million, which increase Baht 49.81 million, or 73.56 % 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 second quarter 2022, the company had other incomes of Baht 0.96 million, compared with Baht 12.34 million of the year 2021, which decreased by Baht 11.38 million or 92.22 % 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 and costs of rendering of services

The second quarter 2022 costs of sales of goods or costs of rendering of services of Baht 443.36 million, compared with Baht 513.73 million of the year 2021, which decreased Baht 70.37 million or 13.70 %, which was decreased in proportion of revenue as follows:

1)Realrestate

- costs of sales of goods or costs of rendering of services of Baht 355.81 million which decreased Baht 91.71 million or 20.49 % 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

- costs of sales of goods or costs of rendering of services of Baht 87.55 million which increase Baht 21.33 million or 32.21 % at the same period of last yearly ending, As a result of the increasing number of patients receiving medical care which is in the same direction as the income.

Unit : Million

CONSOLIDATED FINANCIAL STATEMENTS

	Property development		Hospital and dental clinic		Total	
	2022	2021	2022	2021	2022	2021
Revenues from sales or revenues from services	441.85	621.85	117.52	67.71	559.37	689.56
rendering of services	(355.81)	(447.51)	(87.55)	(66.22)	(443.36)	(513.73)
Gross profit	86.03	174.34	29.98	1.49	116.01	175.83

4. Distribution costs

The second quarter 2022 distribution costs of Baht 37.50 million, compared with Baht 46.30 million of the year 2021, which decreased Baht 8.80 million or 19.01 %, 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. Administrative expenses

The second quarter 2022 administrative expenses of Baht 83.04 million, compared with Baht 65.26 million of the year 2021, which increase Baht 17.78 million or 27.24 %, at the same period of last yearly ending, the main reason for the increase was the property tax of approximately Baht 14 million. In 2022, the government kept the property tax rate at the same rate. But there is no waiver of 90% discount like in 2021.

6. Finance costs

The second quarter 2022, the Company and its subsidiaries initially had financial cost of Baht 48.38 million, compared with Baht 86.79 million of the year 2021, which decreased Baht 38.41 million or 44.26 %, this is the result of the interest cost of the project that is completed and ready for transfer The Company has to recognize the interest incurred as the financial cost of the income statement as follows:

1) Realrestate

- Finance costs of Baht 48.07 million which decreased by Baht 38.32 million or 44.36 % 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

- Finance costs of Baht 0.31 million which decreased by Baht 0.09 million 22.50 % at the same period of last yearly ending.

Unit : Million

CONSOLIDATED FINANCIAL STATEMENTS

	Property development		Hospital and dental clinic		Total	
	2022	2021	2022	2021	2022	2021
Finance costs	(48.07)	(86.39)	(0.31)	(0.40)	(48.38)	(86.79)

Please be informed accordingly

Yours Sincerely,

(Mr. Swechak Lochaya)

Chairman of the board