

11 August 2022

Subject: Clarification of the second quarter of 2022 Operating Results

To: President

The Stock Exchange of Thailand

Ananda Development Public Company Limited (“ANAN” or “the Company”) would like to clarify the Company and its subsidiaries’ operating results of 2Q 2022 as follows:

Statement of Comprehensive Income	Quarter Q2/22		Quarter Q2/21		Increased (Decreased)	
	Million Baht	%	Million Baht	%	Million Baht	%
<b>Revenues</b>						
Revenue from sales of real estate	697.3	67.7	680.8	57.2	16.5	2.4
Revenue from project management services and commission income	169.1	16.4	257.0	21.6	(87.9)	(34.2)
Revenue from rental and services	54.1	5.3	52.1	4.4	2.1	3.9
Other incomes	109.1	10.6	199.4	16.8	(90.3)	(45.3)
<b>Total revenues</b>	<b>1,029.7</b>	<b>100.0</b>	<b>1,189.3</b>	<b>100.0</b>	<b>(159.6)</b>	<b>(13.4)</b>
<b>Cost of goods sold</b>						
Cost of real estate sold	542.3	52.7	537.7	45.2	4.6	0.9
Cost of project management services and commission	99.3	9.6	101.1	8.5	(1.8)	(1.8)
Cost of rental and services	38.8	3.8	36.2	3.0	2.6	7.2
<b>Total cost of goods sold</b>	<b>680.4</b>	<b>66.1</b>	<b>675.0</b>	<b>56.8</b>	<b>5.4</b>	<b>0.8</b>
<b>Profit before selling &amp; administration expenses</b>	<b>349.3</b>	<b>33.9</b>	<b>514.3</b>	<b>43.2</b>	<b>(165.0)</b>	<b>(32.1)</b>
<b>Selling &amp; administrative expenses</b>	<b>352.2</b>	<b>34.2</b>	<b>359.0</b>	<b>30.2</b>	<b>(6.8)</b>	<b>(1.9)</b>
Selling expenses	90.0	8.7	67.8	5.7	22.1	32.6
Administrative expenses	262.2	25.5	291.2	24.5	(28.9)	(9.9)
<b>Operating profit (loss)</b>	<b>(2.9)</b>	<b>(0.3)</b>	<b>155.3</b>	<b>13.1</b>	<b>(158.2)</b>	
Finance cost	(163.1)	(15.8)	(165.6)	(13.9)	2.5	(1.5)
Tax income (expenses)	26.7	2.6	11.4	1.0	15.4	135.3
<b>Profit (loss) before share of profit from investments in joint ventures</b>	<b>(139.3)</b>	<b>(13.5)</b>	<b>1.0</b>	<b>0.1</b>	<b>(140.3)</b>	
Share of profit from investments in joint ventures	133.9	13.0	33.5	2.8	100.4	299.4
<b>Profit (loss) for the periods from continuing operations</b>	<b>(5.4)</b>	<b>(0.5)</b>	<b>34.6</b>	<b>2.9</b>	<b>(40.0)</b>	
Profit (loss) for the periods from discontinuing operations	(1.9)	(0.2)	2.2	0.2	(4.1)	
<b>Profit (loss) for the period</b>	<b>(7.4)</b>	<b>(0.7)</b>	<b>36.7</b>	<b>3.1</b>	<b>(44.1)</b>	
Profit attributable to non-controlling interests	36.1	3.5	27.7	2.3	8.4	30.3
<b>Profit (loss) attributable to equity holders of the Company</b>	<b>(43.4)</b>	<b>(4.2)</b>	<b>9.1</b>	<b>0.8</b>	<b>(52.5)</b>	

## Net Profit

Operating results for the 2Q 2022, the Company and its subsidiaries reported profit (loss) for the period of Baht (7.4) million, a decrease of Baht 44.1 million from the same period last year, resulted from decreasing revenue from project management & commission income and other incomes. However, share profit (loss) from investments in joint ventures improve significantly from new condominium project which just finished and started to transfer the ownership in this quarter. The Company has continued to better manage selling & administrative expenses in this quarter.

In 2Q 2022, the Company and its subsidiaries reported in profit (loss) attributable to equity holder of the Company amounting to Baht (43.4) million.

#### **Share of Profit (Loss) from Investments in Joint Ventures**

In 2Q 2022, share of profit (loss) from investment in joint ventures was Baht 133.9 million, an increase of Baht 100.4 million or increasing by 299.4% from the same period last year because of new condominium project, Ideo Charan 70, started to transfer the ownership in this quarter.

#### **Revenue**

Total revenues in 2Q 2022 accounted of Baht 1,029.7 million, a decrease of Baht 159.6 million or 13.4% year on year. Revenue from sales of real estate increased by Baht 16.5 million or 2.4% year on year. Revenue from project management services & commission income decreased by Baht 87.9 million or 34.2% year on year. Other incomes decreased by Baht 90.3 million or 45.3% year on year from no sales of other assets.

#### **Cost of Goods Sold and Operating Expenses**

In 2Q 2022 the total cost of goods sold accounted of Baht 680.4 million, a decreasing of Baht 5.4 million or 0.8% from the same period last year.

In addition, selling and administration expenses in 2Q 2022 accounted of Baht 352.2 million, decreasing Baht 6.8 million or 1.9% year on year. There are more sales and marketing activities this quarter to stimulate sales, therefore selling expense increased by Baht 22.1 million or 32.6% year on year. Cost controlled measured is still effective, administrative expense is reduced by Baht 28.9 million or 9.9% year on year.

#### **Finance Costs**

In 2Q 2022 the finance costs of the Company and its subsidiaries was Baht 163.1 million, a decrease of Baht 2.5 million or 1.5% from the same period last year.

In 2Q 2022, the company issued additional unsecured debentures of Baht 3,000 million and repaid existing unsecured debentures of Baht 500 million.

As of 30 June 2022, the Company and its subsidiaries' Net Interest Bearing Debt to Equity Ratio (Net IBD/ E ratio) stood at 1.15 time, which was at a controllable level.

Please be informed accordingly.

Sincerely yours,

(Mr. Chanond Ruangkritya)

Chief Executive Officer