

**บริษัท พีชแอนด์ลิฟวิ่ง จำกัด (มหาชน)**

231/14 ซอยเอกมัย 7 ถนนสุขุมวิท 63 แขวงคลองตันเหนือ เขตวัฒนา กรุงเทพฯ 10110

โทรศัพท์ 0-2392-1066-8 โทรสาร 0-2392-1069

No. PL132/2565

11 August 2022

Re Management Discussion and Analysis (MD&A) for the Six-Month Periods Ended 30 June 2022

To President

The Stock Exchange of Thailand

Peace & Living Public Company Limited ("Company") would like to explain about our financial performance for the Six-Month Periods Ended 30 June 2022 as follows:

Statement of Income

Item	For the Three -Month Periods Ended:					
	30 June 2021		30 June 2022		Change Increase / (Decrease)	
	Millions of THB	%	Millions of THB	%	Millions of THB	%
Total revenues	328.81	100.00	501.18	100.00	172.37	52.42
Revenue from sales of real estate	328.43	99.88	500.27	99.82	171.84	52.32
Other income ⁽¹⁾	0.38	0.12	0.91	0.18	0.53	139.47
Total expenses	(247.12)	(75.16)	(355.71)	(70.98)	108.59	43.94
Cost of real estate sold	(194.50)	(59.15)	(296.49)	(59.16)	101.99	52.44
Selling expenses	(26.59)	(8.09)	(31.26)	(6.24)	4.67	17.56
Administrative expenses	(26.03)	(7.92)	(27.96)	(5.58)	1.93	7.41
EBIT	81.69	24.84	145.47	29.02	63.78	78.08
Financing cost	(2.78)	(0.84)	(0.05)	(0.01)	(2.73)	(98.20)
Corporate income tax	(15.78)	(4.80)	(29.08)	(5.80)	13.30	84.28
Net profit for the period	63.13	19.20	116.34	23.21	53.21	84.29
Item	Unit	For the Three -Month Periods Ended 30 June 2021		For the Three -Month Periods Ended 30 June 2022		
Gross profit margin	%	40.78		40.73		
Net profit margin	%	19.20		23.21		
EPS	THB/Share	0.15		0.24		

Note: 1 Other revenue includes revenue from cancellation, revenue from employee uniform, etc.

2 Basic earnings per share is calculated by dividing profit for the period (excluding other comprehensive income) by the weighted average number of ordinary shares in issue during the period.

Item	For the Six-Month Periods Ended:					
	30 June 2021		30 June 2022		Change Increase / (Decrease)	
	Millions of THB	%	Millions of THB	%	Millions of THB	%
Total revenues	545.11	100.00	949.16	100.00	404.05	74.12
Revenue from sales of real estate	544.03	99.80	947.76	99.85	403.73	74.21
Other income ⁽¹⁾	1.08	0.20	1.40	0.15	0.32	29.63
Total expenses	(413.42)	(75.84)	(688.72)	(72.56)	275.30	66.59
Cost of real estate sold	(325.38)	(59.69)	(567.16)	(59.76)	241.78	74.31
Selling expenses	(39.42)	(7.23)	(62.96)	(6.63)	23.54	59.72
Administrative expenses	(48.62)	(8.92)	(58.60)	(6.17)	9.98	20.53
EBIT	131.69	24.16	260.44	27.44	128.75	97.77
Financing cost	(4.71)	(0.86)	(0.10)	(0.01)	(4.61)	(97.88)
Corporate income tax	(25.39)	(4.66)	(52.06)	(5.49)	26.67	105.04
Net profit for the period	101.59	18.64	208.28	21.94	106.69	105.02
Item	Unit	For the Six-Month Periods Ended 30 June 2021		For the Six-Month Periods Ended 30 June 2022		
Gross profit margin	%	40.19		40.16		
Net profit margin	%	18.64		21.94		
EPS	THB/Share	0.24		0.43		

Note: 1 Other revenue includes gain on sale of equipment, revenue from cancellation, bad debt receives, revenue from employee uniform, return deposits for electricity meter, employment subsidy-Covid 19, change unit fee, etc.

2 Basic earnings per share is calculated by dividing profit for the period (excluding other comprehensive income) by the weighted average number of ordinary shares in issue during the period.

Performance for the Three-Month Periods Ended 30 June 2022

Key Operating Revenue

Revenue from sales of real estate for the three-month periods ended 30 June 2021 and 30 June 2022 was THB 328.43 million and THB 500.27 million, respectively. The revenue from sales of real estate according to the project can be as follows:

	For the Three-Month Periods Ended:			
	30 June 2021		30 June 2022	
	Millions of THB	%	Millions of THB	%
Revenue from sales of real estate				
Cordiz at Udomsuk	63.29	19.27	54.35	10.86
Cher Wongwan - Sathorn	38.87	11.83	28.81	5.76
Cher Watcharapol	36.97	11.26	21.84	4.37
Cher Ngamwongwan - Prachachuen	138.28	42.10	147.76	29.54
The Glamor	-	-	89.56	17.90
Cher Suksawat - Puttabucha	58.16	17.71	77.40	15.47
Cher Bangkhunnon	-	-	88.48	17.69
Total	335.57	102.17	508.20	101.59
Less: giveaway expense	(7.14)	(2.17)	(7.93)	(1.59)
Revenue from sales of real estate (net)	328.43	100.00	500.27	100.00

Revenue from sales of real estate for the three-month periods ended 30 June 2022 increased by THB 171.84 million or 52.32% from the three-month periods ended 30 June 2021. This resulted from Cher Bangkhunnon which started selling in August 2021 and began to transfer ownership in December 2021. In addition, transfer ownership in other projects such as Cher Suksawat - Puttabucha Cher Ngamwongwan - Prachachuen and The Glamor also rose.

Gross profit

Gross profit for the three-month periods ended 30 June 2021 and 30 June 2022 was THB 133.93 million and THB 203.78 million or accounted for the gross profit margin of 40.78% and 40.73%, respectively.

Gross profit for the three-month periods ended 30 June 2022 increased by THB 69.85 million or 52.15% from the three-month periods ended 30 June 2021, in line with the increase in revenue from sale of real estate. The gross profit margin slightly decreased comparing to the same period of previous year

Selling and administrative expenses

The selling expenses for the three-month periods ended 30 June 2021 and 30 June 2022 was THB 26.59 million and THB 31.26 million respectively. The selling expenses for the three-month periods ended 30 June 2022 increased by THB 4.67 million or 17.56% from the selling expenses for the three-month periods ended 30 June 2021, as a result of specific business tax, transfer fee, sales incentive and commission which increased from the rise in revenue from sales of real estate. However, ratio of selling expenses to total revenue from sales of real estate had decreased from 8.10% for the three-month periods ended 30 June 2021 to 6.25% for the three-month periods ended 30 June 2022

The administrative expenses for the three-month periods ended 30 June 2021 and 30 June 2022 was THB 26.03 million and THB 27.96 million respectively. The administrative expenses for the three-month periods ended 30 June 2022 increased by THB 1.93 million or 7.41% from the three-month periods ended 30 June 2021, which was in accordance with the Company's normal operation. However, ratio of administrative expenses to total revenue from sales of real estate had decreased from 7.93% for the three-month periods ended 30 June 2021 to 5.59% for the three-month periods ended 30 June 2022

Net Profit

Net profit for the three-month periods ended 30 June 2021 and 30 June 2022 was THB 63.16 million and THB 116.34 million respectively, representing respective net profit margins of 19.20% and 23.21%.

Net profit for the three-month periods ended 30 June 2022 increased by THB 53.21 million or 84.29% from the three-month periods ended 30 June 2021, mainly came from the increase in revenues from sales of real estate and manage expenses were more efficient.

Performance for the Six-Month Periods Ended 30 June 2022

Key Operating Revenue

Revenue from sales of real estate for the six-month periods ended 30 June 2021 and 30 June 2022 was THB 544.03 million and THB 947.76 million, respectively. The revenue from sales of real estate according to the project can be as follows:

	For the Six-Month Periods Ended:			
	30 June 2021		30 June 2022	
	Millions of THB	%	Millions of THB	%
Revenue from sales of real estate				
Cordiz at Udomsuk	116.61	21.43	94.55	9.97
Cher Wongwan - Sathorn	89.03	16.37	49.13	5.18
Cher Watcharapol	71.47	13.14	52.61	5.55
Cher Ngamwongwan - Prachachuen	193.53	35.57	299.83	31.64
The Glamor	-	-	146.23	15.43
Cher Suksawat - Puttabucha	84.22	15.48	139.14	14.68
Cher Bangkhunnon	-	-	182.32	19.24
Total	554.86	101.99	963.81	101.69
Less: giveaway expense	(10.83)	(1.99)	(16.05)	(1.69)
Revenue from sales of real estate (net)	544.03	100.00	947.76	100.00

Revenue from sales of real estate for the six-month periods ended 30 June 2022 increased by THB 403.73 million or 74.21% from the same period of previous year. This resulted from Cher Suksawat - Puttabucha which started selling in November 2020 and began to transfer ownership in March 2021 and Cher Bangkhunnon which started selling in August 2021 and began to transfer ownership in December 2021. In addition, transfer ownership in other projects such as Cher Ngamwongwan - Prachachuen and The Glamor also rose.

Gross profit

Gross profit for the six-month periods ended 30 June 2021 and 30 June 2022 was THB 218.65 million and THB 380.60 million or accounted for the gross profit margin of 40.19% and 40.16%, respectively.

Gross profit for the six-month periods ended 30 June 2022 increased by THB 161.95 million or 74.07% from the six-month periods ended 30 June 2021, in line with the increase in revenue from sale of real estate. The gross profit margin slightly decreased comparing to the same period of previous year

Selling and administrative expenses

The selling expenses for the six-month periods ended 30 June 2021 and 30 June 2022 was THB 39.42 million and THB 62.96 million respectively. The selling expenses for the six-month periods ended 30 June 2022 increased by THB 23.54 million or 59.72% from the selling expenses for the six-month periods ended 30 June 2021, as a result of specific business tax, transfer fee, sales incentive and commission which increased from the rise in revenue from sales of real estate. An increase in advertising costs from the raise in number of projects on hand, and advertising costs arose from branding and public relations to enhance customer recognition. However, ratio of selling expenses to total revenue from sales of real estate had decreased from 7.25% for the six-month periods ended 30 June 2021 to 6.64% for the six-month periods ended 30 June 2022

The administrative expenses for the six-month periods ended 30 June 2021 and 30 June 2022 was THB 48.62 million and THB 58.60 million respectively. The main administrative expenses is employee expenses which accounted for 74.26% and 73.74% of total administrative expenses for the six-month periods ended 30 June 2021 and 30 June 2022, respectively. Other administrative expenses are the cost of office equipment and services, depreciation, professional service fees, project expenses which consists of utility maintenance cost, security service fee, and cleaning cost, etc. The administrative expenses for the six-month periods ended 30 June 2022 increased by THB 9.98 million or 20.53% from the six-month periods ended 30 June 2021 due to an increase in employees to support growth of business and professional service fees for listing on the stock exchange. However, ratio of administrative expenses to total revenue from sales of real estate had decreased from 8.94% for the six-month periods ended 30 June 2021 to 6.18% for the six-month periods ended 30 June 2022

Net Profit

Net profit for the six-month periods ended 30 June 2021 and 30 June 2022 was THB 101.59 million and THB 208.28 million respectively, representing respective net profit margins of 18.64% and 21.94%.

Net profit for the six-month periods ended 30 June 2022 increased by THB 106.69 million or 105.02% from the six-month periods ended 30 June 2021, mainly came from the increase in revenues from sales of real estate and manage expenses were more efficient as mention above.

Statement of Financial Position

Statement of Financial Position		Statement of Financial Position as at:					
		31 December 2021		30 June 2022		Change Increase / (Decrease)	
		Millions of THB	%	Millions of THB	%	Millions of THB	%
Total Assets		1,757.46	100.00	2,226.59	100.00	469.13	26.69
Total Liabilities		188.18	10.71	204.63	9.19	16.45	8.74
Total Shareholders' Equity		1,569.28	89.29	2,021.96	90.81	452.68	28.85
Item	Unit	31 December 2021		30 June 2022			
Current Ratio	X	10.34		11.99			
ROA	%	11.82		20.91			
ROE	%	14.52		23.20			
Debt-to-Equity	X	0.12		0.10			

Financial Position

Total Assets

Total assets as of 31 December 2021 and 30 June 2022 stood at THB 1,757.46 million and THB 2,226.59 million consecutively. Its core asset is the cost of property development.

Total assets as of 30 June 2022 increased by THB 469.13 million or 26.69% from that as of 31 December 2021 due to an increase in cash and cash equivalent which was mainly from proceeds from increase in share capital from an initial public offering and an increase in land cost of Cherea Vicinity Ratchaphruek - Chesadabodin.

Total Liabilities

Total liabilities as of 31 December 2021 and 30 June 2022 stood at THB 188.18 million and THB 204.63 million consecutively. Most of which comprise trade and other payables, income tax payable, deposits and advances received from customers and provision for long-term employee benefits, etc.

Total liabilities as of 30 June 2022 increased by THB 16.45 million or 8.74% from that as of 31 December 2021 mainly due to income tax payable, trade and other payables and deposits and advances received from customer.



Total Shareholders' Equity

Shareholders' equity as of 31 December 2021 and 30 June 2022 stood at THB 1,569.28 million and THB 2,021.96 million consecutively.

Shareholders' equity as of 30 June 2022 increased by THB 452.68 million or 28.85% from that as of 31 December 2021 due to an increase in share capital from an initial public offering and an increase in retained earnings that arose in the ordinary course of business.

Key Financial Ratios

Current Ratio

The Company's current ratio as of 31 December 2021 and 30 June 2022 stood at 10.34 and 11.99 times respectively.

Current ratio as of 30 June 2022 increased from that as of 31 December 2021 due to the increase in current assets which was mainly from increases in cash and cash equivalents and property development costs for sales.

Return on Assets (ROA)

ROA for the year ended 31 December 2021 and for the six-month periods ended 30 June 2022 stood at 11.82% and 20.91% consecutively.

ROA for the six-month periods ended 30 June 2022 increased from the year ended 31 December 2021 due to an increase in the Company's net profit as mention above.

Return on Equity (ROE)

ROE for the year ended 31 December 2021 and for the six-month periods ended 30 June 2022 stood at 14.52 % and 23.20% respectively.

ROE for the six-month periods ended 30 June 2022 increased from the year ended 31 December 2021 due to an increase in the Company's net profit as mention above.



บริษัท พีชแอนด์ลีฟวิ่ง จำกัด (มหาชน)

231/14 ซอยเอกมัย 7 ถนนสุขุมวิท 63 แขวงคลองตันเหนือ เขตวัฒนา กรุงเทพฯ 10110

โทรศัพท์ 0-2392-1066-8 โทรสาร 0-2392-1069

Debt-to-Equity Ratio (D/E)

D/E as at 31 December 2021 and 30 June 2022 stood at 0.12 and 0.10 times respectively.

D/E as of 30 June 2022 decreased from 31 December 2021 due to an increase in retained earnings and increase in share capital from an initial public offering.

Please be informed accordingly.

Yours sincerely,

(Mr. Prasobsak Sirisopana)

Director and Chief Executive Officer