

Ref. world 08-03/2022

August 11, 2022

Subject: Management Discussion and Analysis for Quarter 2/2022 ended June 30, 2022

To: The President
The Stock Exchange of Thailand

The Company would like to clarify its operating results for the second quarter ended June 30, 2022, which has been reviewed by auditors and audit committees, and **revenue and net profit** has decreased by more than 20%. The company would like to explain the reasons as follows:

1. Total revenue amounted to Baht 68.6 million. This is a decrease from the same period last year of Baht 1,144.96 million or 94.35 %. The total revenues are divided into:
 - 1.1. Revenue from real estate development business amounted to Baht 30.69 million. This decreased from the same period last year of Baht 1,158.58 million or 97.42 %. Because in this period, there was revenues from The City Hat Yai project was only one project, while the same period last year, revenue was recognized from the transfer of ownership in industrial estates. Accounting for 79 % of the area in the industrial zone in the amount of Bath 1,189.27 million.
 - 1.2. Revenue from construction in the amount to Baht 34.85 million, which is income arising from the construction of 2 projects in the northern region that occurred at the end of 2021 and have gradually recognized the income. This construction income increased from the same period last year by 28.19 million baht because last year there was only one project which was closed in 2021
 - 1.3. Revenue from services amounted to Baht 1.31 million, which is the revenue generated from collecting common area fees in the World Industrial Estate (Lamphun), starting to collect such service fees from the first quarter of 2022.
 - 1.4. Other income amounted to Baht 1.75 million, increase from the same period last year of Baht 0.8 million.
2. Total expenses amounted to Baht 55 million. This decreased from the same period last year of Baht 1,037.04 million or 94.96 % expenses include:

- 2.1. Cost of sales from real estate development business Baht 19.7 million. This decreases from the same period last year of Baht 907.08 million, in line with the decrease in real estate development revenue.
- 2.2. Cost of sales from construction contracts amounted to Baht 24.33 million. The total increase compared to the same period last year. This corresponds to the increase in construction revenue.
- 2.3. Selling expenses and administrative expenses amounted to Baht 7.01 million. It is mainly employee salaries, audits and fees for various agencies related to business operations. This decreased from the same period last year of Baht 74.33 million. Most of this is due to agency fees incurred by industrial estate projects and the cost of ownership transfer.
- 2.4. Finance costs decrease from the same period of the previous year by Bath 1.12 million.
- 2.5. Income tax expenses of Bath 3.96 million. This decreased from the same period last year of Baht 73.68 million.

As a result, the financial statements showed a **net profit** from continuing operations at the part of the parent company for the three-month period ended June 30, 2022, of Baht 13.62 million. This decreased from the same period last year to Baht 107.92 million or 88.79 %.

Please be informed accordingly.

Yours sincerely,

(Miss. Sasitorn Ketphueak)

Authorized person for disclosure of information