

23 February 2023

Subject: Clarification of 2022 Operating Results

To: President

The Stock Exchange of Thailand

Ananda Development Public Company Limited (ANAN) would like to clarify the Company and its subsidiaries' operating results of Full year 2022 as follows:

(Consolidated Financial Statement)

Statement of Comprehensive Income	2022		2021		Increased (Decreased)	
	Million Baht	%	Million Baht	%	Million Baht	%
Revenues						
Revenue from sales of real estate	2,428.0	60.1	2,678.1	64.1	(250.1)	(9.3)
Revenue from project management services and commission income	417.7	10.3	674.8	16.2	(257.1)	(38.1)
Revenue from rental and services	218.9	5.4	210.6	5.0	8.3	3.9
Other incomes	974.1	24.1	613.5	14.7	360.6	58.8
Total Revenues	4,038.7	100.0	4,177.0	100.0	(138.3)	(3.3)
Cost of goods sold						
Cost of real estate sold	1,872.8	46.4	2,081.6	49.8	(208.8)	(10.0)
Cost of project management services and commission	392.7	9.7	388.7	9.3	4.0	1.0
Cost of rental and services	157.5	3.9	141.8	3.4	15.7	11.1
Total Cost of goods sold	2,423.0	60.0	2,612.1	62.5	(189.2)	(7.2)
Profit before selling & administration expenses	1,615.8	40.0	1,564.9	37.5	50.9	3.3
Selling & Administrative Expenses	1,583.8	39.2	1,388.3	33.2	195.5	14.1
Selling expenses	419.2	10.4	260.7	6.2	158.5	60.8
Administrative expenses	1,164.6	28.8	1,127.6	27.0	37.0	3.3
Operating Profit (loss)	32.0	0.8	176.6	4.2	(144.6)	(81.9)
Finance cost	(711.9)	(17.6)	(676.2)	(16.2)	(35.7)	5.3
Tax income (expenses)	52.3	1.3	79.8	1.9	(27.5)	(34.5)
Profit (loss) before share of profit from investments in joint ventures	(627.6)	(15.5)	(419.8)	(10.1)	(207.8)	49.5
Share of profit from investments in joint ventures	467.7	11.6	72.1	1.7	395.7	549.1
Profit (loss) for the periods from continuing operations	(159.8)	(4.0)	(347.8)	(8.3)	187.9	54.0
Profit (loss) for the periods from discontinuing operations	(3.1)	(0.1)	8.5	0.2	(11.7)	(136.8)
Profit (loss) for the period	(163.0)	(4.0)	(339.2)	(8.1)	176.3	52.0
Profit attributable to non-controlling interests	132.8	3.3	118.1	2.8	14.7	12.4
Profit (loss) attributable to equity holders of the Company	(295.8)	(7.3)	(457.3)	(10.9)	161.6	35.3

Net Profit

For operating results for the Full year 2022, the Company and its subsidiaries reported the profit (loss) for the period from their operations in the core business or continuing operations of Baht (163) million, an increase of Baht 176.3 million, or 52%, from the same period last year, mainly due to an increase in share profit (loss) from investments in joint ventures of Baht 395.7 million, or greater than 100%. The improvement was resulted from the completion and transfer of two new joint venture projects in 2022.

In 2022, the Company and its subsidiaries reported in a profit (loss) attributable to equity holders of the Company amounting to Baht (295.8) million, whereas the Company and its subsidiaries' core business EBITDA in 2022 was a profit of Baht 32 million.

Share of Profit (Loss) from Investments in Joint Ventures

In 2022, share of profit (loss) from investment in joint ventures was Baht 467.7 million, an increase of Baht 395.7 million, or greater than 100%, from the same period last year. This reflects the positive response of two completed condominium projects in the joint venture that started transferring in 2022, Ideo Rama 9 - Asoke and Ideo Charan 70.

Revenue

Total revenue in 2022 accounted for Baht 4,083.7 million, a decrease of Baht 138.3 million, or 3.3%, from the same period last year. This was mainly due to a decrease in Revenue from sales of real estate of Baht 250.1 million, or 9.3%, and a decrease in Revenue from project management services and commission of Baht 257.1 million, or 38.1%. In addition, other incomes in 2022 included an extra gain from sold investment of subsidiaries of Baht 537 million.

Cost of Goods Sold and Operating Expenses

In 2022 total cost of goods sold accounted for Baht were 2,423 million, decreasing Baht 189.2 million, or 7.2%, from the same period last year, mainly due to a decrease in Cost of real estate sold by Baht 208.8 million, or 10%.

In addition, selling and administration expenses in 2022 accounted for Baht 1,583.8 million, increasing Baht 195.5 million, or 14.1%, due to sales and marketing activities to supporting the launch of new projects in the last year.

Finance Costs

In 2022, finance costs of the Company and its subsidiaries were Baht 711.19 million, an increase of Baht 35.7 million from the same period last year. Moreover, in 2022 the Company issued unsecured debentures of Baht 11,500 million.

As of 31 December 2022, the Company and its subsidiaries' Net Interest Bearing Debt to Equity Ratio (Net IBD/E ratio) stood at 1.28 times, which was at a controllable level.

Please be informed accordingly.

Sincerely yours,

(Mr. Chanond Ruangkritya)

Chief Executive Officer