

(Translation)

No.FN-NWR 045/2566

28 February 2023

Subject : Submission of Financial Statements for the Years ended 31 December 2022

To : President
The Stock Exchange of Thailand

Enclosure : 1. Financial Statements for the Years ended 31 December 2022
2. Management Discussion and Analysis

Nawarat Patanakarn Public Company Limited would like to submit Audited Financial Statements for the Years ended 31 December 2022. Please find enclosed the Management Discussion and Analysis

Please be informed accordingly.

Yours sincerely

- Signed -

(Miss.Pakatip Lopandhsri)

Director & Senior Vice President

Nawarat Patanakarn Public Company Limited

(Translation)

NAWARAT PATANAKARN PUBLIC COMPANY LIMITED
SUMMARY OF FINANCIAL POSITION AND PERFORMANCE
FOR THE PERIOD OF ONE YEAR ENDED DECEMBER 31, 2022

1. Analysis of operation results for year 2022 in comparison with those for year 2021 (from the consolidated financial statements)

Items	2022	2021	Increased (Decreased)	
			Amount	%
1.1 Revenues from construction	Baht 11,970.72 million	Baht 9,888.74 million	Baht 2,081.98 million	21.05
1.2 Cost of construction	94.42 %	101.84 %	-	(7.29)
1.3 Sales and service income				
- Property development	Baht 415.59 million	Baht 689.20 million	Baht (273.61) million	(39.70)
- Concrete products and others	Baht 711.30 million	Baht 509.44 million	Baht 201.86 million	39.62
1.4 Cost of sales and service				
- Property development	84.38 %	72.29 %	-	16.72
- Concrete products and others	78.00 %	89.55 %	-	(12.90)
1.5 Selling expenses	Baht 83.79 million	Baht 98.41 million	Baht (14.62) million	(14.85)
1.6 Administrative expenses	Baht 566.01 million	Baht 565.27 million	Baht 0.74 million	0.13
1.7 Impairment loss on financial assets	Baht 18.59 million	Baht 29.83 million	Baht (11.24) million	(37.68)
1.8 Finance cost	Baht 283.73 million	Baht 242.99 million	Baht 40.74 million	16.77

2. The operation results (from the consolidated financial statements)

Item	2022	2021
Profit (Loss) for the year attributable to equity holders of the Company (from the consolidated financial statements)	Baht 37.00 million	Baht (768.34) million

3. Management Discussion and Analysis

3.1 In 2022, the Company had revenue from construction increasing from the year 2021 by Baht 2,081.98 million or 21.05 percent. This was because the Company had more construction projects since 2Q/2021, the problem of delivering construction sites from employers and the delay of work due to the revision of construction design were solved. In addition, the impact of the COVID-19 pandemic has subsided. These allowed the Company to enter the construction areas and gradually recognize more revenue.

3.2 In 2022, construction cost of the Company decreased from the year 2021 by 7.29 percent, mainly because the steel price, which is the main material of construction, and the spread of Covid-19 declined.

3.3 Revenue from property development in 2022 decreased from the year 2021 by Baht 273.61 million or 39.70 percent, mainly because revenue from ownership transfer of condominium units of the Aspen Condo Project was less than the year 2021, and the Baranee Residence Project was sold out, leaving only the model house. Besides, Mana Development Company Limited, the Company's subsidiary which operates property development business, is developing the following two new projects of detached houses:

3.3.1 Baranee Bliss - Rangsit Klong 3 Project : the Project values Baht 1,275 million and is expected to open for sale in 3Q/2023.

3.3.2 Baranee Bliss Project (Rangsit-Ring Road) positioned on Rangsit-Nakhon Nayok Road (Klong 5) : the Project values Baht 739 million and is expected to open for sale in 4Q/2023.

3.4 Revenue from concrete products business and others in 2022 increased from the year 2021 by Baht 201.86 million or 39.62 percent, mainly because the Company was able to accelerate work in line with the acceptance of construction sites, and to deliver the goods as planned.

3.5 Sales and distribution expenses in 2022 compared to the year 2021 decreased by Baht 14.62 million or 14.85 percent; details of which were as follows:

Company Name	Year 2022	Year 2021
Mana Development Company Limited	65.57 million Baht	84.90 million Baht
Advance Prefab Company Limited	16.20 million Baht	10.11 million Baht
Taste Maker Company Limited	2.02 million Baht	3.40 million Baht
Grand Total	83.79 million Baht	98.41 million Baht

In 2022, expenses of Mana Development Company Limited, which engages in property development business, decreased when compared to the year 2021. This was in line with the lower sales. While, Advance Prefab Company Limited, which engages in concrete products business, had higher transportation expenses than the year 2021 due to the increase of sales.

3.6 Administration expenses in 2022 increased by Baht 0.74 million or 0.13 percent when compared to the year 2021; details of which were as follows:

Company Name	Year 2022	Year 2021
Nawarat Patanakarn Public Company Limited	329.12 million Baht	321.01 million Baht
Advance Prefab Company Limited	59.13 million Baht	68.48 million Baht
Mana Development Company Limited	73.26 million Baht	87.86 million Baht
Utility Business Alliance Public Company Limited	37.27 million Baht	34.76 million Baht
Taste Maker Company Limited	34.88 million Baht	33.97 million Baht
CAN Joint Venture	10.52 million Baht	4.19 million Baht
Other subsidiaries	21.83 million Baht	15.00 million Baht
Grand Total	566.01 million Baht	565.27 million Baht

The Company and the subsidiaries had more personnel expenses in 2022. At the same time, Mana Development Company Limited, which engages in property development business, had expenses of the defect of construction before transferring of ownership more.

3.7 Compared to the year 2021, financial cost in 2022 increased by Baht 40.74 million or 16.77 percent; details of which were set out as follows:

Company Name	Year 2022	Year 2021
Nawarat Patanakarn Public Company Limited	249.09 million Baht	210.57 million Baht
Advance Prefab Company Limited	8.38 million Baht	9.65 million Baht
Mana Development Company Limited	8.91 million Baht	13.41 million Baht
Utility Business Alliance Public Company Limited	7.42 million Baht	3.57 million Baht
Taste Maker Company Limited	1.61 million Baht	1.48 million Baht
Other subsidiaries	8.32 million Baht	4.31 million Baht
Grand total	283.73 million Baht	242.99 million Baht

Since the reimbursement of various projects has been delayed; while, the Company had fixed expenses, the Company needed to get loan from financial institutions and to issue debentures in the fourth quarter to increase liquidity. This resulted in an increase of financial costs. At the same time, Mana Development Company Limited, which operates property development business, had lower financial cost due to a decrease of loans.

3.8 Share of profit (loss) from the investment in associated and joint venture company was as follows:

Company Name	Investment Proportion	Share of Profit (Loss)	Share of Profit (Loss)
		Year 2022	Year 2021
C.I.N. Estate Company Limited	40%	15.96 million Baht	7.00 million Baht
Grand Total		15.96 million Baht	7.00 million Baht

3.9 In 2022, the Company had a loss on impairment of financial assets decreasing from the year 2021 by Baht 11.24 million, or 37.68 percent. This was because some receivables with long overdue payment repaid debts.

3.10 On November 9, 2022, the Company issued the 2-year unsecured and senior debentures with bond representative and offered to the institutional investors and major investors amounting to Baht 500 million. The maturity of the debentures will be on November 9, 2024. The coupon rate is 6.90 percent per annum. The objective of issuing the debentures was for the working capital. Interest expenses of debentures for the year 2022 were Baht 5.01 million.

3.11 On December 7, 2022, Utility Business Alliance Public Company Limited (“UBA”) was listed on the Market for Alternative Investment (MAI). As a result, the Company’s shareholding in UBA decreased from 60 percent to 43 percent without a change in the Company’s control over UBA caused the investment in UBA is still classified as an investment in subsidiary.

4. Trade accounts receivable – related parties, long past due

Unit: million Baht

Transactions Company	Balance as of 30-09-2022	Balance as of 31-12-2022	Allowance of doubtful accounts	source of Transaction	Action to be taken
<p><u>New Decade Co.,Ltd.</u> Mrs.Sutasanee Karnasuta is the authorized director of New Decade Co., Ltd.. Mrs.Sutheera Phutharee is the authorized director and shareholder of New Decade Co.,Ltd.. Both are the younger sisters of Mr.Polpat Karnasuta who holds the position of Chief Executive Officer of the Company.</p>	88.71	86.95	(85.86)	The transactions between New Decade Co., Ltd. and the Company are machine and equipment rental, purchase of construction materials, undertake construction project for Highway No.7 Chonburi – Pattaya, and also route survey at Kanchanaburi.	The Company will repay the debts by installments repayment, according to its business’s net cash flow.
<p><u>Ruean Rapee Co.,Ltd.</u> Mrs.Sutasanee Karnasuta and Mrs.Sutheera Phutharee are the authorized directors and shareholders of Ruean Rapee Co.,Ltd.. Both are the younger sisters of Mr.Polpat Karnasuta who holds the position of Chief Executive Officer of the Company.</p>	40.89	40.89	(40.89)	Construction of Baan Baranee, which is a real estate project.	The Company will repay the debts by installment repayment, according to its business’s net cash flow.
<p><u>East Bangkok Assets Co.,Ltd.</u> Mrs.Sutasanee Karnasuta and Mrs.Sutheera Phutharee are the authorized directors and shareholders of East Bangkok Assets Co.,Ltd.. Both are the younger sisters of Mr.Polpat Karnasuta who holds the position of Chief Executive Officer of the Company.</p>	25.38	25.38	(25.38)	Construction of houses and public utilities system for real estate projects.	The Company will repay the debts by installment repayment, according to its business’s net cash flow.