

10 May 2023

Subject : Management Discussion and Analysis of

Operating Results for 3-month period ended 31 March 2023

To Director and Manager
The Stock Exchange of Thailand

Britania Public Company Limited and its subsidiaries hereinafter called “The Group” would like to clarify the Management Discussion and Analysis of the Group operating result for 3-month period ended 31 March 2023 as following:

The year 2023 is considered a challenging year for the real estate sector. Despite the positive direction and trend Factors affecting the recovery of the real estate market are both "opportunities" and "risks". Although the overall Thai economy gradually recovered from the tourism and consumption sectors, but the export sector remained negative. In addition, the situation of Thai household debt is at a high level, construction costs increased slightly and the main factor that directly affects purchasing power and delayed purchasing decisions, the cancellation of the LTV. And interest rates that have increased and are likely to increase again Causing real estate developers to adjust to keep up with the situation and conduct business with caution and prudence.

By the strategy of the year 2023, the Group has a business plan under the strategy "B To The Top" to achieve the goal of being the leader in the top housing development business in 3 dimensions, namely: (1) **B The Growth** “Become Top Of The Industry” by aiming to be an organization that grows to the top level of the housing business market from the opening of projects and expanding locations to new potential areas, both in Bangkok, perimeter and provincial cities. 2) **B The Craft** “Become Top OF Mind” by creating a good experience for customers passing home experience that meets all dimensions of co-living for multi-generational people and supports mega trend with regard to the environment. (3) **B The Goodness** “Be The Responsible And Accountable Company” Business operations must take into account the impact on stakeholders. Creating a balance in coexistence with the environment and society enable the company to grow sustainably to reinforce the CRAFT a life you love concept "The best thing is to live a life that you love".

In addition, the Group has continued to promote the “Your Land to New Business” model to create joint venture opportunities. For 3-month period of 2023, the Group has joint ventures in project development with 6 partners to develop 8 projects.

For 3-month period of 2023, the Group has Presale amounted to Baht 2,545.3 million. In this quarter, the Group launched 1 new project is Britania Maliwan in Khon Kaen, with a project value of Baht 1,200.0 million

As results of Real Estate transferred activities from consolidated and joint ventures company are as table shown below.

Description	For the 1 st Quarter 2023 (Mil.Baht)			For the 1 st Quarter 2022 (Mil.Baht)		
	Consolidate	Joint Venture	Total	Consolidate	Joint Venture	Total
Real Estate transferred activities	1,106.8	287.6	1,394.4	1,268.1	-	1,268.1

Operating Results for 3-month period ended 31 March 2023 are as the following

Items	1 st Quarter 2023		1 st Quarter 2022		Change	
	Mil.Baht	%	Mil.Baht	%	Mil.Baht	%
Revenues						
Revenues from sales of real estate	1,106.8	74.9	1,268.1	85.5	(161.3)	(12.7)
Revenues from project management	357.6	24.2	68.6	4.6	289.0	421.5
Interest revenue calculated using the effective interest method	0.5	0.0	-	-	0.5	100.0
Gain on disposal of investments in subsidiaries	0.03	0.0	144.3	9.7	(144.3)	(100.0)
Other income	12.1	0.8	1.9	0.1	10.2	525.1
Total revenues	1,477.0	100.0	1,483.0	100.0	(5.9)	(0.4)
Expenses						
Cost of real estate sales	743.7	50.4	852.3	57.5	(108.6)	(12.7)
Selling expenses	139.5	9.4	128.1	8.6	11.3	8.8
Administrative expenses	34.2	2.3	23.7	1.6	10.6	44.6
Total Expenses	917.4	62.1	1,004.0	67.7	(86.7)	(8.6)
Operating profit	559.7	37.9	478.9	32.3	80.7	16.9
Share of loss from investments in joint ventures	(116.2)	(7.9)	(29.5)	(2.0)	(86.7)	100.0
Finance cost	(2.7)	(0.2)	(1.4)	(0.1)	(1.3)	95.3
Profit before income tax expenses	440.8	29.8	448.1	30.2	(7.3)	(1.6)
Income tax expenses	(112.3)	(7.6)	(95.6)	(6.4)	(16.7)	17.5
Profit for the period	328.5	22.2	352.5	23.8	(24.0)	(6.8)
Total comprehensive income for the period	328.5	22.2	352.5	23.8	(24.0)	(6.8)

The above table can be analyzed as the following,

1. Total revenues

For 3-month period of 2023 and 2022, total revenues of the Group amounted to Baht 1,477.0 million and Baht 1,483.0 million respectively, decreased by Baht 5.9 million or 0.4 percent. Detail following as below,

Revenues from sales of real estate

For 3-month period of 2023, revenues from sales of real estate of the Group amounted to Baht 1,106.8 million, accounted for 74.9 percent from the total revenues, decreased by Baht 161.3 million or decreased by 12.7 percent from the same period of last year. when combined with Real Estate transferred activities from joint ventures company amount of Baht 287.6 million, total Baht 1,394.4 million respectively, increased by Baht 126.3 million or increased by 10.0 percent from the same period of last year. Mainly, revenues from sales of real estate of the Group were 28 projects, 22 projects continued from year 2022 and year 2023 were 1 project is Britania Udon Dusadee, and joint ventures company were 5 projects, including 1) Britania Amata – Phantong 2) Britania Home Bangna km.17 3) Britania Town Bangna km.17 4) Grand Britania Khukhot Station and 5) Grand Britania Bangna km.35

Revenues from project management

Revenues from project management consists of Revenues from project management, Revenue from sales and marketing management and Revenue from administrative management from Joint Ventures. For 3-month period of 2023, revenues from project management amounted to Baht 357.6 million, accounted for 24.2 percent from the total revenues, increased by Baht 289.0 million or increased by 421.5 percent from the same period of last year. Mainly from new Joint Venture with 6 partners to develop 8 projects.

Interest revenue calculated using the effective interest method

For 3-month period of 2023, Interest revenue calculated using the effective interest method amounted to Baht 0.5 million.

Gain on disposal of investments in subsidiaries

For 3-month period of 2023, Gain on disposal of investments in subsidiaries amounted to Baht 0.03 million, by disposing of investments in 5 subsidiaries including, 1) Britania SPV 2 Company Limited 2) Britania

SPV 3 Company Limited 3) Britania SPV 4 Company Limited 4) Britania SPV 5 Company Limited and 5) Britania SPV 7 Company Limited.

Other income

For 3-month period of 2023, amounted to Baht 12.1 million, accounted for 0.8 percent of total revenues, increased by Baht 10.2 million or increased by 525.1 percent from the same period of last year.

2. Expenses

Cost of real estate sales

For 3-month period of 2023, cost of real estate sales of the Group amounted to Baht 743.7 million, accounted for 50.4 percent of total revenues, decreased by Baht 108.6 million or decreased by 12.7 percent from the same period of last year, which varies according to revenues from sales of real estate.

Selling expenses

For 3-month period of 2023, selling expenses of the Group amounted to Baht 139.5 million, accounted for 9.4 percent of total revenues and increased by Baht 11.3 million or increased by 8.8 percent from the same period of last year. This was mainly due to an increase in sales and marketing employee expenses and other selling expense for the expansion of project development plan.

Administrative expenses

For 3-month period of 2023, administrative expenses of the Group amounted to Baht 34.2 million, accounted for 2.3 percent of total revenues and increased by Baht 10.6 million or increased by 44.6 percent from the same period of last year. This was mainly due to an increase in employee expenses because the Company adjusted annual compensation and recruited additional staff to support the expansion of the business and the new projects launch continually increasing.

3. Finance cost

Finance cost of the Group was mainly from interest payment of short-term loans from parent company, loans from banks, and Interest payment for debentures using for working capital and develop new project as plan, and also interest payment of office building lease agreement. For 3-month period of 2023, finance cost of the Group amounted to Baht 2.7 million, accounted for 0.2 percent of total revenues and increased by Baht 1.3 million or increased by 95.3 percent from the same period of last year.

4. Income tax expenses

For 3-month period of 2023, income tax expenses of the Group amounted to Baht 112.3 million, accounted for 7.6 percent of total revenues and increased by Baht 16.7 million or increased by 17.5 percent from the same period of last year.

5. Profit for the period

For 3-month period of 2023, Profit for the year of the Group amounted to Baht 328.5 million, accounted for 22.3 percent of total revenues and decreased by Baht 24.0 million or decreased by 6.8 percent from the same period of last year.

6. Financial position

Items	As of	As of	Change	
	31 March 2023	31 December 2022	Mil.Baht	%
Total assets	14,258.7	12,842.9	1,415.8	11.0
Total liabilities	9,063.5	7,979.6	1,083.9	13.6
Total shareholders' equity	5,195.2	4,863.3	332.0	6.8

As of 31 March 2023, increased by Baht 1,415.8 million or increased by 11.0 percent comparing to the end of the year 2022. This was mainly due to an increase in Project development costs for sale, Restricted bank deposits, and Investments in joint ventures. As for liabilities, an increase by 1,083.9 million baht or increase by 13.6 percent. This was mainly due to an increase in Long-term loans from banks, Other current liabilities, and Income tax payable.

As of 31 March 2023, increased by Baht 332.0 million or increased by 6.8 percent comparing to the end of the year 2022. This was mainly due to Retained earnings.

Please be informed accordingly.

Yours sincerely,

(Mr. Surin Sahachatpocanan)

Chief Executive Officer