

Ref. AC 24/014

May 14, 2024

Re: Management Discussion and Analysis of the Operating Performance for 1st Quarter of 2024

To: President

The Stock Exchange of Thailand

Amata Corporation Public Company Limited ("AMATA" or "The Company") and its subsidiaries would like to report the operating performance results of the company for 1st Quarter of 2024 as follows:

Economic and Industry Situation

The world economy was expanding which the Organization for Economic Co-operation and Development (OECD) adjusted the world GDP from 2.9 percent to 3.1 percent in 2024 because of inflation deceleration and demand started to recover. The Federal Reserve System (FED) still maintained interest rate at the level of 5.25 – 5.50 percent but announce for the Quantitative Tightening and expected to start in June 2024. On the other hand, there were also some other risks that might impact to the world economy as well such as 1. The war between Israel and Hamas 2. Election from many countries which might impact to the world economy like the US presidential election, UK general election and Indonesia presidential election. 3. The China-Taiwan tension situation from the victory of Democratic Progressive Party (DPP).

The Thai economy for the first quarter of 2024 overall improved compared to the previous quarter. The Bank of Thailand (BOT) reported that the general inflation was decreased from fresh food and energy while for the second quarter the general inflation forecasted to be increased because oil price tend to be increased, baht against the U.S. dollar, on average foresee to be depreciated, low electricity base price from the previous year and tourism sector improvement so that related goods and services prices might increase. At the same time, there was a concern from slow recovery of export sector which according to the report from the Federation of Thai Industries stated that although the industrial production index and export began to recover compared to the same period last year, it has contracted for eighteen consecutive months. For the first quarter of 2024, the industrial production index was on an average shrank 3.65 percent, while exports in the first quarter shrank by 0.2 percent.

On the investment side, the Board of Investment of Thailand (BOI) unveiled the number of applications for the first quarter of 2024 was at 724 applications worth THB 228,207 million increased 31 percent proved that Thailand still be able to compete and respond to the new investment. Singapore was the country that requested for investment applications the most with the total value of THB 42,539 million with the main investment was on the electronic circuit board production business (PCB) while the top investment industry was from electronics and electrical appliances with the total value of THB 77,194 million. Furthermore, BOI still affirm that Thailand is the potential country to be the investment hub since we have well infrastructure, stability

on electricity and utility together with clean energy, strong supply chain, skilled employees, good environment for work and living as well as the support from government measures.

Business Overview

Amata Corporation PCL., (The Company) established in 1989, the world's leading private developer and operator of industrial real estate sites, or "industrial cities". The company specializes in the planning, developing, managing, and marketing these industrial estates as well as entire related businesses. Furthermore, the company also strictly on environmental protection and strives to create "A Perfect City" to improve quality of life of the people working in the industrial estates and people in surrounding communities, so that they can work and live happily.

As of 31 March 2024, Amata has developed industrial estates in four countries which are Thailand, Vietnam, Myanmar, and Laos. The total area was approximately 95,406 Rais.

Sustainable Business Development

Sustainable Development Policy

The Company is determined to develop both business and Thai economy with balancing the coexistence of the industrial sector and surrounding communities strictly on the fundamentals of social and environmental responsibility. Therefore, the company announced a "Sustainable Development Policy" which will serves a foundation for stable and sustainable growth as follows:

- Enhance business value with innovation and quality.
Focus on improving and developing operational processes and services, as well as promoting the creation of innovations and new businesses that benefit both the Company and its stakeholders.
- Accountability to all stakeholders.
Conduct business and maintain a dedicated approach to risk management in alignment with international standards aiming to create sustainable benefits for all stakeholders.
- Good Corporate Governance.
Conduct business with integrity and fairness as well as with legal compliance and good business ethics. Also promote anti-corruption measures and compliance with human rights principles.
- Social and Environmental Responsibility.
Promote the most efficient use of natural resources and encourage innovation and new business development aimed at reducing operations' impact on society and the environment. Additionally, foster employee awareness of social and environmental responsibility.

Sustainability Development Goals

The company's sustainability development key strategy and goal are as follow:

- Creating smart cities that foster economic development and are environmentally friendly.
The company has set the target to becoming a Carbon-neutral city by 2040 and reduce the intensity of greenhouse gas emissions by 30% by 2030 compared to the 2019 base year.
- Grow through strategic business partnerships.
Develop products and services that promote long-term economic growth for the company and create positive impacts as well as possess innovations capable of mitigating social and environmental impacts.
- Creating a safe and environmentally friendly society such as
Zero environmental and social non-compliance by our employees, suppliers, and contractors, zero waste to the landfills, zero wastewater discharge from AMATA Industrial Estates, increase natural surface water independence and 100% of key suppliers and new suppliers are assessed for ESG risks.
- Creating opportunities for stakeholders by
Not violating human rights due to any of the Company's activities throughout the value chain.
- Creating a decent civil society for the benefit of society as a whole such as
Zero tolerance to corruption, 100% of complaints are resolved within the specified period, and promote cooperative activities and projects among the company and factories in the industrial estates for the benefit of the local community and society.



Operating Performance Summary of the 1st Quarter of 2024

1st Quarter of 2024 performance versus 1st Quarter of 2023

- Total revenues reported at Baht 2,798 million, increased by 28.35% year on year
- Share of profit from investments in associates and JV at Baht 157 million, up 74.44%
- Profit (loss) was at Baht 662 million, increased 0.16%
- Profit (loss) attributable to equity holders of the company was at Baht 464, decreased 5.69%

	1 st Quarter	1 st Quarter	Increase/(Decrease)	
	2024	2023	Million Baht	%
Total revenues	2,798	2,180	618	28.35
Total expenses	2,028	1,334	694	52.02
Share profit from investments in associates and joint venture	157	90	67	74.44
Profit (loss) attributable to equity holders of the company	464	492	(28)	(5.69)
Basic earnings per share (THB/share)	0.40	0.43		

• Operating Performance Analysis of Core Businesses

	1 st Quarter	1 st Quarter	Increase/(Decrease)	
	2024	2023	Million Baht	%
Revenue from real estate sales	1,055	1,185	(130)	(10.97)
Gross profit margin	53.93%	68.78%		
Revenue from utility services	1,423	756	667	88.23
Gross profit margin	17.08%	25.40%		
Revenue from rental	223	199	24	12.06
Gross profit margin	77.13%	76.38%		

Industrial Estate Development Business

AMATA reported revenue from real estate sales for the 1st quarter of 2024 at Baht 1,055 million, decreased Baht 130 million or 10.97% from the 1st quarter of 2023. Although there were higher numbers of land transferred on the first quarter of 2024 but majority were came from industrial estate in Rayong and Vietnam which currently the selling prices were lower compared to the land selling price from industrial estate in Chonburi as a result the total revenue from real estate sales for the first quarter of 2024 was lower than the first quarter of 2023. The total land transferred for the first quarter of 2024 was 151 Rai (Thailand: 128 Rai and Vietnam 23 Rai) while for the first quarter of 2023, there were only 128 Rai from Thailand. However, gross profit margin of the first quarter of 2024 was slightly lower than 2023 from 68.78

percent to 53.93 percent since last year majority of the land transferred were from Chonburi location which currently generated the highest gross profit margin.

Utility Services Business

Revenue from utility services for the first quarter of 2024 was at Baht 1,423 million increased Baht 667 million or 88.23 percent compared to the same period last year which the main driver was from electricity business in Vietnam. However, the gross profit margin was reduced from 25.40 percent to 17.08 percent because the electricity selling price and cost was still regulated by the Vietnam government.

Rental Business

Amata realized the revenue from rental at Baht 223 million on the first quarter of 2024 increased Baht 24 million or 12.06 percent compared to the same period last year due to higher occupancy from new customers. The gross profit margin of the first quarter of 2024 was at 77.13 percent increased from the first quarter of 2023 which stay around 76.38 percent.

- **Other Income**

	1 st Quarter	1 st Quarter	Increase/(Decrease)	
	2024	2023	Million Baht	%
Finance income	23	21	2	9.52
Gains (Loss) on exchange	78	(33)	111	336.36
Other income	19	39	(20)	(51.28)

The first quarter of 2024, Amata recognized finance income from financial institutions at Baht 23 million approximately to the same period last year that recognized around Baht 21 million. The first quarter of 2024, Amata also realized the gain on exchange at Baht 78 million while the last year there was a loss on exchange at Baht 33 million. The company also received other income on the first quarter of 2024 at Baht 19 million.

- **Expense**

	1 st Quarter	1 st Quarter	Increase/(Decrease)	
	2024	2023	Million Baht	%
Selling and distribution expenses	51	70	(19)	(27.14)
Administrative expenses	260	249	11	4.42
Finance cost	175	137	38	27.74
Income tax expenses	141	186	(45)	(24.19)

Selling and distribution expenses of the first quarter of 2024 was at Baht 51 million decreased Baht 19 million of 27.14 percent from the same period of last year while the administration expenses increased Baht 11 million or 4.42 percent from the same period to Baht 260 million due to the industrial estate

expansion. Moreover, the company also incurred finance cost at Baht 175 million around Baht 38 million or 27.74 percent higher than the first quarter of the previous year. The income tax expenses declined Baht 45 million or 24.19 percent from Baht 186 million to Baht 141 million on the first quarter of 2024.

- **Share of Profit from Investments in Associates and Joint Venture**

The Company recognized the share of profit on the first quarter of 2024 at Baht 157 million increased 74.44 percent or Baht 67 million from the first quarter of 2023 and the main driven was from natural gas businesses that cost was lower so inconsequence, the performance was substantially increased around 260 percent.

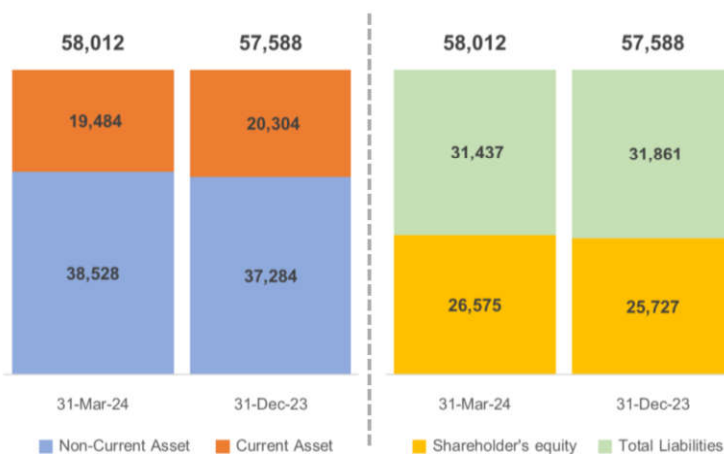
- **Net Profit**

The net profit for the first quarter of 2024 was at Baht 634 million increase Baht 1 million or 0.16 percent when compared to the first quarter of 2023, the main reason were from gain on exchange, higher share of profit from investment in associate and joint venture and lower income tax expenses.

- **Profit (loss) attributable to equity holders of the company**

Net profit after minor interest on the first quarter of 2024 was Baht 464 million decreased Baht 28 million or 5.69 percent.

Financial Position



- **Assets**

As of 31 March 2024, the Company had total assets of Baht 58,012 million increased Baht 424 million or 0.74 percent from 31 December 2023, majority from non-current asset in terms of real estate development costs and deposits for purchase of land.

- **Liabilities**

As of 31 March 2024, the Company had total liabilities of Baht 31,437 million decreased Baht 424 million or 1.33 percent from 31 December 2023, from lower loan from financial institutions.

- **Shareholder's Equity**

As of 31 March 2024, the Company's shareholders' equity was Baht 26,575 million, increased Baht 848 million or 3.30 percent from 31 December 2023, from higher retained earnings.

Financial Ratio

Ratio	1 st Quarter of 2024	1 st Quarter of 2023
Current Ratio (time)	1.27	1.20
Return on Asset (%)	6.26	8.24
Return on Equity (%)	8.94	11.93
Debt to Equity (Time)	1.49	1.32
Gross Profit Margin (Core Business) (%)	36.44	54.14

For your information.

Yours sincerely,

AMATA CORPORATION PUBLIC COMPANY LIMITED

(Mr. Vikrom Kromadit)

Chairman of the Board of Directors