

10 May 2024

Re: To clarify the financial statements as of 31 March 2024

To: President
The Stock Exchange of Thailand

WHA Corporation Public Company Limited (the “Company”) submitted its separate financial statement and its consolidated financial statement for the first quarter of 2024 ended on 31 March 2024 which were reviewed by the auditor. The Company hereby clarifies the performance as follows:

Thai Economic Performance

On 10th April 2024, the Monetary Policy Committee (MPC) foresees the Thai economy is projected to grow in 2024 at a higher rate than the previous year with continued support from private consumption and tourism, along with public expenditure which is anticipated to accelerate for the remainder of the year. Meanwhile, structural headwinds continued to weigh on export recovery. The current policy interest rate is conducive to safeguarding macro-financial stability, and the effectiveness of monetary policy on resolving structural impediments is limited. Therefore, to maintain the policy rate at 2.5%. Inflation remains subdued from supply factors and government subsidies and is projected to gradually increase towards the target range by the end of 2024. In the period ahead, the effect of geopolitical tensions and government subsidies on energy prices should be monitored. Headline inflation is projected at 0.6 and 1.3 percent in 2024 and 2025, respectively. Meanwhile, core inflation is forecasted to be at 0.6 and 0.9 percent in 2024 and 2025, respectively.

SCB EIC revised down its growth forecast for 2024 to 2.7% (from 3.0%), despite an overall outlook showing signs of a steady rebound. On a positive front, Thailand’s economy should gather momentum backed by promising prospects in tourism, robust performance in the service sector, and a resumption in demand-driven economic activities-driven by exports and private investment. Nevertheless, we expect a continued contraction in public spending in Q1/2024 owing to the delayed enactment of 2024 budget bill. Inventory accumulation is likely to remain high and also poses another challenge to an overall economic outlook. This is partly attributed to structural issues in Thailand’s manufacturing sector. Additionally, the headline inflation should rebound to the target range in 2H/2024. Which forecast Thailand’s headline and core inflation for 2024 at 0.8% and 0.6%, respectively.

At the same time, Kasikorn Research Center (KResearch) expects the Thai economy to expand by 2.8% in 2024, from the previous estimate of 3.1%, due to the contraction in domestic consumption and the continuous decline in the manufacturing sector, As well as the high household debt level. However, in 2024, the Thai economy is expected to receive a boost from increased government spending and expected growth in exports by 2.0%. Additionally, the number of international tourists is projected to reach 36 million this year. KResearch also predicts that the central bank has reached the peak interest rate at 2.5% and anticipates two interest rate cuts in 2024. The estimated inflation rate for the year stands at 0.8%.

For the Vietnamese Economy, the General Statistics Office (GSO) revealed that in the first quarter of 2024 expanded by 5.66%, which is lower than the government's target range of 6.0 - 6.5%, but higher than the same period of 2020 - 2023. The industrial-construction sector expanded by 6.28%, followed by the services sector with a growth rate of 6.12%, and the agriculture, forestry, and fisheries sector at 2.98%, respectively. When considering the value of foreign direct investment (FDI), which was one of the major economic drivers of Vietnam, it increased by 13.4% from the previous year, totaling USD 6.17 billion (as of March 20, 2024).

Investment and Foreign Direct Investment Applications

In the first quarter of 2024, there was significant growth in both the number of projects and investment value, there were a total of 724 projects applying for investment promotion, an increase of 94 percent, with an investment value of 228,207 million baht, an increase of 31 percent compared to the same period last year. This reflects the potential of Thailand and the increasing confidence of investors, which is a result of the Thai government's proactive efforts to attract investments from leading global companies. The government has taken serious and continuous measures to address trade and investment issues, as well as announced various investment promotion policies by the BOI. Additionally, there has been a boost from the trend of production base relocation to mitigate risks from geopolitical conflicts. Moreover, there has been significant investment in new industries or emerging technologies following global trends, such as the electric vehicle and components industry, semiconductor and electronics circuit industry, renewable energy industry, and data center industry, to support the expansion of AI and the digital transformation of various organizations. Moreover, most of them are invested in the electrical and electronic industry. (the highest investment value over 77,194 million baht), the automotive and parts industry (total investment value of 21,328 million baht), including the petrochemicals and Petrochemicals & Chemicals industry (total investment value of 17,672 million baht), the digital industry (total investment value of 17,498 million baht), and agriculture and food processing (total investment value of 13,278 million baht), respectively. The electronics industry, which has the highest investment, mainly focuses on investments in manufacturing printed circuit boards (PCB), wafer fabrication for semiconductors, silicon carbide for power electronics, and the production of smart electronics products and smart appliances.

For applications for foreign investment promotion (FDI), in the first quarter of 2024, there were 460 projects, an increase of 130 percent, with investments of 169,322 million baht, an increase of 16 percent. Singapore is the country with the highest investment value of 42,539 million baht. The second place is China with an investment of 34,671 million baht. The third place is Hong Kong with an investment of 26,573 million baht. While Taiwan ranked fourth with an investment of 19,960 million baht. And Australia ranked fifth with an investment of 17,248 million baht. The increased investment value in Singapore is a result of large-scale investments by Singaporean companies, with their holding companies being of Chinese, in the production of printed circuit boards (PCB). For the Eastern Economic Corridor (EEC), there have been a number of promotion requests, with 279 projects and an investment of 81,515 million baht.

For Vietnam, as of March 20th, 2024, the total newly registered capital, adjusted and contributed capital to buy shares, and buy contributed capital of foreign investors reached over USD 6,174.77 million, an increase 13.4% from last year. The adjusted capital and newly registered capital continued to increase over the same period last year. Of which (1) Newly registered capital: There were 644 new foreign-invested projects, an increase 23.4%, with valued at over USD 4,774.01 million, an increase 57.9% (2) Adjusted capital: There were 248 turns of projects registering to adjust their investment (up 6.0% year-on-year) with a total additional capital of nearly USD 934.60 million (drop 22.6% year-on-year). (3) Capital contributions and share purchases: There were 604 capital contributions and share purchases by foreign investors (drop 14.1% year-on-year) with a value of over USD 466.17 million (drop 61.7% year-on-year). The total value of realized capital over three-month in 2024 was worth USD 4,630 million, an increase of 7.1% compared with the same period in 2023.

Key developments in Q1/2024

Logistics Business has been experiencing continuous growth. In Q1/2024, the company signed Built-to-Suit lease agreements and the addition of ready-built factories/warehouse projects totaling 29,623 sq.m. Furthermore, short-term lease contracts with high returns covering 33,455 sq.m. This has led to a total warehouse space under ownership and management of 2,960,056 sq.m.

Furthermore, the company is emphasizing the importance of adopting electric vehicles in the country's transportation sector. Through investments in the Green Logistics project, which provides comprehensive electric vehicle services, including commercial electric transport services, installation of charging systems, charging stations, and the WHA Green Mobility Platform (W-GMP) that enhances efficiency in managing electric vehicles and batteries for customers. Recently, the company has established Mobilix Co., Ltd as a brand to provide electric vehicle services to meet the needs of logistics service providers. As of Q1/2024, the company successfully signed lease-purchase contracts with customers up to 176 electric vehicles and anticipates that throughout the year, the number of customers signing contracts could reach up to 1,000 vehicles, in line with the company's set target.

For the WHA Logistics Center Theparak KM. 21, after Phase 1 has reached full occupancy, the company has accelerated the development of Phase 2 to accommodate the increasing number of customers. Recently, a manufacturer/distributor of pet equipment and animal feed has signed a lease agreement for an additional area of 10,800 sq.m, in addition to the previously leased area of 46,200 sq.m. On top of that, this company plans to lease an additional warehouse space in Phase 2 of approximately 9,000 sq.m.

Recently, the company has unveiled the WHA Mega Logistics Center Bangna-Trad KM. 23, Project 3, with a total area over 91,000 sq.m. on 102-rai plot of land. This project is aimed to serve industrial sector customers, including e-commerce, manufacturers, and freight service providers. In parallel, the company plans to develop a new project on 300-400 rai of land in a strategic logistics location, aligning with the growing demand for leasing high-quality warehouse/factory spaces. Additionally, the company has collaborated with Daiwa House Industry Co., Ltd. to establish the "DPL Vietnam Minh Quang" logistics center on a total area of 42,330 sq.m within the Minh Quang Industrial Zone in Hung Yên Province, Vietnam. Most recently, groundbreaking ceremonies have been held, and construction commenced since February of last year.

Regarding the plan for selling properties and/or leasing property rights to the WHART and WHAIR, totaling space approximately 213,000 sq.m, with an estimated value of THB 5,290 million, the company plans to propose this plan at the WHART and WHAIR trust unitholders' meeting for approval during the Q2/2024.

Industrial Development Business: In Q1/2024, the company's industrial estate business had a significant increase in land transfers, more than double from the same period last year. This is attributed to the continuous relocation of investment and production bases to the Southeast Asian region. The total land sales reached 629 rai (575 rai in Thailand / 55 rai in Vietnam), with the signing of memorandum of understandings (MOUs) for an additional 715 rai (669 rai in Thailand / 46 rai in Vietnam). By the end of Q1/2024, the company

had a backlog of land sales awaiting to transfer to customers, totaling 1,087 rai (1,052 rai in Thailand / 34 rai in Vietnam).

The factors contributing to the increase in land sales include the signing of land purchase agreements with customers, particularly with a major group of electrical appliance manufacturers from China. This highlights the region's importance as a key production and investment destination for new industries, especially in the S-Curve industries such as smart electronics, electric vehicles, and digital technologies.

Currently, The company has a total industrial estate area in both Thailand and Vietnam of 77,600 rai, including areas that are operational and those under development. This comprises 12 operational industrial estates in Thailand, together with 7 new development and expansion of industrial estate projects, covering nearly 10,000 rai over the next three years. This will increase the company's industrial estate area to over 52,000 rai by 2027. Regarding the latest industrial estate project "Eastern Seaboard Industrial Estate 5" covering 3,400 rai, the company expects to commence construction by the end of 2024.

For Vietnam, the company currently operates and is developing industrial zones covering a total of 22,815 rai (3,650 hectares). These include the WHA Industrial Zone 1 - Nge Ahn, Phase 1 of which is almost fully leased, and Phase 2, which has leased over half of its area to leading electronics companies. With the success of both phases, the company is accelerating the development of Phase 3, which is expected to receive approval within 2024. In addition, the company has plans to develop three new industrial projects in Thanh Hoa and Quang Nam provinces as well.

Utilities Business (Water): The overall performance of utilities business has been consistently positive. The total volume of water sales and management both domestically and internationally reached 40.3 million cubic meters. The domestic water sales increased to 32.2 million cubic meters, driven by the growth in sales volume of all water products, especially value-added water and raw water, which had increased demand from energy and petrochemical customers. Furthermore, the company has signed a contract to provide Premium Clarified Water services, with an annual production capacity of 3.5 million cubic meters to PTT Global Chemical PCL in the WHA Eastern Industrial Estate (Map Ta Phut), which is expected to commence commercial operations in September.

The volume of water sales and management in Vietnam also increased in Q1/2024, total water sales according to equity stake reached 8.2 million cubic meters, driven by an increase in volume of water sales and management of the Duong River project, which has been continuously growing, as a result of the expansion of service areas and increased demand for water from both existing and new customers.

Power Business: In Q1/2024, the increase in normalized share of profits from the power business was due to higher share of profit from the GHECO-One power plant due to decreased maintenance downtime, along with an increased share of profits from the SPPs power plant, which benefited from lower natural gas costs compared to the previous year.

For the solar power business, in Q1/2024, the company signed 16 contracts for an additional solar power projects, consisting of 15 Private PPA projects with combined production capacity of approximately 59 MW and 1 EPC Service project with a production capacity of 1 MW. By the end of Q1/2024, the accumulated Private PPA contracts reached 242 MW. Besides, the company has a total commercial operation of solar power of 125 MW and a total installed capacity of approximately 792 MW equity.

The company has been selected by the Energy Regulatory Commission to be the developer of 5 solar power projects under the Feed-in Tariff (FiT) Phase 1 scheme, with a total installed capacity based on equity stake of 125.4 MW. The company expects to sign power purchase agreements within the Q2/2024.

Digital Business: The company is advancing its organizational development in all dimensions to become a Technology Company in 2024 under the 'Mission To The Sun' mission. The focus is on transforming the businesses into digital, creating new products and added value, while enhancing the company's business potential. A project under this mission that has made significant progress is the Green Logistics project. The company currently developing the WHA Green Mobility Platform (W-GMP) that integrates various services for electric vehicle customers, ranging from Fleet Management, Route Optimization to EV Roaming network station connections. The company expects to launch the W-GMP platform within Q2/2024. With this platform, the company will be the first electric vehicle service provider to offer an end-to-end process covering the entire environmental system.

In addition, the company is developing 12 AI Transformation projects that emphasize leveraging AI technologies such as AI & ML Data Insight, AI Cybersecurity, and Generative AI to drive organizational advancement. This initiative is an extension of the company's Digital Transformation project, which comprises over 38 projects.

Furthermore, the company has achieved success in offering debentures to institutional investors and large investors, with triple oversubscription for Debenture Issuance No.1/2024 of 7,000 million in March. The company plans to use the funds raised from this debenture issuance to repay existing debts and/or for working capital, investment, and operational expenses to support the company's operations.

The success of WHA Group is a testament to the strength and growth potential of the business, reflected in various awards such as the 'CEO of The Year 2023' award from Krungthep Turakij Business Newspaper, The People Awards 2024 under the concept of transcending boundaries, the Corporate ESG Bond of the Year award for sustainable debentures at the ThaiBMA Best Bond Award 2023, and the Best Sustainability-Linked Bond in Thailand award at The Asset Triple A Sustainable Finance Awards 2024 organized by The Asset, a leading financial media in Asia. These accolades highlight the company's success in issuing sustainable debentures with a total value of THB 1,000 million.

FINANCIAL ANALYSIS

During 1Q2024, the Company had total revenue and share of profit and net profit of THB 3,929.9 mm and THB 1,364.9 mm, respectively. If excluding FX impact and extraordinary items, the Company had the normalized total revenue and share of profit and normalized net profit of THB 3,776.4 mm and THB 1,284.4 mm, respectively. The details are as follows:

FINANCIAL PERFORMANCE OF 1Q2024

Consolidated Financial Statement	1Q2023	1Q2024	YoY
	THB mm	THB mm	%
Total Revenue and Share of Profit	2,440.7	3,929.9	61.0%
Total Cost	1,069.6	1,471.1	37.5%
Gross Profit and Share of Profit	1,253.4	1,980.9	58.0%
Net Profit	522.7	1,364.9	161.1%
Normalized Total Revenue and Share of Profit ¹	2,420.1	3,776.4	56.0%
Normalized Net Profit ²	505.0	1,284.4	154.3%

¹ Normalized Total Revenue and Share of Profit = Total Revenue excluding FX impact, extraordinary items and deferred revenue items

² Normalized Net Profit = Net Profit excluding FX impact, extraordinary items and deferred revenue items

KEY HIGHLIGHTS

- Total Revenue and Share of Profit and Net Profit for 1Q2024 were THB 3,929.9 mm and THB 1,364.9 mm, respectively. This statutory figure consists of the normal business operation and FX impacts, which was mainly unrealized gain/loss. In addition, the Company's Normalized Total Revenue and Share of Profit and Normalized Net Profit for 1Q2024 were THB 3,776.4 mm and THB 1,284.4 mm, respectively. The Company recorded a net unrealized gain from foreign exchange of THB 80.5 mm.
- Rental and Service Revenue during 1Q2024 was THB 297.3 mm which increased by 19.1%, compared to the same period of previous year, mainly due to higher occupancy rate and rental rate, together with new contribution from rental income from Green Logistics business.
- Revenue from Land Business for 1Q2024 was THB 2,130.4 mm, which increased by 102.4%, compared to the same period of last year, mainly due to higher number of land transfer from Thailand and Vietnam.
- During 1Q2024, Revenue and Normalized Share of Profit from Investments in Utilities Associates was THB 770.7 mm, which increased by 22.9%, compared to the same period of last year, due to an increase in utilities sales volume and selling prices from domestic and an increase in share of profit from SDWTP, which had higher sales volume and selling price.
- Revenue and Normalized Share of Profit from Investment in Power Associates and Joint Ventures for 1Q2024 was THB 352.5 mm, which increased by 20.3%, compared to the same period of previous year, mainly due to higher availability payment of Gheco-One and strong recovery of IU sale spread from lower gas price of SPP business.

- Finance Cost in 1Q2024 was THB 341.8 mm, which increased by 17.6%, compared to the same period of last year, mainly from an increase in weighted average cost of fund approx. 0.24% from 3.00% as at the end of 1Q2023 to 3.24% as at the end of 1Q2024.
- The Company had Net Profit and Normalized Net Profit during 1Q2024 were THB 1,364.9 mm and THB 1,284.4 mm, increased by 161.1% and 154.3%, respectively, compared to the same period of previous year. The main reasons were from higher contribution from land business, utilities business, power business and rental and services business.

PERFORMANCE BY BUSINESS

Rental Properties Business

Consolidated Financial Statement	1Q2023	1Q2024	YoY
	THB mm	THB mm	%
Rental and Service Revenue	249.6	297.3	19.1%
Gross Profit	148.2	170.6	15.1%
Gross Profit Margin (GPM)	59.4%	57.4%	
GPM before adjustment with PPA ¹	59.5%	57.5%	
Revenue and Share of Profit from Sale of Investment Properties	-	2.9	n.a.
Gross Profit	-	0.3	n.a.
Gross Profit Margin (GPM)	n.a.	9.9%	n.a.
GPM before adjustment with PPA ¹	n.a.	9.9%	n.a.
Share of Profit from JV's Asset Monetization	-	-	n.a.

¹ Excluding accounting impact of Purchase Price Allocation (PPA)

Rental and service income from warehouses, distribution centers, factories, and structural work and electrical vehicle (Green Logistics) during the first quarter of 2024 was THB 297.3 mm which increased by 19.1% compared to the same period of last year. The increase was mainly due to a higher occupancy rate and rental rate, together with rental revenue from Green Logistics.

Gross profit margin from rental and service from warehouses, distribution centers, factories, and structural work and electrical vehicle (Green Logistics) during the first quarter of 2024 was 57.4%.

Industrial Development Business

Consolidated Financial Statement	1Q2023	1Q2024	YoY
	THB mm	THB mm	%
Revenue from land business and sale of properties	1,052.5	2,130.4	102.4%
Gross Profit	536.8	1,255.1	133.8%
Gross Profit Margin (GPM)	51.0%	58.9%	
GPM before adjustment with PPA ¹	53.1%	62.3%	

¹ Excluding accounting impact from Purchase Price Allocation (PPA)

Revenue from land business and sale of properties during the first quarter of 2024 THB was 2,130.4 mm, which increased by 102.4%, compared to the same period of last year, mainly due to higher number of land transfer.

Gross profit margin from land business and sale of properties during the first quarter of 2024 was 58.9%, which was higher margin from land sales both Thailand and Vietnam, compared to the same period of previous year.

Utilities & Power Business

1. Utilities Business

	1Q2023	1Q2024	YoY
	THB mm	THB mm	%
Utilities income	643.3	754.5	17.3%
Gross Profit	250.9	340.9	35.9%
Gross Profit Margin (GPM)	39.0%	45.2%	
GPM before adjustment with PPA ¹	41.6%	47.5%	
Share of Profit from Investment in Utilities Associates	(23.1)	16.2	(170.1%)
- Normalized Share of Profit from Investment in Utilities Associates²	(16.1)	16.2	(200.6%)
- FX Gain (Loss)	(7.0)	-	(100.0%)

¹ Excluding accounting impact of Purchase Price Allocation (PPA)

² Excluding FX impact

Revenue and Normalized Share of Profit from Investments in Utilities Associates for the first quarter of 2024 was THB 770.7 mm, which increased by 22.9%, compared to the same period of previous year, due to an increase in utilities sales volume and selling prices from both domestic and overseas and an increase in share of profit from SDWTP, which had higher sales volume and selling price.

Utilities income for the first quarter of 2024 was THB 754.5 mm, which increased by 17.3%, compared to the same period of previous year. The increase was driven by a rise in utilities sales volume from both domestically and overseas.

Gross profit margin from utilities income for the first quarter of 2024 were 45.2%. This gross margin had accounted for the fair value adjustment of the acquired business according to the accounting standards under WHA level. However, the genuine gross margin in the first quarter was 47.5%, representing an increase when compared to the same period of previous year.

Normalized Share of Profit from Investment in Associates from Utilities Business for the first quarter of 2023 was THB 16.2 mm. The operating performance improved due to an increase in the share of profit from SDWTP, resulting from higher sales volume and selling prices.

2. Power Business

	1Q2023	1Q2024	YoY
	THB mm	THB mm	%
Revenue from Solar Business	110.7	93.3	(15.7%)
Gross Profit	52.7	43.3	(17.9%)
Gross Profit Margin	47.6%	46.4%	
Share of Profit from Investments in Power Associates	244.6	138.0	(43.6%)
- Normalized Share of Profit from Investments in Power Associates¹	182.4	259.2	42.1%
- FX Gain (Loss)	62.3	(121.2)	(294.6%)

¹ Excluding FX impact and extraordinary items

Revenue and Normalized Share of Profit from Investment in Power Associates and Joint Ventures for the first quarter of 2024 was THB 352.5 mm, which increased by 20.3%, compared to the same period of previous year mainly due to higher availability payment of Gheco-One and strong recovery of IU sale spread from lower gas price. However, revenue from solar business decreased due to a decline in the Fuel Adjustment Charge (at the given time) (Ft) when compared to the first quarter of 2023.

Revenue from Solar Business for the first quarter of 2024 was THB 93.3 mm, which decreased by 15.7%, compared to the same period of previous year because of a decrease in the Fuel Adjustment Charge (at the given time) (Ft) compared to the same period of previous year despite an increase in power generation capacity (MW) from COD.

Gross profit margin from Solar Business for the first quarter of 2024 was 46.4%, which decreased from the same period of previous year and mainly from a decrease in the Fuel Adjustment Charge (at the given time) (Ft)

Normalized Share of Profit from Investment in Associates from Power Business and Joint Ventures during the first quarter of 2024 was THB 259.2 mm which increased by 42.1%, compared to the same period of previous year. If including the FX impact, most of which was unrealized gain/loss, the share of profit from power associates and joint ventures during the first quarter of 2024 was THB 138.0 mm which decreased by 43.6%. An increase in Normalized Share of Profit from Investments in Power Associates thanks to an increase in availability payment of Gheco-One and strong recovery of IU sale spread from lower gas price.

Other Income

	1Q2023	1Q2024	YoY
	THB mm	THB mm	%
Dividend income and management income	120.6	153.5	27.3%
Others ¹	(2.9)	324.4	11,385.0%
Total other income	117.7	477.9	306.0%
Normalized others ²	31.7	49.7	56.6%
Normalized total other income²	152.3	203.2	33.4%

¹ Others compose interest income, gain from revaluation of short-term and long-term investment and other income as well as FX impact.

² Normalized Others are Others excluding FX impact.

Normalized total other income for the first quarter of 2024 were THB 203.2 mm which increased by 33.4%, compared to the same period of previous year, which were mainly from:

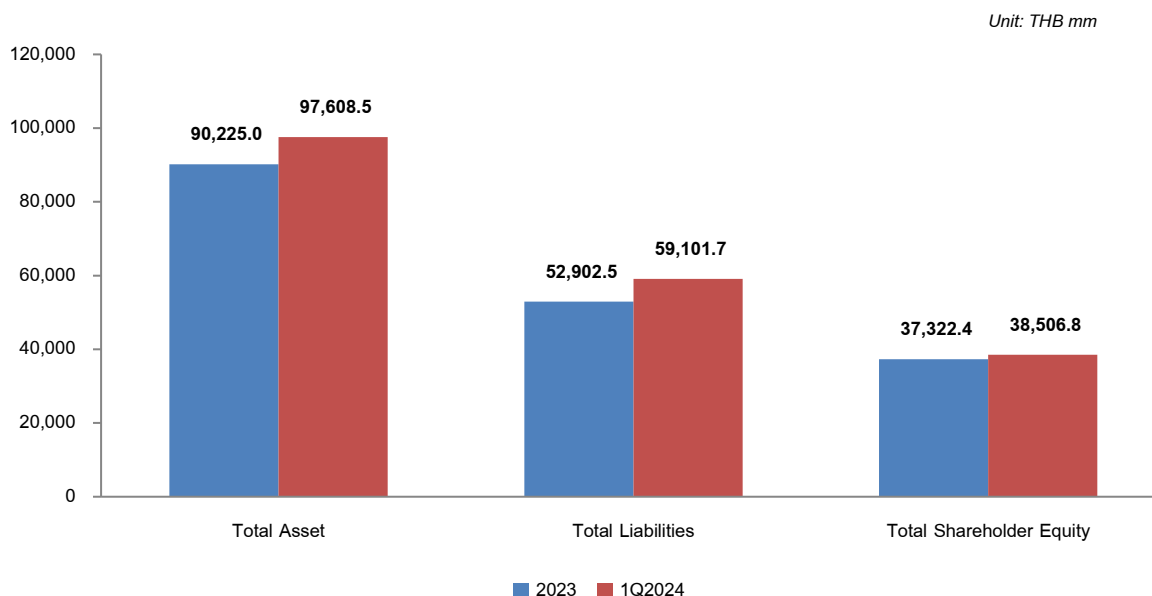
- **Dividend and management income** during the first quarter of 2024 was THB 153.5 mm which increased by 27.3%, compared to the same period of previous year, resulting from higher dividend income from an increase in asset size of REIT and higher dividend income from Glow IPP.
- **Normalized other income** comprised of interest income, gain from revaluation of short-term and long-term investment and other income during the first quarter of 2024 was THB 49.7 mm, which increased by 56.6% from the same period of previous year, due to the recognition of a gain from selling shares in one of WHA's joint venture company.

Expense Analysis

	1Q2023	1Q2024	YoY
	THB mm	THB mm	%
Selling expense	80.8	93.4	15.5%
Administrative expense	328.8	349.2	6.2%
Finance cost	290.8	341.8	17.6%
Total expense	700.4	784.4	12.0%

- **Selling expense** during the first quarter of 2024 was THB 93.4 mm, which increased by 15.5%, compared to the same period of previous year, which was mainly from higher number of land transfer.
- **Administrative expense** during the first quarter of 2024 was THB 349.2 mm, which increased by 6.2%, compared to the same period of previous year.
- **Finance cost** during the first quarter of 2024 was THB 341.8 mm, which increased by 17.6%, compared to the same period of previous year, mainly resulting from an increase in weighted average cost of fund approx. 0.24% from 3.00% as at the end the first quarter of 2023 to 3.24% as at the first quarter of 2024. This was mainly due to an increase in interest policy rate by the monetary policy committee under the Bank of Thailand.

FINANCIAL STATUS



The changes in Consolidated Balance Sheet as of 31 March 2024 are summarized as follows.

Assets

As of 31 March 2024, the Company had total assets of THB 97,608.5 mm, which increased THB 7,383.5 mm from THB 90,225.0 mm as of 31 December 2023. The main reasons are as follows:

1. An increase in cash and cash equivalents of THB 3,418.6 mm from bond issuance in the first quarter of 2024
2. An increase in real estate development costs (net) of THB 2,925.1 mm because of the business expansion.

Liabilities

As of 31 March 2024, the Company had total liabilities of THB 59,101.7 mm, which increased by THB 6,199.2 mm from THB 52,902.5 mm as of 31 December 2023. The increases were from bond issuance to support the business expansion and to repay existing debt maturing in the second and third quarter of 2024. If considering the interest-bearing debt, the Company's interest-bearing debt increased by THB 6,199.3 mm from THB 41,119.2 mm as of 31 December 2023 to THB 47,318.5 mm as of 31 March 2024. The Company's weighted average cost of fund increased approx. 0.08% from 3.16% as at the end of 2022 to 3.24% as at the end of the first quarter of 2024 due to an increase in interest policy rate by the monetary policy committee under the Bank of Thailand.

Shareholder's equity

As of 31 March 2024, the Company had total shareholder's equity of THB 38,506.8 mm, which increased by THB 1,184.4 mm from THB 37,322.4 mm as of 31 December 2023, mainly from increase in retained earnings from increase in the Company's performance.

KEY FINANCIAL RATIOS

	1Q2023	1Q2024
Gross Profit Margin (%)	48.0%	55.1%
Net Profit Margin (%)	21.4%	34.7%
D/E Ratio (times)	1.44	1.53
Net IBD to Equity (times)	0.90	0.97
Collection Period (days)	14.0	14.1
Average Payment Period (days)	128.7	149.8
Effective Tax Rate (%)	8.8%	8.5%

Credit Terms

Average collection period during 1Q2024 was 14.1 days which was stable as compared the same period last year. This figure was in line with a credit term that the Company has provided to clients at 0-45 days depending on type of business. This increase is attributed to the efficiency in collection management.

Average payment period during 1Q2024 was 149.8 days which increased by 128.7 days from the same period last year. Besides, the payment period determined by the credit term given by each supplier depending on our type of services/products. Normally, the credit term is around 30-60 days which the Company has payment guidelines for our suppliers as each credit term and make sure that there will be no delayed payments. The Company could manage cash efficiently. As a result, the Company did not encounter any problems with our suppliers' payment and was able to comply the Company policy's credit term. However, the average payment period mentioned above is higher than the Company policy's credit term because account payable items had included deposit, retention and accrued interest expenses.

Effective Tax Rate

During 1Q2024, the Company had earnings before tax (EBT) and corporate income tax (CIT) of THB 1,674.4 mm and THB 141.9 mm, respectively, which was equivalent to the effective tax rate at 8.5%. An effective tax rate was lower than the corporate income tax rate at 20.0% because of a difference of tax calculation between taxable items and non-taxable items.

Sustainability Development

- **Environment Dimension**

Climate Change Management and Strategy

The Company has assessed climate change as key materiality issue and has established important operational strategies to reduce greenhouse gas emissions towards net zero target in 2050. One of the projects that the Company has been implementing since 2023 and has made significant progress is the development of "Green Logistics" project, which is considered to be activities and strategic plans to reduce environmental impacts in transportation and logistics activities by applying green technology to the logistics business. This includes the use of electric vehicles for transportation, electric vehicle charging stations, the use of renewable energy as a power source for electric vehicle charging stations, and the use of digital technology as a central hub for controlling the operations of electric vehicles, etc., to ensure efficient energy use and help reduce long-term logistics costs for the country through WHA Green Mobility Platform. This platform will assist in managing and improving fleet management systems as well as monitoring, controlling, and analyzing various aspects of electric vehicle operations for maximum efficiency, using concepts that prioritize energy efficiency, greenhouse gas emissions reduction, and waste reduction. The main goal is to increase resource efficiency and reduce pollution in the transportation process, resulting in reduced climate change and fossil fuel combustion, as well as promoting efficient resource use. By implementing Green Logistics project, it is expected to reduce greenhouse gas emissions of the Company's stakeholders by up to 14,400 tons of carbon dioxide equivalent, or equivalent to planting more than 1.6 million trees, calculated from the project plan to switch to electric vehicles estimated in 2024, totaling around 1,000 vehicles.

- **Social Dimension**

Stakeholder Engagement

As communities are significant stakeholders who are directly impacted, both positively and negatively, by business activities, setting directions for operations and promoting the use of technology to engage and communicate with communities and stakeholders is crucial in community development efforts. The Company is committed to promoting the overall well-being of communities by fostering good relationships and helping develop communities around industrial estates to have sustainable quality of life. The Company has undertaken projects to promote education, community development, and environmental conservation to ensure sustainable development and growth of neighboring communities. For example, the Company has implemented solar rooftop installation project for school in Rayong province under the "Shine Brighter with WHA" project, in collaboration with Dr. Somyos Anantaprayoon Foundation, promoting the use of clean energy and supporting the installation of a 10.45 kWp solar rooftop for Nikhom Sang Ton Eng School Rayong Province 9, serving a total of 319 students. With this Solar Rooftop installation project, the school can save up to 72,000 baht per year, or approximately 67% per year, on electricity costs. Furthermore, there is support for sports equipment aimed at supporting education, and reducing the burden of school utility expenses. This enables more efficient

budget allocation for teaching and creates a sustainable sharing community based on organizational development principles.

- **Governance and Economic Dimension**

Supply Chain Management

The Company is well aware that sustainable supply chain management helps to increase opportunities, reduce risks, and elevate the competitiveness of the business. Additionally, it encourages business partners, manufacturers, and service providers to be mindful of the importance of conducting business responsibly, which has positive impacts on the economy, the environment, society, and human rights on a broader scale. Moreover, developing the capabilities of suppliers and contractors is part of the supply chain management strategy. The Company believes that sharing knowledge is the starting point for promoting opportunities for partners to develop their potential and sustainably grow their businesses. During the past quarter, the Company organized "WHA Supplier Day 2024", with the participation of 54 companies onsite and 70 companies online. This year's event focused on policy directions and business approaches to enhance the sustainability of operations for suppliers and contractors by considering environmental, social, ethical, and governance aspects. The Company also awarded certificates to key suppliers who demonstrated potential and efficiency based on the evaluation of ESG performance, scoring over 90% according to the SMETA Standard, aiming to encourage partners to recognize the importance of sustainable business practices.

Please be informed accordingly.

Sincerely yours,

WHA Corporation Public Company Limited

(Mr. Natthapatt Tanboon-ek)

Chief Financial Officer