

Ref ADC 031/2021

11 May 2021

Subject: Clarification of the first quarter of 2021 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 1Q2021 as follows:

(Consolidated Financial Statement)

Statement of Comprehensive Income	Q1/2021		Q1/2020		Increased (Decreased)	
	Million Baht	%	Million Baht	%	Million Baht	%
<b>Revenues</b>						
Revenue from sale of real estate	674.7	64.5	600.5	39.5	74.2	12.4
Revenue from project management services & commission income	200.5	19.2	411.1	27.0	(210.6)	(51.2)
Revenue from rental and services	48.5	4.6	44.6	2.9	3.9	8.7
Other incomes	122.8	11.7	465.5	30.6	(342.7)	(73.6)
<b>Total revenues</b>	<b>1,046.5</b>	<b>100.0</b>	<b>1,521.7</b>	<b>100.0</b>	<b>(475.2)</b>	<b>(31.2)</b>
<b>Cost of goods sold</b>						
Cost of real estate sold	499.7	47.7	463.6	30.5	36.1	7.8
Cost of project management services & commission income	100.0	9.6	162.0	10.6	(62.0)	(38.3)
Cost of sale and services	33.8	3.2	26.1	1.7	7.7	29.5
<b>Total cost of goods sold</b>	<b>633.5</b>	<b>60.5</b>	<b>651.7</b>	<b>42.8</b>	<b>(18.2)</b>	<b>(2.8)</b>
<b>Profit before selling &amp; administration expenses</b>	<b>413.0</b>	<b>39.5</b>	<b>870.0</b>	<b>57.2</b>	<b>(457.0)</b>	<b>(52.5)</b>
<b>Selling &amp; administration expenses</b>	<b>381.0</b>	<b>36.4</b>	<b>457.0</b>	<b>30.0</b>	<b>(76.0)</b>	<b>(16.6)</b>
Selling expenses	71.1	6.8	127.0	8.3	(55.9)	(44.0)
Administrative expenses	309.9	29.6	330.0	21.7	(20.1)	(6.1)
<b>Operating profit (loss)</b>	<b>32.0</b>	<b>3.1</b>	<b>413.0</b>	<b>27.1</b>	<b>(381.0)</b>	<b>(92.3)</b>
Finance cost	(180.1)	(17.2)	(172.4)	(11.3)	(7.7)	-
Income tax expenses	31.6	3.0	(25.1)	(1.6)	56.7	-
Profit before share of profit (loss) from investments in joint ventures	(116.5)	(11.1)	215.5	14.2	(332.0)	(154.1)
Share of profit (loss) from investments in joint ventures	155.3	14.8	159.5	10.5	(4.2)	(2.6)
<b>Profit (Loss) for the year from continuing operations</b>	<b>38.8</b>	<b>3.7</b>	<b>375.0</b>	<b>24.6</b>	<b>(336.2)</b>	<b>(89.7)</b>
Profit (Loss) for the year from discontinued operations	31.4		(205.3)		236.7	-
<b>Profit (Loss) for the period</b>	<b>70.2</b>	<b>6.7</b>	<b>169.7</b>	<b>11.1</b>	<b>(99.5)</b>	<b>(58.6)</b>
Profit attributable to non-controlling interests	64.7	6.2	19.5	1.3	45.2	231.8
<b>Profit (Loss) attributable to equity holder of the company</b>	<b>5.5</b>	<b>0.5</b>	<b>150.2</b>	<b>9.9</b>	<b>(144.7)</b>	<b>(96.3)</b>

Net Profit

Operating results for the first quarter of 2021, the Company and its subsidiaries reported the profit for the year from their operations in the core business or continuing operations of Baht 38.8 million, a decrease of Baht 336.2 baht or 89.7 percent from the same period last year, mainly due to the same quarter last year recording of the sale of investment in a subsidiary company, namely Bira Circuit One Co., Ltd. and Bira Kart Co., Ltd. in the amount of Baht 356.5 million, in line with the strategy to reduce proportion of non-core

business and emphasizes on increasing the efficiency of the company's core business. In 1Q/2021, the Company and its subsidiaries reported in a profit attributable to equity holder of the Company amounting to Baht 5.5 million.

The Company and its subsidiaries' Core EBITDA in the first quarter of 2021 was Baht 225 million, a decrease of 9% from the previous year.

#### Share of Profit (Loss) from Investments in Joint Ventures

1Q/2021 share of profit from investment in joint ventures was Baht 155.3 million, a decrease of Baht 4.2 million or 2.6% from the same period last year. In 2020, there were seven new condominium projects which just finished and started to transfer including Elio Del Nest, Ideo Q Victory, Ashton Asoke-Rama9, Ideo Q Sukhumvit 36, Ideo Mobi Sukhumvit Eastpoint, Ideo Ratchada-Sutthisan, and Elio Sathorn-Wutthakat.

#### Revenue

Total revenue in the first quarter of 2021 accounted for Baht 1,046.5 million, decreasing Baht 475.2 million or 31.2% year on year, mainly due to the same quarter last year recording of the sale of investment in a subsidiary company, namely Bira Circuit One Co., Ltd. and Bira Kart Co., Ltd. in the amount of Baht 356.5 million, in line with the strategy to reduce proportion of non-core business and emphasizes on increasing the efficiency of the company's core business. The Company presently has been developing projects through joint venture companies which was recognized in statement of comprehensive income under the share of profit (loss) from investments in joint ventures.

#### Cost of Goods Sold and Operating Expenses

1Q/2021 total cost of goods sold accounted for Baht 633.5 million, decreasing Baht 18.2 million or 2.8% from the same period last year. In addition, selling and administration expenses in 1Q/2021 accounted for Baht 381.0 million, a decrease of Baht 76.0 million or 16.6% due to improving efficient operating and administrative costs and in line with the Company's goal of controlling and reducing administrative costs due to the situation of the COVID-19 outbreak, which has been affecting economic growth both domestic and international as well as the impact on the purchasing power of the people in a wide area.

## Finance Costs

1Q/2021 finance costs of the Company and its subsidiaries was Baht 180.1 million, an increase of Baht 7.7 million from the same period last year.

As of 31 March 2021, the Company and its subsidiaries' Net Interest Bearing Debt to Equity Ratio (Net IBD/E ratio) stood at 1.18 time, which was in a controllable level.

Please be informed accordingly.

Sincerely yours,

(Mr. Chanond Ruangkitya)

Chief Executive Officer