

11 November 2021

Subject: Clarification of the quarter 3/2021 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 3Q2021 as follows:

(Consolidated Financial Statement)						
Statement of Comprehensive Income	Q3/2021		Q3/2020		Increased (Decreased)	
	Million Baht	%	Million Baht	%	Million Baht	%
Revenues						
Revenue from sales of real estate	526.0	68.0	474.3	38.4	51.7	10.9
Revenue from project management services and commission income	82.2	10.6	295.5	23.9	(213.3)	(72.2)
Revenue from rental and services	53.9	7.0	42.7	3.5	11.1	26.1
Other incomes	111.2	14.4	423.4	34.3	(312.1)	(73.7)
Total revenues	773.3	100.0	1,235.9	100.0	(462.5)	(37.4)
Cost of goods sold						
Cost of real estate sold	413.5	53.5	379.1	30.7	34.5	9.1
Cost of project management services and commission	94.0	12.2	133.6	10.8	(39.6)	(29.6)
Cost of rental and services	33.1	4.3	28.5	2.3	4.6	16.2
Total cost of goods sold	540.7	69.9	541.2	43.8	(0.5)	(0.1)
Profit before selling & administration expenses	232.7	30.1	694.7	56.2	(462.1)	(66.5)
Selling & administrative expenses	315.6	40.8	408.6	33.1	(93.0)	(22.8)
Selling expenses	50.3	6.5	73.6	6.0	(23.2)	(31.6)
Administrative expenses	265.3	34.3	335.0	27.1	(69.7)	(20.8)
Operating profit (loss)	(82.9)	(10.7)	286.2	23.2	(369.1)	(129.0)
Finance cost	(167.9)	(21.7)	(145.0)	(11.7)	(22.9)	-
Tax income (expenses)	45.8	5.9	(79.2)	(6.4)	125.0	-
Profit (loss) before share of profit from investments in joint ventures	(205.0)	(26.5)	62.0	5.0	(267.0)	430.8
Share of profit from investments in joint ventures	(29.0)	(3.7)	287.1	23.2	(316.1)	(110.1)
Profit (loss) for the periods from continuing operations	(234.0)	(30.3)	349.1	28.2	(583.1)	(167.0)
Profit (loss) for the periods from discontinuing operations	(1.8)		(35.0)		33.2	-
Profit (loss) for the period	(235.8)	(30.5)	314.1	25.4	(549.9)	(175.1)
Profit attributable to non-controlling interests	16.1	2.1	21.8	1.8	(5.6)	(25.8)
Profit (loss) attributable to equity holders of the Company	(251.9)	(32.6)	292.3	23.7	(544.3)	(186.2)

Net Profit

Operating results for the third quarter of 2021, the Company and its subsidiaries reported the profit (loss) for the period from their operations in the core business or continuing operations of Baht (234.0) million, a decrease of Baht 583.1 million or 167.0 percent from the same period last year, mainly due to decreasing in share profit (loss) from investments in joint ventures which effect from a decrease in the transfer of ownership of condominium units in the joint venture under the situation of the COVID-19 outbreak. However, under the

situation of the COVID-19 outbreak, the Company still has the efficiency in managing and controlling the selling and administrative expenses, which decreased from the same period last year.

In 3Q/2021, the Company and its subsidiaries reported in a profit (loss) attributable to equity holder of the Company amounting to Baht (251.9) million. The Company and its subsidiaries' EBITDA in the third quarter of 2021 loss Baht (65) million.

Share of Profit (Loss) from Investments in Joint Ventures

3Q/2021 share of profit from investment in joint ventures was Baht 33.5 million, a decrease of Baht 194.1 million or 85.3% from the same period last year. In 2020, seven new condominium projects were 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. In addition, the severe epidemic situation of the Covid-19 during 3Q2021 has resulted in a decrease in the transfer of ownership of condominium units in joint ventures.

Revenue

Total revenue in the third quarter of 2021 accounted for Baht 773.3 million, decreasing Baht 462.5 million or 37.4% year on year, mainly due to decreasing revenue from project management services and commission income. In addition, other incomes in 3Q2020 included an extra gain from sold retail shop Baht 296 million.

Cost of Goods Sold and Operating Expenses

3Q2021 total cost of goods sold accounted for Baht 540.7 million, decreasing Baht 0.5 million or 0.1% from the same period last year.

In addition, selling and administration expenses in 3Q2021 accounted for Baht 315.6 million, decreasing Baht 93.0 million or 22.8%, due to improving efficient operating and administrative costs and in line with the Company's goal of controlling and reducing administrative costs during 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

3Q2021 finance costs of the Company and its subsidiaries was Baht 167.9 million, an increase of Baht 22.9 million from the same period last year.

As of 30 September 2021, the Company and its subsidiaries' Net Interest Bearing Debt to Equity Ratio (Net IBD/E ratio) stood at 1.13 time, which was at a controllable level.

Please be informed accordingly.

Sincerely yours,

(Mr. Chanond Ruangkitya)

Chief Executive Officer