

2020 Company Performance and 2021 Business Direction

 ANANDA

URBAN
LIFE
NEVER
DIES

 ANANDA
DEVELOPMENT

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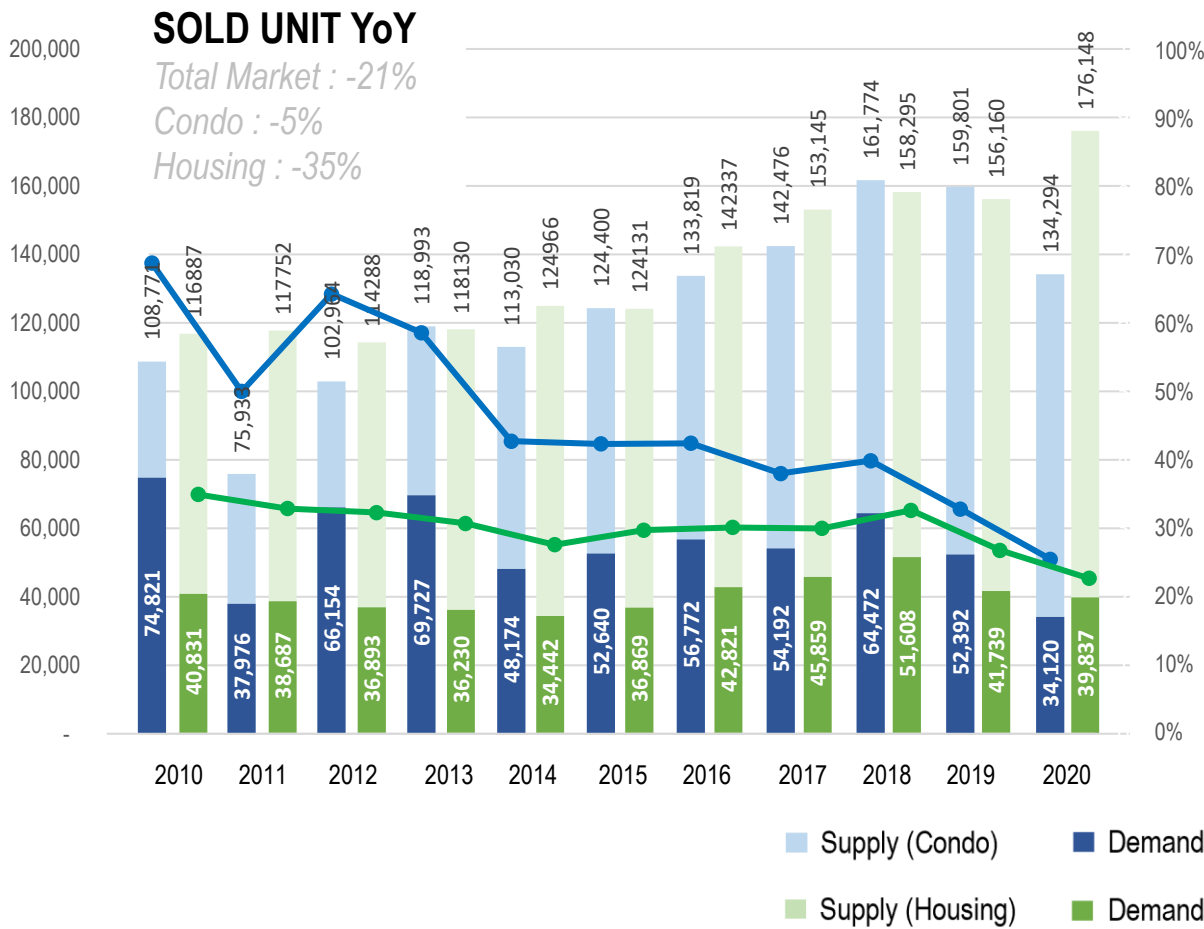
MARKET SITUATION



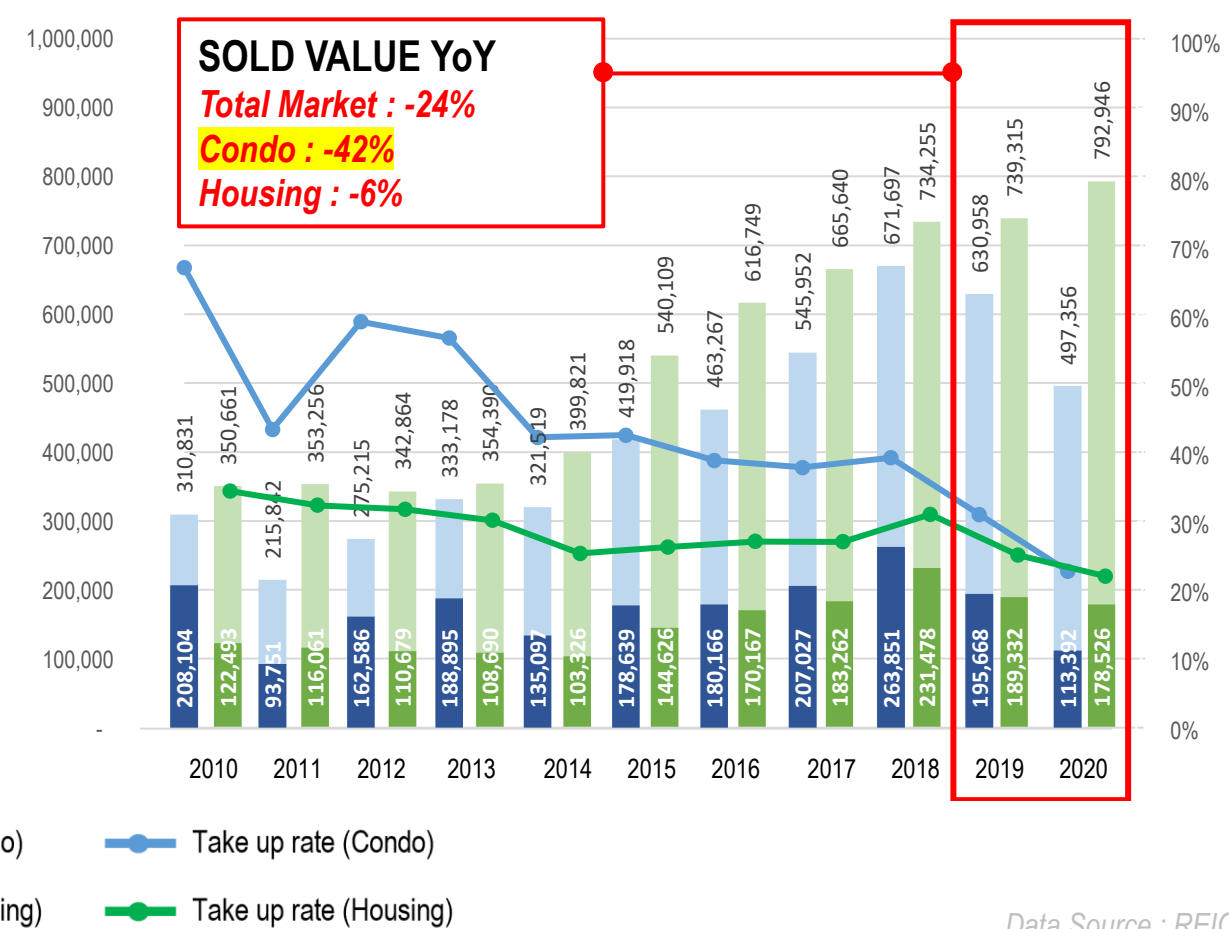
MARKET SITUATION

RESIDENTIAL MARKET (BANGKOK&GREATER BANGKOK) : SOLD UNIT & SOLD VALUE TREND BY YEAR

UNITS



VALUE

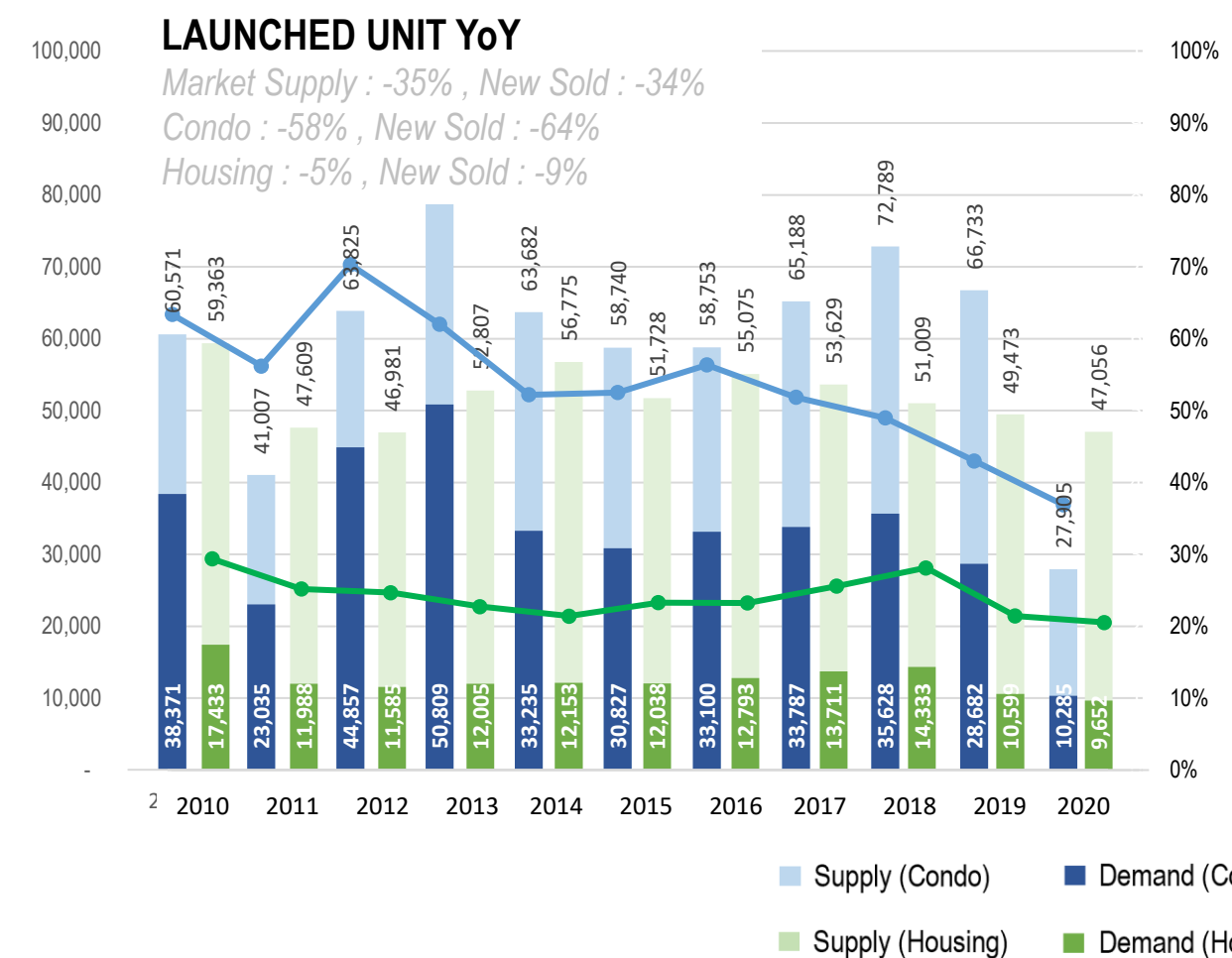


Data Source : REIC

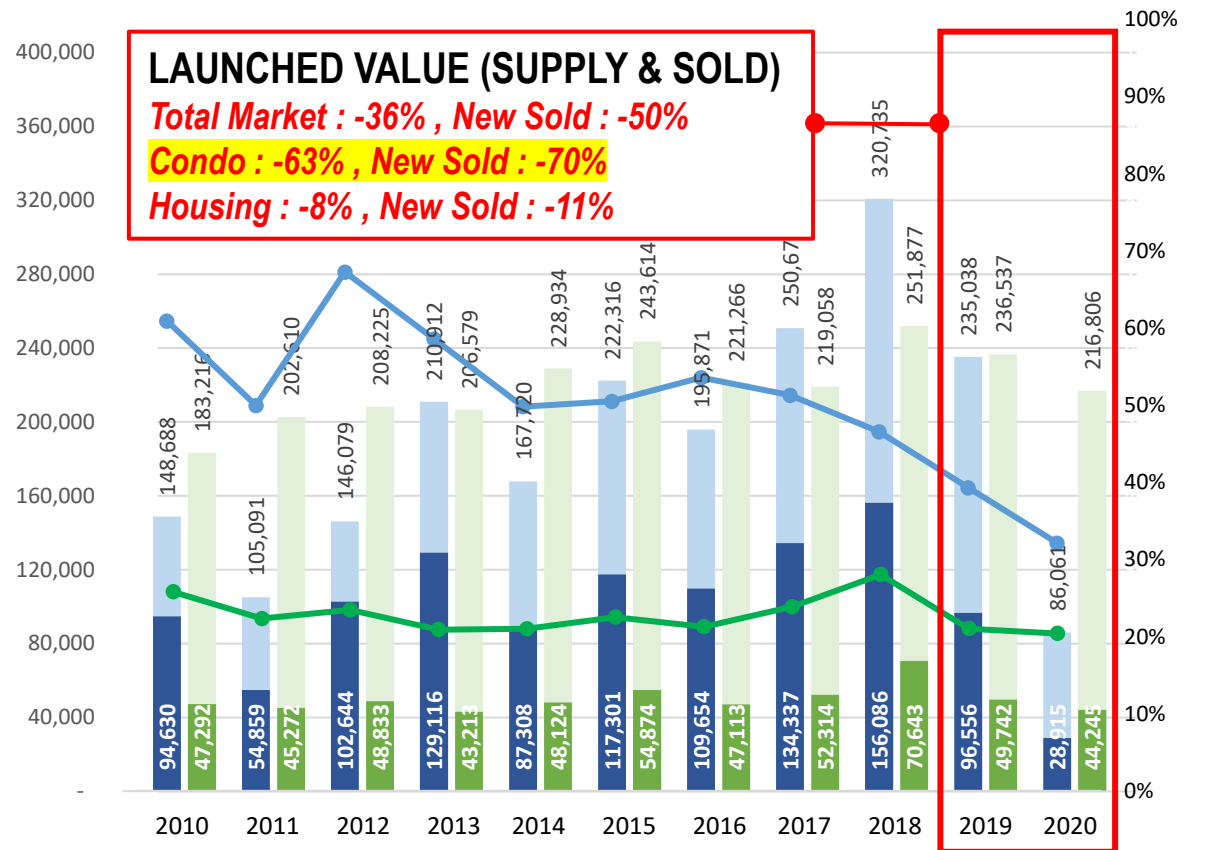
MARKET SITUATION

RESIDENTIAL MARKET (BANGKOK & GREATER BANGKOK) : NEW LAUNCH PROJECTS BY YEAR

UNITS



VALUE

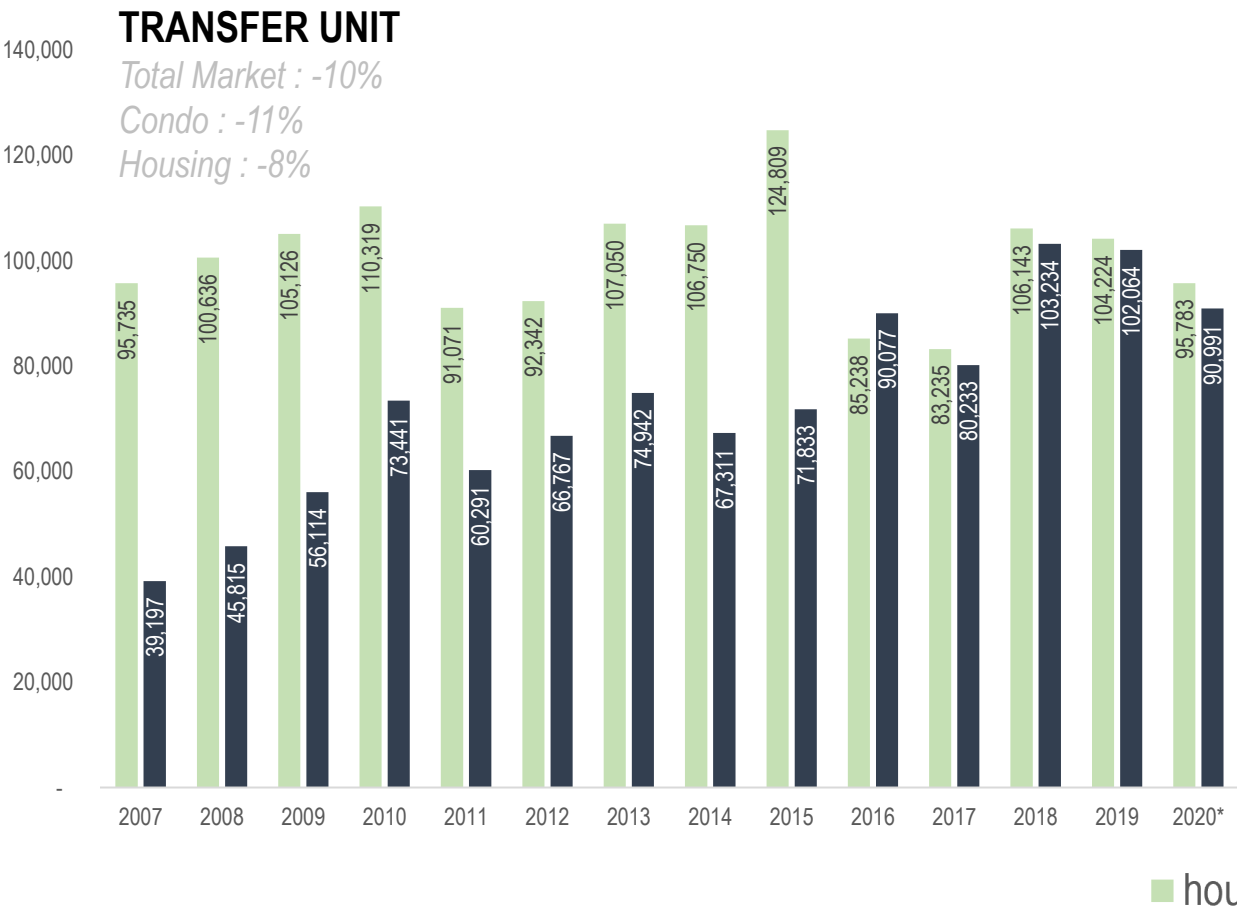


Data Source : REIC

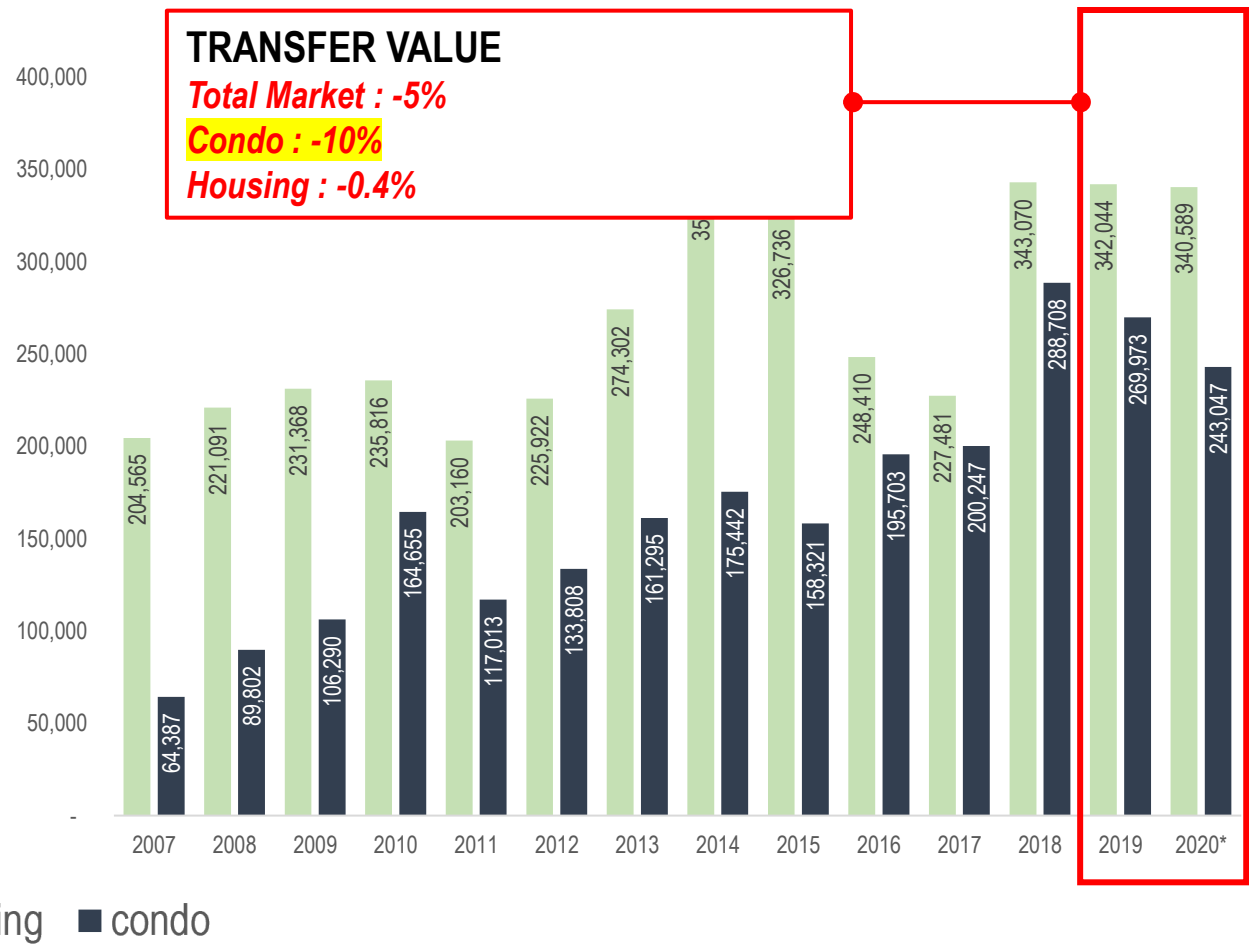
MARKET SITUATION

RESIDENTIAL MARKET (BANGKOK & GREATER BANGKOK) : TRANSFER MARKET BY YEAR

UNITS



VALUE



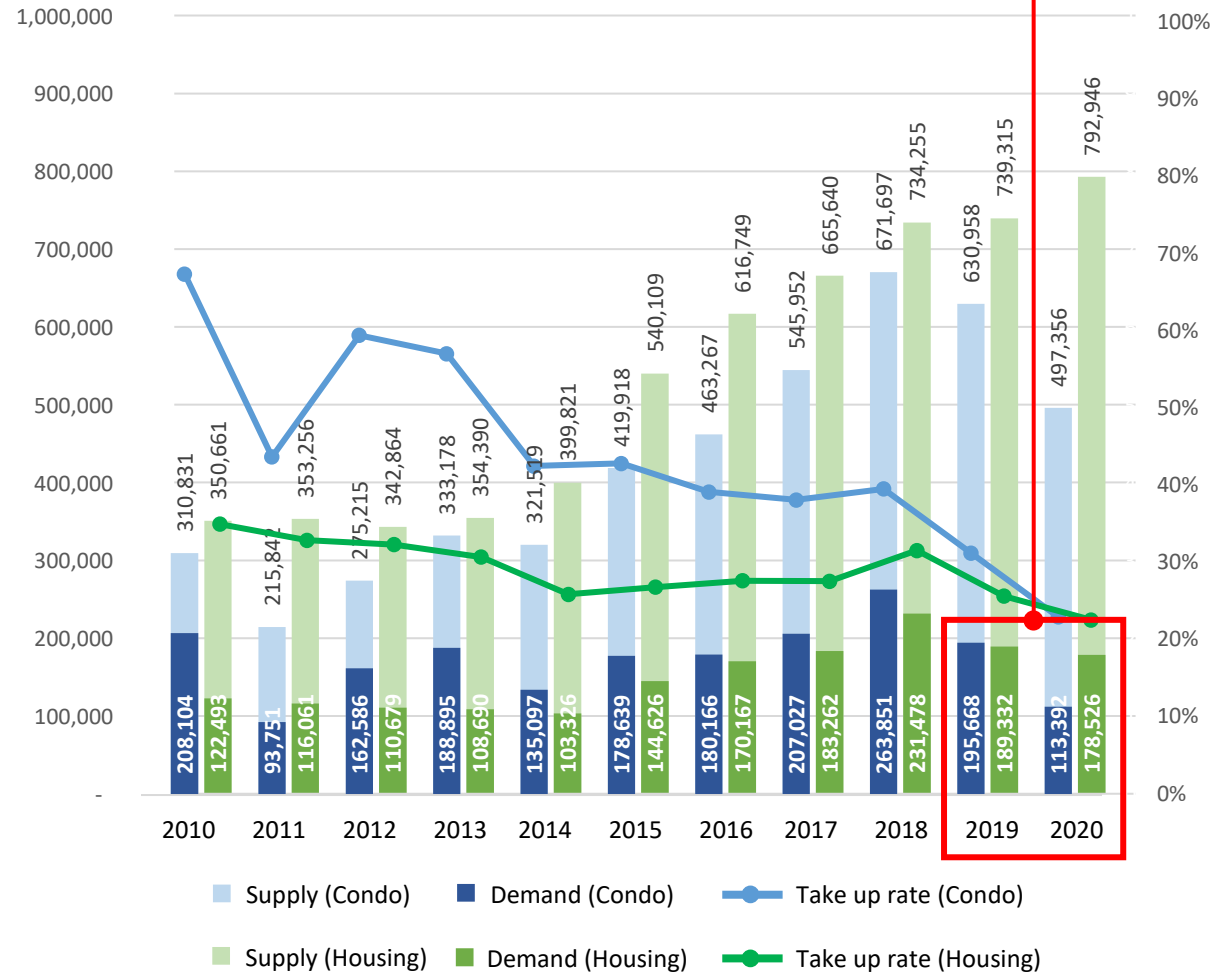
Data Source : REIC

“TOTAL SALES”

Condo **decreases for 42%**
Housing **decreases for 6%**

VALUE

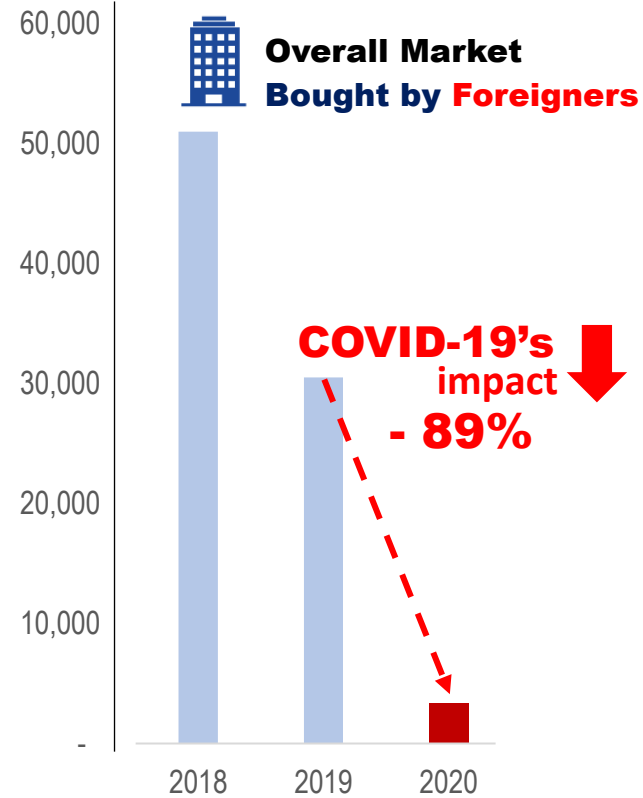
(million baht)



PERFORMANCE : BOUGHT BY FOREIGNERS

>> Situation of Sales of Condominiums by Foreigners in BMR

(million baht)

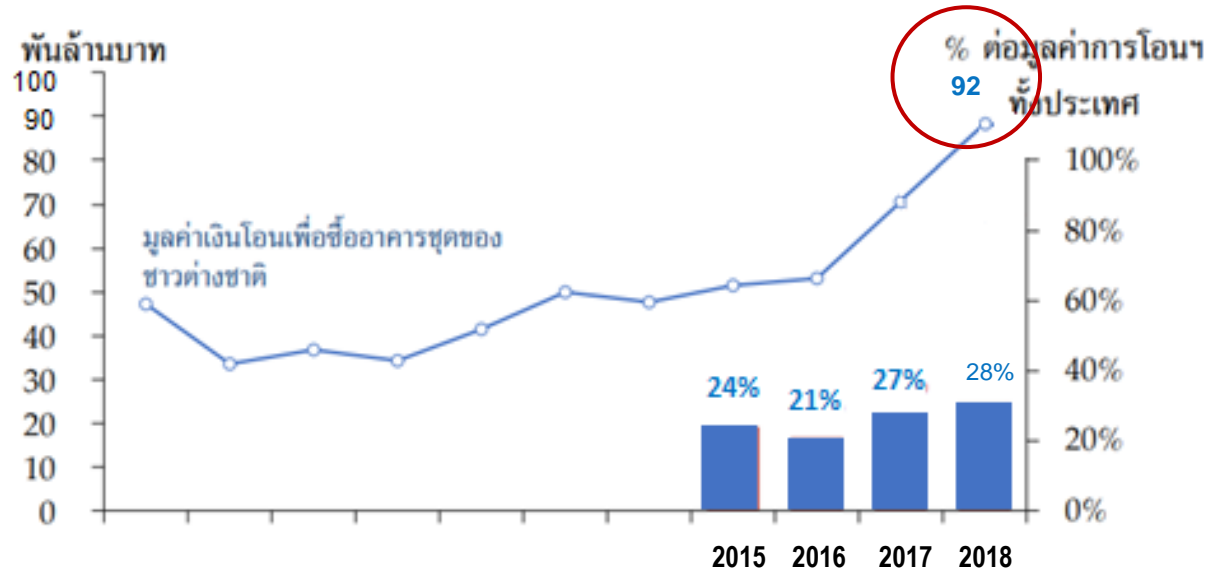


2018 : ไม่มี LTV มี demand ต่างชาติ
2019 : มี LTV แต่มี demand ต่างชาติ
2020 : COVID
2021 : “.....”

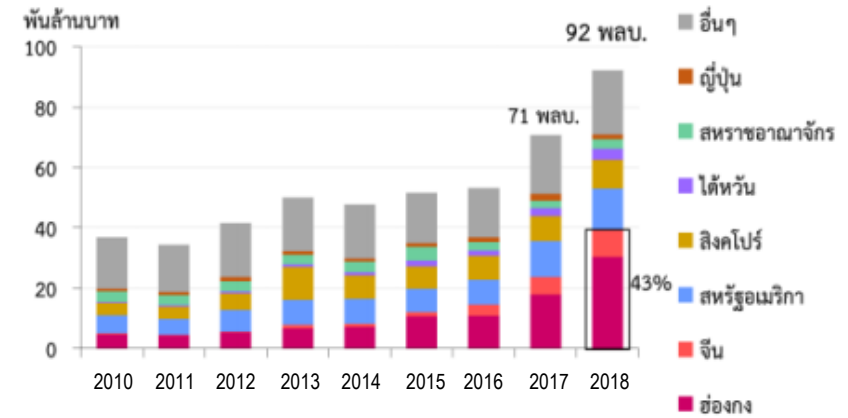
Bought by Foreigners		
	Units	Value
2020	1,017	3,379
2019	6,557	30,516
2018	8,970	51,007
Decrease (%)	-84%	-89%
Decrease (%)	-89%	-93%

YOY 2019-2020
YOY 2018-2020

มูลค่าและสัดส่วน การโอนกรรมสิทธิ์อาคารชุดชาวต่างชาติ



มูลค่าเงินโอนจากต่างชาติเพื่อซื้ออาคารชุดไทย (ตามประเทศหรือสัญชาติ)



หมายเหตุ : มูลค่าเงินโอนเพื่อซื้ออาคารชุดของชาวต่างชาติ คำนวณจากมูลค่าการขายเงินตราต่างประเทศเพื่อจ่ายเงินดาวน์หรือซื้ออาคารชุด และมูลค่าการถอนเงินจากบัญชีเงินบาทของบุคคลที่มีถิ่นที่อยู่ต่างประเทศเพื่อซื้ออาคารชุดที่มา ธนาคารแห่งประเทศไทย

สัดส่วนมูลค่าเงินโอนเพื่อซื้ออาคารชุดไทยของชาวจีน เทียบมูลค่าการโอนกรรมสิทธิ์อาคารชุดทั่วประเทศ





Data Source : REIC&BOT

A nighttime photograph of a city skyline, likely New York City, with numerous skyscrapers illuminated by city lights. The image is dark blue, and a diagonal line runs from the top left towards the bottom right, separating the dark blue background from a lighter blue area.

Ananda Performance Update

2020 PERFORMANCE

2020 PERFORMANCE

	TRANSFER	PRESALES
TOTAL 2020 (CONDO & HOUSING)	18,345 mb.	17,495 mb.
 CONDO	16,854 mb. (92%)	15,074 mb. (86%)
 HOUSING	1,491 mb. (8%)	2,421 mb. (14%)

Transfer Target 2020: 7 New Projects were Transferred in 2020

50% OF TRANSFERS COMING FROM

7 NEW CONDO PROJECTS THAT COMPLETE THIS YEAR

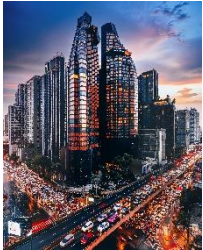
Transfer Begins

1Q20

2Q20

3Q20

4Q20



ASHTON
ASOKE - RAMA9



Logo for SUKHUMVIT 36 project, featuring a stylized 'V' and 'I' inside a square frame.



Logo for SUKHUMVIT EASTPOINT project, featuring the word 'INOBI' in a stylized font.



Logo for RATCHADA - SUTTHISAN project, featuring the word 'ELIO' in a stylized font.



Logo for SATHORN-WUTTHAKAT project, featuring the word 'ELIO' in a stylized font.



THE LATEST
COMPLETED PROJECTS

>9,000 mb.
Transfer in 2020



TRANSFER IN Q1

TRANSFER IN Q3

2020 SUCCESS : 9 PROJECTS SOLD OUT



**9 PROJECTS
SOLD OUT**

**TOTAL VALUE
31,578 MB**



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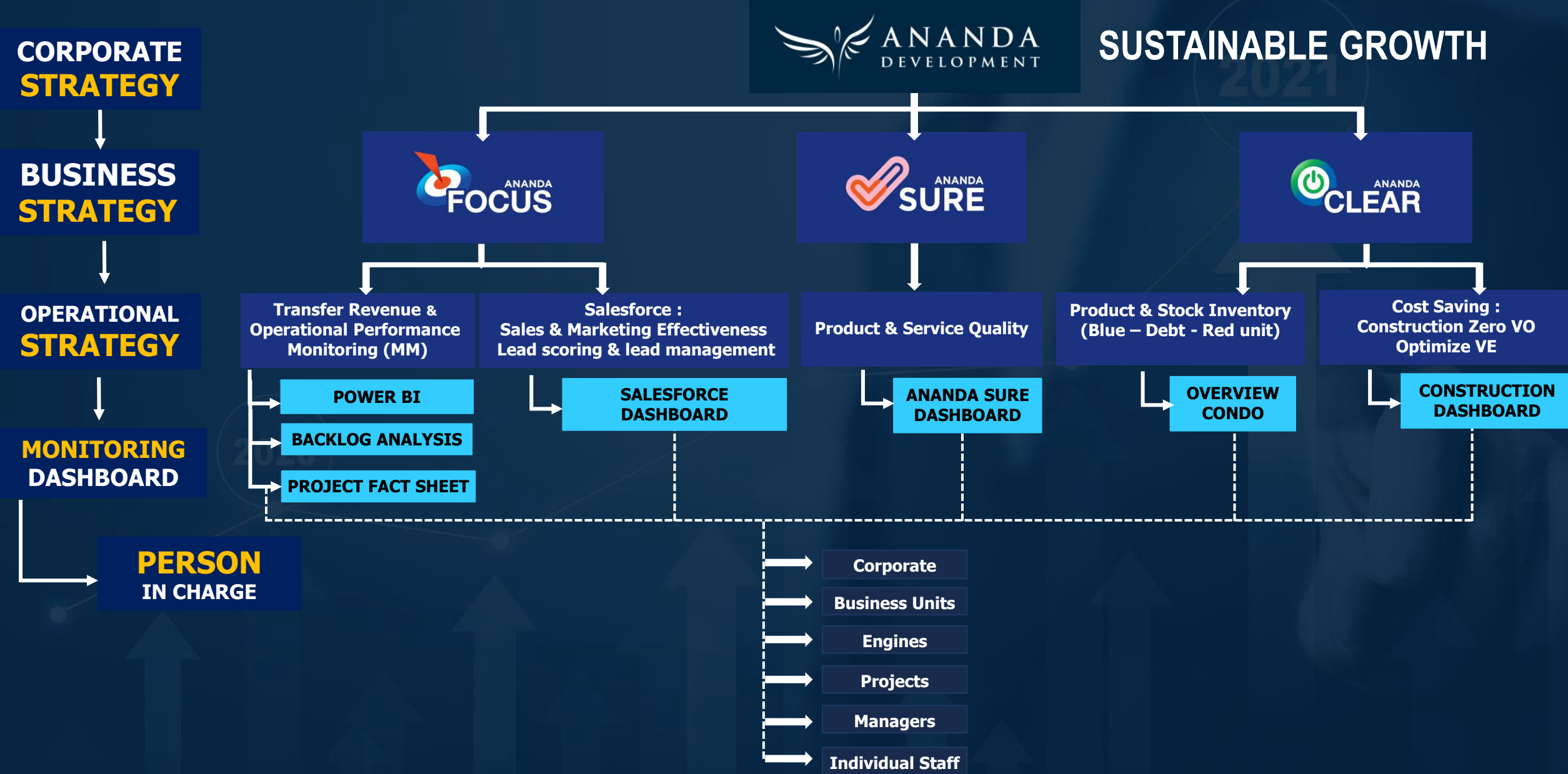
ANANDA
SURE

“เราใส่ใจ... คุณภาพชีวิต”



PRODUCT & SERVICES QUALITY

2021 : OPERATION STRATEGY





Business Plan 2021

Urban Life Never Dies

2021 TARGET : BUSINESS KEY DRIVER

TRANSFER

16,008 mb.

CONDO

14,000 mb.

HOUSING

2,008 mb.

PRESALES

18,570 mb.

CONDO

16,451 mb.

HOUSING

2,119 mb.

NEW LAUNCH

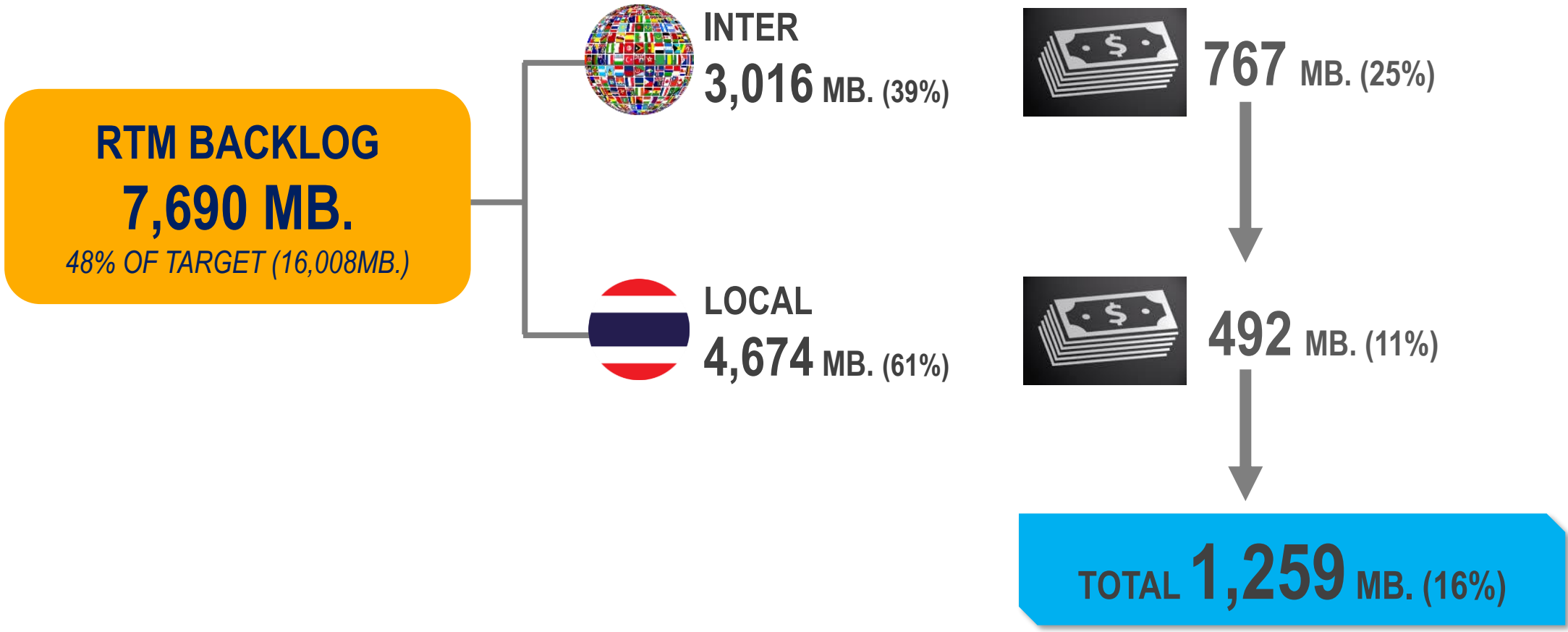
TOTAL PROJECT VALUE

24,422 mb.

5 NEW CONDO PROJECTS

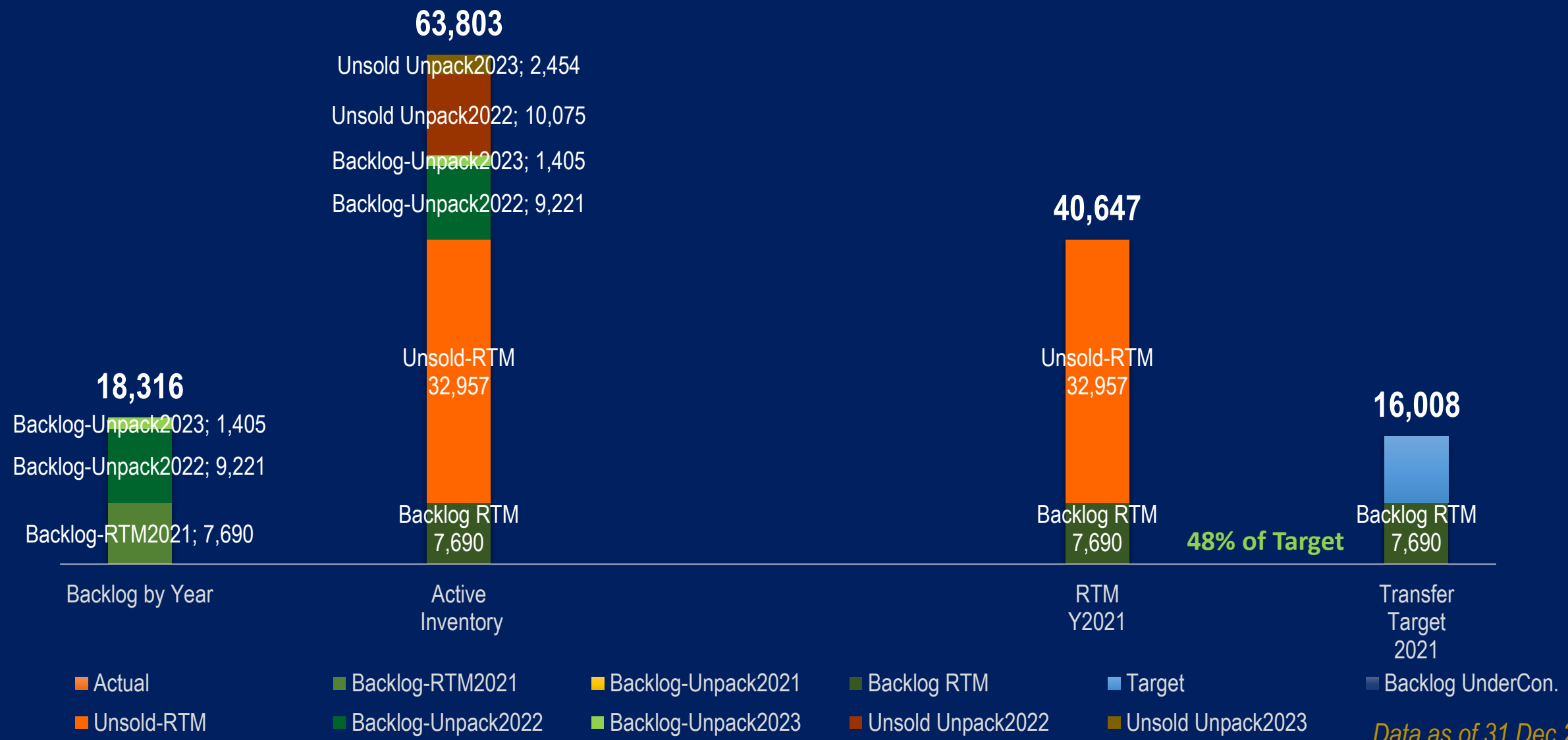
- SAPHAN KHWAI
- THONGLOR
- LAM SALI
- SAMYAN
- SUKHUMVIT 38

BACKLOG : 48% SECURED IN 2021 WITH PAYMENT RECEIVED 1,259 MB.



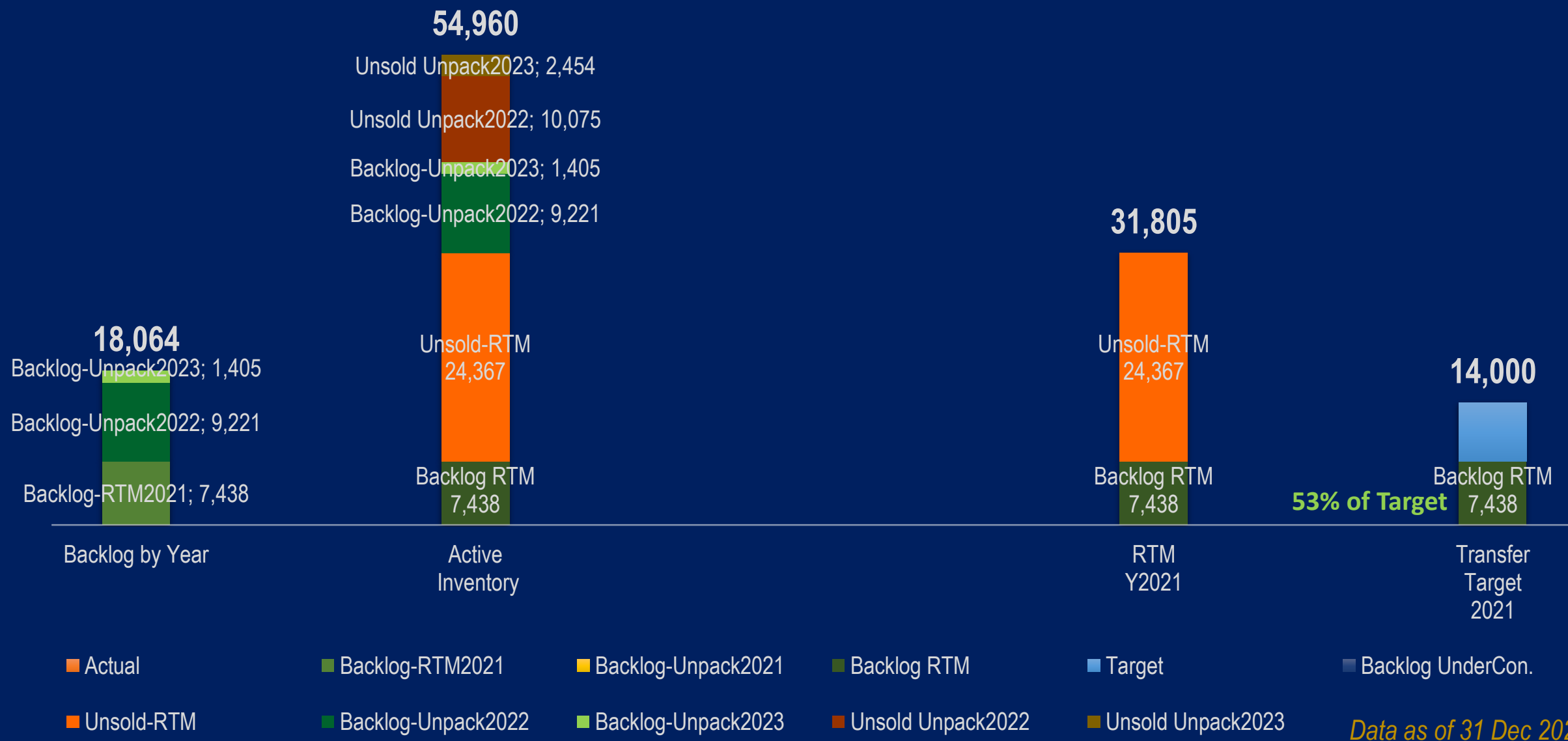
Data as of 31 Dec 2020

CORPORATE : TRANSFER MAP 2021

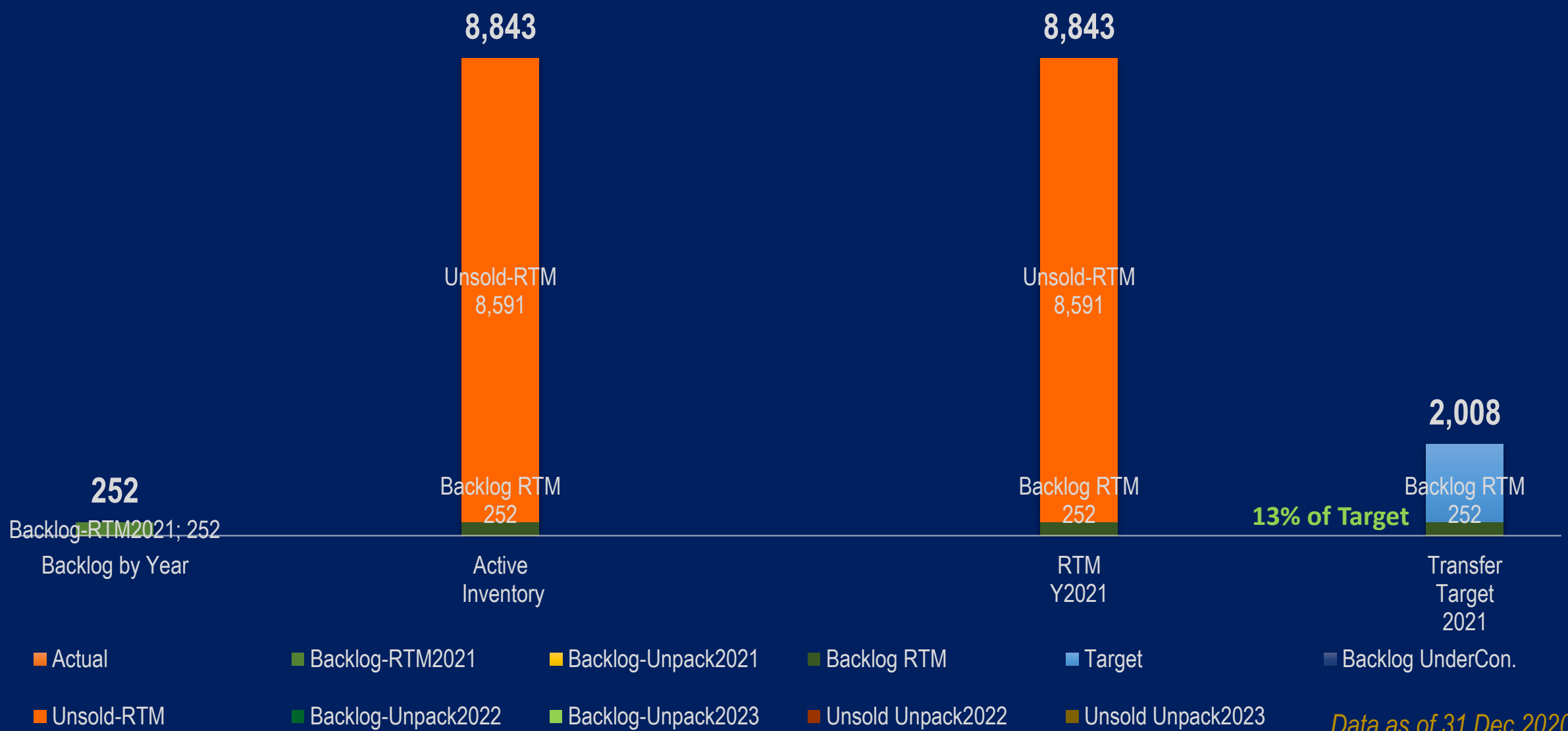


Data as of 31 Dec 2020

CONDOMINIUM : TRANSFER MAP 2021



HOUSING : TRANSFER MAP 2021



Data as of 31 Dec 2020

2021 Launch Target: 5 Projects are to be Launched

24,422 MB

5 Projects

5 Joint Ventures

<i>New Launches</i>	Quarter 1	Quarter 2	Quarter 3	Quarter 4	2021
Condominium: (MB)	-	8,060	1,870	14,492	24,422
<i>No. of Projects</i>	-	1 (JV)	1 (JV)	3 (JV)	5 (JV)

5 NEW PROJECTS LAUNCH

***NEW CONCEPT
NEW DESIGN
NEW LIVING MODE***

COMING SOON...

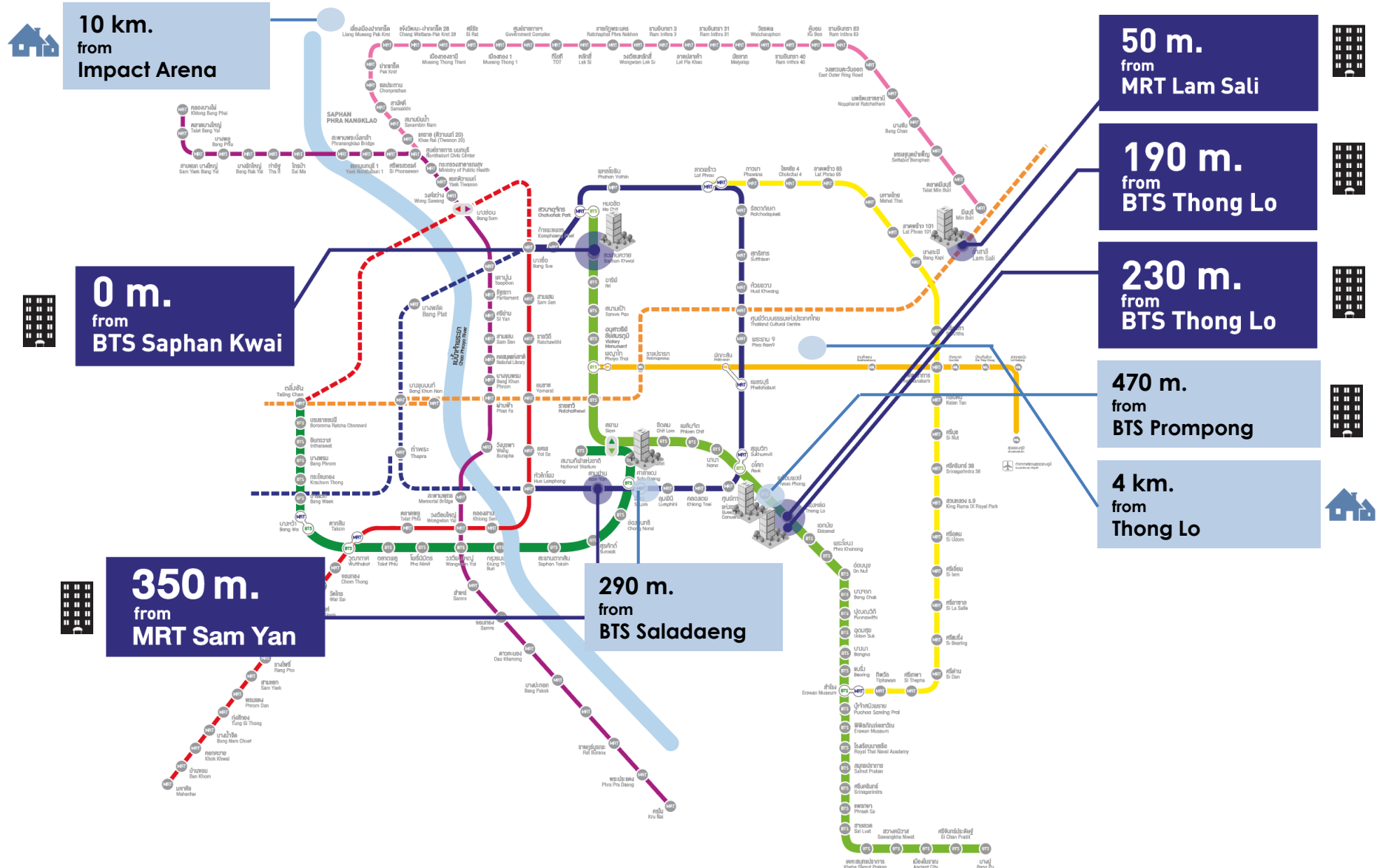
Potential Launched Projects: 9 Projects to be launched in 2021-2022

5 NEW CONDO LAUNCHES

TOTAL PROJECT VALUE
24,422 MB.

4 PROJECTS TO BE LAUNCHED IN 2022

TOTAL PROJECT VALUE
11,000 MB.



SHORT - TERM PLAN 2021 : 9 PROJECTS CLOSING IN 2021

IDEO MOBI ASOKE



IDEO MOBI BANGSUE
GRAND INTERCHANGE



IDEO MOBI WONGSAWANG
INTERCHANGE



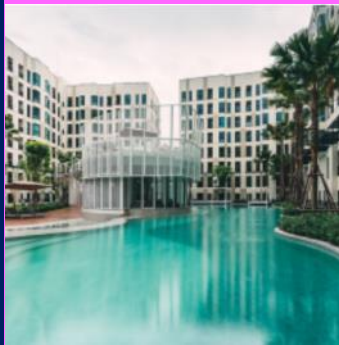
IDEO RATCHADA
-SUTTHISAN



IDEO NEW RAMA9



UNIO SUKHUMVIT 72/2



UNIO H TIWANON



UNIO RAMKHAMHAENG
-SERITHAI



UNIO TOWN
PHETKASEM 110



TOTAL CASH RECEIVE APPX. 2,500 MB.

5. Operation Strategy



NOTE: A,B,C,D,E are priority in development from CI

chief operating officer

OPERATIONAL INTELLIGENT PLATFORM

BUSINESS
STRATEGY



A Sales/Marketing
Effectiveness & KYC & Lead
Management

B Transfer & Operational
Performance : MM



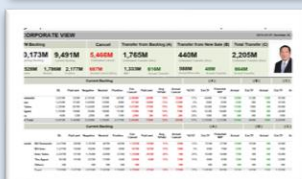
C Product &
Service Quality



D Cost Saving : Construction
Zero VO / Optimize VE

E Blue Unit On Shelf
(Blue/Debt/Red Unit)

OPERATION
MONITORING



Win-back Analytics



Lead management

- Funnel analytic
- Lead prioritization (scoring)



Retarget analytic

- RFM segmentation
- Ads targeting



Backlog Analytics



RTM Transfer
projection
(cycle time)



Factor & Correlation
analysis



Proactive alert &
notification



Factor & Correlation
analysis



Proactive alert &
notification

ANALYTICS



BUSSINESS DEVELOPMENT & IMPROVEMENT (Cost reduction & new revenue opportunity)

2021 SUMMARY

URBAN LIFE NEVER DIES

READY TO MOVE

35 PROJECTS : BEST LOCATION | BEST PRICE | BEST OFFER

TRANSFER TARGET

16,008 MB.

PRESALES TARGET

18,570 MB.

NEW LAUNCHES

5 CONDOMINIUM PROJECTS : 24,422 MB.



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เราใส่ใจ... คุณภาพชีวิต

- SUSTAINABLE GROWTH
- FINANCIAL DISCIPLINE
- STRONG PARTNERSHIP



An aerial night photograph of a city skyline, featuring numerous illuminated skyscrapers and buildings. A semi-transparent blue horizontal banner is overlaid across the middle of the image, containing the text 'FINANCIAL PERFORMANCE' in white, bold, sans-serif capital letters. The city lights create a vibrant blue and white glow against the dark night sky. In the lower-left corner, light trails from traffic on a highway are visible. A prominent building on the right has a 'MOBI' logo illuminated on its facade.

FINANCIAL PERFORMANCE

Executive Summary: Core Operation Still Profitable

	FY2019		FY2020		% Y-o-Y
	M Baht	%	M Baht	%	
Total revenue	7,711	100%	5,243	100%	-32%
Revenue from sale of real estate	4,847	63%	2,695	51%	-44%
Project management and commission	1,880	24%	1,238	24%	-34%
Gain on sale of investment/revenue from land sourcing	237	3%	658	13%	178%
Other incomes	747	10%	652	12%	-13%
Gross Profit	2,696	37%	1,630	36%	-40%
SG&A	2,435	32%	1,782	34%	-27%
Selling expenses	824	11%	400	8%	-51%
Administrative expenses	1,611	21%	1,382	26%	-14%
Share of Profit (Loss)	1,117	14%	1,080	21%	-3%
EBITDA	1,875	24%	1,814	35%	-3%
Core EBITDA	1,638	22%	1,156	25%	-29%
Interest expenses	588	8%	624	12%	6%
EBT	1,167	15%	1,048	20%	-10%
Profit (Loss) for the year from continuing operations	1,209	16%	975	19%	-19%
Profit (Loss) for the year from discontinued operations	(357)		(1,022)		
Profit (Loss) for the year	853	11%	(47)	-1%	-105%
Profit attributable to non-controlling interests	148	2%	160	3%	8%
Profit attributable to equity holders of the company	705	9%	(207)	-4%	-129%

Balance Sheet: **Business Driven with Discipline**

	4Q2019	3Q2020	4Q2020	% Q-o-Q	%Y-o-Y
	M Baht	M Baht	M Baht		
Cash balance and equivalent	6,316	5,009	3,187	-36%	-50%
Assets	48,795	46,305	43,307	-6%	-11%
Interest bearing debts	25,913	24,843	22,069	-11%	-15%
Liabilities	30,321	28,821	25,863	-10%	-15%
Shareholders' equity	18,474	17,484	17,444	0%	-6%
D/E ratio (times)	1.64	1.65	1.48	-10%	-10%
Net IBDE ratio (times)	1.06	1.13	1.08	-5%	2%



Ananda **Performance Update**

2020 Transfers: **Continuous International Transfers Similar to Last Year**

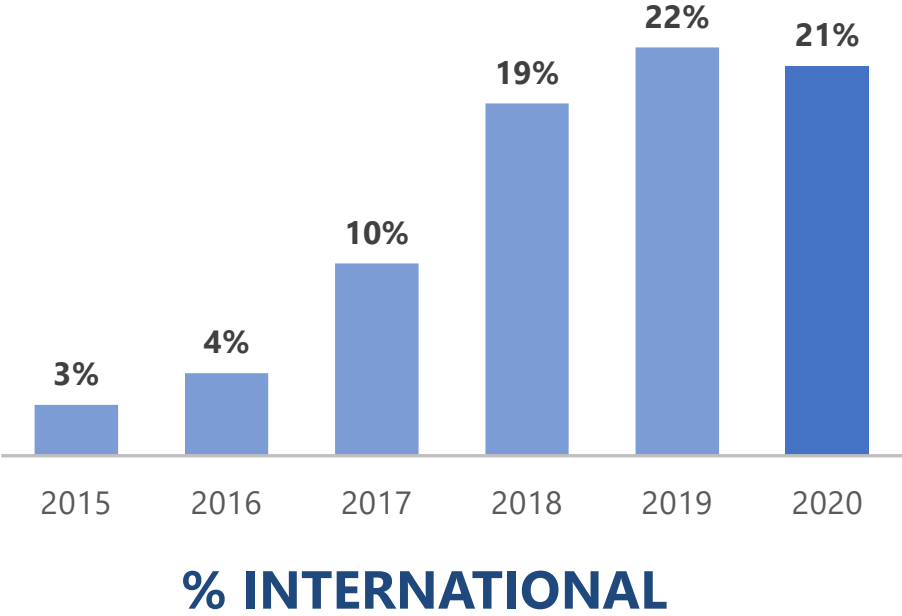
630 Units

6.4 Avg MB/Unit



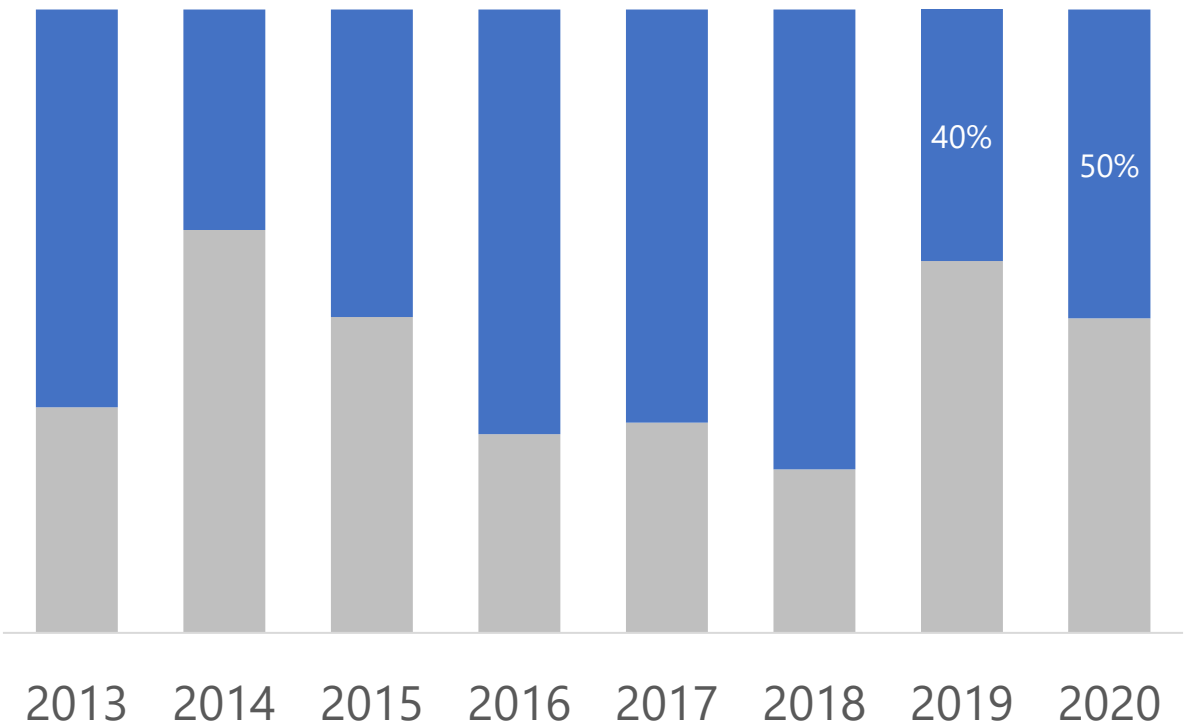
TRANSFERS

18,345 MB

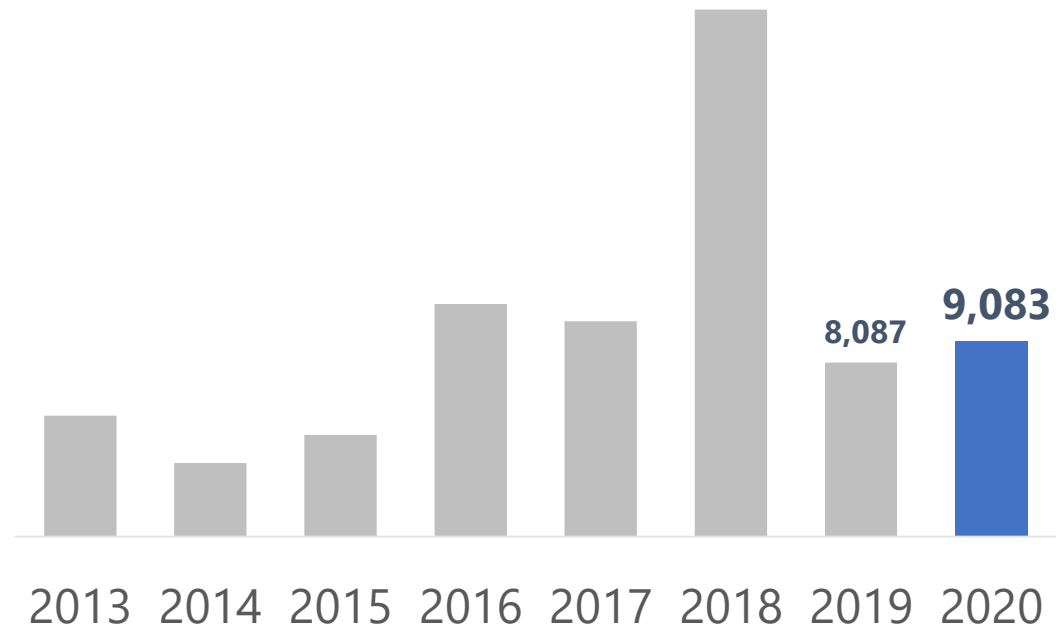


2020 Transfers: Higher Portion of New Projects to be Completed and Transferred

50% Of Transfers from **New Projects** to be Completed Each Year



Transfers from **New Projects** Up **14%**



Transfer 2020: Transfer Peak in Last Quarter Driven by Newly Completed

18.3 BILLION BAHT



93 %
CONDOMINIUM

From the Guidance at 20 Bn



8 %
HOUSING

Transfer	1Q20A	2Q20A	3Q20A	4Q20F	4Q20A	2020A
Condo	313	275	177	360	438	1,204
Housing	287	315	297	474	592	1,491
Ananda F/S	601	591	474	835	1,030	2,695
Ananda Share in JV	1,510	1,638	2,060	3,324	2,460	7,667
Partner Share in JV	1,407	1,538	2,118	3,905	2,920	7,983
Ananda Share in Transfers	2,111	2,228	2,534	4,159	3,490	10,363
Total (M Baht)	3,518	3,767	4,652	8,064	6,410	18,345

Transfer Target 2020: 7 New Projects were Transferred in 2020

50% OF TRANSFERS COMING FROM

7 NEW CONDO PROJECTS THAT COMPLETE THIS YEAR

Transfer Begins

1Q20

2Q20

3Q20

4Q20



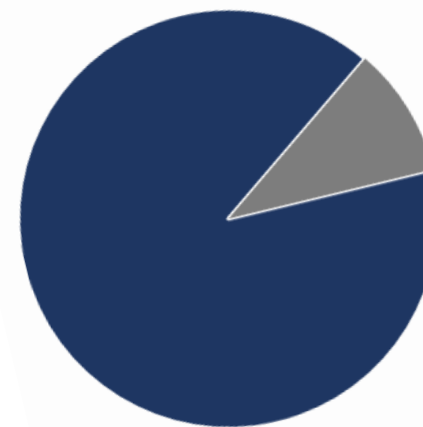
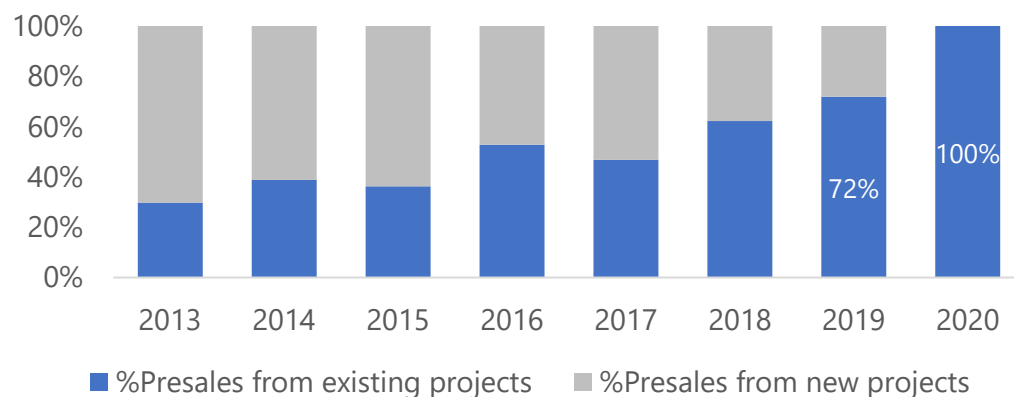
ASHTON
ASOKE - RAMA9



Presales 2020: Sales Momentum Continued

17.5 BILLION BAHT

From the guidance of 16.8 Bn



PRESALES	1Q20A	2Q20A	3Q20A	4Q20F	4Q20A	2020A
Condo	303	502	252	343	542	1,598
Housing	407	724	625	535	666	2,421
Own Presales	710	1,225	877	878	1,208	4,019
JV Presales	3,645	3,693	2,939	2,834	3,199	13,477
TOTAL (MILLION BAHT)	4,354	4,918	3,816	3,712	4,407	17,495



THE LATEST
COMPLETED PROJECTS

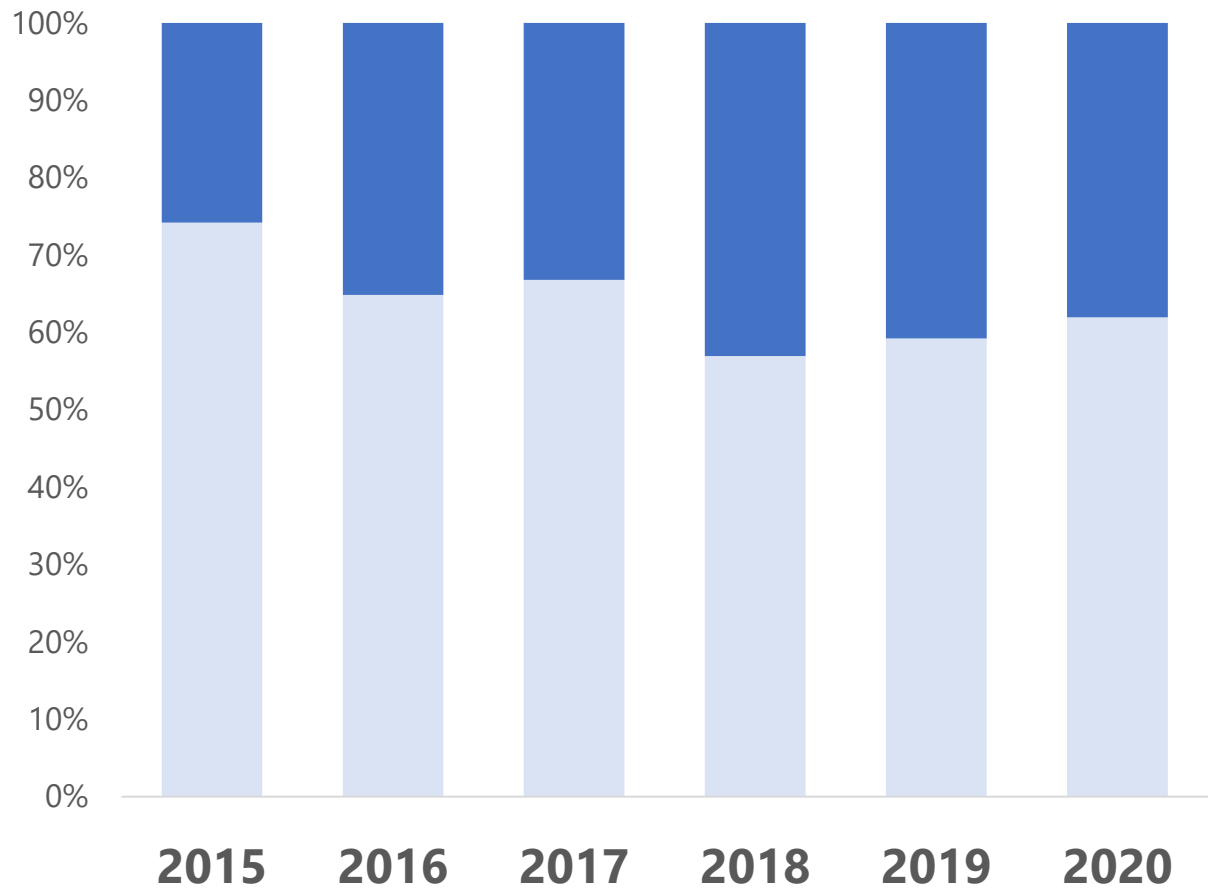
>9,000 MB
Transfers in 2020



TRANSFERS IN Q1

TRANSFERS IN Q3

2020 Transfers: **Customers Transferred with Cash at High Level**



38% Cash



17% THAI
21% INTERNATIONAL



62% Mortgage



2020 Summary: Focus Core Business with Core Operation Still Profitable

- ❖ International customers transferred at 21% parallel last year
- ❖ Close out 9 condominium and housing projects with a combined project value of 31,578 MB
- ❖ Presales 17,495 MB beat the target by 4%
- ❖ High level of customers transferred with cash at 38%
- ❖ Core EBITDA and profit still profitable
- ❖ SG&A down 27% YoY
- ❖ Core business focus and divest non-core business



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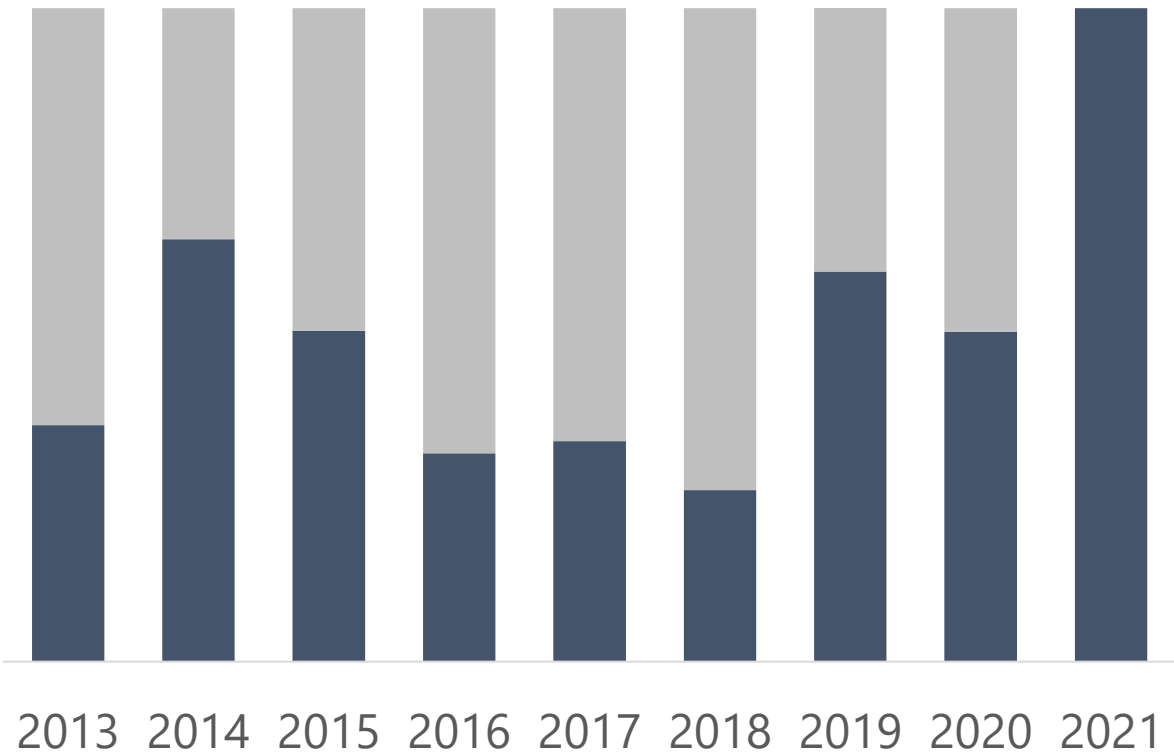


Business Plan 2021

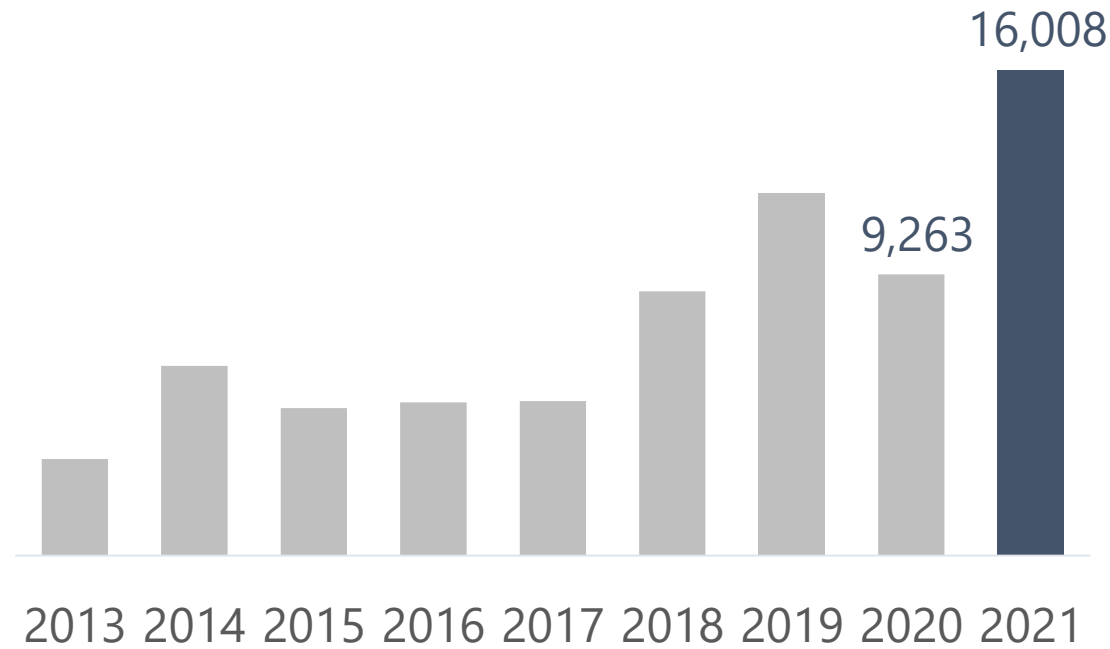
Urban Life Never Dies

2021 Transfer Target: **Focus on Ready to Move Projects (RTM)**

100% Of Transfers from
RTM Projects

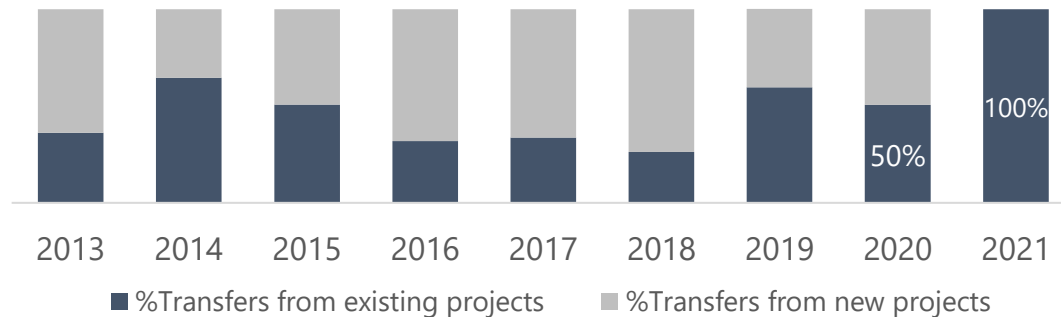


Transfers from
Existing Projects Up **73%**



2021 Transfer Target: Focus on Ready to Move Projects (RTM)

16 BILLION BAHT



87 % CONDOMINIUM

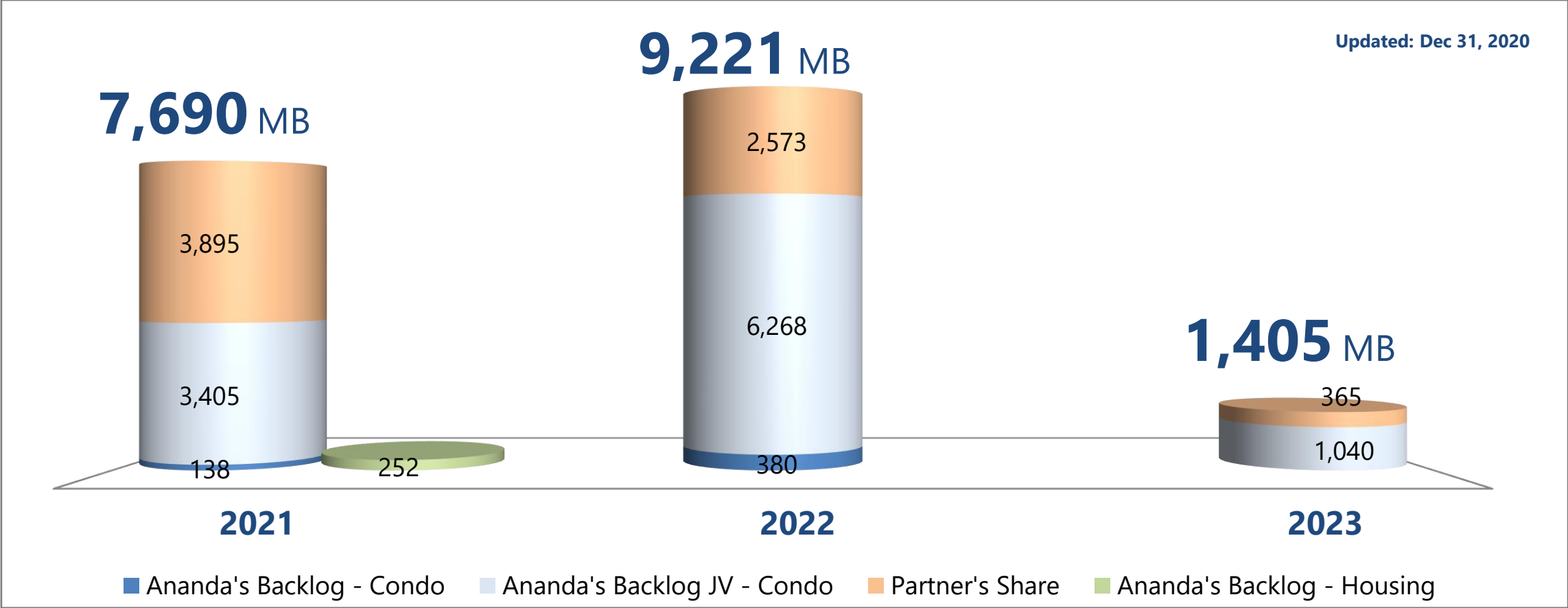


13 % HOUSING

Transfer	1Q21F	2Q21F	3Q21F	4Q21F	2021F
Condo	312	377	414	411	1,514
Housing	395	446	577	591	2,008
Ananda F/S	706	823	991	1,002	3,522
Ananda Share in JV	1,095	1,180	1,617	1,769	5,661
Partner Share in JV	1,342	1,443	1,843	2,197	6,825
Ananda Share in Transfers	1,801	2,003	2,608	2,771	9,183
Total (M Baht)	3,143	3,445	4,451	4,968	16,008

18,316 MB

48% of 2021 Transfers Secured by Backlog

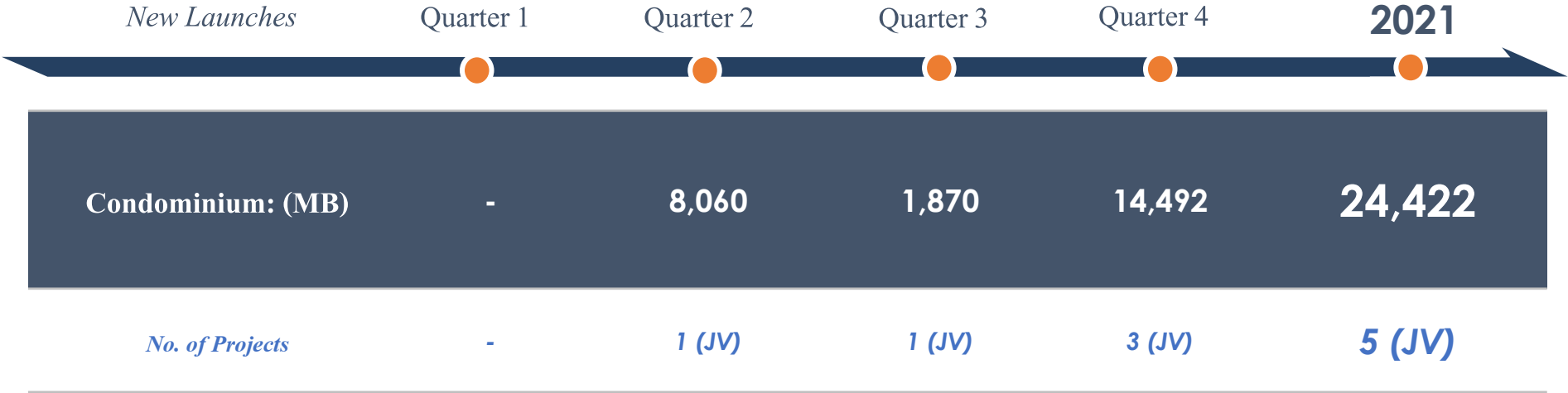


2021 Launch Target: 5 Projects are to be Launched

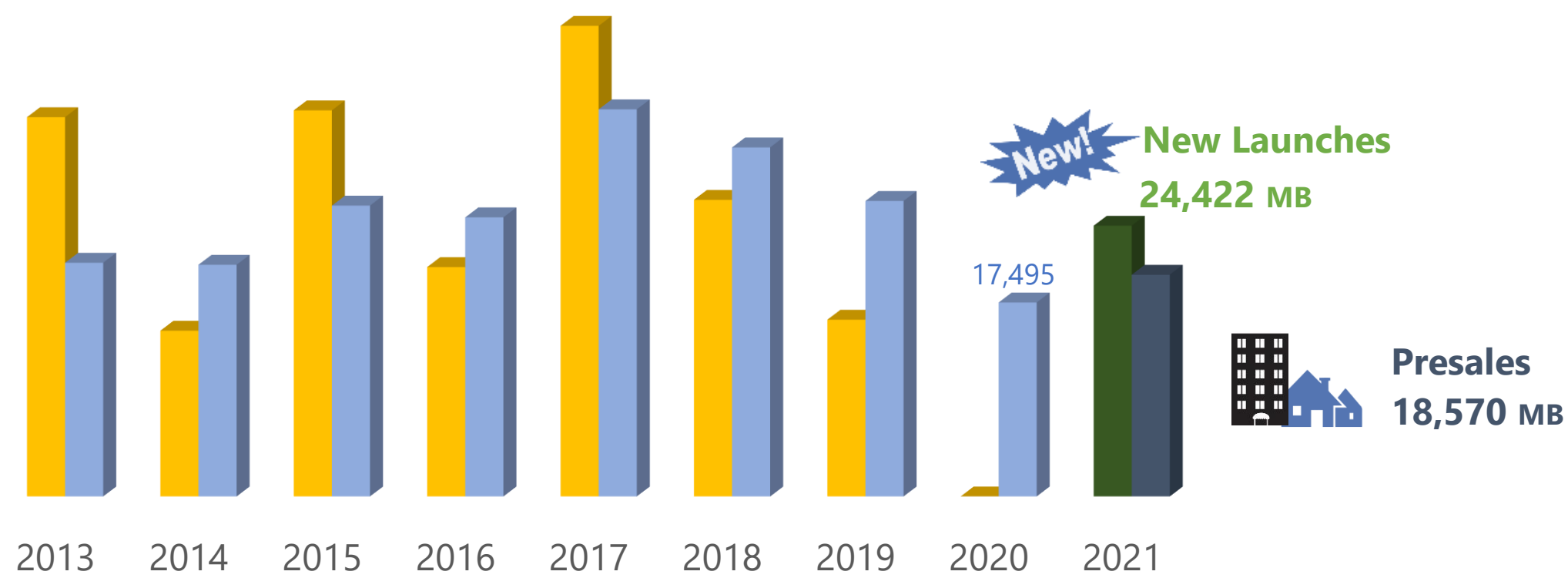
24,422 MB

5 Projects

5 Joint Ventures

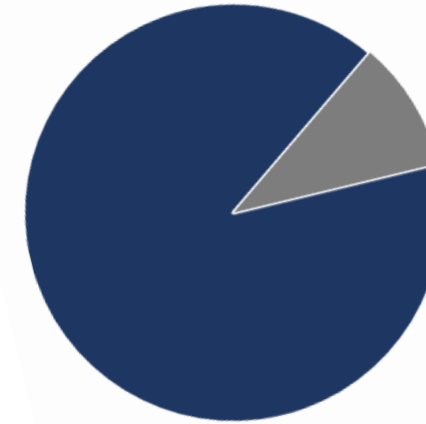
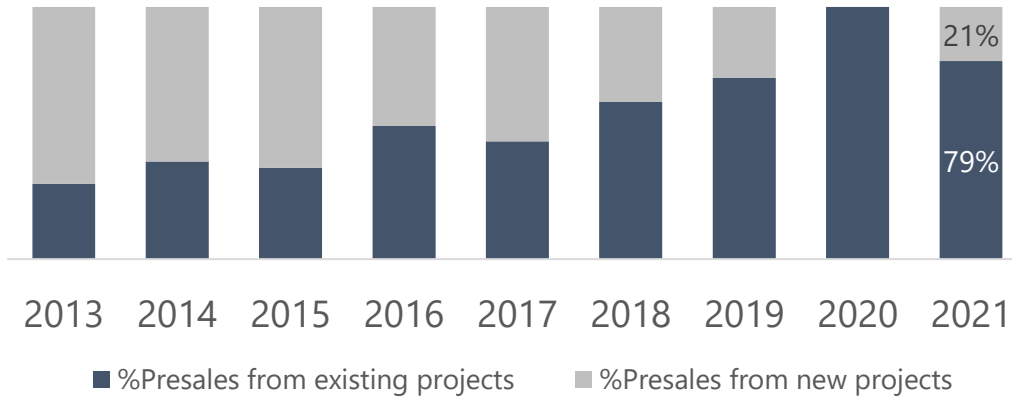


2021 Presales Target: Consistent with New Launches



2021 Presales Target: Consistent with New Launches

18.6 BILLION BAHT




PRESALES	1Q21F	2Q21F	3Q21F	4Q21F	2021F
Condo	729	1,018	973	377	3,096
Housing	489	537	593	500	2,119
Own Presales	1,217	1,555	1,566	877	5,215
JV Presales	2,176	2,772	3,959	4,448	13,354
TOTAL (MILLION BAHT)	3,393	4,327	5,525	5,325	18,570

Financial Target in 2021: **Adjust Financial Target to be in line with Current Market**

Item	2017	2018	2019	2020	2021 Guidance
Transfers (M Baht)	15,098	33,171	20,020	18,346	15,000-17,000
Launches (M Baht)	42,450	26,756	15,944	-	24,000-25,000
Presales (M Baht)	34,920	31,483	26,654	17,495	18,000-19,000
Net Interest Bearing D / E, Year End	0.8	0.7	1.1	1.1	1.1-1.2
Land Purchases (M Baht)	15,600	10,000	3,000	1,600	2,000-2,500
Residential Construction Capex (M Baht)	14,957	15,410	8,966	6,217	4,500-5,000
Serviced Apartments Capex (M Baht)	189	1,529	3,456	1,893	1,000-1,500
Project Management Income (M Baht)	1,650	1,532	1,530	917	1,100-1,200

FINANCIAL DISCIPLINE



1209.00 1211.78 1202.99 1205.91 1203.83 1202.95 1209.12
Open High Low Close EMA5 EMA10 EMA50
(Day)

NET IBDE RATIO: IFRS (DEC 20)	>>	1.1 TIME
SUCCESSFUL BOND ISSUE (JAN 21)	>>	2,328 MB
TOTAL CASH INCLUDING JV (JAN 21)	>>	13,000 MB

- ❖ **Launch 5 projects of 24,422 MB**
- ❖ **Presales target up 6% to 18,570 MB**
- ❖ **Focus on transfers of RTM: Year of RTM**
- ❖ **Increase operational efficiency and target to lower admin expenses by 20% or 300 MB from 2020**
- ❖ **Maintain cash at appropriate level with net interest-bearing debt to equity under financial control**



Thank You

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Current Projects As Of December 2020

Updated: Dec 31, 2020



Note: JV = Joint Venture with Mitsui Fudosan

Project	Economic Shareholding (ANAN:Partner)	Launched	Type	Value (M Baht)	%Net Sold	Backlog (M Baht)	Unsold Inventory (M Baht)	%Transfer
ADO: Atoll (Housing)	100	Feb-13	Housing	3,270	63.7%	2	670	63.7%
AD18: Ashton Asoke (JV)	51:49	Sep-14	Condo	6,448	83.5%	22	1,062	83.2%
AD17: Ideo Q Siam-Ratchathewi (JV)	51:49	Sep-14	Condo	3,849	100.0%	0	0	100.0%
AD16: Ideo Mobi Wongsawang-Interchange	100	Sep-14	Condo	1,562	88.3%	25	182	86.7%
AD18: Ashton Chula-Silom (JV)	51:49	Mar-15	Condo	8,635	100.0%	0	0	100.0%
AD17: Ashton Residence 41	100	Mar-15	Condo	1,936	46.2%	35	1,041	44.4%
AD18: Q Chidlom (JV)	51:49	Aug-15	Condo	2,984	100.0%	0	0	100.0%
AD17: Ideo O2 (JV)	51:49	Aug-15	Condo	5,070	100.0%	0	0	100.0%
AD17: Ideo Mobi Bangsue Grand Interchange (JV)	51:49	Nov-15	Condo	2,280	91.6%	33	192	90.1%
AD18: Ashton Silom (JV)	51:49	Nov-15	Condo	6,056	54.7%	81	2,747	53.3%
AD17: Ideo Tha Phra Interchange (JV)	51:49	Feb-16	Condo	2,565	100.0%	0	0	100.0%
AD18: Venio Sukhumvit 10	100	Sep-16	Condo	846	100.0%	0	0	100.0%
AD18: Ideo Mobi Asoke (JV)	51:49	Sep-16	Condo	3,251	95.7%	40	139	94.5%
AD18: Ideo Phaholyothin-Chatuchak (JV)	51:49	Oct-16	Condo	2,517	100.0%	0	0	100.0%
AD18: Ideo Mobi Sukhumvit 66 (JV)	51:49	Oct-16	Condo	2,404	56.6%	21	1,043	55.7%
AD18: Unio Ramkhamhaeng-Serithai	100	Mar-17	Condo	903	76.6%	4	211	76.1%
AD19: Unio H Tiwanon	100	Mar-17	Condo	789	61.8%	7	302	60.8%
AD17: Artale Phattanakarn-Thonglor	100	Mar-17	Housing	1,645	100.0%	0	0	100.0%
AD19: Ideo Q Victory (JV)	51:49	Jun-17	Condo	3,191	76.9%	302	738	67.4%
AD20: Ashton Asoke-Rama 9 (JV)	51:49	Jun-17	Condo	6,555	71.7%	2,695	1,854	30.6%
AD20: Ideo Q Sukhumvit 36 (JV)	26:74	Jun-17	Condo	4,318	49.9%	1,233	2,164	21.4%
AD19: Ideo New Rama 9 (JV)	26:74	Jun-17	Condo	2,968	82.8%	43	509	81.4%
AD19: Elio Del Nest (JV)	51:49	Jun-17	Condo	4,930	54.8%	803	2,228	38.5%
AD17: Unio Town Lumlukka Klong 4	100	Jun-17	Housing	861	45.1%	8	472	44.2%

Current Projects As Of December 2020 (Cont.)

Project	Economic Shareholding (ANAN:Partner)	Launched	Type	Value (M Baht)	% Net Sold	Backlog (M Baht)	Unsold Inventory (M Baht)	%Transfer
AD17: Airi Rama 5-Ratchaphruek	100	Jul-17	Housing	692	75.7%	23	168	72.4%
AD18: Artale Kaset-Nawamin	100	Aug-17	Housing	1,512	32.4%	87	1,022	26.6%
AD17: Atoll Wongwaen-Lumlukka	100	Sep-17	Housing	707	48.7%	11	362	47.1%
AD19: Ideo Mobi Sukhumvit 40	100	Sep-17	Condo	2,007	43.8%	58	1,128	40.9%
AD19: Ideo Mobi Rangnam (JV)	38:62	Sep-17	Condo	2,484	37.1%	0	1,563	37.1%
AD19: Elio Del Moss (JV)	74:26	Nov-17	Condo	3,468	100.0%	4	0	99.9%
AD22: Ideo Mobi Rama 4	100	Nov-17	Condo	5,019	7.6%	380	4,639	0.0%
AD19: Ideo Sathorn-Wongwian Yai (JV)	51:49	Mar-18	Condo	2,441	61.7%	48	936	59.7%
AD19: Unio Sukhumvit 72 Phase 2	100	Mar-18	Condo	1,834	88.5%	9	212	88.0%
AD22: Ideo Rama 9-Asoke (JV)	64:36	Jun-18	Condo	6,870	40.0%	2,747	4,123	0.0%
AD18: Unio Town Phetkasem 110	100	Jun-18	Housing	382	61.8%	0	146	61.8%
AD20: Ideo Ratchada-Sutthisan (JV)	51:49	Sep-18	Condo	1,743	46.2%	69	937	42.2%
AD20: Elio Sathorn-Wutthakat (JV)	51:49	Sep-18	Condo	3,439	43.4%	769	1,948	21.0%
AD18: Unio Town Srinakarin-Bangna	100	Sep-18	Housing	815	36.8%	3	515	36.5%
AD18: Unio Town Suanluang-Patthanakan	100	Sep-18	Housing	638	43.6%	14	360	41.4%
AD18: Airi Rama 2	100	Sep-18	Housing	1,016	21.5%	22	798	19.3%
AD18: Airi Chaengwatthana	100	Sep-18	Housing	1,138	20.5%	43	904	16.8%
AD20: Ideo Mobi Sukhumvit Eastpoint (JV)	28.6:71.4	Nov-18	Condo	5,636	34.6%	1,136	3,687	14.4%
AD19: Unio Town Suksawat 30	100	Dec-18	Housing	829	19.6%	18	667	17.4%
AD20: Unio Town Prachauthit 76	100	Jun-19	Housing	1,383	7.5%	14	1,280	6.4%
AD20: Urbanio Vibhavhadi-Chaengwattana	100	Oct-19	Housing	1,446	8.1%	5	1,328	7.8%
AD19: Q Prasarnmit	100	Nov-19	Condo	633	18.8%	0	514	18.8%
AD22: Ideo Charan70-Riverview	74:26	Nov-19	Condo	3,651	69.7%	2,544	1,107	0.0%
AD22: Ideo Chula-Samyan	74:26	Nov-19	Condo	4,953	71.7%	3,551	1,402	0.0%
AD23: Ideo Sukhumvit-Rama4	74:26	Nov-19	Condo	4,115	34.1%	1,405	2,710	0.0%
Housing				16,335		252	8,693	
Condo				122,346		18,064	39,318	
Grand total				138,681		18,316	48,011	

Updated: Dec 31, 2020



Note: JV = Joint Venture with Mitsui Fudosan