

13 May 2022

Re: To clarify the financial statements as of 31 March 2022

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 2022 ended on 31 March 2021 which were reviewed by the auditor. The Company hereby clarifies the performance as follows:

MACROECONOMIC & COMPANY OVERVIEW

Thai Economic Performance

On 30th March 2022, the Monetary Policy Committee (MPC) expected that the Thai economy will continue to grow at the rate of 3.2 percent in 2022 and 4.4 percent in 2023 on the back of improving domestic demand and tourism. The impact of the Omicron variant outbreak on economic activities is expected to be more contained than previous waves. Sanctions against Russia have pushed the cost of goods higher but will not derail the overall recovery path. Nonetheless, downside risks to growth remain, including (1) prolonged shortages of raw materials in certain industries and (2) the impact of higher prices on living costs for households and production costs for businesses, particularly toward vulnerable groups. The Committee will closely monitor developments in the abovementioned situations closely.

Business Economic Research Center (EIC), Siam Commercial Bank revised down Thailand’s 2022 economic growth forecast to 2.7%, from the previous 3.2%. The downward revision was attributed to the Russia-Ukraine war, which sent energy and commodity prices soaring. This year, Thailand’s annual average headline inflation will jump to a 14-year high at 4.9%, while domestic spending should pick up more slowly than our previous forecast. In particular, private consumption will be adversely affected by a decline in household purchasing power—on the back of surging fuel and food prices—and a sluggish rebound in labor wages, which currently fell behind living costs. Meanwhile, the increase in pent-up demand, driven by changes in consumer behavior with a better pandemic situation and lockdown easing, will be highly concentrated in upper-income households. Also, higher costs and falling profit margins will pressure firms to raise common product prices—passing on more rising costs to consumers—and hold up their investment amidst higher uncertainties. Likewise, Kasikorn Research Center (KResearch) revise its 2022 growth forecast from 3.7 percent to 2.5 percent due to the impact of the Russia-Ukraine crisis. In addition to the problem of the outbreak of the new strain of covid, the Russian-Ukrainian crisis also had additional impacts on the Thai economic recovery path through rise of energy prices, commodities prices including industrial metals and agricultural commodities.

According to the government of Vietnam, Vietnam’s real GDP growth to accelerate to 6.8% in 2022, up from 2.6% in 2021 and 2.9% in 2020; the economy expanded by 5.0% y-o-y in Q122. Vietnam’s economy is forecast to grow beyond expectation in 2022 as domestic demand rebounds and foreign direct investment (FDI) inflows remains stable. The rebound in domestic consumption demand and strong export growth will be the driving

force for Vietnam's economic growth in 2022. Another important driver is the recovery of the service and tourism sectors.

Investment and Foreign Direct Investment Applications

According to Thailand Board of Investment, in the first quarter year 2022, BOI received applications for investment promotion worth a total of 110.7 billion baht (USD 3.4 billion), a decrease of 6% when compared with the same period last year. The number of applications, 378 projects, represented an increase of 1% over the year earlier quarter. During this period, FDI grew by 29% and accounted for 70% of total pledges, with 77.3 billion baht in investment value. The top three on the list of FDI sources for the quarter were Taiwan, Japan and China.

Among the targeted industries, the automotive and parts sector topped the list with investment value of 41.6 billion baht, or around 53% of target industries' applications during the period, followed by agriculture and food processing with 12 billion baht, and electronics with 10.3 billion baht.

Overall, the 12 targeted sectors attracted a combined value of 78.2 billion baht, representing 70.6% of the total pledges. In terms of regions, the Eastern Economic Corridor (EEC), the country's high technology and manufacturing hub, attracted the most applications with 60.4 billion baht. Rayong attracted the most applications value of 46.4 billion baht, followed by Chonburi with investment value of 12.1 billion baht and Chachoengsao with investment value of 1.9 billion baht.

For Vietnam, in the first quarter year 2022, total registered capital by foreign investors reached approximately USD 8.9 billion, a decrease of 12.1% compared to the same period last year. Of which, (1) Newly registered capital project, there were 322 new projects granted with investment registration certificates an increase of 37.6%. Total registered capital reached over USD 3.21 billion a decrease of 55.5%. (2) Adjusted capital project, there were 282 projects registered for adjustment of investment capital an increase of 41.6%. Total additional registered capital reached over USD 4.06 billion an increase of 93.3%. (3) Paid-in capital for share purchase, there were 734 paid-in capital for share purchase by foreign investors a year-on-year equal of 100%. The total value of paid-in capital was worth USD 1.63 billion, a year-on-year double. However, FDI projects were estimated to disburse USD 4.42 billion, an increase of 7.8% compared with the same period in 2021.

Key developments in the first quarter year 2022

Logistics Business, in Q1/2022, the company had project openings and the signing of contracts for Built-to-Suit projects and Ready-Built factories/warehouses increased by 23,843 square meters as well as high-yield short-term contracts totaling 88,608 square meters. As a result, at the end of Q1, the company had assets under owned and managed of 2,573,282 square meters.

WHA Mega Logistics Center Project Thepharak Km.21, a mixed-use logistics center that provides warehouses and Built-to-Suit factories with areas ranging from 5,000 to 100,000 square meters, welcomed Kerry Logistics (Thailand) Co., Ltd. as its first customer. The company signed a Built-to-Suit contract for an area of 10,000 square meters. Currently, Kerry Logistics has a total space of over 18,000 square meters with WHA Logistics. The project fulfills transportation needs between Kerry's warehouses to Laem Chabang Deep Sea port in Chonburi. The WHA Mega Logistics Center Theparak Km. 21 is a large project located in a strategic location, with ease of access, and close to Suvarnabhumi Airport.

In Q2/2022, WHA Logistics expects to close Built-to-Suit contract deals with large e-commerce customers for approximately 35,000 square meters. This will result in the increase of contracts for Built-to-Suit projects, Ready-Built factories/warehouses by at least 50,000 – 60,000 square meters in the first half of the year. This reflects the continuous growth of WHA's logistics business.

At the same time, the company still focuses on adopting new digital technologies to enhance operations' efficiency. This enables customers to utilize these technologies to improve their working processes, reduce their operating costs and improve efficiency. Over the past few years, WHA raised industry standards by investing in cutting-edge digital technologies. Big Data, Cloud Computing, Artificial Intelligence (AI), Internet of Things (IoT), Cyber Security, and Blockchain technologies have been deployed to ensure the long-term, sustainable growth of the company. In the future, warehouses and factories will be equipped with cutting-edge innovations such as robotics, Automated Storage and Dispensing System (AS/RS), Automated Guided Vehicle (AGV) and Smart Warehouse Management Systems. The company also plans to expand cooperation with startup companies such as Giztix and Storage Asia, in which it invested and became a shareholder last year. The aim is to offer new products and services, as well as to strengthen relationships with business partners and startup companies in various industries.

WHA Tower welcomed customers who are gradually renting more office areas. For example, Giztix signed a 5-year rental agreement for 1,110 square meters, starting from January 2022. Veger rents an area of 1,096 square meters under a 6-year contract, starting from 10 March 2022.

Regarding its plan to sell assets and/or leasehold rights to WHART and HREIT, for which the company set a target of 200,000 square meters this year, worth approximately THB 5,300 million, it will be submitted to the WHART and HREIT unit holders' meeting to seek their approval during the second quarter of 2022.

Industrial Estates Business - In Q1/2022, there was a significant increase of revenue compared to the same period in 2021. It is due to an increase in revenue from land transfers, in line with the overall economic recovery and the improving investment trend because of the country's reopening policy. The measures to unlock Test & Go travel made it more convenient for foreign customers to make business trips to Thailand. In the first quarter, the company recorded total land sales of 36 rai in Thailand. In Vietnam, a MOU was signed for 124 rai, resulting in a 400-rai backlog to transfer to customers at the end of Q1/2022. WHA expects to close significant land sale deals with major customers in the second quarter.

The company continues to attract more Chinese investors who express interest by visiting its industrial estates. In April 2022, the company entered into an industrial land purchase agreement for 200 rai with a large customer. It is also negotiating with several large customers for a total land demand of over 2,000 -3,000 rai. Currently, the company operates 11 industrial estates in Thailand. It recently launched "WHA Rayong 36 Industrial Estate" on an area of 1,281 rai, located in the Eastern Economic Corridor (EEC). WHA Rayong 36 Industrial Estate has been developed to welcome investors from around the world, especially in targeted industries (S-curve) such as modern automotive, robotics, aerospace, electronics and logistics, etc.

In Vietnam, the company signed a MOU for a total of 124 rai, in line with the recovery of the manufacturing industry and foreign investments. The company received a huge response from investors due to the rising foreign direct investments (FDI) in the country. Therefore, WHA Industrial Zone 1 - Nghe An accelerated the

development of Phase 2 on an area of over 2,200 rai. The construction already started in the first quarter this year. Once Phase 1 and Phase 2, as well as the extended areas of WHA Industrial Zone Nghe An are completed, it will have a total area of over 11,550 rai.

Recently, WHA Industrial Zone 1 - Nghe An and Huali Group of Taiwan jointly signed a MOU for a land lease agreement at the Head Office of the Nghe An Provincial People's Committee. Huali Group's project for the manufacturing and the processing of footwear for export is located in WHA Industrial Zone 1 - Nghe An. The construction is scheduled to commence in August 2022 and can be opened for operations in June 2023

Furthermore, the company also keeps on developing two new industrial zones: "WHA Smart Technology Industrial Zone - Thanh Hoa", which is close to the main city of the province. The project aims to serve the needs of high-value technology investors. The "WHA Northern Industrial Zone - Thanh Hoa" project is located in a strategic location adjacent to Nghi Son Petrochemical Center. It targets middle and downstream industries. Construction is expected to start in 2023 and 2024 respectively.

In January, WHA Group signed a MOU with the Faculty of Public Health, Mahidol University, to enhance the cooperation in "Healthcare and Wellbeing in the Industrial Sector" with the goals of developing and promoting health awareness and understanding as well as well-being in the industrial sector. The 5-year agreement is part of the company's initiatives to provide a healthy environment and safe workplace for those who work in factories as well as employees in WHA's logistics centers and WHA industrial estates in Thailand.

Utilities business - In Q1/2022, the water business saw outstanding growth with sales and water management in Thailand and abroad totaling 36 million cubic meters, an increase of 11% year-on-year. In Thailand, water sales and management accounted for 30 million cubic meters, up 9% year-on-year, reflecting the continuous growth and increase of water consumption from existing customers, especially major customers in the petrochemical sector and power plants which saw a huge increase in water consumption.

The sales volume of value-added products recorded continuous growth of 11% year-on-year, due to the rising water demand from power plant customers such as Gulf SRC and GPSC. In Vietnam, the Duong River Surface Water Plant (SDWTP) project recorded total water sales of 6 million cubic meters, according to WHA's shareholding equity, up 24% year-on-year, due to the increasing demand for water from both existing and new customers.

The company will keep on developing value-added water products such as recycling water and demineralized water, along with the development of Smart Utilities Service Platform and Innovative Solutions to serve customers in WHA industrial estates and in Asia Industrial Estate (Map Ta Phut). It recently signed a demineralized water purchase agreement with its first customer, representing a production capacity of more than 0.8 million cubic meters per year. It expects to start selling water to customers in the Q4/2022.

In addition, the Company entered into an agreement with Gulf Energy Development Public Company Limited (GULF) to produce premium clarified water from wastewater treatment systems. It is the second project to provide services to GULF by utilizing water in the power generation process of Tasit 3 and 4 Power Plant Project in WHA Eastern Seaboard Industrial Estate 1. Under the 15-year water purchase agreement, the company can start commercial operations in July 2022. It is expected to provide 1.4 million cubic meters per year of premium clarified water for the power plants. Commercial operations are expected to start in Q3/2022.

In Vietnam, the company expects that wastewater management sales will grow further, with a plan to expand the utilities business in parallel with the development of another two industrial zones, namely WHA Industrial Zone Nghe An Phase 2 and WHA Thanh Hoa Industrial Zone, which will start construction in 2023 and 2024 respectively.

In the **power business**, the normalized share of profit from investments in joint ventures and associates, excluding exchange profit/loss, and revenue from the solar power business decreased due to the decline in normalized share of profit from GHECO-One Power Plant. The main reason was the suspension of coal exports from Indonesia, which caused the rise of coal prices. Also, the power plant halted operations during an 18-day maintenance period. The rising costs of natural gas were also a major factor causing the decline of normalized share of profit from the SPP power plant, while the government's electricity tariff adjustment did not occur yet. Electricity tariffs will be adjusted according to the normal adjustment cycle in May and September.

At the same time, the solar power business saw substantial growth. In the first quarter, the company signed five additional contracts for solar rooftop projects, representing a total capacity of approximately 13 MW. With a capacity of 9.88 MW, the Mega Bangna project is expected to start commercial operations by the end of 2022. The company also started commercial operations (COD) to produce and distribute solar power to customers for an additional 3 MW. At the end of Q1/2022, the company had solar power purchase contracts totaling 105 MW, representing a total contracted capacity of 655 MW according to its shareholding equity.

In April, the Solar Farm project of SUPERNAP (Thailand) Co., Ltd, a tier-4 certified data center provider with the most advanced technology in the ASEAN region, occupying a total area of 10,000 square meters, commenced construction. The project will reduce power costs for SUPERNAP (Thailand) and its customers throughout the contract lifespan, while reducing carbon dioxide emissions into the atmosphere by 18,250 tons.

The company also focuses on carbon reduction operations through the production and distribution of renewable power. The greenhouse gas emission could be reduced for over 26,378 tons of carbon dioxide equivalent last year from solar energy projects. In comparison, greenhouse gas emissions from all activities of the Group during the same period in 2021 accounted for 19,250 tons of carbon dioxide equivalent. Therefore, it can be considered that WHA Group could already achieve Carbon Neutrality by 2021. The Group remains committed to reduce its environmental impact and to be part of the climate change solution towards Net Zero Emission of greenhouse gas. It is in the process of making long-term plans to achieve its target of Net Zero greenhouse gas emissions. The detailed plan and clear timeline will be announced later on.

The company will continue to be a leader in the renewable energy business and to develop energy innovations in collaboration with various partners. This includes the collaboration with PTT Public Company Limited (PTT) and Sertis Co., Ltd to co-develop a Peer-to-Peer Energy Trading Platform, or "RENEX", to facilitate both power producers and purchasers of renewable energy by using Blockchain technology to enhance security of transactions and facilitate energy trading between entrepreneurs in WHA industrial estates. The project also receives cooperation from the Provincial Electricity Authority (PEA). Twenty-three leading operators in WHA's industrial estates have joined the project. It is currently in its final preparation process with commercial trading services expected to start in Q2/ 2022.

Digital platform business - In Q1/2022, the digital business performed well. The company monetized two data center assets and generated a profit of THB 344.6 million. It is still committed to introduce digital innovations to increase business competitiveness and to respond to the needs of customers. The company plans to invest about THB 4 billion in digital business within the next 4-5 years in order to transform itself from its current business model into a tech company,

Recently, the company signed a MOU to promote and develop digital healthcare with Samitivej Public Company Limited. The objective is to provide access to healthcare services and solutions for all employees and customers in its industrial estates, logistics centers, and WHA's office buildings through the newly-developed WHAbit platform which has been co-developed with Samitivej Virtual Hospital service of Samitivej Hospital. Both companies will jointly explore, conduct studies, and develop necessary working processes to deliver the most efficient online healthcare solution that can also be connected to offline channels. The services also include telemedicine consultation, health check-up, non-communicable diseases clinic, Smart Clinic, drug dispensing, data analytics and other related services.

The company also continues to provide support to customers and investors who want to integrate 5G technology to improve their businesses and enhance competitiveness by making investment plans with leading telecommunication service providers to do network installation planning and distribution of 3G, 4G and 5G networks, along with the installation of fiber optic cable networks (FTTx) throughout the 11 WHA industrial estates within this year. This is to support the utilization of 5G technology in the future.

FINANCIAL ANALYSIS

During 1Q2022, the Company had total revenue and share of profit and net profit of THB 2,182.2 mm and THB 656.1 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 2,164.6 mm and THB 653.2 mm, respectively. The details are as follows:

FINANCIAL PERFORMANCE OF 1Q2022

Consolidated Financial Statement	Q1 2021	Q1 2022	YoY
	THB mm	THB mm	%
Total Revenue and Share of Profit	1,405.7	2,182.2	55.2%
Total Cost	563.6	799.8	41.9%
Gross Profit	431.4	805.9	86.8%
Net Profit	134.7	656.1	387.0%
Normalized Total Revenue ¹	1,454.3	2,164.6	48.8%
Normalized Net Profit ¹	183.8	653.2	255.4%

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

KEY HIGHLIGHTS

- Total Revenue and Share of Profit and Net Profit for 1Q2022 were THB 2,182.2 mm and THB 656.1 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 1Q2022 stood at THB 2,164.6 mm and THB 653.2 mm, respectively.

- Rental and Service Revenue during 1Q2022 decreased by 17.5% to THB 228.5 mm, compared to the same period of previous year because of lower occupied area from assets monetization to WHART in the end of 2021.
- Revenue from Land Business for 1Q2022 was THB 694.0 mm, increased by 350.4% compared to the same period of last year, mainly due to a higher number of land transfer after relaxation of international travel restriction since late 2021.
- During 1Q2022, Utilities Income was THB 622.0 mm and increased by 6.1%, compared to the same period of last year, which was from the increase in sale volume of all products, resulting from higher demand on both existing customers and new customers.
- Normalized Share of Profit from Investment in Power Associates and Joint Ventures for 1Q2022 was THB 40.9 mm, decreased by 75.3%, compared to the same period of previous year, mainly due to increase in coal price (resulting from suppression of Indonesia coal export during the early 1Q2022) and 18 days maintenance shutdown of Gheco-1. Also, SPPs have been impacted from increase in natural gas price while Ft has not reflected the real cost yet.
- Normalized other income during 1Q2022 was THB 401.6 mm which increased by 2,158.0%, compared to the same period of 2021 because the Company has recognized gain from 2 data center divestments of THB 344.6 mm.
- Finance Cost for 1Q2022 was THB 267.5 mm which decreased by 4.8%, compared to the same period of last year. The main reason was mainly due to the lower weighted average cost of fund by 0.31% from 3.05% at the end of 1Q2021 to 2.74% at the end of 1Q2022.
- The Company had Normalized Net Profit during 1Q2022 at THB 653.2 mm, increased by 255.4%, compared to the same period of previous year. The main reasons were from higher revenue from land business and sale of properties as well as the gain from 2 data center divestments.

PERFORMANCE BY BUSINESS

Rental Properties Business

	Q1 2021	Q1 2022	YoY
	THB mm	THB mm	%
Rental Revenue	277.1	228.5	(17.5%)
Gross Profit	190.0	140.5	(26.0%)
Gross Profit Margin	68.6%	61.5%	
GPM before adjustment with PPA ¹	68.6%	61.6%	

¹ Excluding accounting impact of Purchase Price Allocation (PPA)

Rental and service income from warehouses, distribution centers, factories and structural work during the first quarter of 2022 was THB 228.5 mm which decreased by 17.5%, compared to the same period of previous year because of lower occupied area from assets monetization to WHART in the end of 2021. The gross profit margin was at 61.5% during the first quarter of 2022 which decreased from 68.6%, compared to the same period of last year.

Industrial Development Business

	Q1 2021	Q1 2022	YoY
	THB mm	THB mm	%
Revenue	154.1	694.0	350.4%
Gross Profit	137.6	389.3	183.0%
Gross Profit Margin	89.3%	56.1%	
GPM before adjustment with PPA ¹	88.7%	57.9%	

¹ Excluding accounting impact from Purchase Price Allocation (PPA)

Revenue from land business and sale of properties during the first quarter of 2022 was THB 694.0 mm, increased by 350.4% compared to the same period of last year, due to higher number of land transfer after relaxation of international travel restriction since late 2021.

Gross profit margin from land business and sale of properties during the first quarter of 2022 stood at 56.1% which decreased from the same period of last year, due to lower revenue recognition of right of ways. If excluding such revenue, the gross profit margin was at 53.4%, increased from 43.5%, compared to last year. Because of having lower cost land transferred in the first quarter of this year.

Utilities & Power Business

1. Utilities Business

	Q1 2021	Q1 2022	YoY
	THB mm	THB mm	%
Revenue	586.3	622.0	6.1%
Gross Profit	247.8	249.8	0.8%
Gross Profit Margin	42.3%	40.2%	
GPM before adjustment with PPA ¹	45.1%	42.9%	
Share of Profit from Investments in Utilities Associates	(39.0)	(35.9)	8.1%

¹ Excluding accounting impact of Purchase Price Allocation (PPA)

Utilities income for the first quarter of 2022 was THB 622.0 mm which increased by 6.1% compared to the same period of previous year, which was from increase in sale volume of all products, resulting from higher demand on both existing customers and new customers.

Gross profit margin from utilities income for the first quarter of 2022 was at 40.2%. 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 of 2022 was at 42.9%, decreased from the same period of previous year due to higher sale volume of the product having lower gross profit margin.

Share of Profit from Investments in Associates from Utility Business for the first quarter of 2022 was THB (35.9) mm which was mainly due to the share of loss from SDWTP.

2. Power Business

	Q1 2021	Q1 2022	YoY
	THB mm	THB mm	%
Revenue from Solar Business	122.4	51.9	(57.6%)
Gross Profit	25.5	21.5	(15.5%)
Gross Profit Margin	20.8%	41.5%	
Share of Profit from Investments in Power Associates	(12.1)	58.5	585.4%
- Normalized Share of Profit from Investments in Power Associates¹	165.6	40.9	(75.3%)
- FX Gain (Loss)	(177.7)	17.7	110.0%

¹ Excluding Gain (Loss) from FX and extraordinary items

Revenue from Solar Business for the first quarter of 2022 stood at THB 51.9 mm which decreased by 57.6%, compared to the same period of last year, mainly due to lower revenue recognition from solar panel installation service (EPC) for solar power generation. However, if excluding such revenue, the revenue from solar business increased by 56.1% from increase in MW.

Gross profit margin from Solar Business for the first quarter of 2022 was at 41.5% which increased from the same period of last year, which was mainly from lower revenue recognition of solar panel installation service (EPC) having generated lower margin, compared to electricity sale from solar business.

Normalized Share of Profit from Investments in Associates from Power Business and Joint Ventures during the first quarter of 2022 was THB 40.9 mm which decreased by 75.3%, compared to the same period of last year. If including the FX impact, most of which is unrealized gain/loss, the share of profit from power associates and joint ventures stood at THB 58.5 mm which increased by 585.4%. The increase in normalized share of profit from power associates and joint ventures was mainly due to a higher coal price (resulting from suppression of Indonesia coal export during the early 1Q2022) and 18 days maintenance shutdown of Gheco-1. Also, SPPs have been impacted from increase in natural gas price while Ft has not reflected the real cost yet.

Other Income

	Q1 2021	Q1 2022	YoY
	THB mm	THB mm	%
Dividend income and management income	138.9	134.9	(2.9%)
Others	147.0	401.6	173.3%
Total other income	285.9	536.5	87.7%
Normalized others ¹	17.8	401.6	2,158.0%
Normalized total other income¹	156.7	545.3	247.9%

¹ Excluding FX impact

Normalized other income for the first quarter of 2022 stood at THB 545.3 mm which increased by 247.9%, compared to the same period of previous year, which was mainly from:

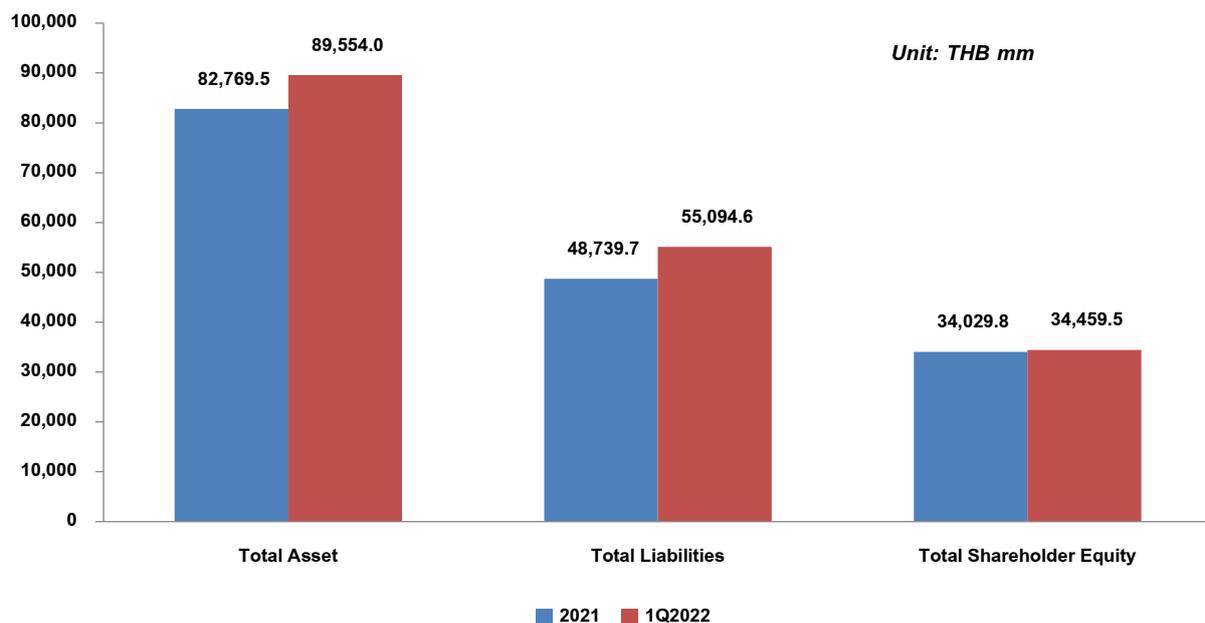
- **Dividend and management income** during the first quarter of 2022 was THB 134.9 mm, decreased by 2.9%, compared to the same period of last year, resulting from lower dividend income from Glow IPP.
- **Normalized other income** comprised of interest income, gain from revaluation of short-term and long-term investment and other income during the first quarter of 2022 was THB 401.6 mm, increased by 2,158.0%, from the same period of 2021 because the Company has recognized gain from 2 data center divestments of THB 344.6 mm.

Expense Analysis

	Q1 2021	Q1 2022	YoY
	THB mm	THB mm	%
Selling expense	13.5	47.7	254.1%
Administrative expense	304.8	301.6	(1.1%)
Finance costs	281.0	267.5	(4.8%)
Total expense	599.3	603.7	0.7%

- **Selling expense** during the first quarter of 2022 was THB 47.7 mm which increased by 254.1%, compared to the same period of last year, which was mainly from higher number of industrial land transfer in Thailand.
- **Administrative expense** during the first quarter of 2022 was THB 301.6 mm, decreased by 1.1%, compared to the same period of last year, due to the Company's efficient cost management.
- **Finance cost** during the first quarter of 2022 was THB 267.5 mm, which decreased by 4.8%, compared to the same period of previous year, mainly resulting from a lower weighted average cost of fund decreased by 0.31% from 3.05% at the end of the first quarter of 2021 to 2.74% at the end of the first quarter of 2022.

FINANCIAL STATUS



The change in Consolidated Balance Sheet as of 31 March 2022 are summarized as follows.

Assets

As of 31 March 2022, the Company had total asset of THB 89,554.0 mm, increased by THB 6,784.5 mm from THB 82,769.5 mm as of 31 December 2021. The main reasons are as follows:

1. Increase in cash and cash equivalent of THB 6,449.2 mm, mainly from bond issuance on 30 March 2022 for bond repayment which have maturity since April 2022 and maximize efficiency of cost of fund management due to interest rate fluctuation.

2. Increase in non-current assets held-for-sale of THB 852.9 mm, mainly from the reclassification of assets, which will be monetized to WHART and HREIT from investment properties to non-current assets held-for-sale.
3. Decrease in investment available-for-sale of THB 776.9 mm, due to decrease in market price of securities.
4. Decrease in investment properties (net) of THB 773.9 mm, due to the reclassification of assets as mentioned above. However, the Company has continuously developed the new projects.

Liabilities

As of 31 March 2022, the Company had total liabilities of THB 55,094.6 mm, which increased by THB 6,354.8 mm from THB 48,739.7 mm as of 31 December 2021. The increase was from bond issuance on 30 March 2022 for preparation for repaying bond matured since April 2022. Besides, the Company had interest bearing debt of THB 45,258.3 mm, which was increased by THB 6,843.3 mm from THB 38,415.0 mm due to bond issuance as mentioned earlier. However, the weighted average cost of fund of the Company decreased by 0.03% from 2.77% as of the end of 2021 to 2.74% as of the end of the first quarter of 2022.

During 1Q2022, the Company had utilized additional short-term and long-term facilities approx. THB 1,900.0 mm. However, the Company had both short-term and long-term loan repayment, approx. THB 2,550.0 mm. Also, the Company debentures (net) increased by THB 7,500.0 mm. As a result, the Company's interest-bearing debt decreased by approx. THB 6,843.3 mm.

Shareholder's equity

As of 31 March 2022, the Company had total shareholder's equity of THB 34,459.5 mm, increased by THB 429.7 mm from THB 34,029.8 mm as of 31 December 2021, due to earnings generating during this period.

KEY FINANCIAL RATIOS

	1Q2021	1Q2022
Gross Profit Margin (%)	44.4%	49.2%
Net Profit Margin (%)	26.8%	30.1%
D/E Ratio (times)	1.5	1.6
Net IBD to Equity (times)	1.2	1.2
Collection Period (days)	27.4	19.1
Average Payment Period (days)	244.1	149.0
Effective Tax Rate (%)	21.9%	8.5%

Credit Terms

Collection period during 1Q2022 was 19.1 days which was decreased from 27.4 days, compared to the same period of 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. The decrease was mainly from efficiency in collection management.

Average payment period during 1Q2022 was 149.0 days which decreased from 244.1 days, compared to the same period of last year. Besides, the payment period determined by the credit term given by each supplier

which it depends on our type of services/products related to them. 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. From the covid-19 situation, the Company does not have significant impact and also has the ability to manage cash efficiency. As a result, the Company has not encountered any problems from our suppliers' payment as well as the ability to meet the specified credit term according to the Company's policy. However, the average payment period above is higher than our credit terms because of accounting record of account payable which includes non-related payments to suppliers such as deposit, retention, accrued interest expenses, etc.

Effective Tax Rate

During 1Q2022, the Company had earnings before tax (EBT) and corporate income tax (CIT) of THB 765.7 mm and THB 65.5 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.

Please be informed accordingly.

Sincerely yours,

WHA Corporation Public Company Limited

(Mr. Natthapatt Tanboon-ek)

Chief Financial Officer