



16 August 2021

Subject: Management Discussion & Analysis of 1Q'2021/2022 ended of 30 June 2021

Attn: The President of the Stock Exchange of Thailand

Bangkok Land Plc. ("BLAND") would like to report on the statement of comprehensive income for the 1Q'2021/2022 ended of 30 June 2021. BLAND and its subsidiaries reported a loss on the owners of the BLAND in the amount of 270 million baht compared with the same period of last year the BLAND and its subsidiaries reported net loss for in the owners of the BLAND for 379 million baht, net loss decrease for 109 million baht or 28.8% because of the following:

1. 1Q'2021/2022 the BLAND recorded sales income in an amount of 165 million baht while the same period last year the BLAND recorded sales income in an amount of 111 million baht, increasing of 54 million baht or 48.6% from the increasing of right transfer land for 27 million baht, increasing of right transfer condominium for 6 million baht and increasing in rental and service income in the amount of 21 million baht.
2. 1Q'2021/2022 the BLAND recorded sale income gross profit margin of 67.3% while the same period last year the BLAND recorded sale income gross profit margin of 77.5%, decreasing of 10.2% from higher right transfer of lower gross profit margin of BLAND's undeveloped land plot at Srinakarin road. As a foresaid plus condominium that has higher right transfer and increasing in rental and service income thus increasing sale income gross profit in an amount of 25 million baht.
3. 1Q'2021/2022 the IMPACT recorded rental and service income in an amount of 167 million baht while the same period last year the IMPACT recorded rental and service income in an amount of 45 million baht, increasing of 122 million baht or 271.1% as a result of Covid-19 outbreak situation. The IMPACT main revenues come from 3 units: Exhibition space & hall Rental, Food & Beverage and Hotel business.

**BANGKOK LAND** PUBLIC COMPANY LIMITED

47/569-576 MOO 3, 10<sup>TH</sup> FLOOR, NEW GENEVA INDUSTRY CONDOMINIUM, POPULAR 3 ROAD, BANMAI SUB-DISTRICT, PAKKRED DISTRICT, NONTABURI 11120

TEL : 02 504 4940-9

• E-MAIL : [INFO@BANGKOKLAND.CO.TH](mailto:INFO@BANGKOKLAND.CO.TH)

• [WWW.BANGKOKLAND.CO.TH](http://WWW.BANGKOKLAND.CO.TH)

4. 1Q'2021/2022 the IMPACT recorded rental & service income gross loss margin of 15.6% while the same period last year the IMPACT recorded rental and service income gross profit margin of 28.9% decreasing of 44.5% from the increasing in rental and service income thus decreasing gross profit in an amount of 39 million baht
5. 1Q'2021/2022 the BLAND recorded the selling expense in the amount of 5 million baht while the same period last year the BLAND recorded the selling expense in the amount of 2 million baht, increasing of 3 million baht.
6. 1Q'2021/2022 the BLAND recorded the administrative expense in the amount of 226 million baht while the same period last year the BLAND recorded the administrative expense in the amount of 433 million baht, decreasing of 207 million baht.
7. 1Q'2021/2022 the BLAND recorded loss on pending lawsuits in the amount of 30 million baht while the same period last year the BLAND has not recorded loss on pending lawsuit.
8. 1Q'2021/2022 the BLAND recorded the financial costs in the amount of 28 million baht while the same period last year the BLAND recorded the financial costs in the amount of 30 million baht, decreasing of 2 million baht.
9. 1Q'2021/2022 the BLAND recorded the income tax expense in the amount of 19 million baht while the same period last year the BLAND recorded the income tax expense in the amount of 22 million baht, decreasing of 3 million baht from recurring business.

Please be informed accordingly.

Yours faithfully,

  
Suihung Kanjanapas  
Chairman