



15 May 2023

**SUBJECT** : Submit the reviewed financial statements and clarify the result of first quarter ended 31 March 2023

**ATTN** : The President  
Stock Exchange of Thailand

**Attachment** : The reviewed financial statements for the first quarter ended 31 March 2023 of Asia Hotel Public Company Limited and its subsidiaries

Attached please find the reviewed financial statements for the first quarter period ended 31 March 2023 of Asia Hotel Public Company Limited (“ASIA”) and its subsidiaries which have been approved by the Board of Directors. ASIA would like to clarify the result of the first quarter period of the year 2023 as follows:

#### **Analysis and explanations by the management**

##### **Overall picture of the business operations**

Overview of the Hotel Group's business operations in the first quarter of 2023 Revenue growth was significant and the revenue outlook in 2023 was clearly strong. For the first quarter of 2023, compared to the same period of 2022, revenue will increase by leaps and bounds.

In the first quarter 2023, the company and subsidiaries had total revenue of 299.97 million baht, increase of 126.81 million baht, or 73.2% from the previous year, the company and its subsidiaries had generated 190.38 million baht revenue from the hotel business (the room revenue of Q1/2022 = 65.58 million baht), increased from the previous year by 124.8 million baht or 190.3%.

In the part of Rental Area Business operated by Zeer Property PCL which is its subsidiary, had rental and service revenue of 109.59 million baht, increased from the previous year by 2.01 million baht or 1.9%.

In Q1/2023 the company and subsidiaries had a gross profit of 80.15 million baht (For Q1/2022 had a gross profit of 11.39 million baht), increased of 68.76 million baht or 603.7% higher from the previous year.

**Statements of Profit or Loss and other comprehensive income for the three-month periods ended March 31,2023**

Unit : Millon Baht	Q 1/2023	Q 1/2022	Change
	Amount	Amount	Amount
<b>Revenues</b>			
Income from hotel business	190.38	65.58	124.80
Rental and service income	109.59	107.58	2.01
<b>Total Revenue</b>	<b>299.97</b>	<b>173.16</b>	<b>126.81</b>
Cost of hotel business	113.07	70.77	42.30
Cost of rental and service	106.75	91.00	15.75
<b>Total cost of sales and service</b>	<b>219.82</b>	<b>161.77</b>	<b>58.05</b>
<b>Gross Profit (Loss)</b>	<b>80.15</b>	<b>11.39</b>	<b>68.76</b>
Other Income	15.72	10.12	5.60
<b>Profit before expenses</b>	<b>95.87</b>	<b>21.51</b>	<b>74.36</b>
Distribution costs	16.95	7.48	9.47
Administrative expenses	54.63	28.81	25.82
Management benefit expenses	3.15	1.04	2.11
Directors' remuneration	0.69	0.00	0.69
<b>Profit (loss) from operation activities</b>	<b>20.45</b>	<b>(15.82)</b>	<b>36.27</b>
Financial cost	35.92	32.55	3.37
Impairment loss determined in accordance with TFRS9	(1.40)	(0.60)	(0.80)
<b>Loss before income tax</b>	<b>(14.07)</b>	<b>(47.77)</b>	<b>33.70</b>
Income tax (expense) revenue	0.83	(2.21)	3.04
<b>Net profit (loss) for the period</b>	<b>(13.24)</b>	<b>(49.98)</b>	<b>30.66</b>

In an analysis of the operation results for the first quarter of year 2023 and profitability of the company and its subsidiaries classified according to the revenue structure, cost of sale and service, expense on the operations and financial cost as follows:

<b>Details on Revenue from Hotel Business</b>						
Unit: Millon Baht	<b>Room</b>		<b>Food &amp; Beverage</b>		<b>Total Hotel Business</b>	
<b>Revenue</b>	Q 1 / 2023	Q 1 / 2022	Q 1 / 2023	Q 1 / 2022	Q 1 / 2023	Q 1 / 2022
<b>Revenue from hotel business</b>	135.78	46.12	54.60	19.46	190.38	65.58
<b>Proportion of Room : F&amp;B</b>	71.3%	70.3%	28.7%	29.7%	100.0%	100.0%
<b>Cost of Sale</b>	70.30	49.56	42.77	21.21	113.07	70.77
<b>Cost Ratio(Cost of Sale / Revenue)</b>	51.8%	107.5%	78.3%	109.0%	59.4%	107.9%
<b>Gross Profit</b>	65.48	- 3.44	11.83	- 1.75	77.31	(5.19)
<b>GP Margin(Gross profit / Revenue)</b>	48.2%	-7.5%	21.7%	-9.0%	40.6%	-7.9%

## 1) Income from the rooms

The company and its subsidiaries operated 7 hotels consisted of 1) Asia Hotel, which situated in Ratcha Thewi district, Bangkok, 2) Asia Pattaya Hotel at Pattaya city, 3) Asia Airport Hotel in Rangsit, Pathum Thani province, 4) Asia Hotel Cha-um, at Cha-um Beach, Phetchaburi province, 5) Ratchapruerk Lanna Boutique Hotel at Nongkwai Sub-district, Hang Dong District, Chiang Mai, 6) Darley Hotel Chiang Mai at Chang Moi, Amphoe Mueang, Chiang Mai and 7) Quality Inn Long Beach Signal Hill, located 3201 E. Pacific High Way, Signal Hill, California, U.S.A.. The company and its subsidiaries had revenue from rooms in the first quarter of year 2023 totaled 190.38 million baht, increased from the same quarter of previous year by 124.80 million baht or 190.3% higher.

Revenue from rooms in Q1/2023 totaled 135.78 million baht (Domestic room revenue was 113.24 million baht and oversea room revenue was 22.54 million baht), increased from Q1/2022 that revenue amount 46.12 million baht, by 89.66 million baht or 194.4% higher.

### Income from food and beverages

The company and its subsidiaries had the income of food and beverages from restaurants and banquets in Q1/2023 amounted to 54.60 million baht, increased from the previous year by 35.14 million baht.

## 2) Income from rent and services

Zeer Property and its subsidiaries have rental and services income from leasing space income such as 1) Zeer Rangsit Shopping Center, 2) The Hub Shopping Mall, 3) AA-Town Apartment, 4) Asia Airport Hotel, Rungsit 5) Asia Cha-um Hotel and the 3 subsidiaries that shareholding by Zeer Property consist of 1) Zeer Asset Co., Ltd. which invested and leasing in "Rachapruerk Lanna Boutique Hotel" Chiang Mai, 2) Spa Hotel Co., Ltd. which operated "Laan Sook Plaza Project" and leasing in "Darley Hotel Chiang Mai" and 3) Zeer Overseas LLC, which is a subsidiary of Zeer Property, incorporated in the USA., which operated "Glendale Plaza" in California, USA., and "Quality Inn Long Beach Signal Hill" in U.S.A.

Details on Revenue from Rental and Service Business						
Unit: Millon Baht	Domestic		Overseas		Total	
	Q 1 / 2023	Q 1 / 2022	Q 1 / 2023	Q 1 / 2022	Q 1 / 2023	Q 1 / 2022
<b>Revenue</b>						
Revenue from rental and service business	101.34	99.45	8.25	8.13	109.59	107.58
Cost of Sale	104.58	88.73	2.17	2.27	106.75	91.00
Cost Ratio (Cost of Sale / Revenue)	103.2%	89.2%	26.3%	27.9%	97.4%	84.6%
Gross Profit	- 3.24	10.72	6.08	5.86	2.84	16.58
GP Margin(Gross profit / Revenue)	-3.2%	10.8%	73.7%	72.1%	2.6%	15.4%

Rental and service income in the first quarter of 2023 was 109.59 million baht (Domestic Rental Revenue 101.34 million baht and Overseas Rental Revenue 8.25 million baht), an increase of Baht 2.01 million baht from the same quarter of previous year.

## 3) Other Revenue

Other revenue consisted of rental, service and electricity, laundry, telephone, gain on exchange rate and other revenue collected from customers and miscellaneous things.

## **Cost of sale and service**

Cost of sale and service consists of two main items according to the type of revenue from the operations are the cost of sale from hotel operations and cost from rentals and services

In Q1 of 2023 the company and its subsidiaries has the cost of sale and service for 219.82 million baht, increased from the previous year by 58.05 million baht, or 35.9% higher. The company has gross profit margin in 2023 for 26.71% of revenue from the operations, while the previous year had the gross profit of 6.6%. The cost of sale and service can be classified as following:

### **1) Cost of room sale**

In 1<sup>st</sup> quarter of 2023 the company and its subsidiaries had the cost of room sale of 70.3 million baht, increased from the previous year by 20.74 million baht, 41.8% higher, with the cost ratio for room sale in Q1 of 2023 and 2022 for 51.8% and 107.5% respectively. The gross profit margin for Q1 of 2023 and 2022 equaled to 48.2% and -7.5% respectively.

### **Cost of food sale and beverages**

In 1<sup>st</sup> quarter of 2023 the company and its subsidiaries had the cost of food and beverage sale of 42.77 million baht, or increased by 21.56 million baht, or 101.7% from the previous year. They had the ratio of the cost of food and beverage sale for 2023 and 2022 equaled to 78.3% and 109% and the gross profit margin for 2023 and 2022 equaled to 21.7% and -9.07% respectively.

### **2) Cost of rental and service**

In 1<sup>st</sup> quarter of 2023, the company and its subsidiaries had the cost of rent and service of 106.75 million baht (Cost of Rental and service from Domestic business equaled 104.58 million baht and Oversea business equaled 2.17 million baht), increased by 15.75 million baht from the previous year. The gross profit margin for 2023 and 2022 equaled to 2.6% and 15.4% respectively.

## **Expenses on the sale, administration and others**

In 1<sup>st</sup> quarter 2023, the company and its subsidiaries had the expense on sale and service and other expenses totaled 75.42 million baht, increased by 38.09 million baht from the previous year. It has details on the increase or decrease from the previous year on the expense of each type as follows:

- Distribution Cost in 2023 amounted to 16.95 million baht, increased from the previous year by 9.47 million baht, or 126.6% higher.
- Administrative Expense in 2023 amounted to 54.63 million baht, increased by 25.82 million baht, or 89.6% higher.
- Management benefit Expense in 2023 amounted to 3.15 million baht, increased by 2.11 million baht or 202.88 higher.
- Directors' remuneration in 2023 amounted to 0.69 million baht, increased as the whole amount was 100%.

## **Profit (loss) from Operating Activities**

In Q1/2023 the company and its subsidiaries had the profit (loss) from operating activities (EBIT) equaled to 20.45 million baht, Q1/2022 equaled to -15.82 million baht, increased from the same quarter of previous year by 36.27 million baht.

**Financial cost**

In Q1/2023 the company and its subsidiaries had the financial cost amounted to 35.92 million baht, while in Q1/2022 amounted to 32.55 million baht, which was increased by 3.37 million baht.

**Net Profit**

In Q1/2023 the company and its subsidiaries had a net loss (net worth of the parent company) totaled 11.58 million baht, decreased loss from the previous year by 38.34 million baht and the basic loss per share in 2023 equaled to 0.04 baht while in Q1/2022 had the loss per share equaled to 0.16 baht.

This information is provided for notification to the SET and for disclosure to investors.

Best regards,

(Mr. Surapong Techaruvichit)  
Managing Director