

Summary of the question from the unitholders instead of holding
the 2021 Annual General Meeting of Unitholders

Question: Please clarify the major reasons that affect interest income decreased by more than 70 percent compared to the previous year.

Answer: The REIT manages the remaining liquidity from operations by investing in the remaining liquidity in the fixed income fund. This provides a higher rate of return than the special interest rate the REIT received at an appropriate risk level. Even though the financial markets fluctuated during the COVID-19 epidemic, it could still generate a higher return to the REIT than special interest rates. Moreover, such fluctuation also affects the Bank of Thailand's policy interest rate, which reflects the special interest rate that the REIT received from commercial banks that continued to decline. This is a result that the interest income dropped from the previous year.

Question: What has caused a significant decrease in net income from investments in the past year and what are the solutions? What are the trends in 2021?

Answer: As the REIT has considered measures to assist tenants of the REIT affected by the COVID-19 epidemic in 2020. To control rental and service costs in accordance with the REIT's rental and service income in order to reduce the impact from the current and future epidemic situations, from the operating results of 2020, the proportion of rental and service costs to rental and service income slightly decreased from the previous fiscal year

For the trend in 2021, the overall picture of the Thai economy is still exposed to risks from various factors, such as the new wave of COVID-19 outbreak or the recovery of the Thai economy after the COVID-19 epidemic, for example, the REIT is well aware of the potential risks and prepare strategies to accommodate various factors that may affect the business operations. The focus is on long-term tenants' rate maintenance strategy and continuous development of office building management including continuous efficient building management , such as providing comprehensive services to meet the needs of tenants, organizing activities within the office building to promote the image of assets and build good relationships with tenants, which will be able to satisfy the current tenants and to create competitive potential to attract targeted tenants for both domestic and foreign companies.

Question: From the COVID-19 situation, which some companies allowed its employees to work from home, will it affect the prospects for future office leasing in the long term? Because if the company is able to work remotely continuously in the future, the office buildings may be less necessary and the tenant may reduce the size of the rental space to reduce the company's expenses. What is the opinion of the management team?

Answer: The tenant's policy for employees to work at home is to reduce the risk of coronavirus infection or COVID-19 from employees traveling to work at the office building. When the situation of the epidemic began to improve in a better direction and the number of infected people decreased sequentially, including the government begins to have relief measures to be able to carry out activities normally, as a result, most tenants within the two projects invested by the REIT gradually return their employees to work at the office building as usual. Based on statistics of office space access during the COVID-19 epidemic of both projects, there was a decrease in traffic of buildings from the pre-epidemic period, and after the situation is resolved, it was found that the number of users has increased. In addition, the REIT has measures to prevent an outbreak by screening people in - out of the office space, increasing cleaning cycles in frequently touched areas, continuously disinfecting common areas of the building, etc., which these measures can build confidence in tenants inside the building to reuse the space.