

February 22, 2023

Subject: Report of Financial Results as of 31 December 2022

Attention: President, The Stock Exchange of Thailand

Noble Development Public Company Limited (“the Company”) submitted its separate financial statement and its consolidated financial statement for the year of 2022 ended on 31 December 2022 which were reviewed by the auditor. The Company hereby clarifies the performance as follows:

Key Highlights

- As of 2022, the Company has reached total pre-sale at THB 17,400.3 mm, a 116.5% increase from the last year, in which more than THB 14,703.0 mm came from new projects and under construction projects, and more than THB 2,697.3 mm came from sale from inventory projects. Moreover, the company recorded backlog at the end of 2022 amounting to THB 19,626.9 mm which will be realized within the next 3 years.
- The Company launched 11 new projects in 2022 with the total project value of THB 31,550 mm, namely 1.) Nue District R9, 2.) Nue Mega Plus Bangna, 3.) Nue Z-Square Suan Luang Station Phase 1, 4.) Nue Evo Ari, 5.) Nue Connex Condo Don Mueang, 6.) Nue Cross Khukhot Station Phase 1, 7.) Noble Curate, 8.) Noble Create 9.) Nue Cove North-Ratchapruek 10.) Noble Curve, and 11.) Nue Riverest Ratburana.
- Total Revenue in 2022 was THB 8,678.3 mm, a 16.8% increase from the last year due to higher recognition of service & construction management fees from joint venture projects.
- Net Income in 2022 was THB 454.9 mm, a 51.2% decrease from the last year. The decrease was mainly from 1) small gain from fair value adjustments on investment property of THB 10.9 mm in 2022 compared with the recognition of THB 260.3 mm in 2021, 2) decrease of other income from lower recognition of contract forfeiture, 3) increase of administrative expense from accounting record on lease liabilities based on TFRS16 of head office and increase of staff expense in line with business expansion, and 4) increase of financial cost from higher issuance of bond and short-term B/E in 2022 as well as an increase of interest expense from lease liability.
- As of 31 December 2022, the Company’s Net Interest Bearing Debt-to-Equity was 1.83 times, an increase from 1.64 times at end of 2021 due to higher interest bearing debt from issuance of bond and long-term loan from financial institutions in 2022.

1. Operating Results for 2022

Unit : THB mm

Financial Statement	2021 THB mm	2022 THB mm	% Change YoY
Total Revenue			
Revenue from Sales of Real Estate Development Business	6,563.2	6,691.6	2.0%
Revenue from Sales of Goods,Rental and Services	264.3	1,523.5	476.5%
Other Income	602.3	463.2	(23.1%)
Total Revenue	7,429.7	8,678.3	16.8%
Total Expenses			
Cost of Sale-Real Estate Development Business	(4,327.4)	(4,694.9)	8.5%
Cost of Goods Sold, Rental & and Services	(244.6)	(1,434.7)	486.6%
Selling & Administration Expense	(1,668.1)	(1,594.8)	(4.4%)
- Selling & Servicing Expense	(1,008.3)	(764.7)	(24.2%)
- Administrative Expense	(659.9)	(830.1)	25.8%
Total Expenses	(6,240.1)	(7,724.4)	23.8%
Share of loss from joint ventures	(19.4)	(153.8)	694.5%
Other Gain (loss)	(9.1)	146.1	1,712.4%
Gain (loss) from fair value adjustments on investment property	260.3	10.9	(95.8%)
Profit before Financial Cost and Income Tax	1,421.5	957.1	(32.7%)
Financial Costs	(244.8)	(359.6)	46.9%
Income Tax Expense	(244.7)	(142.4)	(41.8%)
Non-Controlling Interests	(0.1)	(0.1)	(20.5%)
Net Income (Loss)	931.8	454.9	(51.2%)

Total Revenue

i) Revenue from Sales of Real Estate Development Business

Revenue from Sales of Real Estate Development Business in 2022 was THB 6,691.6 mm, a 2.0% increase from the last year due to higher recognized ownership transfer from completed condominiums such as Noble State Sukhumvit 39, Nue Srinakarin – Lasalle, Nue Ngamwongwan, Noble Around Ari, and Nue Centre Bangna, etc.

ii) Revenue from Sales of Goods, Rental and Services

Revenue from Sales of Goods, Rental and Services in 2022 was THB 1,523.5 mm, a 476.5% increase from the last year due to higher recognition of service & construction management fees from joint venture projects.

iii) Other Income

Other Income in 2022 was THB 463.2 mm, a 23.1% decrease from the last year due to lower recognition of contract forfeiture. However, other income in the future will come from management fee of joint venture projects which will increase continuously.

Total Expenses

i) Cost of Sales from Real Estate Development Business

Cost of Sales from Real Estate Development Business in 2022 was THB 4,694.9 mm, a 8.5% increase from the last year due to increase in ownership transfer from completed condominiums.

ii) Cost of Goods Sold, Rental & and Services

Cost of Goods Sold, Rental & and Services in 2022 was THB 1,434.7 mm, a 486.6 increase from the last year due to increase of revenue from sales of goods, rental and services from service & construction management fees of joint venture projects.

iii) Selling & Administrative Expenses

Selling & Administrative Expense in 2022 was THB 1,594.8 mm, a 4.4% decrease from the last year due to decrease of sale commission for agent relating to lower overseas transfer from completed condominiums in 2022. Moreover, Administrative Expense in 2022 was THB 830.1 mm, a 25.8% increase from the last year due to accounting record on lease liabilities based on TFRS16 of head office and increase of staff expense in line with business expansion.

Other Gain (Loss)

Other Gain in 2022 was THB 146.1 mm, a 1,712.4% increase from the last year due to realized gain from sale of the investment in RC Area Co.,Ltd on 29 June 2022.

Total Gross Profit

Total Gross Profit in 2022 was THB 2,085.5 mm, a 7.5% decrease from the last year due to sale campaign for inventory projects in 2022. As a result, total gross profit margin in 2022 was 25.4% which was lower than the rate of 33.0% in 2021 and gross profit margin of real estate in 2022 was 29.8% which was lower than the rate of 34.1% in 2021.

Gross Profit Margin	2021	2022
Gross Profit Margin - Real Estate	34.1%	29.8%
Gross Profit Margin - Rental & Service	7.4%	5.8%
Total Gross Profit Margin	33.0%	25.4%

Financial Costs

Financial Costs in 2022 was THB 359.6 mm, a 46.9% increase from the last year due to higher issuance of bond (net) of THB 2,433.1 mm and increase of interest expense from lease liability. In addition, the weighted average cost of fund in 2022 was 4.42 % which was higher than the rate of 4.26% in 2021.

Net Income (Loss)

Net Income in 2022 was THB 454.9 mm, a 51.2% decrease from the last year. The decrease was mainly from 1) small gain from fair value adjustments on investment property of THB 10.9 mm in 2022 compared with the recognition of THB 260.3 mm in 2021, 2) decrease of other income from lower recognition of contract

forfeiture, 3) increase of administrative expense from accounting record on lease liabilities based on TFRS16 of head office and increase of staff expense in line with business expansion, and 4) increase of financial cost from higher issuance of bond and short-term B/E in 2022 as well as an increase of interest expense from lease liability. The Company's Net Profit Margin in 2022 was 5.2%.

Pre-Sales Performance

Unit : THB mm

Type of Customer	2021	2022	YoY
Local	5,740.8	14,583.1	154.0%
Overseas	2,294.5	2,817.2	22.8%
Total Pre-Sales	8,035.3	17,400.3	116.5%

Total Pre-Sales in 2022 was THB 17,400.3, a 116.5% increase from the last year, in which more than THB 14,703.0 mm came from new projects and under construction projects, and more than THB 2,697.3 mm came from sales from inventory projects.

As of 31 December 2022, the Company's backlog was THB 19,626.9 mm. This backlog will be recognized as revenue from 2023-2025 with approximately 17% to be recognized in 2023.

2. Financial Position

Unit : THB mm

Financial Position	End of 2021	End of 2022	Amount Change
Total Assets	20,279.8	22,496.5	2,216.7
Total Liabilities	14,652.1	16,554.3	1,902.2
Total Shareholder's Equity	5,627.7	5,942.2	314.5

Total Assets

As at 31 December 2022, the Company's total Assets was THB 22,496.5 mm, increased by THB 2,216.7 mm from year-end 2021. The increase was mainly from i) Trade and other accounts receivable increased by THB 1,198.1 mm from service & construction management fees from joint venture projects ii) Short-term loans to and interest receivable from joint ventures increased by THB 939.9 mm from joint venture projects under construction iii) Inventories increased by THB 781.6 mm from increase of completed projects.

The key components of Assets in the Company consist of i) Real Estate Development Cost of THB 11,825.1 mm, ii) Inventories of THB 2,212.2 mm, iii) Cash & Cash Equivalents, and Pledged fixed deposits of THB 1,804.9 mm, iv) Right of use assets of THB 1,082.2 mm.

Total Liabilities

As at 31 December 2022, the Company's total Liabilities was THB 16,554.3 mm, increased by THB 1,902.2 mm from year-end 2021 due to total interest-bearing debt increased by THB 2,014.2 mm from issuance of bond (net) THB 2,487.9 mm and long-term loan from financial institutions of THB 216.2 mm during the last year.

The key components of Liabilities in the Company consist of i) Loan from Financial Institutions of THB 5,131.8 mm for projects under construction and new projects launched in 2023, ii) Bond of THB 7,501.3 mm, iii) Deposits and Advance Received from Customers of 934.9 mm, and iv) Trades and Other Accounts Payable of THB 1,529.0 mm.

Total Shareholder's Equity

As at 31 December 2022, the Company's total Shareholder's Equity was THB 5,942.2 mm, increased by THB 314.5 mm from the year-end 2021 due to increase of retained earnings.

As at 31 December 2022, the Company's Debt to Equity was 2.79 times, increased from 2.60 times in 2021. However, Debt to Equity Ratio doesn't represent the leverage financial ratio of the Company due to inclusive of Non Interest- Bearing Debt in total Liabilities e.g. Deposits and Advance Received from Customers. However, Net Interest- Bearing Debt to Equity as of 31 December 2022 was 1.83 times, increased from 1.64 times in 2021 mainly from higher interest bearing debt from issuance of bond and long-term loan from financial institutions. The Company will maintain financial discipline to comply with bond covenants with net gearing ratio (Net Interest- Bearing Debt to Equity) less than 2.5 times.

3. Key Financial Ratios

	For the 12-month period ending 2021	For the 12-month period ending 2022
Gross Profit Margin (%)	33.0%	25.4%
Net Profit Margin (%) ^{/1}	12.5%	5.2%
Return on Equity (%) ^{/2}	16.2%	7.9%
Return on Asset (%) ^{/3}	7.2%	4.5%
Debt to Equity (times)	2.60x	2.79x
Net Debt to Equity (times)	2.36x	2.50x
Net Interest- Bearing Debt to Equity (times)	1.64x	1.83x

Note : /1 Net Profit Margin is calculated by dividing the Net Income attributable to equity holders of the Company by Total Revenue (Total Revenue = Revenue from Sales-Real Estate Development Business + Revenue from Sale of Goods,Rental and Services + Other Income)

/2 Return on Equity is calculated by Net Income trailing 12 months dividing average total shareholder's equity (end of same period of last year and end of this period)

/3 Return on Asset is calculated by Earning before interest and tax (EBIT) trailing 12 months dividing average total assets (end of same period of last year and end of this period)

Please be informed accordingly,

Sincerely,



Mr. Arttavit Chalernsaphayakorn

Chief Financial Officer

Authorized to sign on behalf of the Company