



No. DPT.7/2566

15th May 2023

Subject: Management Discussion and Analysis Quarter 1 Year 2023 Ended March 31, 2023

DHouse Pattana Public Company Limited (“the Company”) and its subsidiaries would like to clarify the operating results for the three-month period for the first quarter of 2023 as follows:

Income Statement	Consolidated financial statements				Separate statements				Change, increase / decrease (Consolidated)	
	For the 3 months ended 31 st March 2023		For the 3 months ended 31 st March 2022		For the 3 months ended 31 st March 2023		For the 3 months ended 31 st March 2022		ล้านบาท	ร้อยละ
	ล้านบาท	ร้อยละ	ล้านบาท	ร้อยละ	ล้านบาท	ร้อยละ	ล้านบาท	ร้อยละ		
Sales revenue	25.58	97.14%	12.96	100%	3.00	83.33%	12.96	100%	12.62	97.35%
Service revenue	0.75	2.86%	-	-	0.60	16.67%	-	-	0.75	-
Total revenue	26.33	100.00%	12.96	100%	3.60	100.00%	12.96	100%	13.37	103.16%
Cost of sales	24.58	93.36%	8.63	66.53%	2.69	74.67%	8.63	66.53%	15.95	184.83%
Cost of service	0.63	2.40%	-	-	0.16	4.32%	-	-	0.63	-
Total cost	25.21	95.76%	8.63	66.53%	2.84	78.99%	8.63	66.53%	16.58	192.14%
Gross profit	1.12	4.24%	4.34	33.47%	0.76	21.01%	4.34	33.47%	(3.21)	(74.20%)
Other income	7.60	28.85%	0.31	2.39%	7.64	212.33%	0.31	2.38%	7.28	2,319.43%
Selling expenses	0.89	3.39%	0.93	7.17%	0.46	12.86%	0.93	7.17%	(0.03)	(3.57%)
Administrative expenses	5.20	19.73%	5.11	39.40%	4.89	135.81%	4.93	38.06%	0.09	1.66%
Financial cost	3.10	11.79%	1.52	11.71%	2.97	82.50%	1.21	9.33%	1.58	104.21%
Income tax expenses	-	-	0.59	4.52%	-	-	0.59	4.52%	(0.59)	(100.00%)
Net profit for the year	(0.48)	(1.81%)	(2.32)	(17.91%)	0.08	2.18%	(1.84)	(14.19%)	1.84	(79.45%)

Income

For the three-month period As of March 31, 2023, the company has a total income of 33.93 million baht, with sales revenue of 33.18 million baht, divided into revenue from real estate sales of 10.60 million baht and sales revenue from subsidiaries of 22.58 million baht. baht and revenue from services amounting to 0.75 million baht, compared to the same period in 2022 with a total income of 13.27 million baht, an increase of 20.66 million baht or an increase of 155.69% The increase in income is mainly due to at the beginning of January 2023, the subsidiary started providing services gas station (PTT Station) for the first time, so the revenue from sales has been increased. As a result, total income has increased compared to the same period last year.



Cost of sales and gross profit

For the three-month period Ended March 31, 2023, the company has a total cost of 25.21 million baht or 95.76% of revenue, divided into cost of real estate sales and other costs of 2.69 million baht and cost of sales of goods and services from subsidiaries of 21.89 million baht. There are Total gross profit equals 9.47 million baht or total gross profit margin of 27.91% compared to the same period of 2022 with cost of sales equal to 8.63 million baht and had a gross profit of 4.34 million baht or a gross profit margin of 33.47%, resulting in a decrease in overall gross profit margin compared to the same period last year.

Selling and administrative expenses

For the three-month period Ended March 31, 2023, the company had selling and administrative expenses equal to 6.09 million baht or 23.13% of revenue compared to the same period of 2022 with selling and administrative expenses equal to 6.04 million baht. An increase of 0.05 million baht or an increase of 0.83% This was mainly due to an increase in sales staff expenses. Since the subsidiary started to open for service at PTT gas station, resulting in overall selling and administrative expenses higher than the same period last year.

Net profit

For the three-month period ended March 31, 2023, the company had a net loss of 0.48 million baht, or a net loss rate of 1.81% compared to the same period in 2022, a loss of 1.84 million baht or a loss of 79.54% compared to in the same period of 2022, mainly due to the increase in sales from the opening of PTT gas station in the company group.

Financial status of the company and it subsidiaries unit: million baht

Statement of financial position	The financial statements included		Change, increase / (decrease)	
	As of 31st March 2023	As of 31st December 2022	Million baht	Percentage
Asset	736.95	737.65	(0.70)	(0.09%)
Debt	311.16	311.38	(0.22)	(0.07%)
Equity	425.80	426.27	(0.48)	(0.11%)
Debt to Equity Ratio (D/E Ratio): times	0.73	0.73	-	-



DHouse Pattana Public Company Limited 99 Sarakham - Wapi Pathum Road, Talad, Muang, Maha Sarakham 44000

Registration No. 0107563000045 Tel ; 092-665-5656 dhp@dhouse.in.th

Asset

As of March 31, 2023, the company had total assets of 736.95 million baht, compared to the end of 2022 with total assets of 737.65 million baht, a decrease of 0.70 million baht or a decrease of 0.09%, mainly due to payment. Repayment of long-term loans from financial institutions

Liabilities

As of March 31, 2023, the company has total liabilities of 311.16 million baht, compared to the end of 2022 with total liabilities of 311.38 million baht, a decrease of 0.22 million baht or a decrease of 0.07%, mainly due to repayment. Repayment of long-term loans from financial institutions.

Shareholders' equity

As of March 31, 2023, the company had shareholders' equity equal to 425.80 million baht, compared to the end of 2022 with shareholders' equity equal to 426.27 million baht, a decrease of 0.48 million baht or a decrease of 0.11% by The main reason is the company's performance..

Debt to Equity Ratio and Rate of Return

As of March 31, 2023, the company has a debt to equity ratio of 0.73 times and a fixed rate compared to the end of 2022, a return on equity of -0.11 percent and a return on assets. equal to -0.06 percent

Please be informed accordingly.

Best regards

Pongpot Lerdrungporn
(Mr.Pongpot Lerdrungporn)
Chief Executive Officer

DHouse Pattana Public Company Limited