



Ref SVR 23/046

3 May 2023

Subject.: Clarification of the 1st quarter of 2023 operating result

To : President

The Stock Exchange of Thailand

Sivarom Real Estate Public Company Limited and its subsidiaries (the "Company") would like to clarify the Company's operating results for the three-month period. ended March 31, 2023 as follows:

For the 1st quarter of 2023, the Company had a total revenue of Baht 215.14 Million, an increase of 59.99 percent or Baht 80.67 Million from Baht 134.47 Million in the 1st quarter of 2022 as a result of an increase in revenue from real estate sales of Baht 80.30 Million. For the 1st quarter of 2023, the net profit was Baht 24.22 Million, an increase of 137.50 percent or Baht 14.02 Million compared to the net profit of Baht 10.20 Million in the same period last year. As a result, the net profit margin increased to 11.30 percent this quarter, compared to 7.60 percent in the 1st quarter of 2022.

Revenues from sales

Revenue from properties for sale for the three-month periods ended March 31, 2023 and 2022 could be divided by project as follows:

Project Name	for the three-month		for the three-month		increase(decrease)	
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	Million Baht	%	Million Baht	%	Million Baht	%
Sivarom Park (Sukhumvit - Bangpu)	-	-	8.20	6.12	(8.20)	(100.00)
Sivarom City (Nikom Phatthana - Rayong)	10.40	4.85	6.82	5.09	3.58	52.49
Sivarom Grand (Sukhumvit - Bangpu)	62.57	29.18	53.73	40.07	8.84	16.45
Sivarom Village (Sukhumvit - Thepharak)	-	-	65.33	48.72	(65.33)	(100.00)
Sivarom Nature Plus (Assumption-Sriracha)	22.78	10.63	-	-	22.78	100.00
Sivarom Nature Plus2 Project (Sukhumvit - Bangpu)	42.00	19.59	-	-	42.00	100.00
Sivarom Village Project (Sukhumvit - Bangpu 58)	76.64	35.75	-	-	76.64	100.00
Total revenue from properties for sale	214.39	100.00	134.08	100.00	80.31	59.90



Revenue from properties for sale in the 1st quarter of 2023 amounted to Baht 214.39 Million, an increase of 59.90 percent or Baht 80.31 Million from Baht 134.08 Million in the 1st quarter of 2022, mainly due to a gain in revenue from properties for sale of all types of projects, detached houses, twin house and townhome. It recognizes revenue from 5 projects, namely Sivarom City Project (Nikom Phatthana - Rayong), Sivarom Grand Project (Sukhumvit – Bangpu, Sivarom Nature Plus Project (Assumption - Sriracha, Sivarom Nature Plus2 Project (Sukhumvit - Bangpu) and Sivarom Village Project (Sukhumvit - Bangpu 58). But in the 1st quarter of 2022, there were 4 projects with revenue recognition.

Cost of Sales and Operating Expenses

Cost of Sales

For the 1st quarter of 2023, the cost of projects for sale amounted to Baht 142.90 Million which increase of 59.47 percent or Baht 53.29 Million compared to the 1st quarter of 2022. According to an increase in revenue from project sales in that period. The Company's gross profit margin from real estate sales in the 1st quarter of 2023 was 33.34 percent, slightly increasing from 33.16 percent in the 1st quarter of 2022.

Selling and Administrative Expenses

Selling and administrative expenses in the 1st quarter of 2023 amounted to Baht 38.03 Million, an increase from the previous year with selling and administrative expenses of Baht 29.73 Million. However, selling and administrative expenses to total revenue decreased from 17.67 percent for the 1st quarter of 2022 to 22.11 percent. While selling expenses in this quarter amounted to Baht 17.09 Million, representing 7.94 percent of total revenue, a decrease from 9.33 percent in the 1st quarter of 2022, While administrative expenses amounted to Baht 20.94 Million, representing 9.73 percent of total revenue, a decrease from 12.78 percent in the 1st quarter of 2023. Due to the recognition of project revenues that increased by 59.90 percent.

Financial Costs

Financial cost in the 1st quarter of 2023 had Baht 3.90 Million, an increase Baht 2.25 Million from the amount of Baht 1.66 Million in the 1st quarter of 2022, Mainly due to borrowing for management to support business growth.



Net Profit

For the 1st quarter of 2023, the Company was a net profit of Baht 24.22 Million, a decrease of 137.50 percent or Baht 14.02 Million compared to a net profit of Baht 10.20 Million in the 1st quarter of 2022. In the 1st quarter of 2023, the Company had a net profit margin of 11.25 of total revenue, a decrease from a net profit margin of 7.58 percent in the 1st quarter of 2022. from recognizing revenue from 3 projects which are Sivarom Nature Plus Project (Assumption-Sriracha), Sivarom Nature Plus 2 Project (Sukhumvit - Bangpu) and Sivarom Project Village (Sukhumvit-Bangpu 58)

FINANCIAL POSITION AS OF MARCH 31, 2565

Total Assets

As of March 31, 2023, the Company had total assets of Baht 1,476.43 Million, an increase of Baht 270.83 Million or 22.46 percent compared to December 31, 2022. Current assets were 1,346.16 Million which increased Baht 273.97 Million from December 31, 2022, mainly due to the increase in inventories. The Company has inventories equal to Baht 1,270.48 Million increasing from year-end 2022 in the amount of Baht 255.94 Million or 25.23 percent because the Company has developed additional real estate projects to support the continued growth of sales. While non-current assets are 130.27 Million, a decrease of Baht 2.93 Million compared to December 31, 2021, mainly attributable to decrease in right-of-use assets.

Total Liabilities

Liabilities of the Company as of March 31, 2023, were 677.55 Million which increase Baht 10.66 Million from December 31, 2022. It consists of Current liabilities of Baht 652.42 Million which increase Baht 18.23 Million and Non-current liabilities of Baht 25.13 Million which decrease Baht 7.57 Million. However, as of March 31, 2023, The Company has liabilities for trade payables of Baht 224.65 Million which increased from the Baht 180.42 Million as of 31 December 2022 as a result of project development more than last year. But the long-term loan decreased by Baht 6 Million according to the contract period that is due.



Total Shareholders' equity

Shareholders' equity of the Company as of March 31, 2023, was Baht 798.88 Million which increase Baht 260.17 Million compared to December 31, 2022, The main factor comes from the Company's initial public offering (IPO) of 130 Million newly issued ordinary shares, worth Baht 286 Million on February 8, 2023 and an increase in retained earnings in the amount of Baht 24.22 Million.

Cashflow

The Company has net cash carried over as of December 31, 2022, equal to Baht 43.46 Million. As of March 31, 2023, the Company has net cash used in operating activities in the amount of Baht 209.22 Million, Net cash used in investing activities in the amount of Baht 0.43 Million and Net cash from financing activities in the amount of Baht 239.83 Million resulting in the cash balance as of March 31, 2023 in the amount of Baht 30.19 Million. Net cash used in operating activities for Real estate projects for sale was Baht 259.23 Million. The Company used net cash in investing activities to purchase the land, buildings and equipment for Baht 0.43 Million. For financing activities, the Company received increasing registered capital in the Stock Exchange of Thailand in the amount of Baht 286 Million and repaying loans from financial institutions, Unrelated persons and companies amounting to Baht 22.33 Million.

Please be informed accordingly.

Yours sincerely,

Sivarom Real Estate Public Company Limited

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(Mr. Autthapawit Manothamraksa and Mr. Ronnarith Thitisuriyarax)

Authorized Directors