

August 10, 2023

Subject: Report of Financial Results as of 30 June 2023

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 second quarter of 2023 ended on 30 June 2023 which were reviewed by the auditor. The Company hereby clarifies the performance as follows:

Key Highlights

- Total Revenue during 2Q’23 and 1H’23 were THB 2,342.7 mm and THB 4,477.7 mm, which increased by 124.6% and 76.3%, respectively, from the same period of last year. The increase was mainly from higher recognized ownership transfer from completed condominium and housing projects, higher recognized of rental & service from construction management fees of joint venture projects and starting of recognized revenue from property management, agent and after sale service under Serve Solution Co.,Ltd, including higher other income from contract forfeiture.
- Net Income during 2Q’23 and 1H’23 were THB 111.9 mm and THB 184.4 mm, which increased by 894.0% and 990.2%, respectively, from the same period of last year. The increase was mainly from higher recognized ownership transfer from completed condominium and housing projects, higher recognized of rental & service from construction management fees of joint venture projects and starting of recognized revenue from property management, agent and after sale service under Serve Solution Co.,Ltd, including higher other income from contract forfeiture.
- Total pre-sales during 2Q’23 and 1H’23 were THB 4,029.8 mm and THB 8,431.9 mm (including Nue District R9 and Nue Cross Khukhot Station), which decreased by 20.7% and 26.7%, respectively, from same period of last year. The decrease was mainly from lower new launch projects from 2 new projects launched in 1H’23 compared to 9 new projects launched in 1H’22. Total pre-sale can be divided into new projects and under construction projects of THB 6,002.8 mm and inventory projects of THB 2,429.1 mm. Moreover, the company recorded a backlog at the end of 2Q’23 amounting to THB 16,673.2 mm (excluding Nue District R9 and Nue Cross Khukhot Station) which will be realized within the next 3 years.
- The Company launched 2 new projects in 1H’23 with the total project value of THB 4,000 mm, namely Nue Core Khukhot Station and Nue Hype Suksawat.
- As of 30 June 2023, the Company’s Net Interest Bearing Debt-to-Equity was 2.17 times, an increase from 1.83 times at end of 2022 due to higher interest bearing debt from issuance of bond and loan from financial institutions, including lower retained earnings from dividend payment for 2022 performance in May 2023.

1. Operating Results for 2Q'23

Unit : THB mm

Financial Statement	2Q'22	2Q'23	% Change	1H'22	1H'23	% Change
	THB mm	THB mm	YoY	THB mm	THB mm	YoY
Total Revenue						
Revenue from Sales of Real Estate Development Business	558.9	1,294.3	131.6%	1,666.6	2,527.1	51.6%
Revenue from Rental and Services	354.6	919.1	159.2%	697.5	1,641.3	135.3%
Other Income	129.8	129.3	(0.4%)	175.6	309.3	76.1%
Total Revenue	1,043.3	2,342.7	124.6%	2,539.7	4,477.7	76.3%
Total Expenses						
Cost of Sale-Real Estate Development Business	(430.3)	(865.8)	101.2%	(1,219.2)	(1,758.5)	44.2%
Cost of Rental and Services	(329.2)	(800.3)	143.1%	(620.0)	(1,408.5)	127.2%
Selling & Administration Expense	(318.2)	(370.8)	16.5%	(644.3)	(721.1)	11.9%
- Selling & Servicing Expense	(116.5)	(151.4)	29.9%	(276.7)	(303.3)	9.6%
- Administrative Expense	(201.7)	(219.4)	8.8%	(367.6)	(417.8)	13.7%
Total Expenses	(1,077.8)	(2,036.9)	89.0%	(2,483.5)	(3,888.0)	56.6%
Share of loss from joint ventures	(49.6)	(56.1)	13.0%	(59.5)	(116.8)	96.3%
Other Gain (loss)	146.5	3.5	(97.6%)	148.2	5.0	(96.6%)
Profit before Financial Cost and Income Tax	62.4	253.2	305.8%	144.9	477.8	229.8%
Financial Costs	(81.6)	(118.9)	45.7%	(165.5)	(238.4)	44.0%
Income Tax Expense	5.1	(22.5)	539.7%	(0.0)	(55.0)	117,075.3%
Non-Controlling Interests	0.0	(0.0)	31,893.0%	(0.0)	(0.0)	238.7%
Net Income (Loss)	(14.1)	111.9	894.0%	(20.7)	184.4	990.2%

Total Revenue

i) Revenue from Sales of Real Estate Development Business

Revenue from Sales of Real Estate Development Business during 2Q'23 and 1H'23 were THB 1,294.3 mm and THB 2,527.1 mm, which increased by 131.6% and 51.6%, respectively, from the same period of last year due to higher recognized ownership transfer from completed condominiums and housing projects such as Noble State Sukhumvit 39, Nue Srinakarin – Lasalle, Nue Ngamwongwan, Noble Around Ari, Noble BE19 Sukhumvit, and Nue Cove Norht Ratchapruek, etc.

ii) Revenue from Rental and Services

Revenue from Rental and Services during 2Q'23 and 1H'23 were THB 919.1 mm and THB 1,641.3 mm, which increased by 159.2% and 135.3%, respectively, from the same period of last year due to higher recognition of service from construction management fees of joint venture projects, including starting of recognized revenue from property management, agent and after sale service.

iii) Other Income

Other Income during 2Q'23 was THB 129.3 mm, which inline with 2Q'22 and THB 309.3 mm for 1H'23, which increased by 76.1% from the same period of last year due to higher 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 during 2Q'23 and 1H'23 were THB 865.8 mm and THB 1,758.5 mm, which increased by 101.2% and 44.2%, respectively, from the same period of last year due to an increase in ownership transfer from completed condominiums and housing projects.

ii) Cost of Rental and Services

Cost of Rental and Services during 2Q'23 and 1H'23 were THB 800.3 mm and THB 1,408.5 mm, which increased by 143.1% and 127.2%, respectively, from the same period of last year due to increase of construction management fees of joint venture projects and increase revenue from property management, agent and after sale service.

iii) Selling & Administrative Expenses

Selling & Administrative Expense during 2Q'23 and 1H'23 were THB 370.8 mm and THB 721.1 mm, which increased by 16.5% and 11.9%, respectively, from the same period of last year mainly from increase of expenses relating to ownership transfer, including increase of administrative expense from increase of staff expense in line with business expansion and increase of juristic expenses from completed projects.

Other Gain (Loss)

Other Gain during 2Q'23 and 1H'23 were THB 3.5 mm and THB 5.0 mm, which decreased by 97.6% and 96.6%, representing, from the same period of last year mainly from no realized gain from sale of the investment in 1H'23 compared to gain from sale of the investment in RC Area Co.,Ltd in the same period of last year.

Total Gross Profit

Total Gross Profit during 2Q'23 and 1H'23 were THB 547.3 mm and THB 1,001.5 mm, which increased by 255.5% and 90.8%, respectively, from the same period of last year. The increase was mainly from higher recognized ownership transfer from completed condominium and housing project, higher recognition of rental & service from construction management fees of joint venture projects and start recognized revenue from property management, agent and after sale service. However, total gross profit margin during 2Q'23 and 1H'23 were 24.7% and 24.0%, respectively, In addition, gross profit margin from real estate during 2Q'23 and 1H'23 were 33.1% and 30.4%, respectively.

Gross Profit Margin	2Q'22	2Q'23	1H'22	1H'23
Gross Profit Margin - Real Estate	23.0%	33.1%	26.8%	30.4%
Gross Profit Margin - Rental & Service	7.2%	12.9%	11.1%	14.2%
Total Gross Profit Margin	16.9%	24.7%	22.2%	24.0%

Financial Costs

Financial Costs during 2Q'23 and 1H'23 were THB 118.9 mm and THB 238.4 mm, which increased by 45.7% and 44.0%, respectively, from the same period of last year due to higher issuance of bond (net) of THB 1,466.5 mm and increase of interest expense on loan from financial institutions to be recognized as expenses immediately upon ownership transfer from completed condominiums. In addition, the weighted average cost of fund in 2Q'23 was 4.76% which was higher than the rate of 4.32% in 2Q'22.

Net Income (Loss)

Net Income during 2Q'23 and 1H'23 were THB 111.9 mm and THB 184.4 mm, which increased by 894.0% and 990.2%, respectively, from the same period of last year. The increase was mainly from higher recognized ownership transfer from completed condominium and housing projects, higher recognized of rental & service from construction management fees of joint venture projects and starting of recognized revenue from property management, agent and after sale service under Serve Solution Co.,Ltd, including higher other income from contract forfeiture. The Company's Net Profit Margin during 2Q'23 and 1H'23 were 4.8% and 4.1%, respectively.

Pre-Sales Performance

Unit : THB mm

Type of Customer	2Q'22	2Q'23	YoY	1H'22	1H'23	YoY
Local	4,369.2	2,757.9	-36.9%	9,998.7	5,756.3	-42.4%
Overseas	713.4	1,272.0	78.3%	1,497.4	2,675.6	78.7%
Total Pre-Sales	5,082.7	4,029.8	-20.7%	11,496.1	8,431.9	-26.7%

Total pre-sales during 2Q'23 and 1H'23 were THB 4,029.8 mm and THB 8,431.9 mm (**including** Nue District R9 and Nue Cross Khukhot Station), which decreased by 20.7% and 26.7%, respectively, from same period of last year. The decrease was mainly from lower new launch projects from 2 new projects launched in 1H'23 compared to 9 new projects launched in 1H'22.

As of 30 June 2023, the Company's backlog was THB 16,673.2 mm (**excluding** Nue District R9 and Nue Cross Khukhot Station). This backlog will be recognized as revenue from 3Q'23-2025 with approximately 13% to be recognized in 2023.

2. Financial Position

Unit : THB mm

Financial Position	End of 2022	End of 2Q'23	Amount Change
Total Assets	22,496.5	23,573.2	1,076.7
Total Liabilities	16,554.3	17,726.8	1,172.5
Total Shareholder's Equity	5,942.2	5,846.4	(95.8)

Total Assets

As at 30 June 2023, the Company's total Assets was THB 23,573.2 mm, increased by THB 1,076.7 mm from year-end 2022. The increase was mainly from i) Real Estate Development Cost increased by THB 1,819.5 mm due to increase development of projects under construction ii) Trade and Other Accounts Receivable increased by THB 497.1 mm due to increase accrued service fee income and construction management fee of joint venture projects.

The key components of Assets in the Company consist of i) Real Estate Development Cost of THB 13,644.6 mm, ii) Inventories of THB 1,532.9 mm, iii) Cash & Cash Equivalents, and Pledged fixed deposits of THB 865.1 mm, iv) Right of use assets of THB 1,036.8 mm.

Total Liabilities

As at 30 June 2023, the Company's total Liabilities was THB 17,726.8 mm, increased by THB 1,172.5 mm from year-end 2022 due to total interest bearing debt increased by THB 918.0 mm from higher issuance of bond (net) THB 760.0 mm and loan from financial institutions (net) of THB 158.0 mm during 1H'23.

The key components of Liabilities in the Company consist of i) Loan from Financial Institutions of THB 5,289.9 mm for projects under construction and new projects launched in 2023, ii) Bond of THB 8,261.3 mm, iii) Deposits and Advance Received from Customers of 1,056.7 mm, and iv) Trades and Other Accounts Payable of THB 1,676.0 mm.

Total Shareholder's Equity

As at 30 June 2023, the Company's total Shareholder's Equity was THB 5,846.4 mm, decreased by THB 95.8 mm from the year-end 2022 due to decrease of retained earnings from dividend payment for 2022 performance of THB 273.9 mm or 0.20 Baht per share, including impact on other comprehensive income of share of other comprehensive income of associate accounted for using the equity method.

As at 30 June 2023, the Company's Debt to Equity was 3.03 times, increased from 2.79 times in 2022. 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 30 June 2023 was 2.17 times, increased from 1.83 times in 2022 mainly from to higher interest bearing debt from issuance of bond and loan from financial institutions, including lower retained earnings from dividend payment for 2022 performance. 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 2022	For the 6-month period ending 2023
Gross Profit Margin (%)	25.4%	24.0%
Net Profit Margin (%) ^{/1}	5.2%	4.1%
Return on Equity (%) ^{/2}	7.9%	11.6%
Return on Asset (%) ^{/3}	4.5%	5.6%
Debt to Equity (times)	2.79x	3.03x
Net Debt to Equity (times)	2.50x	2.89x
Net Interest- Bearing Debt to Equity (times)	1.83x	2.17x

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