

15 August 2023

Subject Clarification of operating result for the second quarter 2023
Attention President, The Stock Exchange of Thailand

SENA Development Public Company Limited (“the Company”) would like to clarify the operating result of the Company and its subsidiaries (“the Group”) for the quarter ended June 30th, 2023 as follows;

With the reference to the 6-month consolidated financial statement (consolidated with the operation result of the Joint Venture companies) as notes in Financial Note 8 in the financial statement as of June 2023, the total revenue of main business was 4,427 Million Baht, comprised of the revenue from the real estate business 3,840 Million Baht, the rental and services business 307 Million Baht and the solar business 280 Million Baht. The profitability resulted in Gross profit and Net profit at 35% at 9.5% respectively where the net profit of SENA was 213 Million Baht.

Revenue from units' ownership transfer	3M2023		Total	3M2023		Total	Change (%)
	30 June 2023			30 June 2022			
	Consolidated	Joint Venture		Consolidated	Joint Venture		
Condominium	266	1,479	1,745	198	513	711	145%
House/Townhome/Retail	258	50	308	311	18	329	-6%
Total	524	1,529	2,053	509	531	1,040	97%

Revenue from units' ownership transfer	6M2023		Total	6M2023		Total	Change (%)
	30 June 2023			30 June 2022			
	Consolidated	Joint Venture		Consolidated	Joint Venture		
Condominium	571	2,669	3,240	358	1,073	1,431	126%
House/Townhome/Retail	540	60	600	543	26	569	5%
Total	1,111	2,729	3,840	901	1,099	2,000	92%

Total revenue from the residential units' ownership transfers (“the revenue from units' ownership transfers”), which is the main business of the Group in Q2/2023 was 2,053 Million Baht, consisted of;

- The revenue from units' ownership transfers under Non-Joint venture projects at 524 Million Baht, 377 Million Baht from SENA's projects and 147 Million Baht from SENX's projects.
- The revenue from units' ownership transfers under Joint venture projects at 1,529 Million Baht.

The projects that generated the significant revenue from units' ownership transfers in Q2/2023 were Niche Mono Ramkhamhaneg, SENA Kith Chalongsak – Latkrabang phase 1, Niche Pride Taopoon – Interchange and SENA Kith Chalongsak – Latkrabang phase 2.

In Q2/2023, the total revenue from units' ownership transfers of the Group including the Joint Ventures companies increased 1,013 Million Baht or 97% when compared to the same quarter last year. And increased 1,840 Million Baht or 92% for 6M2023.

For the 6M2023, the Group received the total revenue from units' ownership transfers at 3,840 Million Baht, comprised of the revenue from Non-Joint venture projects at 1,111 Million Baht (828 Million Baht from SENA's projects and 283 Million Baht from SENX's projects) and from Joint venture projects at 2,729 Million Baht. The total cost of units' ownership transfers was 2,546 Million Baht (66% of the total revenue from units'

ownership transfers) resulted in the gross profit from of units' ownership transfers at 1,249 Million Baht (34% of the total revenue from units' ownership transfers)

Referring to the financial note no.8	Value (Mb.)	%
Revenue from units' ownership transfers	3,840	100%
Cost of units' ownership transfers	(2,546)	(66%)
Gross profit from of units' ownership transfers	1,294	34%

The total Presale in Q2/2023 was 2,698 Million Baht generated from;

- The Presale under Non-Joint venture projects at 624 Million Baht.
- The Presale under Joint venture projects at 2,065 Million Baht.

67.30% of the Presale in Q2/2023 mainly was the Condominium projects under Joint venture with the breakdown as follow;

Company Model	Project Type	Presale		Cumulative Presale	
		Q2/2023 (Mb.)	%	Q2/2023 (Mb.)	%
SENA Development PCL.	Housing	276	10.27%	675	12.53%
	Condominium	348	12.96%	650	12.08%
Joint Venture	Housing	255	9.47%	519	9.64%
	Condominium	1,810	67.30%	3,539	65.75%
Total		2,698	100.00%	5,383	100.00%

For 6M2023, the Group received the total Presale volume at 5,383 Million Baht, comprised of the Presale under Non-Joint venture projects at 1,325 Million Baht and the Presale under Joint venture projects at 4,058 Million Baht.

Meanwhile, the Backlog of the Group as at Q2/2023 represented the Backlog value approximately at 6,879 Million Baht, divided into Non-Joint venture projects around 868 Million Baht and under Joint venture projects around 6,010 Million Baht. The following 4 Joint venture projects will start the units' ownership transfers in 2H2023;

1. Flexi Taopoon – Interchange and (SENA HHP 23 Company Limited)
2. SENA Kith Westgate - Bang Bua Thong 2 (SENA HHP 16 Company Limited)
3. SENA Kith BTS Saphanmai (SENA HHP 18 Company Limited)
4. SENA Kith Rattanathibet - Bangbuathong (SENA HHP 24 Company Limited)

Where these 4 projects will ensure the Group's revenue recognition. Moreover, the total value at 27,224 Million Baht of the inventories under the Group as at Q2/2023 will be the vital part in value creation and the revenue enhancement of the Group in the future.

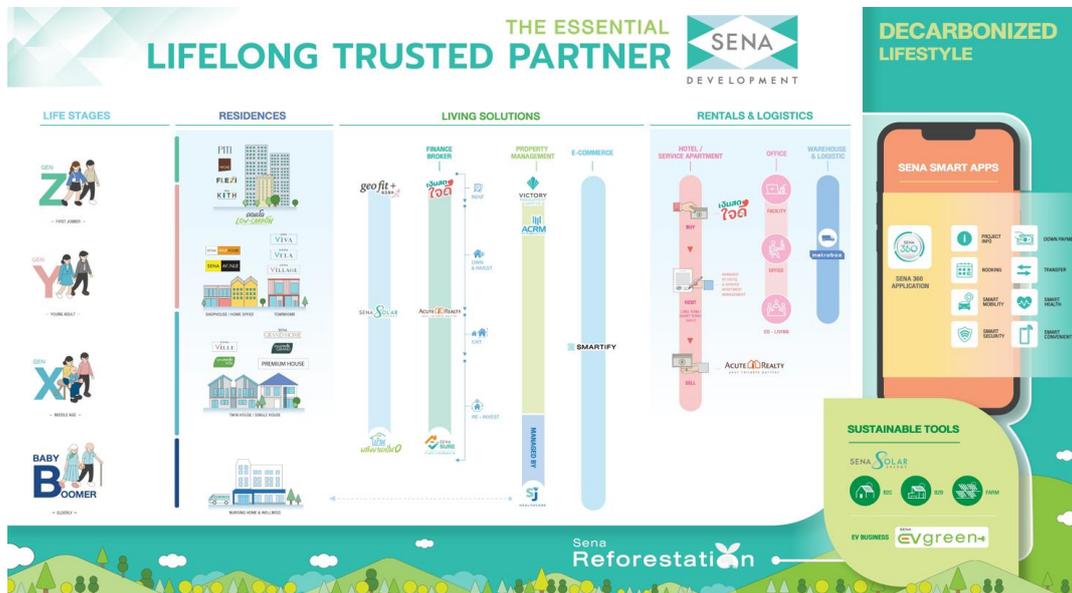
The go forward approach of the Group has been derived from SENA's DNA when develop the projects "Better Details bring greater Comfort" thus we outline the vision for the Group's future to be "the Essential Lifelong Trusted Partner" through 2 strategies;

1. Convenient Living : Be attentive to detail in developing the innovative residential design with more useful functions both in Condominium and housing projects in respond to the comfortable living through Geo Fit+ process. The Geo Fit+ process starts with collecting the residents’ opinions then developed into product prototypes, tested by the residents and customers in the Geo Fit+ Lab and eventually produced to serve the residents.
2. Sustainable Living : Place importance on the sustainable living ideas financially and environmentally with the SMART CITY concept adaptation such as Smart Energy / Smart Mobility / Smart Living / Smart Environment and Smart People in the project. Where our residents’ can daily live a lower-carbon lifestyle effortlessly in SENA’s projects as if planting a tree every day."

(2.1) Brought in the Zero Energy House (ZEH) concept from Japan and conjointly developed with our Japanese partner - Hankyu Hanshin Properties (HHP) to make the ZEH prototype in Thailand. Along with the co-development between SENA and CHULA UNISEARCH to seek for the Thermal Comfort that suitable for the environment and lifestyle of Thai people whilst still able to maximize the energy-saving in the unit. By minimize the energy use inside the unit through the proper unit design (Passive Design) and the efficient use of energy including having the Renewable energy function.



(2.2) Low-carbon condominium development with the SMART CITY concept to build the Low-carbon Lifestyles for future sustainability. Nevertheless, to become the Essential Lifelong Trusted Partner, the Group has started the new businesses development in various sector besides the residential development which are;



- Juristic person management business: the Group has 2 subsidiaries which are Victory Management Service Co., Ltd. for the Juristic person management of the projects under the Group. And ACR Management Co., Ltd. for the Juristic person management of the project(s) outside the Group to support the growth in the future.
- Financial lending services business: this business will be performed by Ngernsod Jaidee Co., Ltd. who has the Personal Loan license and Nano Finance license granted by Bank of Thailand to operate the hire

purchase of Condominium units for the purpose of the Group's augmentation in sales and revenue recognition of the real estate sector.

- Market place business for the household and residential-related goods: the Group has initiated the system and business plan to serve the E-commerce market in the future.
- Healthcare services business: the services concerning with healthcare and aging will be under operation of S.J. HEALTHCARE Co., Ltd. that has been specifically set up for this business.
- Warehouse and logistics business: with a rentable area of 16,500 sq.m., the ready-built warehouse in Sukhumvit 50 zone has 90% occupancy rate and the Group envisaged expanding the storage area for another 30,000 sq.m. in other areas.
- Renewable energy business: under the management of Sena Solar Energy Co.,Ltd., we partnered with the renowned renewable company "Shizen" under the Joint Venture Agreement to enlarge the complete services with regard to the solar business for both Private PPA and EPC.
- Reforestation business: the Group has been authorized to reforest the area over 40,000 Rais (6,400 Hectares approximately) in Phrae province and Kamphaeng Phet province of Thailand.

All in all, the Group initiated the new businesses with the aim to uplift the comfortability of residents' daily lives in all aspects and to continuously develop our core real estate business of the condominium projects, housing projects, retail, and warehouse for investment to succeed the profitability.

The breakdown of all operating results of the real estate development business and other related businesses in Q2/2023 is as follows;

1. Total revenue of the Company and its subsidiaries "(the Group)" comparing between Q2/2023 and Q2/2022

	2Q/2023		2Q/2022		Increase/ (-)Decrease (%)	6M2023		6M2022		Increase/ (-)Decrease (%)
	Million Baht	%	Million Baht	%		Million Baht	%	Million Baht	%	
Revenue from Real estate	524	57%	509	53%	3%	1,111	61%	901	61%	23%
Revenue from rental and services	333	36%	454	47%	-27%	623	34%	562	38%	11%
Revenue from solar business	65	7%	3	0%	1816%	77	4%	7	1%	951%
Total revenues	922	100%	966	100%	-5%	1,811	100%	1,471	100%	23%
Other Income	71	0%	156	0%	-55%	101	0%	488	0%	-79%
Total	993	0%	1,122	0%	-12%	1,912	0%	1,958	0%	-2%

Note: Other main income consists of project management income, interest income, income from contract termination. profit resulting from loss of control in subsidiaries, Profit from bargain purchase of investments in subsidiaries.

*Revenue 524 Million Baht includes only an income from the units ownership transfers under Non joint venture projects. As described at the beginning of the report, the revenue from the unit ownership transfers of Joint venture projects in the amount of 1,529 Million Baht will be reflected as the joint venture's performance in the line "share of profit (loss) of associates and joint ventures" instead of consolidate revenue in SENA's financial statement.

For the second quarter of 2023, the Group had total core income of 922 Million Baht, a decrease of 5 percent or 44 Million Baht compared to the same quarter of the previous year at 966 Million Baht, mainly due to a decrease in rental business income 27 percent, while the revenue from units ownership transfers rose slightly at 3 per cent. However, revenue from the solar business grew remarkably at 1,816 per cent.

Total core income in 6M2023 amounted to 1,811 Million Baht, an increase of 23 percent or 340 Million Baht compared to the same period last year with total core income of 1,471 Million Baht.

1.1 Revenue from the sale of real estate business (from units' ownership transfers) can be described in detail as follows.

1.1.1 Revenue from the sale of real estate business of the company and its subsidiaries (excluding joint venture companies). For revenue from project sales in 2Q/2023, 2Q/2022 and 6M/2023, 6M2022 can be analysed by product type as shown in the table below.

Product Type	2Q/2023		2Q/2022		Increase/ (-)Decrease %	6M2023		6M2022		Increase/ (-)Decrease %
	Million Baht	%	Million Baht	%		Million Baht	%	Million Baht	%	
Condominium	266	51%	198	39%	34%	571	51%	358	40%	60%
Single-detached/Townhome/ Commercial-Building	258	49%	311	61%	-17%	540	49%	543	60%	-1%
Total	524	100%	509	100%	3%	1,111	100%	901	100%	23%

2Q/2023 recognized revenue from units' ownership transfers in the amount of 524 Million Baht, consisting of the transfer of condominium ownership in the amount of 266 Million Baht and the low-rise in the amount of 258 Million Baht, an increase of 3 percent compared to the same period last year. The main income comes from the transfer of ownership in condominiums. It grew significantly at 34 per cent while the transfer of horizontal ownership decreased slightly at 17 per cent compared to the same period last year.

For 6M2023, the revenue from ownership transfer was recognized in the amount of 1,111 Million Baht, an increase of 23 percent compared to the same period last year. The transfer of ownership from condominiums amounted to 571 Million Baht, a remarkable growth of 60 percent, while the transfer of horizontal ownership was 540 Million Baht, a slight decrease of 1 percent.

- Recognition of unit's ownership transfer income from 20 condominium projects with a total value of 571 Million Baht. This is the result of revenue from two projects with the highest income in this six-month, namely "Flexi Rattanathibet" project and "SENA KITH MRT Bang Khae Phase 2" project, totaling 2 projects worth 382 Million Baht accounted for 67 percent of the total income from projects for sale, while projects under the "SENA KITH" and "Niche" brands continued to generate income in the six-month period of 143 Million Baht. It is 25 percent of the total project revenue for sales.
- Recognition of revenue from units ownership transfer of 25 horizontal projects with a total value of 540 Million Baht, a slight decrease of 1 percent compared to the same period last year which amounted to 543 Million Baht. The main income came from the transfer of the "SENA Village Ramintra Km.9" in the amount of 137 Million Baht, accounting for 25 percent of the total project revenue for sale. and SENX group projects that SENA has invested in expanding the real estate portfolio able to generate low-rise income in these six months from 13 projects in the amount of 236 Million Baht, accounting for 44 percent of the total low-rise project revenue. Revenues from main projects are 2 SENA Avenue brand projects in the amount of 107 Million Baht, 4 SENA Village brands in the amount of 49 Million Baht and SENA Viva brand in the amount of 41 Million Baht, accounting for 20 percent, 9 percent and 8 percent. of the income of all low-rise projects for sale, respectively

In addition, the revenue from units' ownership transfers under SENX group projects was also recognized from the original projects that SENA developed further. By recognizing revenue from 6 projects in the amount of 46 Million Baht, namely the Miami Bangpoo project and the J Condo Sathorn-Kanlapaphruek project.

1.1.2 The total income of the joint venture company

For the total revenue in 2Q/2023 and 2Q/2022, 6M2023 and 6M2022 can be analyzed according to the table below.

Product Type	2Q/2023		2Q/2022		Increase/ (-)Decrease %	6M2023		6M2022		Increase/ (-)Decrease %
	Million Baht	%	Million Baht	%		Million Baht	%	Million Baht	%	
Condominium	1,479	97%	513	97%	189%	2,669	98%	1,073	98%	149%
Single-detached/Townhome/ Commercial-Building	50	3%	18	3%	170%	60	2%	26	2%	135%
Total Revenues	1,529	100%	531	100%	188%	2,729	100%	1,098	100%	148%
Other Income	33		67		-51%	67		117		-42%
Total	1,562		598		161%	2,796		1,215		130%

Note: total income from joint venture It is one of the items showing the results of the joint venture, in the line "Share of profit (loss) from Investments in joint ventures"

In 2Q/2023, the total revenue of 14 real estate joint venture companies amounted to 1,562 Million Baht, an outstanding growth of 161 percent compared to the same period last year with total revenue of 598 Million Baht, resulting in total revenue for the period of 6M2023 to 2,796 Million Baht, an increase of 130 percent or 1,581 Million Baht compared to the same period last year.

- For Q2/2023, revenue recognition of 12 condominium projects grew 189 percent from 513 Million Baht in Q2/2022 to 1,479 Million Baht in Q2/2023, mainly due to revenue recognition from almost every project that continuously recognizes revenue. There are 3 new projects that generate income this year, amounting to 527 Million Baht or 34 percent of the total project revenue for sale, namely Piti Sukhumvit 101, Niche Mono Rama 9 and SENA KITH Chalongkrung - Ladkrabang and the six-month period, income from the sale of condominiums increased 149 percent from 1,073 Million Baht in 2Q/2022 to 2,669 Million Baht in 2Q/2023.
- Recognition of low-rise income of 2 projects grew 170 percent from 18 Million Baht in Q2/2022 to 50 Million Baht in Q2/2023, namely 1) SENA Vela Theparak - Bangbo and 2) SENA VIVA Chalongkrung - Latkrabang resulting in the six-month period, the revenue recognition of low-rise projects grew 135 percent from 26 Million Baht in the 2nd quarter of 2022 to 60 Million Baht in 2Q/2023.

1.2 Rental and service income

Rental and service income consists of rental and service of apartments and warehouse for rent, Project Management, Construction contractors for joint venture projects, Community Mall, Solar roof rental, golf course service and Brokerage and hire-purchase advisory services.

For Q2/2023, the Company and its subsidiaries had rental and service income of 333 Million Baht, a decrease of 27 percent compared to the same period last year with an income of 454 Million Baht, mainly due to the period of the Project management contract which started contracting in Q2/2022. By collecting service fees retrospectively from January – June 2022 Therefore causing the difference in service income for the 3-month period. But if comparing the service income during the 6-month period, the value will be similar.

However, this quarter Juristic person management income and golf service income has grown significantly at 108 percent from 30 Million Baht in the Q2/2022 to 63 Million Baht in Q2/2023, resulting in rental and service income during the period. Six-month revenue was 623 Million Baht, an increase of 11 percent compared to the same period last year with revenue of 562 Million Baht.

1.3 Revenue from solar group

For Q2/2023 and 6M2023, the company had revenue from the solar group in the amount of 65 Million Baht and 77 Million Baht, respectively. For the three-month period, solar revenue grew at 1,816 percent from 3 Million Baht to at 65 Million Baht from solar installation for Index Group. As a result, the six-month solar revenue amounted to 77 Million Baht, an increase of 951 percent compared to the same period last year of 7 Million Baht.

1.4 Other Income

For Q2/2023 and 6M2023, there were other incomes of 71 Million Baht and 101 Million Baht, respectively. Other income decreased by 55 percent and 79 percent, respectively. The reason because in the same period of Y2022, the Company had profit from the bargain purchase of a subsidiary (SENX) in the amount of 212 Million Baht and the adjustment of the project management contract of 64 Million Baht and the recognition of the sale of assets of a subsidiary of 37 Million Baht.

2. Cost of selling real estate

For Q2/2023, the cost of project sales was 345 Million Baht, a decrease of 30 Million Baht or 8 percent compared to the same period last year. While the cost of project sales for 6M2023 amounted to 729 Million Baht, an increase of 19 percent compared to the same period last year. according to the increase in revenue from project sales in that period. The ratio of cost of sales to revenue from sales for Q2/2023 and 6M2023 was 66 percent.

The gross profit margin on total revenue for Q2/2023 was 34 percent, up from 26 percent in Q2/2022, as well as the gross margin for 6M2023. That's 34 percent from 32 percent in the same period last year.

2.1 Cost of rental and services

Cost of rental and services in Q2/2023 and 6M2023 amounted to 203 Million Baht and 362 Million Baht, respectively, with the cost of sales to revenue ratio of 61 percent and 58 percent. The cost of rental and service rental increases in line with the increase in the cost of living.

2.2 Cost of solar business

For Q2/2023 and 6M2023 The cost of solar business is 55 Million Baht and 63 Million Baht, or the cost of sales per revenue is 85 percent and 81 percent respectively which the cost of this group still has a stable position

2.3 Selling and administrative expenses

For 2Q/2023, selling and administrative expenses amounted to 220 Million Baht, or 22 percent of total revenue, an increase of 12 percent compared to the same period last year. As a result, for 6M2023, sales and marketing expenses amounted to 447 Million Baht, accounting for 25 percent of total revenue, an increase of 24 percent compared to the same period last year. This was in line with the substantial growth in ownership transfer income. However, selling and administrative expenses in the second quarter increased

because 3 more projects were launched, the project value was 2,330 Million Baht, and the cumulative total of 6 projects was launched. The total project value is about 4,371 Million Baht.

3. Recognition of share of profit (loss) from associates and joint ventures

Recognition of share of profit (loss) from joint ventures in real estate, solar business and office buildings for rent, the company has continuously received share of profit from all business in the Group in 2Q/2023 in the amount of 109 million. baht, an increase of 134 Million Baht or 134 percent compared to the same period last year, resulting in 6M2023 SENA recognized share of profit of 199 Million Baht, an increase of 125 Million Baht or 168 percent from investment in real estate development projects, and continuously recognized profit sharing from solar farms.

4. Financial cost

For Q2/2023, the amount was 126 Million Baht, an increase of 32 Million Baht or 34 percent compared to the same period last year. And the six-month period was at 229 Million Baht, an increase of 63 Million Baht or 38 percent, mainly due to the policy of continuously increasing interest rates of financial institutions.

5. Net profit

For Q2/2023, SENA and its subsidiaries had a net profit of 148 Million Baht or 15 percent of total revenue, a decrease of 40 percent or 100 Million Baht compared to the same period of the previous year that was 248 Million Baht. The sixth-month period of 2023 had a net profit of 239 Million Baht or 12 percent of total revenue, a decrease of 61 percent compared to the same period last year that amounted to 615 Million Baht. The main factor comes from the same period last year, there was an extra profit from the bargain purchase of SENX company in the amount of 212 Million Baht, and there was an adjustment of the project management contract of 64 Million Baht and recognized the sale of assets of a subsidiary of 37 Million Baht after deducting extra profits of the same period last year. SENA and its subsidiaries had a net profit for the six-month period of 2023 in the amount of 302 Million Baht or 15 percent of total revenue, a decrease of 21 percent or 63 Million Baht due to the increasing of financial costs.

6. STATEMENT OF FINANCAIL POSITON

Table : Statement of financial position as of 30 June 2023 and 31 December 2022 is as follows;

	30 June 2023 (MB.)	31 December 2022 (MB.)	Increased/ (Decreased) (MB.)
Total Assets	24,162	23,363	799
Total Liabilities	14,095	13,411	685
Shareholders' Equity of parent	7,989	7,897	92
Non-controlling interests	2,078	2,056	22

7. Total Assets

As of 30 June 2023, the Group had total assets of 24,162 Million Baht, an increase of 799 Million Baht compared to 31 December 2022. Current assets were 12,027 Million Baht, an increase of 303 Million Baht compared to 31 December 2022 due to the increase in the cost of real estate development for sale, both

existing projects that are still being developed and new projects open in 2023. As for the increase in short-term loans which SENA lends to related companies to use as working capital in the business. While non-current assets amounted to 12,135 Million Baht, an increase of 496 Million Baht compared to December 31, 2022, mainly due to investments with Hankyu Hanshin Properties Corp (HHP) to develop 4 additional projects, namely, “SENA Vela Sukhumvit Bangpu” project, “Flexi Ramkhamhaeng 189” project, “SENA KITH Sridan Station” project and “SENA Kith MRT Petchkasem 48” project and have called for the capital increase shares in order to develop real estate projects in the existing projects and new projects.

8. Total Liabilities

As of June 30th, 2023, SENA has total liabilities of 14,095 Million Baht, an increase of 684 Million Baht compared to December 31, 2022, with current liabilities of 6,746 Million Baht, a decrease of 98 Million Baht. SENA has repaid short-term promissory notes and partly from the classification from long-term loans to long-term debt due within one year. Non-current liabilities amounted to 7,351 Million Baht, an increase of 783 Million Baht, which came from loans from financial institutions. And SENA has issued debentures in the amount of 2,000 Million Baht to repay the debentures due in the first quarter of 2023 and to be used as working capital with the debt to equity ratio at 1.4 times. The Group was able to maintain the financial ratio as specified throughout the debenture life. Determine the debt to equity ratio of the consolidated financial statements not exceeding 2.5 : 1.

9. Total Shareholders' Equity

As of June 30th, 2023, SENA had total shareholders' equity of 10,067 Million Baht, an increase of 114 Million Baht from December 31st, 2022. The factor came from the reduction of the registered capital and the increase of the registered capital to support the exercise of ESOP rights issued to executives and employees of the Group, and an increase from retained earnings in the period.

Yours Sincerely,

(Mrs.Weraporn Chaisiriyasawat)

Deputy Managing Director

SENA Development Public Company Limited