

Pinthong Industrial Park Public Company Limited

# MANAGEMENT DISCUSSION AND ANALYSIS



Q2 /2023



## Executive Summary

Operating Highlights	Q2/22	Q1/23	Q2/23	Change		1H/22	1H/23	Change
				+/-				
Unit : Million THB				%YoY	%QoQ			%YoY
Operating Revenue	50.7	478.5	291.7	474.8%	(39.0%)	416.4	770.2	85.0%
Gross Profit	9.9	250.0	152.1	1,437.5%	(39.2%)	207.1	402.1	94.1%
EBITDA	(3.5)	230.4	229.8	(6,760.4%)	(0.2%)	179.1	460.2	157.0%
Net Profit (Loss)	(43.2)	156.9	158.9	467.8%	1.2%	94.9	315.8	232.8%
Gross Profit Margin (%)	19.5%	52.2%	52.1%	32.7%	(0.1%)	49.8%	52.2%	2.5%
EBITDA Margin (%)	(5.6%)	47.0%	56.2%	61.8%	9.1%	40.7%	51.2%	10.4%
Net Profit Margin (%)	(70.7%)	32.0%	38.8%	109.5%	6.8%	21.6%	35.1%	13.5%

In 1H/2023, Pinthong Industrial Park Public Company Limited reported land transfers in a total of 147 Rai, backlog for pending revenue recognition of 70 Rai, and pre-sale of 383.0 Rai pending for revenue recognition within the second half of the year, resulting in total sales of 600 Rai, exceeding the Company's land sales target. This was driven by the opening of the country, the relocation of production bases due to the trade war between China and the U.S., and the growth prospects of the electric vehicle market. As a result, in Q2/2023, the Group reported a total Operating Revenue of Baht 291.7 million, increased by 474.8%, and Net Profit of Baht 158.9 million, increased by 467.8% compared to Q2/2022. In addition, in 2023, Pinthong Industrial Park Public Company Limited will continuously seek growth opportunities by seeking new lands for new industrial estate expansion, as well as seeking other business from the Company's existing customer base and new customers to grow the Company's recurring revenue and create added value for the Company in the future.

### YoY: Q2/2023 vs Q2/2022

- In Q2/2023, Pinthong Industrial Park Public Company Limited reported an Operating Revenue of Baht 291.7 million, increased by 474.8% from Q2/2022, due to the growth in revenue from real estate sales corresponding with the volume of land transfers. This was supported by the opening of the country, the relocation of production bases due to the trade war, and the growth prospects of the electric vehicle market, which resulted in more manufacturers of vehicles and electric vehicle parts setting up production bases in Thailand. As a result, the Company gained more new customers from the automotive industry, while revenue from sales and other services also increased.
- Gross Profit Margin was 52.1%, increased from 19.5% in Q2/2022, was due to revenue growth in all business units, especially from the major increase in revenue from real estate sales.
- Net Profit was Baht 158.9 million, increased by Baht 202.1 million, or 467.8% compared to Q2/2022, corresponding to an increase in total revenue and recognition of the revenue of the extraordinary items from the sale of the rental factory, as well as the Company's ability to manage costs more efficiently.

### QoQ: Q2/2023 vs Q1/2023

- In Q2/2023, Pinthong Industrial Park Public Company Limited reported an Operating Revenue of Baht 291.7 million, decreased by 39.0% from Q1/2023, due to a decrease in revenue from real estate sales corresponding with the volume of land transfers, as well as a decrease in rental income due to the factory lease agreement cancellation which was transformed into the purchase of land in Pinthong Industrial Estate to establish a new factory instead.
- Gross Profit Margin was 52.1%, slightly decreased from 52.2% in Q1/2023, displaying the Company's ability to maintain profitability.
- The Group reported Net Profit of Baht 158.9 million, increased by Baht 2.0 million, or 1.2%, compared to Q1/2023, corresponding to the increase in utility revenue and recognition of the revenue of the extraordinary items from the sale of the rental factory, as well as the lower cost of sales due to a decline in repair and maintenance costs of utilities, the cost of repairing common areas, and the cost of raw water.

### YoY: 1H/2023 vs 1H/2022

- In 1H/2023, Pinthong Industrial Park Public Company Limited reported an Operating Revenue of Baht 770.2 million, increased by 85.0% from 1H/2022, due to the growth in revenue from real estate sales corresponding with the volume of land transfers, while revenue from sales and other services also increased.
- Gross Profit Margin was 52.2%, increased from 49.8% in 1H/2022, due to revenue growth in all business units, especially from the increase in revenue from real estate sales as well as the Company's ability to manage costs more efficiently.
- The Group reported Net Profit of Baht 315.8 million, increased by Baht 220.9 million, or 232.8%, compared to 1H/2022, corresponding to the increase in total revenue and recognition of the revenue of the extraordinary items from the sale of the rental factory, as well as a decrease in financial cost, and the Company's ability to manage costs more efficiently.





## Key Milestones and Q2/2023 Significant Events



### Approval of dividend payment for operating results for the year 2022 to shareholders

Based on the operating results in 2022, the Group reported Net Profit of Baht 325 million, or 125.0%. The growth was due to the increase in land transfers and the continued expansion of the recurring income business. As a result, the Company approved the dividend for the operating results for the year 2022 at the rate of Baht 0.15 per share, with the dividend payment date set on May 25, 2023, for a total of Baht 174.0 million.



### Land reservations in the first half of the year exceeded the Company's projection.

In Q2/2023, the Group reported an increase in the pre-sale of land reservations of 383 Rai. At present, the backlog for pending revenue recognition is 70 Rai. In the first half of the year, the Company completed the land transfer of 147 Rai, resulting in an expected total sales of 600 Rai within this year. The increase in land transfers was mainly from both domestic and foreign customers, especially from China and customers in the automotive parts industry. The land transfers and pending revenue recognition have exceeded the Company's 2023 target of 420 Rai.

## Progress update in Q2/2023



### Logistics Park Project Development



- The construction of roads, utilities, and water supply systems was completed in June 2023.
- The first phase of the project is currently being developed on an area of 60,000 sq. m.

### Solar Power Project Development



- The installation of solar panels for customers was completed in July 2023, and the revenue will start to be recognized for the first time within the third quarter of 2023.

### Pinthong 5 Expansion Project Development



- The Pinthong 5 expansion Project, area of 1,155 Rai, is currently in the process of preparing an Environment Impact Assessment Report (EIA) and is expected to start recognizing revenue in early 2025.

## Operating Result

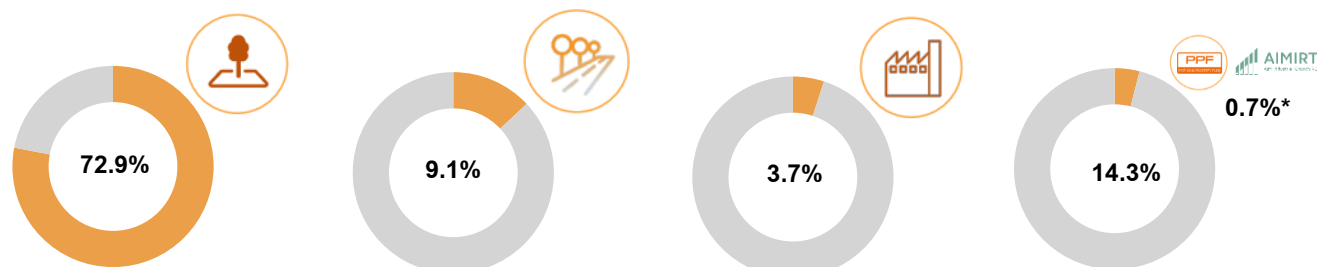
Overall operating result	Q2/22	Q1/23	Q2/23	Change +/-		1H/22	1H/23	Change +/-
Units: Million THB				%YoY	%QoQ			
<b>Operating Revenue</b>	<b>50.7</b>	<b>478.5</b>	<b>291.7</b>	<b>474.8%</b>	<b>(39.0%)</b>	<b>416.4</b>	<b>770.2</b>	<b>85.0%</b>
Cost of Sales and Service	40.8	228.5	139.6	241.7%	(38.9%)	209.2	368.1	75.9%
<b>Gross Profit</b>	<b>9.9</b>	<b>250.0</b>	<b>152.1</b>	<b>1,437.5%</b>	<b>(39.2%)</b>	<b>207.1</b>	<b>402.1</b>	<b>94.1%</b>
Other income	10.4	11.4	117.6	1,035.5%	931.5%	23.2	129.0	455.8%
Selling and distribution expenses	(2.8)	(8.7)	(11.2)	298.6%	27.8%	(8.8)	(19.9)	125.9%
Administrative expense	(36.1)	(40.2)	(45.6)	26.3%	13.6%	(73.4)	(85.8)	16.9%
Financial cost	(25.7)	(18.4)	(16.3)	(36.5%)	(11.2%)	(51.7)	(34.7)	(32.8%)
<b>Profit (Loss) before Income Tax</b>	<b>(44.4)</b>	<b>194.1</b>	<b>196.6</b>	<b>542.7%</b>	<b>1.3%</b>	<b>96.5</b>	<b>390.7</b>	<b>305.0%</b>
Income Tax expense	1.2	(37.2)	(37.7)	3,224.7%	1.3%	(1.6)	(74.9)	4,715.2%
<b>Net Profit (Loss)</b>	<b>(43.2)</b>	<b>156.9</b>	<b>158.9</b>	<b>467.8%</b>	<b>1.2%</b>	<b>94.9</b>	<b>315.8</b>	<b>323.8%</b>

Notes: Values may differ by one decimal point due to rounding

### Analysis of the Company's Income Statement

Pinthong Industrial Park Public Company Limited operates the development and management of industrial estates, utility facilities, commercial areas, and real estate development. The Company divides its business into 3 categories and others, which are as follows:

### 1H/2023 Operating Revenue Structure



#### Land Sales Business in Industrial Estate

- Currently, PIN has a total of 7 projects. They are divided into 6 industrial estates, which are PIN1-PIN6, and the Logistic Park project which is 'Pinthong Land'

#### Common Area and Utilities Service Business

- Common areas
- Wastewater treatment
- Water supply
- Electricity supply
- Raw water service
- Fiber Optic service

#### Warehouses/ Factories Rental Business

- Ready-built factories range in size from 1,000 - 10,000 sq. m.
- Factories and warehouses for rent which are built to suit service

#### Other income

- Income from Property Fund Asset Management. The Company acts as a property manager with more than 145,000 sq. m. of factories and warehouses under the supervision.
- Sales of Investment Properties
- Dividends

\*Note: Property management income of PPF and AIMIRT mutual funds is classified as other income.

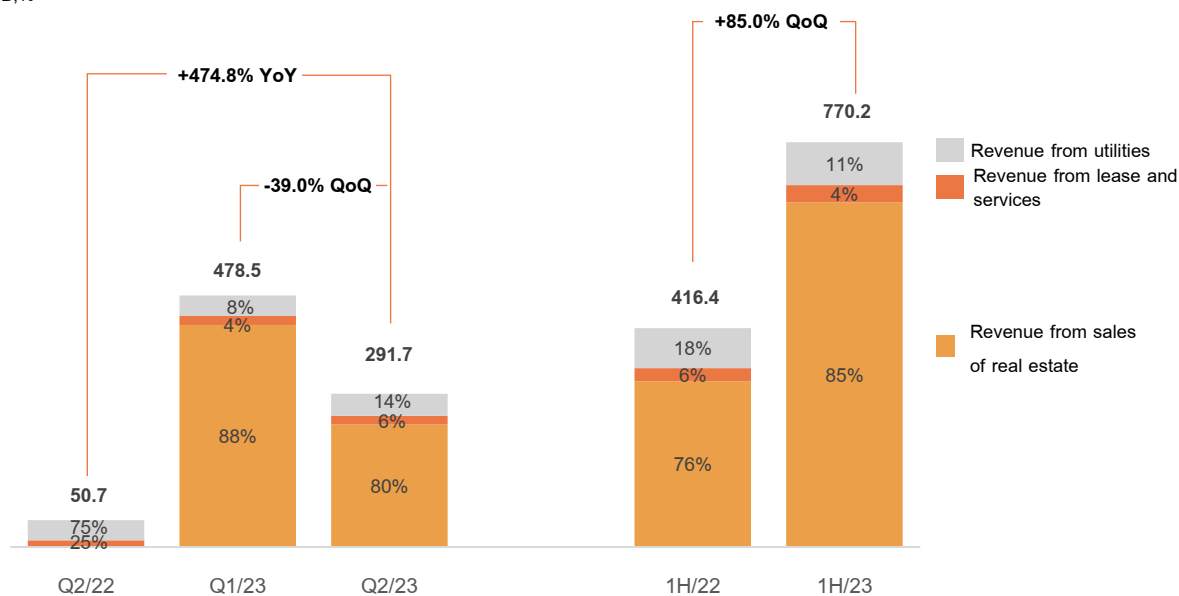
## Operating Result

Revenue Structure	Q2/22	Q1/23	Q2/23	Change		1H/22	1H/23	Change +/-
				+/-	+/-			
Unit: Million THB				%YoY	%QoQ			
<b>Operating Revenue</b>								
Revenue from Sales of Real Estate	-	422.2	233.1	-	(44.8%)	314.9	655.3	108.1%
Revenue from Lease and Services	12.7	16.9	16.3	28.4%	(3.8%)	25.4	33.2	31.0%
Revenue from Utilities	38.1	39.4	42.3	11.0%	7.3%	76.1	81.7	7.3%
<b>Total Operating Revenue</b>	<b>50.7</b>	<b>478.5</b>	<b>291.7</b>	<b>474.8%</b>	<b>(39.0%)</b>	<b>416.4</b>	<b>770.2</b>	<b>85.0%</b>
Other Income	10.4	11.4	117.6	1,035.5%	931.5%	23.3	129.0	455.8%
<b>Total Revenue</b>	<b>61.1</b>	<b>489.9</b>	<b>409.3</b>	<b>569.9%</b>	<b>(16.5%)</b>	<b>439.6</b>	<b>899.2</b>	<b>104.6%</b>

Notes: Values may differ by one decimal point due to rounding

### 1. Operating Revenue

Unit : Million THB,%



### +474.8% YoY: Q2/2023 vs Q2/2022

In Q2/2023, the Group reported consolidated operating revenue of Baht 291.7 million, increased by Baht 241.0 million, or 474.8% from Q2/2022, mainly due to:

- **Revenue from Real Estate Sales** increased by Baht 233.1 million in Q2/2023, due to the increase in the land transfer of 53.2 Rai from both domestic and foreign customers especially Chinese customers from the opening of the country, the relocation of production bases due to the trade war between China and the U.S., and the growth prospects of the electric vehicle market in both domestic and international, resulted in more manufacturers of vehicles and electric vehicle parts setting up production bases in Thailand. The Company gained more new customers from the automotive industry.
- **Revenue from Lease and Services** was Baht 16.3 million in Q2/2023, increased by Baht 3.6 million, or 28.4% due to an increase in the Company's new tenants, which the average leased area increased by 5,506 sq. m. In addition, the Company sold the rental factory in May 2023, resulting in a decrease in the rental area of 12,620 sq. m. while the remaining area was 31,084 sq. m., with an occupancy rate of 92.7% at the end of the period.
- **Revenue from Utilities** was Baht 42.3 million in Q2/2023, increased by Baht 4.2 million, or 11.0% from Q2/2022 due to an increase in sale in water supply and common area fees from an increased number of customers in the industrial estate, as well as revenue recognition for fiber optic services since May 2023.

**-39.0%**

**QoQ: Q2/2023 vs Q1/2023**

In Q2/2023, the Group reported consolidated operating revenue of Baht 291.7 million, decreased by Baht 186.8 million, or 39.0% from Q1/2023, mainly due to:

- **Revenue from Real Estate Sales** was Baht 233.1 million, decreased by Baht 189.1 million, or 44.8% due to a decrease in land transfer volume. In Q2/2023, the land transfer was 53.2 Rai, decreased by 40.8 Rai from 94.0 Rai in Q1/2023. However, at the end of the period, the Company had a backlog of 70.0 Rai and a pre-sale of 383.0 Rai, which will be gradually recognized by 2023.
- **Revenue from Lease and Services** was Baht 16.3 million in Q2/2023, slightly decreased by Baht 0.6 million, or 3.8% due to the factory lease agreement cancellation which was transformed into the purchase of land in Pinthong Industrial Estate to establish a new factory instead.
- **Revenue from Utilities** was Baht 42.3 million in Q2/2023, increased by Baht 2.9 million, or 7.3% due to the increase in sales in water supply and common area service fees based on customers' production activities and the increase in the number of customers in industrial estates, as well as revenue recognition for fiber optic services from new customers.

**+85.0%**

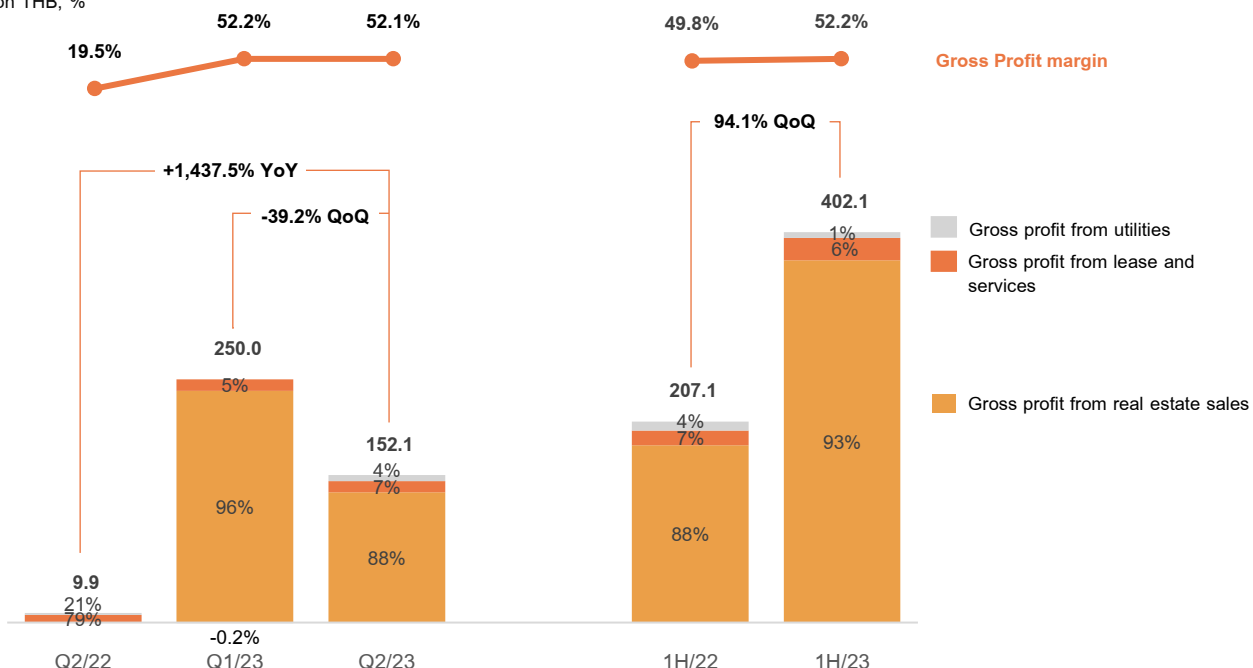
**YoY: 1H/2023 vs 1H/2022**

In 1H/2023, the Group reported consolidated operating revenue of Baht 770.2 million, increased by Baht 353.8 million, or 85.0% from 1H/2022, mainly due to:

- **Revenue from Real Estate Sales** was Baht 655.3 million in 1H/2023, increased by Baht 340.4 million, or 108.1% from 1H/2022, mainly due to the increase of 53.2 Rai in land transfers from domestic and foreign customers, especially Chinese customers from the opening of the country, the relocation of production bases due to the trade war between China and the U.S., and the growth prospects of the electric vehicle market in both domestic and international, resulted in more manufacturers of vehicles and electric vehicle parts setting up production bases in Thailand. The Company gained more new customers from the automotive industry. In 1H/2023, land transfer amounted to 147.2 Rai, increased by 73.3 Rai from 73.9 Rai in 1H/2022. At the end of the period, there was a backlog of 70.0 Rai and a pre-sale of 383.0 Rai, which the revenue will be gradually recognized by 2023.
- **Revenue from Lease and Services** as Baht 33.2 million in 1H/2023, increased by Baht 7.9 million, or 31.0% due to an increase in the Company's new tenants and the average leased area increased by 7,181 sq. m. In addition, the Company sold the rental factory in May 2023, resulting in a decrease in the rental area of 12,620 sq. m. while the remaining area was 31,084 sq. m., with an occupancy rate of 92.7% at the end of the period.
- **Revenue from Utilities** was Baht 81.7 million in 1H/2023, increased by Baht 5.5 million, or 7.3% due to an increase in sales in water supply and common area fees from an increased number of customers in the industrial estate, as well as the revenue recognition for fiber optic services since May 2023.

**2. Gross profit and Gross Profit**

Unit : Million THB, %



**+1,437.5%** YoY: Q2/2023 vs Q2/2022

#### **Gross Profit**

In Q2/2023, the Group reported Gross Profit of Baht 152.1 million, increased by Baht 142.2 million, or 1,437.5% compared to Q2/2022, mainly due to:

- **Gross profit from real estate sales** increased by Baht 134.3 million in Q2/2023, corresponding to the increase in real estate sales from an increase in land transfers. This was a result of the opening of the country, the relocation of production bases due to the trade war between China and the U.S., and the growth prospects of the electric vehicle market resulted in more manufacturers of vehicles and electric vehicle parts setting up production bases in Thailand. As a result, the Company gained more new customers from the automotive industry.
- **Gross profit from lease and service** was Baht 11.4 million in Q2/2023, increased by Baht 3.6 million, or 46.0% compared to Q2/2022, corresponding to the increase in sales from new tenants.
- **Gross profit from utilities** was Baht 6.4 million in Q2/2023, increased by Baht 4.3 million, or 205.7% compared to Q2/2022, corresponding to the increase in tap water sales, and common area service fees based on customers' production activities and the increasing number of customers in industrial estates. This includes the revenue recognition for fiber optic services, the lower cost due to the decline in repair and maintenance costs of utilities, and the decrease in the cost of raw water due to the greater use of natural water.

#### **Gross Profit Margin**

Gross Profit Margin was 52.1%, increased from 19.5% in Q2/2022 due to the revenue growth in all business units, especially from the major increase in revenue from real estate sales, as well as the Company's ability to manage costs more efficiently.

**-39.2%** QoQ: Q2/2023 vs Q1/2023

#### **Gross Profit**

In Q2/2023, the Group reported Gross Profit of Baht 152.1 million, decreased by Baht 97.9 million, or 39.2% compared to Q1/2023, mainly due to:

- **Gross profit from real estate sales** was Baht 134.3 million in Q2/2023, decreased by Baht 104.4 million, or 43.7%, corresponding to the decrease in real estate sales from a decrease in land transfers.
- **Gross profit from lease and service** was Baht 11.4 million in Q2/2023, slightly decreased by Baht 0.3 million, or 2.7% due to the factory lease agreement cancellation which was transformed into the purchase of land in Pinthong Industrial Estate to establish a new factory instead.
- **Gross profit from utilities** was Baht 6.4 million in Q2/2023, increased by Baht 6.8 million, or 1,440.5%, corresponding to the increase in water sales, and common area service fees based on customers' production activities and the increasing number of customers in industrial estates. This includes the revenue recognition for fiber optic services, the lower cost due to the decline in repair and maintenance costs of utilities, and the decrease in the cost of raw water due to the greater use of natural water.

#### **Gross Profit Margin**

Gross Profit Margin was 52.1%, slightly decreased from 52.2% in Q1/2023, displaying the Company's ability to maintain profitability.

**+94.1%** YoY: 1H/2023 vs 1H/2022

#### **Gross Profit**

In 1H/2023, the Group reported Gross Profit of Baht 402.1 million, increased by Baht 195.0 million, or 94.1% compared to 1H/2022, mainly due to:

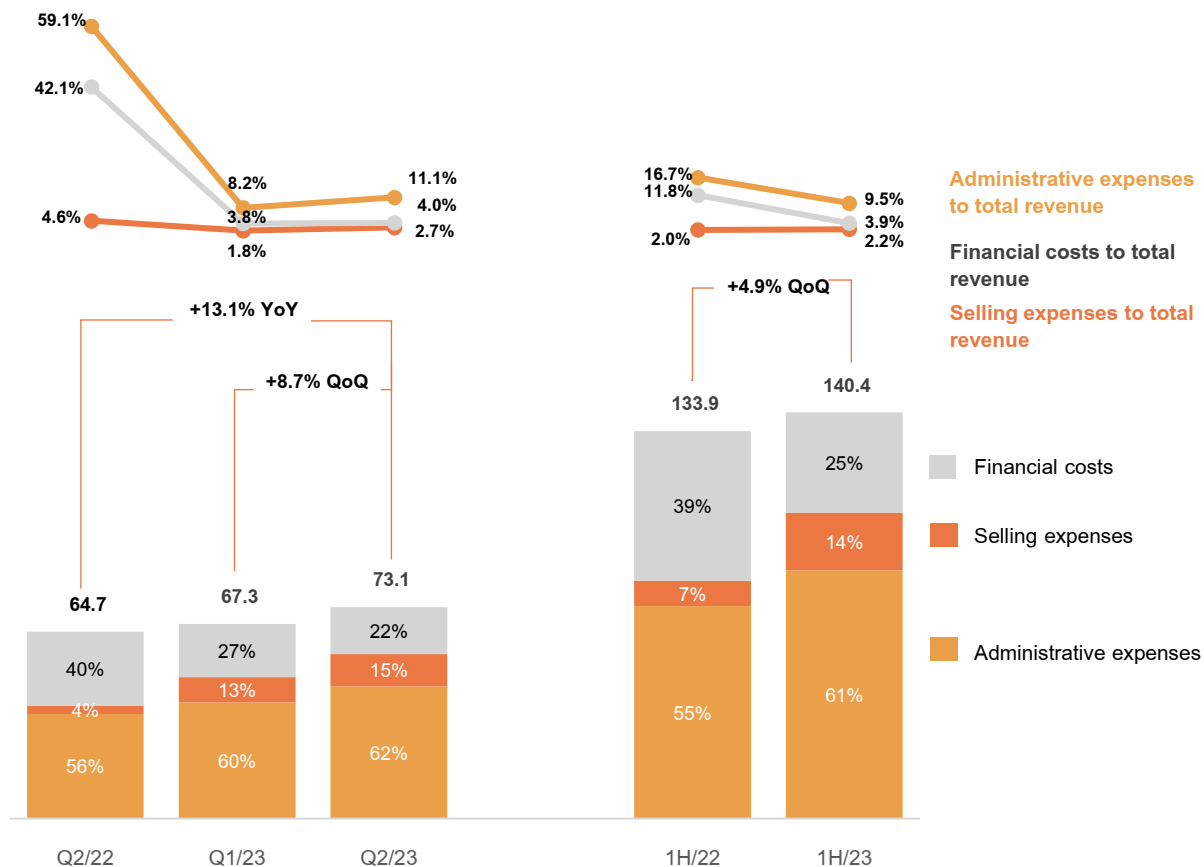
- **Gross profit from real estate sales** was Baht 373.1 million in 1H/2023, increased by Baht 190.6 million, or 104.4%, corresponding to the increase in real estate sales from an increase in land transfers. This was a result of the opening of the country, the relocation of production bases due to the trade war between China and the U.S., and the growth prospects of the electric vehicle market resulted in more manufacturers of vehicles and electric vehicle parts setting up production bases in Thailand. As a result, the Company gained more new customers from the automotive industry.
- **Gross profit from lease and service** was Baht 23.1 million in 1H/2023, increased by Baht 7.8 million, or 50.8% compared to 1H/2022, corresponding to the increase in sales from new tenants.
- **Gross profit from utilities** was Baht 5.9 million in 1H/2023, decreased by Baht 3.4 million, or 36.8% from 1H/2022, mainly due to the cost of repairing and maintaining utilities, and an increase in electricity according to the Float Time Rate.

#### **Gross Profit Margin**

Gross Profit Margin was 52.2%, increased from 49.8% in 1H/2022, due to revenue growth in all business units, especially from the major increase in revenue from real estate sales, as well as the Company's ability to manage costs more efficiently.

### 3. Selling and Distribution Expenses and Financial costs

Unit : million THB, %



**+13.1%** YoY: Q2/2023 vs Q2/2022

#### Administrative Expenses

- In Q2/2023, the Group reported Administrative Expenses of Baht 45.6 million, increased by Baht 9.5 million, or 26.3% compared to Q2/2022, due to the increasing service fee, the increase in land and building taxes from land reappraisal, the increase in expenses related to employee benefits, and IEAT service fees from the calculation adjustments.
- Administrative Expenses to Total Revenue was 11.1% in Q2/2023, improved from 59.1% in Q2/2022, due to the growth in revenue in all business units, the recognition of the revenue of the extraordinary items from the sale of the rental factory, as well as the Company's ability to manage costs more efficiently.

#### Selling and Distribution Expenses

- In Q2/2023, the Group reported Selling and Distribution Expenses of Baht 11.2 million, increased by Baht 8.4 million, or 298.6% compared to Q2/2022, due to commission fees corresponding to the increase in land sales as well as marketing and public relations costs both domestically and internationally.
- Selling and Distribution Expenses to Total Revenue was 2.7%, improved from 4.6% in Q2/2022, due to the growth in revenue in all business units, the recognition of the revenue of the extraordinary items from the sale of the rental factory in Q2/2023, as well as the Company's ability to manage costs more efficiently.

#### Financial Cost

- In Q2/2023, the Group reported Financial Costs of Baht 16.3 million, decreased by Baht 9.4 million, or 36.5% from Q2/2022 due to the repayment of loans to financial institutions.
- Financial costs to Total Revenue was 4.0%, improved from 42.1% in Q2/2022, due to the growth in revenue in all business units, the recognition of the revenue of the extraordinary items from the sale of the rental factory in Q2/2023, as well as the repayment of loans to financial institutions.



+8.7%

QoQ: Q2/2023 vs Q1/2023

**Administrative Expenses**

- In Q2/2023, the Group reported Administrative Expenses of Baht 45.6 million, increased by Baht 5.5 million, or 13.6% compared to Q1/2023, due to the service fee, the increase in land and building taxes from land reappraisal, the increase in expenses related to employee benefits, including IEAT service fees from the calculation adjustments.
- Administrative Expenses to Total Revenue was 11.1% in Q2/2023, increased from 8.2% in Q1/2023, due to the decrease in sales revenue from real estate and lease, combined with an increase in service fees, land and building taxes from land reappraisal, and the increase in expenses related to employee benefits, including IEAT service fees from the calculation adjustments.

**Selling and Distribution Expenses**

- In Q2/2023, the Group reported Selling and Distribution Expenses of Baht 11.2 million, increased by Baht 2.4 million, or 27.8% compared to Q1/2023, due to commission fees corresponding to the increase in land sales as well as marketing and public relations costs both domestically and internationally.
- Selling and Distribution Expenses to Total Revenue was 2.7% in Q2/2023, increased from 1.8% in Q1/2023, due to commission fees corresponding to the increase in land sales as well as marketing and public relations costs both domestically and internationally.

**Financial Cost**

- In Q2/2023, the Group reported Financial Costs of Baht 16.3 million, decreased by Baht 2.1 million, or 11.2% compared to Q1/2023, due to the repayment of loans to financial institutions.
- Financial costs to Total Revenue was 4.0%, slightly increased from 3.8% compared to Q1/2023, mainly due to the decrease in sales revenue from real estate and lease from a decrease in the volume of land transfers.

+4.9%

YoY: 1H/2023 vs 1H/2022

**Administrative Expenses**

- In 1H/2023, the Group reported Administrative Expenses of Baht 85.8 million, increased by Baht 12.4 million, or 16.9% compared to 1H/2022, due to the service fee, the increase in land and building taxes from land reappraisal, the increase in expenses related to employee benefits, including IEAT service fees from the calculation adjustments.
- Administrative Expenses to Total Revenue was 9.5% in 1H/2023, improved from 16.7% in 1H/2022, due to the growth in revenue in all business units, the recognition of the revenue of the extraordinary items from the sale of the rental factory in Q2/2023, as well as the Company's ability to manage costs more efficiently.

**Selling and Distribution Expenses**

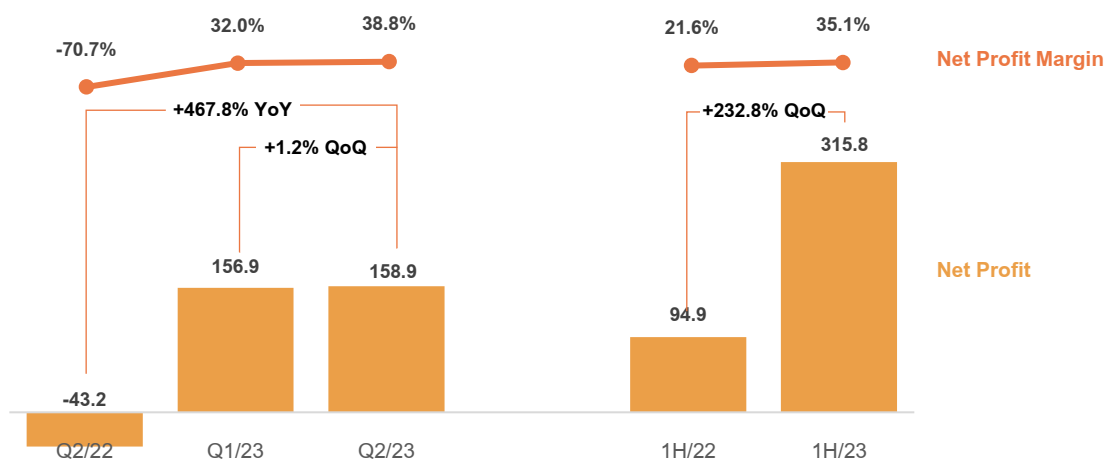
- In 1H/2023, the Group reported Selling and Distribution Expenses of Baht 19.9 million, increased by Baht 11.1 million, or 125.9% compared to 1H/2022, due to commission fees corresponding to the increase in land sales as well as marketing and public relations costs both domestically and internationally.
- Selling and Distribution Expenses to Total Revenue was 2.2%, slightly increased from 2.0% in 1H/2022, due to commission fees corresponding to the increase in land sales as well as marketing and public relations costs both domestically and internationally.

**Financial Cost**

- In 1H/2023, the Group reported Financial Costs of Baht 34.7 million, decreased by Baht 17.0 million, or 32.8% compared to 1H/2022, due to the repayment of loans to financial institutions.
- Financial costs to Total Revenue was 3.9%, improved from 11.8% compared to Q1/2022, due to the growth in revenue in all business units, the recognition of the revenue of the extraordinary items from the sale of the rental factory in Q2/2023, as well as the repayment of loans to financial institutions.

#### 4. Net Profit and Net Profit Margin

Unit : million THB, %



#### +467.8% YoY: Q2/2023 vs Q2/2022

##### Net Profit

In Q2/2023, the Group reported Net Profit of Baht 158.9 million, increased by Baht 202.1 million, or 467.8% from Q2/2022, corresponding to the increase in total revenue from the increase in land transfers of domestic and foreign customers, which was mainly from the opening of the country, the relocation of production bases due to the trade war between China and the U.S., and the growth prospects of the electric vehicle market, resulted in more manufacturers of vehicles and electric vehicle parts setting up production bases in Thailand. As a result, the Company gained more new customers from the automotive industry and reported an increase in revenue from the increase in new tenants and the number of customers in the industrial estate, as well as the recognition of the revenue of the extraordinary items from the sale of the rental factory in Q2/2023, the lower financial costs, as well as the Company's ability to manage costs more efficiently.

##### Net Profit Margin

**Net Profit Margin** was 38.8% in Q2/2023, increased from negative 70.7% in Q2/2022, corresponding to the increase in revenue in all business units, the recognition of the revenue of the extraordinary items from the sale of the rental factory, as well as the Company's ability to manage costs more efficiently.

#### +1.2% QoQ: Q2/2023 vs Q1/2023

##### Net Profit

In Q2/2023, the Group reported Net Profit of Baht 158.9 million, slightly increased by Baht 2.0 million, or 1.2% from Q1/2023, corresponding to the increase in utility revenue from the increasing number of customers in industrial estates and recognition of the revenue of the extraordinary items from the sale of rental factories in Q2/2023, as well as the lower cost due to the decline in repair and maintenance of utilities, the cost of repairing common areas, and the decrease in the cost of raw water due to the greater use of natural water.

##### Net Profit Margin

**Net Profit Margin** was 38.8% in Q2/2023, increased from 32.0% in Q1/2023, corresponding to the increase in utility revenue, and recognition of the revenue of the extraordinary items from the sale of the rental factory, as well as the Company's ability to manage costs more efficiently.

#### +232.8% YoY: 1H/2023 vs 1H/2022

##### Net Profit

In 1H/2023, the Group reported Net Profit of Baht 315.8 million, increased by Baht 220.9 million, or 232.8% compared to 1H/2022, corresponding to the increase in total revenue from the increase in land transfers of domestic and foreign customers from the opening of the country, the relocation of production bases due to the trade war between China and the U.S., and the growth prospects of the electric vehicle market, resulted in more manufacturers of vehicles and electric vehicle parts setting up production bases in Thailand. As a result, the Company gained more new customers from the automotive industry and reported an increase in revenue from the increase in new tenants and the number of customers in the industrial estate, including the recognition of the revenue of the extraordinary items from the sale of the rental factory in Q2/2023, the lower financial costs, as well as the Company's ability to manage costs more efficiently.

##### Net Profit Margin

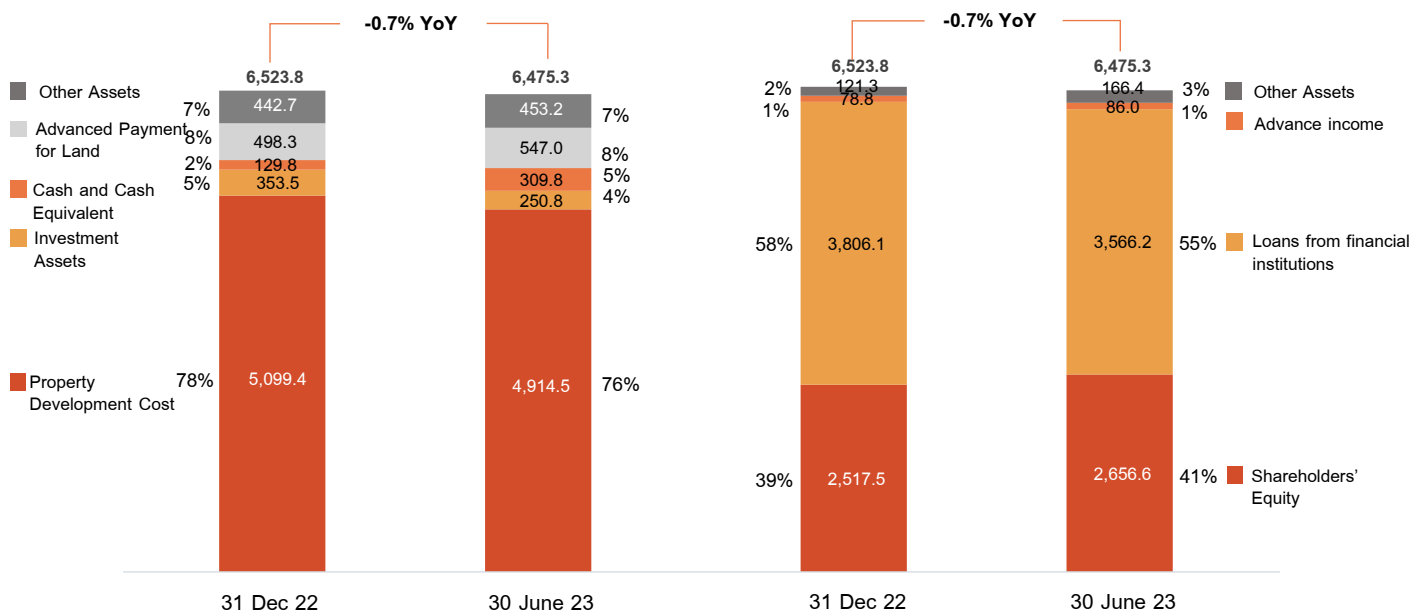
**Net Profit Margin** was 35.1% in 1H/2023, increased from 21.6% in 1H/2022, corresponding to the increase in revenue in all business units, the recognition of the revenue of the extraordinary items from the sale of the rental factory, as well as the Company's ability to manage costs more efficiently.

**Statement Of Financial Position**

Unit : million THB, %

**Assets**

**Liabilities and Equity**



**-0.7%**

**Total Assets**



As of 30 June 2023, the Total Assets of the Group were Baht 6,475.3 million, decreased by Baht 48.5 million, or 0.7% from 31 December 2022 mainly due to:

- **Cash and Cash Equivalent:** increased by Baht 179.9 million, mainly due to regular operations from the sale of land and leased factories including land.
- **Investment property:** decreased by Baht 102.7 million, mainly due to the sale of land and leased factories including land.
- **Property Development Cost:** decreased by Baht 184.9 million, mainly due to the transfer of land sales during the period

**-4.7%**

**Total Liabilities**



As of 30 June 2023, the Total Liabilities of the Group were Baht 3,818.6 million, decreased by Baht 187.6 million, or 4.7% from 31 December 2022 mainly due to:

- **Advanced income:** increased by Baht 7.2 million from the transfer of land sales during the period.
- **Loan from Financial Institutions:** decreased by Baht 240.0 million due to the repayment of loans to financial institutions during the period.

**+5.5%**

**Total Shareholders' Equity**

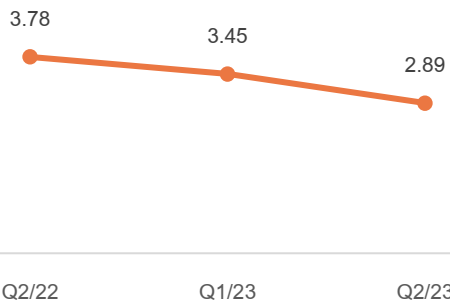


As of 30 June 2023, the Total Liabilities of the Group were Baht 2,656.6 million, increased by Baht 139.1 million, or 5.5% from 31 December 2022 mainly due to the Group's operating results during the period and dividend payment for the year 2022 of Baht 174.0 million in May 2023.

Key Financial Ratios

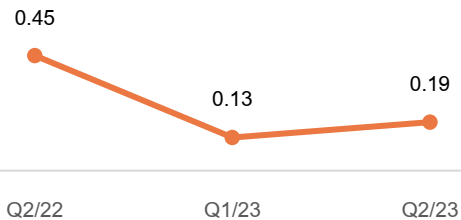
**Current Ratio**

Unit: Times



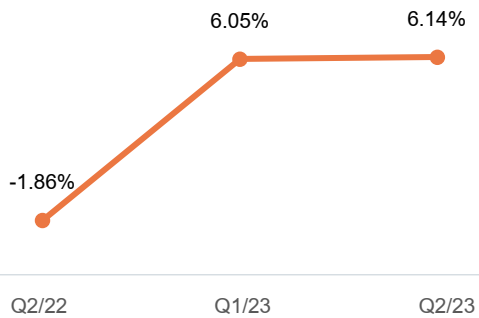
**Quick Ratio**

Unit: Times



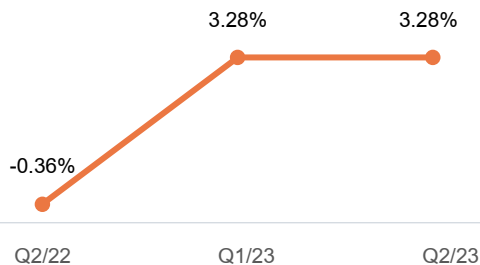
**ROE**

Unit : %



**ROA**

Unit : %



**D/E Ratio**

Unit: Times

