



Ref. SVR 23/083

9 August 2023

Subject.: Clarification of Q2- 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 three-month and six-month periods Ended on June 30, 2023 as follows:

For the three-month period Ended June 30, 2023, the Company had a total income of Baht 289.66 Million, an increase of 79.29 percent or Baht 128.11 Million from Baht 161.55 Million for the three-month period. ended June 30, 2022, resulting in a net profit of Baht 23.28 Million, an increase of 66.57 percent or Baht 9.30 Million compared to Q2-2022 with a net profit of Baht 13.98 Million.

For the six-month period Ended June 30, 2023, the Company had a total income of Baht 504.12 Million, an increase of 70.29 percent or Baht 208.09 Million from the same period last year in the amount of Baht 296.03 Million, resulting from an increase in revenue from real estate sales of Baht 108.25 Million, resulting in a net profit of The first six months of 2023 amounted to Baht 47.50 Million, an increase of 96.49 percent or Baht 23.33 Million compared to the same period last year with a net profit of Baht 24.17 Million, resulting in an increase in net profit margin of 9.43 percent. Compared to the same period last year at 8.17 percent

Revenues from sales

For the Q2-2023, revenue from projects for sale and land amounted to Baht 288.84 Million, an increase of 79.53 percent or Baht 127.95 Million from Baht 160.89 Million in the Q2-2022. The main factor came from the increased recognition of project revenue from 3 projects, namely Sivarom Nature Plus (Assumption-Sriracha), Sivarom Nature Plus 2 (Sukhumvit - Bangpu) and Sivarom Village (Sukhumvit - Bang pu 58) and from the sale of land awaiting development in Phuket.

For the six-month period Ended June 30, 2023. Revenue from projects for sale and land amounted to Baht 503.23 Million, an increase of 70.60 percent or Baht 208.26 Million from Baht 294.97 Million in the same



period last year. The main factor was an increase in revenue from sales of all types of projects, single-detached houses, twin houses and townhomes. 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) and from the sale of land awaiting development in Phuket, but in the 2nd quarter of 2023, there were 4 projects with revenue recognition.

Cost of Sales and Operating Expenses

Cost of Sales

For the Q2-2023, The cost of projects for sale and land amounted to Baht 215.60 Million, an increase of Baht 110.01 Million compared to the Q2-2022, in line with the increase in sales revenue in that period. Real estate in the Q2-2023 amounted to Baht 73.24 Million, an increase from the Q2-2022 with a gross profit of Baht 55.29 Million.

For the six-month period Ended June 30, 2023, the cost of projects for sale and land amounted to Baht 358.50 Million, an increase of Baht 163.30 Million in the same period last year, which increased according to the sales revenue in that period. Real estate sales in the Q2-2023 amounted to 144.72, an increase of Baht 44.96 Million from the same period last year.

Selling and Administrative Expenses

For the Q2-2023, it was Baht 43.12 Million. Selling and administrative expenses Increased from the Q2-2022, which had selling and administrative expenses of Baht 31.95 Million. However, selling and administrative expenses to total revenue decreased. At 14.89 percent for the Q2-2022, it was 19.78 percent. Selling expenses in this quarter amounted to Baht 21.10 Million, representing 7.28 percent of total revenue, down from 9.97 percent from the Q2-2022. While administrative expenses amounted to Baht 22.02 Million, representing 7.60 percent of total revenue, a decrease of 9.81 percent from the Q2-2022 due to a 79.29 percent increase in revenue recognition.

For the six-month period ended June 30, 2023. Selling and administrative expenses were Baht 80.47 Million, an increase from the same period last year. The selling and administrative expenses were Baht 61.68 Million. However, the selling and administrative expenses per total revenue decreased to 15.96 percent, compared to 20.85 percent in the same period last year. Selling expenses in the first half of 2023 amounted to



Baht 38.19 Million, representing 7.58 percent of total revenue, a decrease of 9.68 percent of total revenue from the same period last year. amounted to Baht 42.28 Million, representing 8.39 percent of total revenue, a decrease of 11.16 percent from the same period last year due to the recognition of project and land revenues increasing by 70.60 percent.

Financial Costs

For the Q2-2023, the Company had financial costs of Baht 1.68 Million, a decrease of Baht 3.14 Million from Baht 4.82 Million in the Q2-2022, mainly due to repayment of loans used as working capital in management.

For the six-month period Ended June 30, 2023, the Company had financial costs equal to Baht 5.59 Million, a decrease of Baht 0.89 Million from the same period last year in the amount of Baht 6.48 Million, mainly due to repayment of loans to be used as working capital in management.

Net Profit

For the Q2-2023, the Company had a net profit of Baht 23.28 Million, an increase of 66.64 percent or Baht 9.31 Million compared the Q2-2022 with a net profit of Baht 13.97 Million.

For the six-month period Ended June 30, 2023, the Company had a net profit of Baht 47.50 Million, an increase of 96.49 percent or Baht 23.33 Million compared to the same period last year with a net profit of Baht 24.17 Million, with a net profit margin of 9.43 percent of total revenue. Total increased from the same period of the previous year with a net profit margin of 8.17 percent from the recognition of increased project revenue from 3 projects. Which are Sivarom Nature Plus Project (Assumption-Sriracha), Sivarom Nature Plus 2 Project (Sukhumvit - Bangpu) and Sivarom Village Project (Sukhumvit-Bangpu 58).



FINANCIAL POSITION AS OF JUNE 30, 2023

Total Assets

As at June 30, 2023, the Company had total assets of Baht 1,678.97 Million, an increase of Baht 473.37 Million or an increase of 39.26 percent compared to as at December 31, 2022 with current assets of Baht 1,636.13 Million, an increase from the as at December 31, 2022 in the amount of Baht 563.73 Million, mainly due to an increase in inventories. The company has inventories equal to Baht 1,338.04 Million, an increase of Baht 323.49 Million or 31.89 percent from the year 2022. Due to the development of 2 additional real estate projects. For sales that continue to grow While non-current assets amounted to Baht 42.84 Million, a decrease of Baht 90.36 Million from December 31, 2022, mainly due to the sale of land awaiting development in Phuket.

Total Liabilities

As at June 30, 2023, the Company has total liabilities of Baht 867.83 Million, an increase of Baht 200.94 Million from December 31, 2022, consisting of current liabilities of Baht 644.88 Million, an increase of Baht 10.69 Million, and non-current liabilities of Baht 222.95 Million, an increase of Baht 190.25. Million. As at June 30, 2023, the Company has trade payable liabilities of Baht 231.14 Million, an increase from December 31, 2022 at Baht 50.72 Million as a result of project development more than the previous year and from the issuance of debentures. amount Baht 218.40 Million.

Total Shareholders' equity

As at June 30, 2023, the Company had shareholders' equity of Baht 811.14 Million, an increase of Baht 272.43 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 profit for the six-month period. ended June 30, 2023 in the amount of Baht 47.04 Million, total retained earnings of Baht 140.55 Million.



Cashflow

The Company has net cash carried over as of December 31, 2022, equal to Baht 43.46 Million. As of June 30, 2023, the Company had net cash used in operating activities in the amount of Baht 242.23 Million, Net cash received in investing activities in the amount of Baht 99.10 Million. and Net cash from financing activities in the amount of Baht 384.20 Million, resulting in a cash balance as of 30 June 2023 in the amount of Baht 241.07 Million. The Company used cash flow to develop real estate projects for sale in the amount of Baht 331.90 Million and paid for trade payables in the amount of Baht 60.32 Million for investing activities. Use cash to pay for the proceeds from the sale of land held for development in Phuket Province amounting to Baht 100 Million for financing activities. The Company received net cash from the capital increase in the Stock Exchange of Thailand in the amount of Baht 286 Million, Cash received from the issuance of debentures in the amount of Baht 218.40 Million and repayment of loans from financial institutions. Other individuals and companies amounting to Baht 56.74 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