

PROUD/FIN/SET-2023/004

13 November 2023

Subject: Management's Discussion and Analysis for the three-month period ended 30 September 2023

To: The President
The Stock Exchange of Thailand

Proud Real Estate Public Company Limited would like to explain operating results for the three-month and nine-month period ended 30 September 2023 which has changed from the same period of prior year as follows:

For 9M2023, total revenue was recorded at 1,324.3 Million Baht, surging by 33 percent from 993.7 Million Baht in 9M2022. This was caused by gaining from sale of assets and lands and other income. The net profit of 9M2023 shown an outstanding growth of 144 percent to 148.7 Million Baht from 60.7 Million Baht.

(Unit: Thousand Baht)

	Consolidated Financial Statements		Change Increase/(Decrease)	
	2023	2022	Thousand Baht	%
Profit or loss:				
Revenues from sale of real estate	1,301,448	992,437	309,011	100%
Cost of real estate sold	(832,855)	(633,751)	199,104	100%
Gross profit	468,593	358,686	109,907	100%
Other income	22,848	1,289	21,559	1673%
Selling and distribution expenses	(147,317)	(100,474)	46,843	47%
Administrative expenses	(109,469)	(116,826)	(7,357)	-6%
Operating profit (loss)	234,655	142,675	91,980	-64%
Finance income	701	218	483	222%
Finance cost	(27,555)	(49,281)	(21,726)	-44%
Profit (loss) before income tax income (expenses)	207,801	93,612	114,189	-122%
Income tax (expenses) income	(59,099)	(32,870)	(26,229)	80%
Profit (loss) for the year	148,702	60,742	87,960	-145%
Other comprehensive income:				
Other comprehensive income not to be reclassified to profit or loss in subsequent per				
Actuarial gain (loss)	-	-	-	
Income tax effect	-	-	-	
Other comprehensive income for the year	-	-	-	
Total comprehensive income for the year	148,702	60,742	87,960	-145%
Earnings per share				
Basic profit (loss) per share				
Profit (loss) (Bath/Share)	0.149	0.095		
Weighted average number of ordinary shares (shares)	997,841	641,469		

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For Q3/2023, total revenue was recorded at 132.1 Million Baht, decreased by 86 percent from 883.6 Million Baht in Q3/2022 caused by the transfer of InterContinental Residence Hua Hin project that already took about 90 percent of total project, while other income increased 8.8 Million Baht from 1.1 Million Baht in Q3/2022. The net profit of Q3/2023 was recorded at 1.6 Million Baht from 118.95 Million Baht or 99 percent lower in Q3/2022.

(Unit: Thousand Baht)

	Consolidated Financial Statements		Change Increase/(Decrease)	
	2022	2021	Thousand Baht	%
Profit or loss:				
Revenues from sale of real estate	123,335	882,579	(759,244)	100%
Cost of real estate sold	(67,364)	(565,336)	(497,972)	100%
Gross profit	55,971	317,243	(261,272)	100%
Other income	8,759	1,047	7,712	737%
Selling and distribution expenses	(19,961)	(92,036)	(72,075)	-78%
Administrative expenses	(35,580)	(48,537)	(12,957)	-27%
Operating profit (loss)	9,189	177,717	168,528	-95%
Finance income	-	-	-	
Finance cost	(1,242)	(23,069)	(21,827)	-95%
Profit (loss) before income tax income (expenses)	7,947	154,648	146,701	-95%
Income tax income (expenses)	(6,321)	(35,694)	29,373	-82%
Profit (loss) for the period	1,626	118,954	117,328	-99%
Other comprehensive income:				
Other comprehensive income for the period	-	-	-	
Total comprehensive income (loss) for the period	1,626	118,954	117,328	-99%
Earnings per share				
Basic profit (loss) per share				
Loss (Bath/Share)	0.002	0.185		
Weighted average number of ordinary shares (Thousand shares)	974,014	641,469		

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1. Revenues and cost from sale of real estate

In 3Q/2023, the company reported revenues from sale of real estate of 123.3 Million Baht, lower from 882.6 Million Baht in same quarter last year. The main revenue was generated from the InterContinental Residence Hua Hin project, Consequently, cost of real estate sold was recorded at 67.4 Million Baht which decreased from 498.0 Million Baht in 3Q/2022. Nonetheless, for the 9M2023, the revenues from sale of real estate was recorded the outstanding growth at 1,301.4 Million Baht from 992.4 Million Baht in 9M2022 while the main revenue was still generated from the InterContinental Residence Hua Hin project.

2. Other income

In 3Q/2023, the company reported other income of 8.8 Million Baht, which increased by 7.7 Million Baht comparing to the same period last year. While in 9M2023 period the other income was recorded at 22.8 Million Baht, increased by 22.8 Million Baht from the same period last year. The increase in other income was consisted of seizing the reservations, deposits and Revenue from management fees of Prompt Solution Management Co., Ltd.

3. Selling and distribution expenses

In 3Q/2023, the company reported lower selling and distribution expenses at 20.0 Million Baht, decreased by 72.1 Million Baht from the same period last year, due to well-managed expenses of the InterContinental Residence Hua Hin project. For 9M2023, selling and distribution expenses was recorded at 147.3 Million Baht or 46.6 Million Baht increased from 9M2022 caused mainly by advertising and promotional expenses of the InterContinental Residence Hua Hin project.

4. Administrative expenses

In 3Q/2023, the company reported administrative expenses of 35.6 Million Baht, decreased by 13.0 Million Baht from the same period last year, as well as 9M2023 which recorded lower in administrative expenses of 109.4 Million Baht, decreased by 7.1 Million Baht from 9M2022. The lower in administrative expenses was owing to the well manage expenses in general expenses and headquarter expenses.

5. Income Tax Expenses

In 3Q/2023, the company reported an income Tax Expenses of 6.3 Million Baht, decreased by 29.4 Million Baht from the same period last year caused by lower in corporate income tax and deferred tax assets. Nonetheless, for the 9M2023, the company reported an income Tax Expenses of 59.1 Million Baht, increased by 26.2 Million Baht from 9M2022 due to higher in corporate income tax and deferred tax assets which mainly from InterContinental Residence Hua Hin Project.

Please be informed accordingly and please disseminate the above information.

Yours sincerely



(Ms. Naruedee Koslathip)

Chief Financial Officer