



At D.P.T.13/2023

November 14, 2023

Subject: Management's explanation and analysis For the 3rd quarter of 2023 ending 30 September 2023

Dear Directors and Managers

Stock Exchange of Thailand

D-House Pattana Public Company Limited (the "Company") and its subsidiaries I would like to clarify the operating results for the 3rd quarter of 2023, January period. Until September 2023 with details as follows.

Summary of operating results

Income

For the three-month period, 3rd quarter of 2023, the company and its subsidiaries had total income of 37.28 million baht, with sales income of 36.22 million baht, divided into income from sales of 2.19 million baht, sales income from subsidiaries 34.03 million baht, with service income of 0.96 million baht and other income of 0.10 million baht, total income increased by 28.70 million baht or an increase of 334.50 percent compared to the same period of the previous year.

For the nine-month cumulative period Ending September 30, 2023, the company and its subsidiaries had total income of 107.79 million baht, with sales income of 97.44 million baht, divided into income from sales of 11.75 million baht, sales income from subsidiaries of 85.69 million baht, Service income was 2.57 million baht and other income was 7.78 million baht, with total income increasing by 81.76 million baht or representing an increase of 314.06 percent. The increase in income was mainly caused by in early January 2023, the subsidiary began opening gas stations. Shops and space for rent within the station Therefore, increased sales revenue was realized. Compared to the same period of the previous year.

Cost of sales and gross profit

For the three-month period, Q3 2023, the Company and its subsidiaries had a total cost of sales of 34.87 million baht, or 93.79 percent of revenue, an increase of 28.58 million baht or 453.93 percent compared to the same period of the previous year. and had a gross profit of 2.31 million baht, or a gross profit margin of 6.21 percent, a decrease of 15.88 percent compared to the same period of the previous year.



For the nine-month cumulative period Ending September 30, 2023, the company and its subsidiaries had a total cost of sales of 94.04 million baht or 94.04 percent of revenue, an increase of 76.67 million baht or 441.17 percent compared to the same period of the previous year. and had a gross profit of 5.96 million baht, or a gross profit margin of 5.96 percent, a decrease of 24.87 percent compared to the same period of the previous year.

Selling and administrative expenses

For the three-month period, 3rd quarter of 2023, the company and its subsidiaries had sales and administrative expenses of 6.31 million baht or 16.97 percent of revenue, an increase of 1.05 million baht or 19.92 percent compared to the same period. of the previous year.

For the nine-month cumulative period Ending September 30, 2023, the company and its subsidiaries had sales and administrative expenses of 18.70 million baht or 18.70 percent of revenue, an increase of 1.74 million baht or 10.26 percent compared to the same period of the previous year. This was mainly due to an increase in expenses related to sales staff. This is because the subsidiary has started to open gas stations. Shops and space for rent within the station.

Net profit (loss)

For the three-month period, Q3 2023, the company and its subsidiaries had a loss of 7.34 million baht, a decrease of 3.07 million baht or a decrease of 71.81 percent compared to the same period of the previous year.

For the nine-month cumulative period Ending September 30, 2023, the company had a loss of 15.10 million baht, a decrease of 4.29 million baht or a decrease of 39.70 percent compared to the same period of the previous year. This is mainly due to decreased real estate sales because the economy has not yet recovered. In addition, interest rates increased according to the policy of the Bank of Thailand. And the company still has expenses to support expansion in the business group.

Summary of the company's financial status and subsidiaries

Asset

As of September 30, 2023, the company had total assets of 750.46 million baht, an increase of 12.81 million baht or 1.74 percent from the end of 2022, mainly due to real estate development costs. Increased buildings and equipment.



Debt

As of September 30, 2023, the company had total liabilities of 339.28 million baht, an increase of 27.90 million baht or an increase of 8.96 percent from the end of 2022, mainly due to short-term and long-term loans from financial institutions.

Shareholder's equity

As of September 30, 2023, the company had shareholders' equity of 411.18 million baht, a decrease of 15.10 million baht or a decrease of 3.54 percent from the end of 2022, mainly due to the company's operating results.

Debt to equity ratio and rate of return

As of September 30, 2023, the company had a debt-to-equity ratio of 0.83 times, a return on equity equal to -1.78 percent and a return on assets equal to 100 percent.

-0.98

Please be informed accordingly.

Best regards

Phongpoj Lertrungphon

(Mr. Phongpoj Lertrungporn)

Chief Executive Officer

D-House Pattana Public Company Limited