

22 February 2024

SET. 2024/02/001

Subject: To clarify the operating results for 2023

Attention: President

The Stock Exchange of Thailand

Pre-Built Public Company Limited would like to submit the financial statements ended 31 December 2023, and reviewed by the authorized auditor. The operating results in 2023 compared to those in 2022, the Company hereby clarifies the changes in the performance as follows:

Unit : Million Baht	Consolidated		
	2023	2022	Variance
Revenues – construction	3,664.69	4,336.80	(672.11)
Revenues – sales of goods	663.33	520.24	143.09
Revenues – sales of real estate	547.93	917.53	(369.60)
<b>Total revenues</b>	<b>4,875.95</b>	<b>5,774.57</b>	<b>(898.62)</b>
Cost of construction	3,374.79	4,022.78	(647.99)
Cost of sales of goods	513.07	392.76	120.31
Cost of sales of real estate	428.04	624.25	(196.21)
<b>Total cost</b>	<b>4,315.91</b>	<b>5,039.80</b>	<b>(723.89)</b>
Gross profit - construction	289.90	314.02	(24.12)
%	7.91%	7.24%	
Gross profit - sales of goods	150.25	127.48	22.78
%	22.65%	24.50%	
Gross profit - sales of real estate	119.88	293.28	(173.40)
%	21.88%	31.96%	
Total gross profit	560.04	734.78	(174.74)
%	11.49%	12.72%	
Administrative expenses	327.88	303.91	23.96
Finance costs	59.02	33.97	25.05
Profit (loss) from investment	27.97	13.48	14.49
Net profit	169.37	354.93	(185.56)

### **Revenue and net profit margin**

- Consolidated financial statements for 2023, the company's revenue decreased from the previous year approximately THB 898.62 million. Approximately of THB 369.60 million was from real estate business and THB 672.11 million was from construction business. For sale and production business had a higher of revenue approximately of THB 143.09 million.

The decrease in revenue from construction business caused from the company's decreased workload over the past year due to the increase in competition after the overall situation improved after the COVID-19 outbreak stopped. In addition, the company tried to reduce the proportion of high-rise residential projects. As a result, the duration of each work period may not be consecutive. However, the company can increase work on hand at the end of 2023, which the company has selected as good work and matching the company's capabilities.

At the same time, the decline in the real estate development business was mainly due to failed loan applications, which it also caused by the increased stringency of banks. Including the rising in interest rates, which causing a slowdown in the demand for homes in the past

- Consolidated gross profit in 2023 presented decrease compare with last year, approximately of THB 174.74 million. Mainly due to the decrease in revenue of the construction business and real estate business, even that the sales and construction materials production business had a higher gross profit margin than the previous year.
- Gross profit margin of the construction business in 2023 presented higher than the previous due to the company can select work.
- Gross profit margin of the real estate development business decreased from last year. Because of most transfer derived from the project were in highly competitive area.
- The remaining projects, Pimnara Srinakarin-Bangna , Pimnara Thammasat Rangsit , Pre Village Thammasart-Rangsit , Pimnara - Salaya and the new Project is Pannana – Thawi Watthana.

### **Net profit**

- In 2023, the company made a total net profit of approximately THB 169.37 million, decreased of 185.56 million baht from last year, due to a significant decreased in profit from real estate business.

### The impact on financial forecasts

- Estimated in the consolidated financial statements for 2024, it is expected that the trend of impacts on construction material prices will likely improve. But the impact on the economic growth rate may not be enough to cover much support for increased housing demand. However, the additional works on hand, which were increased at the end of year, it should be made the grown in construction business for year 2024. For the real estate business, It is expected that although sales may not increase significantly, the company would be able to make a profit by eliminating in debt burden. This will cause the decrease in interest expenses after the second quarter.
- For the Construction Material Production and Sale business, the Company has expected its performance will be better than last year. The company received more contract from customer who developed the housing project. Gross margin was expected in line with last year.
- The company investment business sector had a backlog of Premium Place Phahonyothin – Ramindra , Premio Unic Ekkamai – Ladprao , Reseo Home Chatuchot ,Reseo Home westgate and Eigen Rama 9 of THB 940.30 million, which was expected to transfer in 2024.

### Comparative Balance Sheet (Partial)

Unit : Million Baht	2023	2022	Variance
Cash and cash equivalents	628.65	459.40	169.25
Current investments	18.29	17.82	0.47
Land and cost of project under construction	1,441.24	1,214.21	227.04
Total assets	6,949.18	6,329.54	619.64
Loan	2,243.04	1,732.98	510.06
Total Liabilities	4,414.97	3,810.45	604.52
Retained earnings	1,904.28	1,889.16	15.11
Total shareholders' equity	2,534.21	2,519.09	15.11
Total liabilities and shareholders' equity	6,949.18	6,329.54	619.64
Debt to equity ratio	1.74	1.51	0.23
Interested bearing debt to equity	0.89	0.69	0.20



- Most of the loans used for investment in real estate development business. The company had debt to equity ratio in 2023 at 1.74 times and a ratio of interest-bearing debt to equity at 0.89 times. The Company has a policy to control the level of debt to equity not over 2.5: 1 and interest-bearing debt to equity at 2: 1
- At the end of 2023, the Company's backlog was worth THB 8.2 billion.

Please be informed accordingly.

Yours sincerely,

Pre-Built Public Company Limited

(Nata Hongladarom)

Company Secretary