

MJD.IR. 001/2024

27 February 2024

Subject : Clarification of the operating result for the year 2023 ended December 31, 2023

Attention : Director and Manager
The Stock Exchange of Thailand

Major Development Public Company Limited ("The Company") would like to inform the operating result of consolidated financial statement for the year 2023 ended of December 31, 2023. The Company has total revenue of Baht 2,236.87 million and net loss of Baht 330.12 million, compared with the same period in 2022 with total revenue of Baht 2,981.97 million and net loss of Baht 370.40 million. The major factors are detailed as follows.

1. Total revenue of 2023 was Baht 2,236.87 million, decreased by Baht 745.10 million or 24.99% comparing to 2022 results of total revenue of Baht 2,981.97 million. Due mainly to the following reasons:
 - Revenue from sales in 2023 of Baht 1,640.05 million decreased by Baht 731.66 million, or 30.85%, comparing to 2022's sales of Baht 2,371.71 million. The company decreased by transferring Maru Ekkamai 2 Project, Maru Ladprao 15 Project, Maestro19 Ratchada19-Vipha Project and Manor Sanambinnam Project which completed. The Company has been continuing to transfer and recognize income during the same period last year.
 - Revenues from hotel operations in 2023 of Baht 266.92 million increased by Baht 89.84 million, or 50.73%, comparing with Baht 177.08 million in 2022. It was resulting from the recovery of tourism and hotel businesses, causing increased in the occupancy rate of both domestic and foreign travelers, compared to the same period last year.
 - Management fee income in 2023 of Baht 82.07 million increased by Baht 3.18 million or 4.03%, compared with Baht 78.89 million in 2022. Project management agreements have increased compared to the same period last year.
 - Rental and service income in 2023 of Baht 174.52 million, increased by Baht 41.78 million or 31.48%, comparing to Baht 132.74 million in 2022 due to the new addition of tenants at Major Tower Rama 9 – Ramkumhang office building.
2. Total expenses in 2023 were Baht 2,328.55 million, decreased by Baht 688.52 million or 22.82%, comparing with 2022 of total expenses Baht 3,017.07 million. Due mainly to the following reasons:
 - Cost of sales in 2023 of Baht 1,107.45 million, decreased by Baht 607.41 million or 35.42%, comparing to Baht 1,714.86 million in 2022, which was varied by sales

decreased. The cost of sales percentage to sales in 2023 and 2022 were 67.52% and 72.30% respectively.

- Cost from hotel operations in 2023 of Baht 180.61 million, increased by Baht 44.23 million or 32.43%, comparing with Baht 136.38 million in 2022. The increased in cost from hotel operations was relating to the increased in its revenues.
 - Cost from management in 2023 of Baht 69.55 million, increased by Baht 2.24 million, or 3.34% comparing with Baht 67.31 million in 2022. The increased in cost from management was relating to the increased in its revenues.
 - Cost from rental and service in 2023 of Baht 47.69 million increased by Baht 7.03 million or 17.29% comparing with Baht 40.66 million in 2022. The increased in cost from rental and service was relating to the increased in its revenues.
 - Selling expenses in 2023 of Baht 316.16 million decreased by Baht 49.07 million or 13.44%, compared to Baht 365.23 million in 2022. Which decrease from commission fees, transfer fees, room maintenance fees, and common expenses according to income from transfers.
 - Administrative expenses in 2023 was Baht 607.10 million, decreased by Baht 85.52 million or 12.35%, comparing with Baht 692.62 million in 2022.
3. Share of profit from investments in joint ventures in 2023 was Baht 106.81 million, decreased by Baht 40.72 million, comparing to share of loss from investment of Baht 147.53 million in 2022. This was due to the increasing of revenue recognition of Muniq Langsuan Project and Muniq Sukhumvit 23 Project, compared to the same period last year.
 4. Finance cost in 2023 was Baht 427.00 million, decreased by Baht 77.31 million or 15.33%, compared to Baht 504.31 million in 2022. It was due to increase in the projects under development, which recognizes capitalized interest of the project.

Please be informed accordingly,

Sincerely yours,

(Ms. Petrada Poolvorlaks)

Director and Chief Executive Officer