

Ref. No. PLAT 02/2024

February 22, 2024

Subject: Management Discussion and Analysis (MD&A) Yearly Ending December 31, 2023

To: The President  
The Stock Exchange of Thailand

The Platinum Group Public Company Limited and its subsidiaries (the “Company”) would like to report the operating results for the year 2023 ended December 31, 2023. The details are as follows:

The Company’s performance for the year 2023 has continuously recovered due to positive factors from continuing recovery of tourism sector. In 2023, approximately 28 million international tourists traveled to Thailand, leading to significant growth in businesses targeting foreign tourists.

**Summary of Operating Results of Platinum Group**

Unit: Million Baht

Summary of Financial Performance	Q1/23	Q2/23	Q3/23	Q4/23	Y2023	Y2022	Change + / (-)	
							% YoY	
<b>Total Revenues</b>	386.0	442.9	514.5	505.8	1,849.2	902.5	946.7	104.9%
Change (% QoQ)		14.7%	16.2%	-1.7%				
Profit before Depreciation, Amortization, Finance Income & Cost and Income Tax (EBITDA)	163.4	206.3	256.9	247.4	874.0	187.2	686.8	366.9%
% EBITDA Margin	42.3%	46.6%	49.9%	48.9%	47.3%	20.8%		
Change (% QoQ)		26.2%	24.6%	-3.7%				
<b>Net Profit for the Period</b>	8.8	32.9	70.5	65.4	177.6	(358.7)	536.3	149.5%
% Net Profit Margin	2.3%	7.4%	13.7%	12.9%	9.6%	-39.9%		
Change (% QoQ)		273.1%	113.9%	-7.3%				

## 1. Total Revenues

The Company's total revenues for the year 2023 were Baht 1,849.2 million, increased from 2022 by Baht 946.7 million or 104.9%. The details are as follows:

Unit: Million Baht

Description	2023	2022	Change + / (-)	
			% YoY	
Revenues from Rental and Services	876.0	436.3	439.7	100.8%
Revenues from Hotel Operations	741.9	318.7	423.2	132.8%
Revenues from Food and Beverage	198.5	123.3	75.2	61.0%
Other Revenues	32.8	24.2	8.6	35.5%
<b>Total Revenues</b>	<b>1,849.2</b>	<b>902.5</b>	<b>946.7</b>	<b>104.9%</b>

### 1.1 Revenues from Rental and Services

The Company's revenues from rental and services for the year 2023 were Baht 876.0 million, increased from 2022 by Baht 439.7 million or 100.8%. This was due to positive economic activities within the country, returning to normalcy after the cancellation of COVID-19 control measures. The tourism industry has also been continuously recovering, resulting in business targeting international tourists expanding, leading to more shops renting space within the Company's shopping centers. Also, The Company was able to gradually increase the rental and service rates. Additionally, the Company has reopened Zone 3 of the Platinum Fashion Mall (located within the Novotel Bangkok Platinum Pratunam) since April 2023, resulting in a significant increase in the Company's revenues from rental and services.

### 1.2 Revenues from Hotel Operations

The Company's revenues from hotel operations for the year 2023 were Baht 741.9 million, increased from 2022 by Baht 423.3 million or 132.8%. This was due to the recovery of the tourism industry after the COVID-19 pandemic situation eased and the relaxation of travel restrictions among countries around the world. As a result, the Company saw a significant increase in foreign customers. The Novotel Bangkok Platinum Pratunam had an average occupancy rate of 91% in 2023. In addition, the Company also generated revenues from the opening

of the Holiday Inn Resort Samui Bophut Beach since October 1, 2022, with an average occupancy rate of 62% in 2023.

### 1.3 Revenues from Food and Beverage

The Company's revenues from food and beverage for the year 2023 were Baht 198.5 million, increased from 2022 by Baht 75.2 million or 61.0%. This was due to the economic activities within the country returning to normal as a result of the lifting of COVID-19 control measures and the recovery of the tourism sector. This led to a significant increase in the number of both local and foreign customers, using the Company's food center services.

### 1.4 Other Revenues

The Company's other revenues for the year 2023 were Baht 32.8 million, increased from 2022 by Baht 8.6 million or 35.5%. The main reason for the increase was due to forfeited deposit and penalty fee from late return of rental space from tenants and revenue from sales of remaining steel scraps from construction work.

## 2. Total Costs

The Company's total costs for the year 2023 were Baht 1,025.6 million, increased from 2022 by Baht 323.6 million or 46.1%. The details are as follows:

Unit: Million Baht

Description	2023	2022	Change + / (-)	
			% YoY	
Cost of Rental and Services	517.9	454.7	63.2	13.9%
Cost of Hotel Operations	350.6	147.6	203.0	137.5%
Cost of Food and Beverage	157.1	99.7	57.4	57.6%
<b>Total Costs</b>	<b>1,025.6</b>	<b>702.0</b>	<b>323.6</b>	<b>46.1%</b>

### 2.1 Cost of Rental and Services

The Company's cost of rental and services for the year 2023 was Baht 517.9 million, increased from 2022 by Baht 63.2 million or 13.9%. The details are as follows:

- Cost of electric increased by Baht 17.3 million, due to the Company has reopened Zone 3 of the Platinum Fashion Mall and effect from change Ft from the Government.
- Cost of revenue sharing from organizing events increased by Baht 15.1 million, which was in line with the increase in revenues and in 2023 the Company organized more events than in 2022.

- Cost of center area increased by Baht 33.6 million because in 2022 had receive of discount from the Condominium juristic person of the Platinum Fashion Mall but in 2023 did not receive the discount.
- Other costs of rental and services decreased from 2022 by Baht 2.8 million because the Company has continuously managed operating costs more efficiently including negotiation with various counterparties to control costs as efficiently as possible.

## 2.2 Cost of Hotel Operations

The Company's cost of hotel operations for the year 2023 was Baht 350.6 million, increased from 2022 by Baht 203.0 million or 137.5%, which was in line with the increase in revenues and higher operating costs from the operating in 2023 full year of the Holiday Inn Resort Samui Bophut Beach.

## 2.3 Cost of Food and Beverage

The Company's cost of food and beverage for the year 2023 was Baht 157.1 million, increased from 2022 by Baht 57.4 million or 57.6%, which was in line with the increase in revenues. However, the increase in costs is proportionately lower than the increase in revenue because the Company efficiently controlled operating costs for maximum efficiency and the adjustment to increase the revenue sharing (GP) collected from food court tenants since the third quarter of 2023 onwards.

## 3. Expenses

Unit: Million Baht

Description	2023	2022	Change + / (-)	
				% YoY
Selling and Administrative Expenses	351.0	368.5	(17.5)	(4.7%)
Finance Cost	147.5	135.2	12.3	9.1%
Income Tax Expense	161.1	62.6	98.5	157.3%

### 3.1 Selling and Administrative Expenses

The Company's selling and administrative expenses for the year 2023 were Baht 351.0 million, decreased from 2022 by Baht 17.5 million or 4.7%. The details are as follows:

- Write-off of accrued rental and service income of Baht 83.5 million from the termination of lease and service agreements of a lessee with a subsidiary in 2022.

- Selling & marketing and administrative expenses increased are as follows:
  - Novotel Bangkok Plitinum Pratunam increased by Baht 18.9 million, which was in line with the increase in revenues as the hotel returned to normal operations following the recovery of the tourism industry after the COVID-19 pandemic situation eased.
  - Holiday Inn Resort Samui Bophut Beach increased by Baht 36.7 million, due to the operating in 2023 full year.
  - Moxy Bangkok Ratchaprasong had expenses for pre-opening period by Baht 10.6 million.

### 3.2 Finance Cost

The Company's finance cost for the year 2023 was Baht 147.5 million, increased from 2022 by Baht 12.3 million or 9.1%, mainly due to interest recognition according to TFRS16 about lease as well as interest payment for short-term loans from bank.

### 3.3 Income Tax Expense

The Company's income tax expense for the year 2023 was Baht 161.1 million, increased from 2022 by Baht 98.5 million because the Company's profit from the separate operating results of 2023 has increased significantly.

## 4. Profit (Loss) for the Period

Unit: Million Baht

Description	2023	2022	Change + / (-)	
			% YoY	
Profit (Loss) before Depreciation, Amortization, Finance Income & Cost and Income Tax (EBITDA)	874.0	187.2	686.8	366.9%
Profit (Loss) for the Year	177.6	(358.7)	535.4	149.3%

The Company's profit before depreciation, amortization, finance income & cost and income tax (EBITDA) for the year 2023 was Baht 874.0 million, increased from 2022 by Baht 686.8 million or 366.9%.

The Company's profit for the year 2023 was Baht 177.6 million, turnaround from a net loss in 2022 of 358.7 million or increased by Baht 535.4 million or 149.3%.

## 5. Financial Position

Unit: Million Baht

Description	December 31, 2023		December 31, 2022		Change + / (-)	
	MB	Proportion	MB	Proportion	MB	Proportion
Current assets	1,022.0	8.9%	1,521.4	12.8%	(499.4)	(32.8%)
Non-current assets	10,515.8	91.1%	10,381.2	87.2%	134.6	1.3%
<b>Total assets</b>	<b>11,537.8</b>	<b>100.0%</b>	<b>11,902.6</b>	<b>100.0%</b>	<b>(364.8)</b>	<b>(3.1%)</b>
Current liabilities	969.9	24.8%	1,548.3	34.8%	(578.4)	(37.4%)
Non-current liabilities	2,935.2	75.2%	2,899.2	65.2%	36.0	1.2%
<b>Total liabilities</b>	<b>3,905.1</b>	<b>100.0%</b>	<b>4,447.5</b>	<b>100.0%</b>	<b>(542.4)</b>	<b>(12.2%)</b>
Shareholders' equity	7,632.7		7,455.1		177.6	2.4%

### 5.1 Total Assets

As at December 31, 2023, the Company had total assets of Baht 11,537.8 million, decreased by Baht 364.8 million or 3.1% compared to December 31, 2022, due to the following reasons:

- **Current assets** decreased by Baht 499.4 million, mainly due to payment for construction costs of The Market Bangkok Phase II (including "PIER 111" office building and Moxy Bangkok Ratchaprasong)
- **Non-current assets** increased by Baht 134.6 million, mainly due to costs of construction of The Market Bangkok Phase II (including "PIER 111" office building and Moxy Bangkok Ratchaprasong) and deduct depreciation on fixed assets in 2023.

### 5.2 Total Liabilities

As at December 31, 2023, the Company had total liabilities of Baht 3,905.1 million, decreased by Baht 542.4 million or 12.2% compared to December 31, 2022, due to the following reasons:

- Repayment short-term loan from bank by Baht 200 million.
- Trade & other account payables decreased by Baht 440 million, mainly by decreased of payables from purchase of fixed assets by Baht 345 million and in 2023 the Company repayment retention payables by Baht 95 million.
- For this year, the overall economy has been recovered and the benefit of increasing significant tourist so the Company can get more the deposits received from rental and services by Baht 91 million.

### 5.3 Shareholder's Equity

As at December 31, 2023, the Company's shareholder's equity of Baht 7,632.7 million, increased by Baht 177.6 million or 2.4% compared as at December 31, 2022, which is the net profits of 2023.

Please be informed accordingly.

Sincerely yours,

Mr. Suwit Wannasirisook  
Chief Financial Officer  
Authorized Person for Information Disclosure

Investor Relations  
Tel: 02-121-9999 ext. 55