

14 May 2024

Subject : Management Discussion and Analysis of the first quarter 2024 ended 31 March 2024
Attn. : Director and Manager
The Stock Exchange of Thailand
Encls. : A copy of Reviewed Financial Statements for the first quarter ended 31 March 2024

The Company, Land and Houses Public Company Limited, would like to submit the reviewed financial statements for period of the first quarter ended 31 March 2024, for your information and publication.

In the first quarter of 2024, the Company and its subsidiaries recorded the net profit in the amount of 1,231.02 million baht while the same period last year recorded the net profit in the amount of 1,353.99 million baht, decreased of 122.97 million baht or decreased by 9.08% because of the following;

1. In the first quarter of 2024, the Company recorded sales income in an amount of 4,431.83 million baht while the same period last year the Company recorded sales income in an amount of 4,832.37 million baht, decreased of 400.54 million baht or decreased by 8.29%.
2. In the first quarter of 2024, the Company recorded gross profit margin of 27.46%, while the same period last year the Company recorded gross profit margin of 28.69%, decreased by 1.23% as the sales was decline while the indirect cost that is fixed cost was not decline.

The decrease in sales and gross profit margin in 1 and 2 make the decrease of 169.17 million baht in gross profit.

3. Details of the revenue from sale are as follows:

Type of product	1 st quarter of 2024	1 st quarter of 2023
Single Detached House	88%	89%
Town House	7%	5%
Condominium	5%	6%
Total	100%	100%

4. Details of the Company's rental and services income compared to last year are as follows:

(Million baht)

	1 st quarter of 2024	1 st quarter of 2023
Rental and services income	2,234.45	1,875.10
Cost	1,481.96	1,191.00
Gross profit	752.49	684.10
Gross profit margin	33.68%	36.48%

4.1 Rental and service income in the first quarter of 2024 was 2,234.45 million baht compared to 1,875.10 million baht at the same period last year, increased of 359.34 million baht or increased by 19.16%.

4.2 Gross profit margin of the Company's rental and service income in the first quarter of 2024 decreased by 2.80%.

5. In the first quarter of 2024, details of share of profit from investment in associates compared to 2023 are as follows:

(million baht)

Name of the Company	1 st quarter of 2024	1 st quarter of 2023
LH Financial Group Public PLC.	87.34	146.56
Quality Construction Products Public PLC.	42.19	33.18
Home Product Center Public PLC.	517.83	487.07
LH Property and Loan Fund II	14.91	34.41
Quality House Public PLC.	122.40	146.65
LH Hotel Leasehold Real Estate Investment Trust	52.52	-
Total	837.19	847.87

The share of profit from investment in associates in 1st quarter of 2024 decreased in an amount of 10.68 million baht when compared to the same period last year.

6. The comparison of the Company's administration expenses of the first quarter of 2024 and 2023 are as follows:

	1 st quarter of 2024		1 st quarter of 2023		Increase / Decrease	
	MB.	%	MB.	%	MB.	%
Sales income	4,431.83	66.48%	4,832.37	72.04%	(400.54)	-8.29%
Rental and Hotel service Income	2,234.45	33.52%	1,875.11	27.96%	359.34	19.16%
Total Revenue	6,666.28	100.00%	6,707.48	100.00%	(41.20)	-0.61%
Selling expenses	386.92	5.80%	290.99	4.34%	95.93	32.97%
Administrative expenses	679.76	10.20%	769.96	11.48%	(90.19)	-11.71%
Specific Business Tax	182.65	2.74%	183.45	2.73%	(0.79)	-0.43%
Finance Cost	431.18	6.47%	288.03	4.29%	143.15	49.70%
Income Tax	190.24	2.85%	147.16	2.19%	43.08	29.27%
Total Expenses	1,870.76	28.06%	1,679.58	25.04%	191.17	11.38%

6.1 In the first quarter of 2024, the Company's selling expenses was 386.92 million baht, increasing 95.93 million baht when compared to the same period last year due to the increased of advertising costs and houses sales commission and be a result of the opening of new hotel.

6.2 In the first quarter of 2024, the Company's administrative expenses was 679.76 million baht, decreasing 90.19 million baht when compared to the same period last year. One reason is lower employee compensation and lower operating expense of the hotels and shopping mall.

6.3 In the first quarter of 2024, the Company's finance cost was 431.18 million baht compared to 288.03 million baht of the same period last year, increased of 143.15 million baht as a result of an increase in borrowing and higher interest rates.

6.4 In the first quarter of 2024, the Company's income tax was 190.24 million baht while the same period last year the Company's income tax was 147.16 million baht, increased of 43.08 million baht due to the increase in profit from operation.

Please be informed accordingly.

Yours sincerely,

(Mr. Wit Tantiworawong)

Mr. Wit Tantiworawong
Managing Director