



AP (THAILAND) PCL.

NEWS RELEASE

No.8/2024

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Subject: Explanation on -15.6% year-on-year fall in revenue and -31.8% year-on-year fall in net profit results

To: Director and Manager
The Stock Exchange of Thailand

AP (Thailand) Plc. would like to report Q1 2024 revenue and net profit at THB 7,939 million and THB 1,008 million, respectively. Comparing to the same period of last year, revenue decreased by -15.6% YoY (from THB 9,409 million) and net profit decreased by -31.8% YoY (from THB 1,478 million) resulting from the followings:

- In Q1 2024, the company reported total revenue of THB 7,939 million (-15.6% YoY), with property revenue at THB 7,607 million (-16.8% YoY) and services revenue at THB 333 million (+25.8% YoY).
- **Low Rise:** Low rise revenues reported at THB 7,088 million (-18.1% YoY), contributed by both existing projects and 5 new projects transferring in Q1 2024: 1) The City Pinklao-Phrannok 2) Moden Petchkasem81 3) Centro Ratchapruek Pinklao 4) Pleno Panya-Ramintra and 5) Pleno Town Sukhumvit Bangpu.
- **Condominium:** The company recorded condominium revenue of THB 519 million (+6.4% YoY), primarily from successful transfers in existing projects such as "Aspire Erawan Prime" (%PTD transfer = 80.1%, +9.6% QoQ), "Aspire Pinklao - Arunamarin" (%PTD transfer = 84.8%, +7.1% QoQ), and "Aspire Rattanathibet - Weston" (%PTD transfer = 44.0%, +4.3% QoQ).
- The overall gross margin stood at 35.7% of revenues, decreasing by 90bps YoY. This comprises a property margin of 33.7% and a service margin of 70.3%. Despite price promotions, the property margin remains steady.
- We still maintain a tight control on SG&A spending. SG&A for Q1 2024 reported at 20.8% of reported revenues (+110 bps YoY). Since JV operation was covered by AP, %SG&A to revenue with 51% portion from JV at 19.6% (+130 bps YoY).



- In Q1 2024, the company recorded transfers from JV projects at THB 1,629 million (-32.0% YoY) with a share of profit from JV investments at THB 136 million (-42.8% YoY). No new JV projects commenced transferring in this quarter.
- In conclusion, despite softened demand and industry seasonality in Q1 2024, AP reported total revenue of THB 7,939 million, reflecting a decrease of 15.6% YoY, alongside a net profit of THB 1,008 million, down by 31.8% YoY. However, the company maintains strict financial discipline, even with its net debt to equity ratio standing at 0.80x.

Sincerely yours,
AP (Thailand) Public Company Limited.
/S/
(Mr. Pramart Kwanchuen)
Corporate Secretary