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Ref. NCH 020/2024

May 14, 2024

Subject : Management's Discussion and Analysis 1Q/2024

Attention : Director and Manager

The Stock Exchange of Thailand

N.C. Housing Public Company Limited (the "Company") would like to clarify the operating results of 4Q23 ended March 31, 2024. The key points can be summarized as follows:

#### 1Q24 Performance

##### Operating Income

The Company and its subsidiaries reported total revenue at the amount of 347.32 million baht, a decrease of 316.89 million baht (-47.71%YoY) from 1Q23, resulting from a decrease in sales revenue of 322.41 million baht (-49.86%YoY). Meanwhile, rental income and service from the NC Regen Sport & Wellness Center and the health rehabilitation and elderly care increased by 1.71 million baht (+12.04% YoY) from 1Q23.

##### Operating Expenses

###### Cost of sales

In 1Q24, the Company and its subsidiaries reported cost of sales at the amount of 424.79 million baht, a decrease of 207.28 million baht (-48.80% YoY) from 347.36 million baht in 1Q23 as sales revenue decreased. However, the increasing cost of construction materials is also an important factor that puts pressure on the administration and control of cost of sales. As a result, the ratio of cost of sales to sales revenue was 67.09%.

###### Cost of rental and service

The Company and its subsidiaries had cost of rental and service in 1Q24 in the amount of THB 18.65 million, an increase of THB 0.26 million (+1.40% YoY) compared to 1Q23 according to the increase in revenue from Sport & Wellness business, included health rehabilitation service and elderly care business.

### Distribution costs

The Company and its subsidiaries had distribution costs in 1Q24 in the amount of 47.27 million baht, a decrease of 11.17 million baht (-19.11% YoY) compared to 1Q23. This was because marketing costs were controlled to be efficient, sales promotions and advertising expenses were reduced to the within budget level. Projects that are still available for sale as well as other new projects, more emphasis will be placed on distribution channels through online media, which has engagement and valuable feedback.

### Administrative expenses

The Company and its subsidiaries had administrative expenses in 1Q24 in the amount of THB 59.76 million, a decrease of THB 10.67 million (-15.15% YoY) compared to 1Q23. The internal expenses were effectively managed to prevent from exceeding a reasonable threshold, while simultaneously supporting and fostering the growth and development of personnel. Notably, the expansion of the organization and the establishment of a streamlined work structure have reached almost 100% completion during the previous quarter. Furthermore, there has been a notable decrease in both utility expenses and general administrative costs.

### Financial costs

The Company and its subsidiaries had financial costs in 1Q24 increased by THB 3.14 million (+43.61% YoY) compared to 1Q23. This was because the Company has financing through borrowing from financial institutions and issuing debentures, resulting in interest expenses to financial institutions and debenture interest payments increased.

### Income tax expenses

The Company and its subsidiaries reported that the income tax expenses decreased by THB 24.93 million (-102.18% YoY) compared to 1Q23 due to lower net profit in this period.

## **Financial Position**

### Total Assets

As of March 31, 2024 the company and its subsidiaries' total assets of Baht 5,501.84 million, which was a Baht 92.38 million or 1.65 percent decreased from as of December 31, 2023. Due to transfer cost of land development to cost of sales.

### Total Liabilities

As of March 31, 2024, the company and its subsidiaries' has total liabilities of Baht 2,367.35 million, decreased from the amount as of December 31, 2024 by Baht 86.71 million, or an decrease of 3.53 percent, resulting from debt management of the Company and its subsidiaries.

### Dividend Payment for the 2023 Performance

According to the Annual General Meeting of Shareholders for the year 2024, the meeting resolved to approve the dividend payment for the business performance of the year 2023 to the shareholders at the rate of THB 0.05 per share. Shareholders entitled to receive dividend were determined to be recorded on Mar 11, 2024 (Record Date), and the dividend payment was determined to be paid on May 20, 2024.

Please be informed accordingly and disseminate to the public/shareholders.

Sincerely yours,

A handwritten signature in blue ink, appearing to read 'Somchao Tanthathoedtham', with a large, sweeping underline stroke.

(Mr.Somchao Tanthathoedtham)

Director and Chief Executive Officer

Authorized to sign on behalf of the Company

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