

15 May, 2024

**Subject Clarification of 1Q/2024 Operating Result (Edited)**

**Attention President, The Stock Exchange of Thailand**

Sena Development Public Company Limited would like to clarify the operating results of the company and subsidiaries For the period ending on March 31, 2024, the details are as follows.

Consolidated financial statement, 1st quarter of 2024, the company has the capability to increase the net profit from 9.9 percent to 14.5 percent of the total revenue. This indicates that the company has the capability to increase the net profit margin by 4.6 percent. Even though the total revenue of the company has decreased, compared Year to Year, which it is according to the economic situation where there are still no factors that supporting the real estate business. Furthermore, the company also has the policies to intensively control administrative expenses in order to maintain profitability. Therefore, it reflects the growth of profitability in the consolidated financial statements.

Unit : Thousands Baht

	Consolidated financial statements-THREE - MONTH					Separate financial statements-THREE - MONTH				
	2024	(%)	2023	(%)	increase/Decrease (%)	2024	(%)	2023	(%)	increase/Decrease (%)
Revenue from sales	364,134,861	44.4	566,923,900	63.9	(222,789,039) ▼ -39.0%	216,844,879	44.0	382,574,555	49.3	(165,729,676) ▼ -43%
Revenue from rental and services	350,193,301	42.7	289,876,426	31.5	60,316,875 ▲ 20.8%	18,378,314	3.7	18,619,397	2.4	(241,083) ▼ -1%
Revenue from solar business	7,358,347	0.9	11,997,415	1.3	(4,638,798) ▼ -38.7%	0.0	0.0	-	0.0	-
Revenue from sales of cars business	9,364,747	2.4	0.0	0.0	9,364,747 ▲ 100.0%	0.0	0.0	-	0.0	-
<b>Total revenues</b>	<b>741,051,256</b>	<b>90.3</b>	<b>888,797,471</b>	<b>96.7</b>	<b>(147,746,215) ▼ -16.6%</b>	<b>235,223,193</b>	<b>47.7</b>	<b>401,193,952</b>	<b>51.7</b>	<b>(165,970,759) ▼ -41%</b>
Cost of sales	238,288,549	65.4	383,160,944	65.3	(144,862,395) ▼ -37.8%	139,015,475	64.1	240,798,611	62.9	(101,783,136) ▼ -42%
Cost of rental and service	228,684,633	65.3	159,475,068	55.0	69,209,565 ▲ 43.4%	8,724,255	47.5	9,805,881	52.7	(1,081,626) ▼ -11%
Cost of solar business	4,671,746	63.5	7,709,426	64.3	(3,037,680) ▼ -39.4%	0.0	0.0	-	0.0	-
Cost of sales cars business	17,383,693	89.8	0.0	0.0	17,383,693 ▲ 100.0%	0.0	0.0	-	0.0	-
<b>Total costs</b>	<b>489,028,621</b>	<b>66.0</b>	<b>550,335,438</b>	<b>61.9</b>	<b>(61,306,817) ▼ -11.6%</b>	<b>147,739,730</b>	<b>62.8</b>	<b>250,604,492</b>	<b>62.5</b>	<b>(102,864,762) ▼ -41%</b>
<b>Gross profit (loss)</b>	<b>252,022,635</b>	<b>34.0</b>	<b>338,462,033</b>	<b>38.1</b>	<b>(86,439,398) ▼ -25.5%</b>	<b>87,483,463</b>	<b>37.2</b>	<b>150,589,460</b>	<b>37.5</b>	<b>(63,105,997) ▼ -42%</b>
<b>Gross profit margin (%)</b>	<b>34%</b>		<b>38%</b>			<b>37%</b>		<b>38%</b>		
Profit from loss of control subsidiaries	194,481	0.0	-	0.0	194,481 ▲ 100.0%	-	0.0	-	0.0	-
Gain from acquisition of investment in subsidiaries	4,728,149	0.6	-	0.0	4,728,149 ▲ 100.0%	-	0.0	-	0.0	-
Dividend received from related parties	0.0	-	-	0.0	-	146,668,391	29.7	289,047,778	37.2	(142,379,387) ▼ -49%
Other income	69,684,930	8.5	23,019,836	2.5	46,665,094 ▲ 202.7%	95,265,226	19.3	59,059,909	7.6	36,205,317 ▲ 61%
<b>Profit (loss) before expenses</b>	<b>326,530,185</b>	<b>39.8</b>	<b>361,481,869</b>	<b>39.3</b>	<b>(34,951,674) ▼ -9.6%</b>	<b>329,417,080</b>	<b>68.8</b>	<b>498,697,117</b>	<b>64.2</b>	<b>(169,280,037) ▼ -34%</b>
Cost of distribution	43,432,512	5.3	56,109,712	6.1	(12,677,200) ▼ -22.6%	23,493,853	4.8	32,986,526	4.2	(9,492,673) ▼ -29%
Administrative expenses	12,169,769	1.6	16,242,651	1.8	(4,072,882) ▼ -25.1%	14,401,922	2.9	12,905,672	1.6	1,496,250 ▲ 12%
Other expenses	6,454,060	0.8	4,029,492	0.4	2,424,568 ▲ 60.2%	6,454,060	1.3	4,029,492	0.5	2,424,568 ▲ 60%
<b>Total expenses</b>	<b>171,584,341</b>	<b>20.9</b>	<b>227,381,855</b>	<b>24.7</b>	<b>(55,797,544) ▼ -24.5%</b>	<b>144,349,835</b>	<b>29.3</b>	<b>166,721,690</b>	<b>21.5</b>	<b>(22,371,855) ▼ -13%</b>
<b>Profit (loss) before finance costs and</b>	<b>154,945,844</b>	<b>18.9</b>	<b>134,100,014</b>	<b>14.6</b>	<b>20,845,840 ▲ 15.6%</b>	<b>185,067,245</b>	<b>37.5</b>	<b>331,975,457</b>	<b>42.7</b>	<b>(146,908,212) ▼ -44%</b>
Profit (loss) from measuring the fair value of the instrument	26,673,347	3.3	(19,475,180)	-2.1	46,148,527 ▲ 237.0%	22,961,847	4.7	(30,609,680)	-3.9	53,571,527 ▲ 175%
Finance revenue	4,923,711	0.6	7,129,863	0.8	(2,206,152) ▼ -30.9%	16,008,293	3.2	27,443,155	3.5	(11,434,862) ▼ -42%
Finance Costs	110,482,417	13.5	103,807,478	11.3	6,674,939 ▲ 6.4%	10,989,656	22.5	10,496,889	12.9	4,927,767 ▲ 47%
Share of profit (loss) of associates and joint ventures	76,361,617	9.3	89,792,000	9.8	(13,430,383) ▼ -15.0%	-	0.0	-	0.0	-
<b>Profit (loss) before income tax expenses</b>	<b>62,522,112</b>	<b>8.6</b>	<b>107,739,219</b>	<b>11.7</b>	<b>(44,782,893) ▼ -41.6%</b>	<b>115,047,229</b>	<b>22.9</b>	<b>228,312,043</b>	<b>29.4</b>	<b>(115,264,314) ▼ -50%</b>
Tax income (expense)	(33,308,519)	-4.1	(16,865,427)	-1.8	(16,443,092) ▲ 97.5%	(5,703,516)	-1.2	3,342,278	-0.4	(9,045,794) ▼ 27%
<b>Profit (loss) for the period</b>	<b>119,213,593</b>	<b>14.5</b>	<b>90,873,792</b>	<b>9.9</b>	<b>28,339,801 ▲ 31.2%</b>	<b>107,344,213</b>	<b>21.8</b>	<b>231,654,321</b>	<b>29.8</b>	<b>(124,310,108) ▼ -54%</b>
<b>Net Profit Margin (%)</b>	<b>14.5%</b>		<b>9.9%</b>			<b>21.8%</b>		<b>29.8%</b>		
<b>Profit (loss) attributable to :</b>										
Owners of the parent	110,946,057		86,279,603		24,666,454 ▲ 28.6%	107,344,213		231,654,321		(124,310,108) ▼ -54%
Non - controlling interests	8,267,536		4,594,189		3,673,347 ▲ 80.0%	-		-		-
<b>Profit (loss) for the period</b>	<b>119,213,593</b>		<b>90,873,792</b>		<b>28,339,801 ▲ 31.2%</b>	<b>107,344,213</b>		<b>231,654,321</b>		<b>(124,310,108) ▼ -54%</b>
<b>Basic earnings (loss) per share from continuing operations</b>	<b>0.0769</b>		<b>0.0593</b>			<b>0.0744</b>		<b>0.1606</b>		
Weighted average number of ordinary shares (share)	1,442,272,398		1,442,240,465			1,442,272,398		1,442,240,465		

## **Net profit**

For operating results in the 1st quarter of 2024, net profit of the separate financial statements There was a net profit of 107 million baht or 22 percent of the income in the consolidated financial statements of the Sena Group of Companies. and subsidiaries There was a net profit of 119 million baht, or 15 percent, an increase of 31 percent compared to the previous year's amount of 91 million baht. The main reason is that the control of administrative expenses is in accordance with the company's strategy according to the laid down policy. Including effective control and management of production costs. and the gross profitability of the real estate business of the joint venture group improved. Including the increase in profits from measuring the fair value of instruments with which the Company entered into interest rate swap contracts. Manage risk from derivative bonds.

## **Other income**

For the 1st quarter of 2024, there was other income of 70 million baht, an increase of 203 percent because in the 1st quarter of 2024 there was other income of 70 million baht, an increase of 203 percent from most items in which the contractor's work security deposit was seized. overdue and clear the estimated accrued expenses.

## **Selling and administrative expenses**

For the first quarter of 2024, sales and administrative expenses amounted to 172 million baht, or 21 percent of total revenue, decreased 25 percent compared to the same period last year, consisting of sales and marketing expenses in the quarter. 1 year 2024, amount 43 million baht, accounting for 5 percent of total revenue, decreased at 23 percent Compared to the same period last year This is consistent with the decrease in ownership transfer income. For administrative expenses (including executive compensation) in the first quarter of 2024, the amount was 128 million baht, accounting for 16 percent of total revenue, decreased from 19 percent of total revenue in the same period the previous year. From managing expenses in accordance with the budget plan that has been set.

## **Recognition of profit (loss) share from associates and joint ventures**

Recognition of share of profit (loss) from investment in real estate business, solar business, and office buildings for rent. The Company has continuously recognized share of profit from all business groups in the first quarter of 2024, amounting to 76 million Baht decreased slightly by 13 million baht or 15 percent compared to the same period of the previous year. The majority of profit sharing comes from the recognition of profit sharing from investments in real estate project development. and continuously receive a share of profits from solar farms.

## Financial costs

In the first quarter of 2024, the amount was 110 million baht, a slight increase of 7 million baht or 6 percent compared to the same period last year. This is mainly due to the decrease in interest following the repayment of loans to financial institutions. and recording interest expenses as costs for projects under construction.

## Corporate income tax

Income tax expense in the first quarter of 2024 in the amount of 33 million baht is corporate income tax that must be paid. Compared to the same period last year which amounted to 16 million baht.

However, when considering the potential of gross profit of each business type (based on information from the [management financial statements](#), refer to the financial statements No.24) during the past 3 months. Overall, the capability to generate the gross profit margins improved by 1.9%, although the company's total revenue has decreased compared Year to Year. Nevertheless, the company still has the capability to make better gross profit margins in the real estate business. This is considered an outstanding performance for this quarter. The capability to make gross profits can be enumerated according to the [management financial statements](#). Divided into each business type as follows:

Description	Real Estate Business		Service And Management Business		Renewable Energy Business		Consolidated (All Business)		Compare	
	Q1 2024	Q1 2023	Q1 2024	Q1 2023	Q1 2024	Q1 2023	Q1 2024	Q1 2023	Increase/(Decrease)	
Income before discount	1,240.39	1,953.20	499.13	433.68	177.34	118.34	1,916.87	2,505.22	(588.35)	-23.5%
(-) Discount	(95.00)	(151.74)	-	-	-	-	(95.00)	(151.74)	(56.74)	
Net Revenue	1,145.39	1,801.46	499.13	433.68	177.34	118.34	1,821.87	2,353.48	(531.61)	-22.6%
Cost of good sold	(733.05)	(1,234.00)	(308.30)	(247.42)	(108.99)	(49.53)	(1,150.34)	(1,530.95)	(380.61)	24.9%
Gross profit (loss)	412.34	567.46	190.84	186.26	68.35	68.81	671.53	822.52	(151.00)	-18.4%
GP%	36.0%	31.5%	38.2%	42.9%	38.5%	58.1%	36.9%	34.9%		

### **1. Real estate business consists of Sena Public Company Limited, Subsidiary Companies, Joint Venture Companies and SENX Public Company Limited.**

In terms of income from the real estate business, the company has increased gross profit by 4.5%. Although this quarter, there was a decrease in revenue recognition of 712 million baht, or 36.5%, compared Year to Year. As mentioned above, the capability of gross profit ability of the business has increased, as a result the profit share from the joint venture increased, which it was the main reason to enhance capability to increase the net profit. Under this economic regression circumstance, the company still has appropriate strategies to develop products that are consistent with the customers' real demand. Moreover, Cash Jai Dee Co., Ltd has financial services to support and provide additional financial services, in order to make it easier for customers to own a

house. Including using the ability to manage costs controlling to achieve economies of scale and make it the most worthwhile to invest.

## **2. Project management business and other services**

Project management services business, the company's revenue increased 15.1%, compared Year to Year, and the gross profit increased by 4.6 million baht or equivalent to 38.2% of revenue. Then considering the same period as the previous year, the gross profitability has decreased by 4.7% from the same period of the previous year. Due to the marketing expenditure has been highly used in marketing media, which cancellations from financial institutions is the main issue. As a result, sales and transfer amounts are not able to achieve the company's target and the period of launching the sales was longer than estimated. Therefore, it has an impact on the cost of the project. However, in this consideration, the company has plans to adjust its sales strategy and marketing communications to emphasize on using online channel in order to decrease the marketing budget. For other service businesses, which includes legal entities, brokers, warehouses, apartments, golf courses, and Sena Fest. Overall income is remain similar to the same period of the previous year.

## **3. Clean energy business**

In this year's period, income increased by 49.9% compared to the same period of the previous year. and had a gross profit of 38.5% of revenue, which decreased 19.6% from the same period of the previous year. As mentioned above, the income of the clean energy business is increasing. However, the reason of decreasing of the capability to make gross profits is that the Clean Energy Business Group has an additional business selling electric cars. Which the automotive business is Trading & Distribution and it has a gross profit of approximately 10%, which is quite different from the EPC or PPA business of the group. Therefore, it is causing a decrease in the gross profit margin. However, the company views the electric car sales business as a megatrend business. There is an opportunity to grow and expand business for the company.

As of the first quarter of 2024, the Group has the sales to be recognized (Backlog) with a total value of approximately 5,164 million baht, divided into approximately 668 million baht of projects that are not in joint ventures and under the joint venture is approximately 4,496 million baht. There is a backlog that will be completed and will gradually recognize revenue in 2024 in the amount of 3,749 million baht, most of which are condominium projects developed under the joint venture as follows: Sena Kith Srinakharin - Sridan, Sena Kith. Rangsit – Tiwanon, Sena Kith Phahonyothin - Navanakorn Phase 1, Sena Kith Bangna KM.29 Phase 1, Flexi Suksawat, Sena Kith Theparak - Bangbo 2 Phase 2 and have a total of 54,545 million baht of inventory remaining for sale, ready to sell and transfer to recognize income immediately. 14,427 million baht.

## Consolidated statement of financial position

**Table :** Consolidated statement of financial position as of March 31, 2024 compared to March 31, 2023

Description	31/12/2024 (MB)	31/3/2023 (MB)	Increase/(Decrease) (MB)
Total Assets	24,594	25,492	(898)
Total Liabilities	14,210	15,225	(1,015)
Shareholders' Equity of parent	8,281	8,175	106
Non-Controlling interests	2,103	2,093	10

### Total assets

As of 31 March 2024, the Company and its subsidiaries had total assets of 24,594 million baht, a decrease of 898 million baht from 31 December 2023, with current assets amounting to 11,270 million baht, a decrease of 1,197 million baht from 31 December 2023, due to Mainly from repaying debt from financial institution loans. Meanwhile, non-current assets amounted to 13,324 million baht, an increase of 299 million baht from as of December 31, 2023, mainly due to additional investment. and receive a share of profits from joint ventures in the real estate group and receive dividends from the results of the joint venture.

### Total Liabilities

As of the end of March 31, 2024, the Company had total liabilities of 14,210 million baht, with current liabilities of 6,974 million baht and non-current liabilities of 7,236 million baht, respectively, a decrease of 920 million baht, a decrease of 1,015 million baht from 31 December 2023. The main reason is the repayment of short-term promissory notes. Repayment of loans from financial institutions and repay the bonds due in the first quarter of 2024, with a debt-to-equity ratio equal to 1.4 times. The company is still able to maintain the financial ratios as specified throughout the life of the bonds, that is. Set the Debt to Equity Ratio of the consolidated financial statements not to exceed 2.5 : 1.

### Shareholders' equity

As of March 31, 2024, the Company had total shareholders' equity of 10,384 million baht, an increase of 114 million baht from December 31, 2023, mainly due to the operating results having a net profit during the period.

Please be informed accordingly.

Yours Sincerely,

(Mrs.Weraporn Chaisiriyasawat)

Deputy Managing Director and Secretary of the Company

SENA Development Public Company Limited