

May 9, 2024

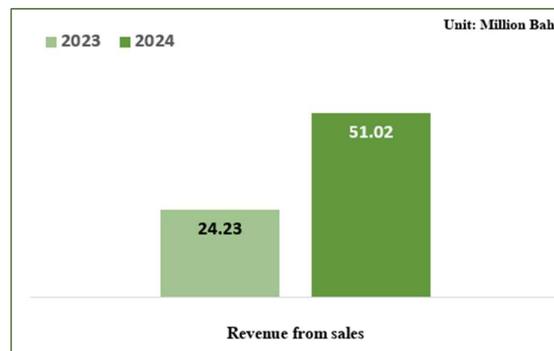
Subject: Management Discussion and Analysis for the first quarter ended on March 31, 2024

To: Directors and Manager  
The Stock Exchange of Thailand

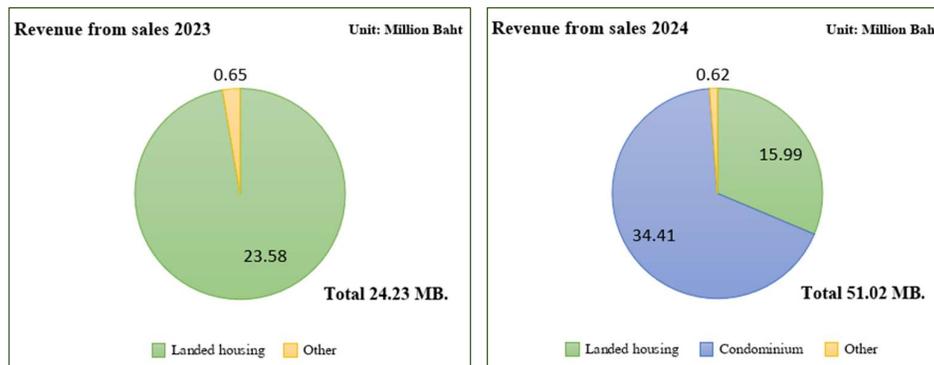
According to the resolution of the Board of Directors of Jakpaisan Estate Public Company Limited (“The Company”) No. 2/2024 on May 9, 2024, it approved financial statements for the first quarter of 2024 ended on March 31, 2024. The Company hereby clarifies the performance as follows:

**Key Highlights for The First Quarter of 2024**

- Revenue from sales in the First Quarter of 2024 were 51.02 million baht, an increase of 26.79 million baht or a 110.57% increase when compared to the same period last year. Due to recognize revenue from sales on the Gardenia Pattaya and the Canna Khlong Song, which in the first quarter of 2023 are currently under construction and begin transferring ownership in the 3rd quarter of 2023.



The picture shows a comparison of sales revenue data.



The picture shows the classification of sales revenue.

**Operating Results for The First Quarter of 2024**

Financial Statement	2024		2023		Increase / (Decrease)	
	MB	%	MB	%	MB	%
<b>REVENUES</b>						
Revenue from sales	51.02	98.80	24.23	98.58	26.79	110.57
Other income	0.62	1.20	0.35	1.42	0.27	77.14
<b>Total revenues</b>	<b>51.64</b>	<b>100.00</b>	<b>24.58</b>	<b>100.00</b>	<b>27.06</b>	<b>110.09</b>
<b>EXPENSES</b>						
Cost of sales	30.72	59.49	15.01	61.07	15.71	104.66
Selling expenses	5.57	10.79	1.23	5.00	4.34	352.85
Administrative expenses	8.08	15.65	8.06	32.79	0.02	0.25
Managements' remuneration	2.00	3.87	1.43	5.82	0.57	39.86
<b>Total expenses</b>	<b>46.37</b>	<b>89.79</b>	<b>25.73</b>	<b>104.68</b>	<b>20.64</b>	<b>80.22</b>
<b>Profit (loss) before finance income, finance costs, share of profit (loss) from investment in an associate and income tax income (expenses)</b>	<b>5.27</b>	<b>10.21</b>	<b>(1.15)</b>	<b>(4.68)</b>	<b>6.42</b>	<b>558.26</b>
Financial income	0.05	0.10	0.06	0.24	(0.01)	(16.67)
Financial costs	(3.50)	(6.78)	(3.37)	(13.71)	0.13	3.86
Share of profit (loss) from investment in an associate	(0.67)	(1.30)	1.10	4.48	(1.77)	(160.91)
<b>Profit (loss) before income tax income (expenses)</b>	<b>1.15</b>	<b>2.23</b>	<b>(3.36)</b>	<b>(13.67)</b>	<b>4.51</b>	<b>134.23</b>
Income tax income (expenses)	(0.39)	(0.76)	0.78	3.17	(1.17)	(150.00)
<b>Net profit (loss) for the periods</b>	<b>0.76</b>	<b>1.47</b>	<b>(2.58)</b>	<b>(10.50)</b>	<b>3.34</b>	<b>129.46</b>

- **Revenues**

- Revenue from sales

Revenue from sales in the First Quarter of 2024 were 51.02 million baht or 98.80% of the revenues, an increase of 26.79 million baht or a 110.57% increase when compared to the same period last year. The revenue increase from on-going Project *Canna Pattaya* and recognize revenue from sales on the *Gardenia Pattaya* and the *Canna Khlong Song*, which in the first quarter of 2023 are currently under construction and begin transferring ownership in the 3rd quarter of 2023.

- Other income

Other income, which includes rental fees, utilities fees and other in the First Quarter of 2024 were 0.62 million baht or 1.20% of the total revenues, an increase of 0.27 million baht or a 77.14% due to other income and which changes in non-significant.

- **Expenses**

- Cost of sales

Cost of sales in the First Quarter of 2024 were 30.72 million baht or 59.49% of the total revenues, an increase of 15.71 million baht or a 104.66% due to increase of sales from real estate development business.

- Selling expenses

Selling expenses in the First Quarter of 2024 were 5.57 million baht or 10.79% of the total revenues, an increase of 4.34 million baht or a 352.85% increase when compared to the same period last year due to increase of transfer taxes and fees, sales and marketing expenses, and employee-related expenses as the result of increased in sales from real estate development business. And in selling the Gardenia Pattaya project, sales representatives who refer clients to project are paid a commission by the company based on the real revenue from sales.

- Administrative expenses and managements' remuneration

Administrative expenses and managements' remuneration in the First Quarter of 2024 were 10.08 million baht or 19.52% of the total revenues, an increase of 0.59 million baht or a 6.22% increase when compared to the same period last year due to increased project management from the previous year.

- **Profit (loss) before finance income, finance costs, share of profit (loss) from investment in an associate and income tax income (expenses)**

Profit before financial income, financial costs, share of loss from investment in an associate and income tax expenses in the First Quarter of 2024 were 5.27 million baht which increased by 558.26% when compared to last year. Due to during in 2024 the Company have revenue from sale and gross profit increase while administrative expenses and managements' remuneration were a more than a little from the amount in 2023. Nonetheless, in 2024 The Company maintained real estate development business's gross margin and total gross margin at 39.55% and 39.79% respectively increased when compared to last year.

Gross Margin (%)	2024	2023
Gross margin from real estate development business	39.55	37.55
Total gross margin	39.79	38.07

- **Financial costs**

The First Quarter of 2024 the Company's financial costs, which include interest from long-term loans, overdrafts, and promissory notes, were 3.50 million baht or 6.78% of the total revenues, an increase of 0.13 million baht or a 3.86% due to new long-term project loans to invest in 2024 of the expansion new projects.

- **Share of loss from investment in an associate**

The Company realized 40% of profit (loss) from investment in M.T.S Asset Development Company Limited (“MTS”) which has an on-going project, named *Idyl*, in Phan Thong District, Chonburi.

Share of loss from investment in MTS in the First Quarter of 2024 were 0.67 million baht or 1.30% of the total revenues, a decrease from the last year when share of profit of 1.77 million baht or a 160.91% decrease when compared to the same period last year. Due to the number of ownership transfers from the Project *Idyl*. But there are increased operating expenses due to the development of new projects named *Idyl Marbpong*, in Phan Thong District, Chonburi.

- **Net profit**

In the First Quarter of 2024, the Company reports profit of 0.76 million baht or 1.47% of the total revenues, an increase of 3.34 million baht or a 129.46% when compared to the same period last year because in 2024 the Company have revenue from sale and gross profit increase.

#### Financial Position Analysis

Financial Position	As of				Increase /	
	March 31, 2024		December 31, 2023		(Decrease)	
	MB	%	MB	%	MB	%
Total assets	831.79	100	810.27	100.00	21.52	2.66
Total liabilities	370.65	44.56	349.89	43.18	20.76	5.93
Total shareholders' equity	461.14	55.44	460.38	56.82	0.76	0.17

- **Total assets**

As of March 31, 2024, The Company has total assets of 831.79 million baht which increased from December 31, 2023, by 21.52 million baht or 2.66%. The Company’s key assets are inventories which comprise of lands for development, finished goods, products during construction, investment in an associate and investment properties. Increased assets came from inventories totaling around 29.17 million baht, but cash and cash equivalents decreased by 7.95 million baht due to paid of construction costs in the remaining inventory and other items that increased or decreased immaterially resulted in an increase in overall assets.

- **Total liabilities**

As of March 31, 2024, The Company has total liabilities of 370.65 million baht which increased from December 31, 2023, by 20.76 million baht or 5.93% due mainly to the increase in financial costs for The Company’s new projects expansion of 15.25 million baht. Total liabilities mainly comprise overdrafts and long-term loans from financial institutions totaling 287.18 million baht.

- **Total shareholders' equity**

As of March 31, 2024, The Company has total shareholders' equity of 461.14 million baht which increased from December 31, 2023, by 0.76 million baht or 0.17% due to the increase of retained earnings in The Company's 2024 net profit was 0.76 million baht.

**Key Financial Ratios**

Financial Ratios	As of March 31,	
	2024	2023
Gross profit margin	39.79	38.07
Net profit margin	1.47	(10.50)
	March 31, 2024	December 31, 2023
D/E ratio	0.80	0.76

Please be informed accordingly.

Yours sincerely,

Mr. Weeraphan Jakpaison  
Managing Director