

THANASIRI



ธนาสิริ...บริบทเพื่อความยั่งยืน

THANASIRI...Return on Sustainability



Thansiri Group Public Company Limited

*Management Discussion and Analysis (MD&A)
of Consolidated Financial Statements for the Second
quarter ended 30 June 2024*

Summary of Operating Performance

for the 2nd Quarter of 2024 (million Baht)	3-month ended June 30, 2024		increase / (decrease)	6-month ended June 30, 2024		increase / (decrease)
	2Q24	2Q23		6M24	6M23	
Revenues from sales of property	94	114	-19	147	313	-167
Service revenues	53	5	48	80	20	60
Sales revenues	1	4	-3	3	5	-2
Total revenue	148	122	26	229	338	-109
Cost of sales	80	88	8	124	213	89
Cost of service	6	3	-3	11	5	-6
Cost of goods sold	1	4	3	2	6	4
Total cost	86	95	8	137	224	87
Gross Profit	61	27	34	93	114	-21
Gross Profit (%)	41.5%	22.3%	19.2%	40.4%	33.7%	6.7%
Other Income	2	0	2	4	1	2
Cost of distribution	10	11	1	16	26	10
Administration expenses	24	20	-4	47	48	0
Profit / (Loss) from operating activities	29	-3	33	33	41	-8
Financial Cost	7	2	-5	12	3	-8
Share of Profit / (Loss) from investment in Joint venture	4	4	0	13	10	3
(Income) Tax expense	5	0	-6	6	10	4
Non - controlling interests	-1	-1	0	-2	-2	0
Net profit - Owners of the Parent	22.7	0.6	22	30.6	39.8	-9
Net profit - Owners of the Parent (%)	15.4%	0.5%	14.9%	13.4%	11.8%	1.6%

2Q24

- Consolidated net profit – Owners of parent 2Q24 total 22.7 million Baht** increased 22 million Baht compared to the same period of 2Q23, mainly from One-time income from loan facilities guarantee and land sourcing service for the Joint venture total 31 million Baht and growing management fee for project development for affiliates while Revenue from houses sold had less gross profit rate due to pricing policy to accelerate sales of finished stocks.
- Other income 2Q24 total 2 million Baht** increased 2 million Baht compared to 2Q23 mainly from interest income.

6M24

- Consolidated net profit – Owners of parent 6M24 total 30.6 million Baht** decreased 9 million Baht compared to the same period of 6M23, mainly from One-time income from loan facilities guarantee and land sourcing service for the Joint venture total 15.8 million Baht while Revenue from houses sold had less gross profit rate due to pricing policy to accelerate sales of finished stocks affected by the real estate market situation which had slow down and had high competition in price.
- Other income 6M24 total 4 million Baht** increased 2 million Baht compared to 6M23 mainly from interest income during the year.

Summary of Operating Performance (cont.)

2Q24

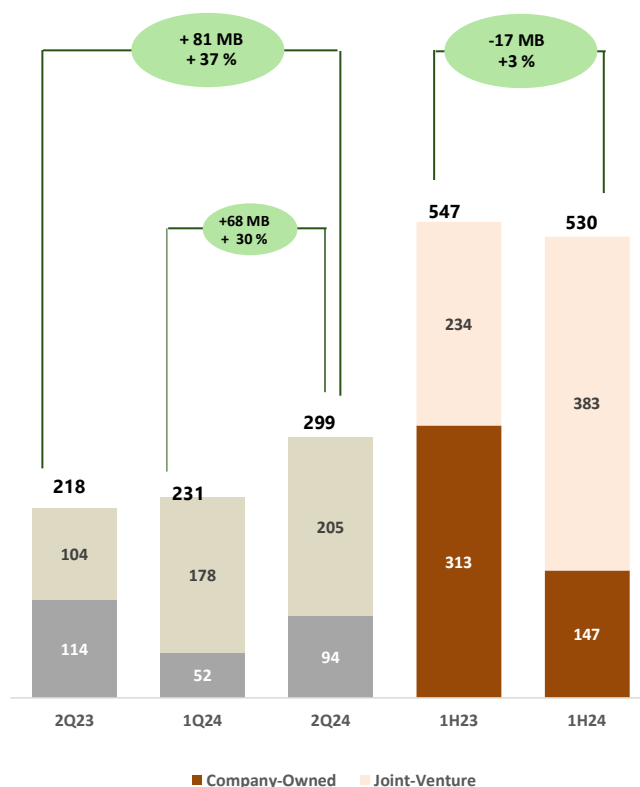
- **Shared profit of investment in joint ventures 2Q24 total 4 million Baht** decreased 4 million Baht compared to 2Q23 from houses sold revenue in the second venture project between Thanasiri Group and Anabuki Japan, “Anabuki Thana Habitat Ratchapruek, which had Grand Opening in July 2022, and the venture project between Thanasiri Group and Lofis (Thailand), “Thana Habitat Groove Rama 5 – Nakorn In.
- **Income tax expenses in 2Q24 total 5 million Baht** increased 6 million Baht compared to 2Q23 as a result of increased profits during the quarter and accounting adjustment for Deferred tax income in 2Q24.

6M24

- **Shared profit of investment in joint ventures 6M24 total 13 million Baht** increased 3 million Baht compared to 6M23 from houses sold revenue in 2 venture projects between Thanasiri Group and Anabuki Japan, “Anabuki Thana Habitat Ratchapruek and “Anabuki Thana Village Bangna-Bangbo” and “Thana Habitat Groove Rama 5 – Nakorn In”, the venture project with Lofis (Thailand) group.
- **Income tax expenses in 6M24 total 6 million Baht** decreased 4 million Baht compared to 6M23 as a result of increased profits during the quarter and accounting adjustment for Deferred tax income in 2Q24.

Analysis of Statement of Comprehensive Income

1. Revenue (Company-Owned and Joint ventures)



2Q24

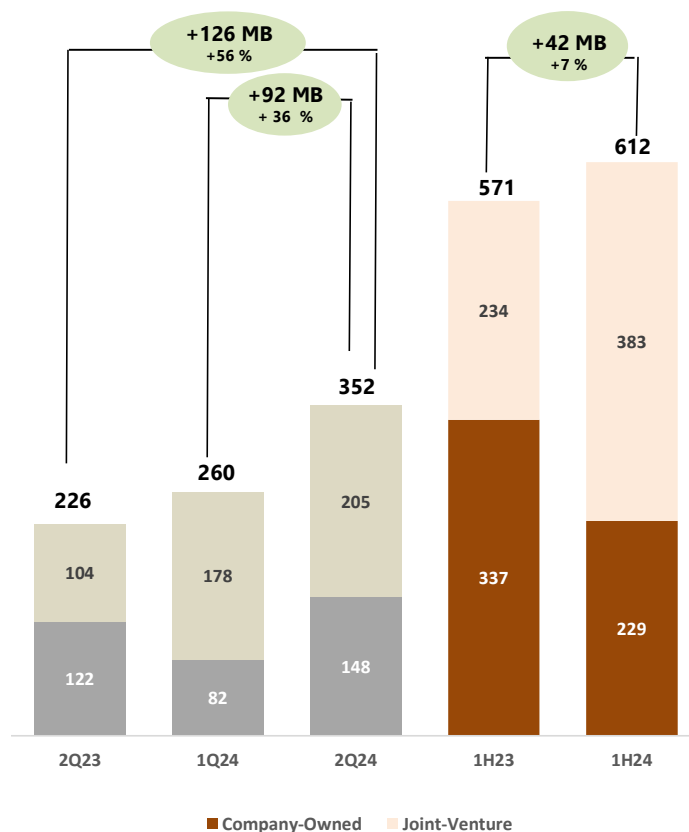
- Revenue from house sold in 2Q24 total 299 million Baht increased 81 million Baht. Company-owned decreased 20 million Baht compared to 2Q23 from the project "Thana Habitat Groove Pinklao – Sirinthorn" which already closed sales since 2023.
- 74% of total revenue came from house sold of the joint ventures increased 101 million Baht mainly from the project "Thana Habitat Groove RAMA 5 – Nakorn In", the Single and Detached houses project, and project between Thanasiri Group and Anabuki Japan, "Anabuki Thana Habitat Ratchapruek", the single houses and detached houses launched since late 2023,

6M24

- Revenue from house sold in 6M24 total 530 million Baht decreased 17 million Baht compared to 6M23. Company-owned decreased 166 million Baht from the project "Thana Habitat Groove Pinklao – Sirinthorn" which already closed sales since 2023 and had a high revenue in 6M23 of 90% of total company.
- Revenue from house sold of the joint ventures increased 149 million Baht compared to 6M23 from the project "Thana Habitat Groove RAMA 5 – Nakorn In", the Single and Detached houses project, and project between Thanasiri Group and Anabuki Japan, "Anabuki Thana Habitat Ratchapruek", the single houses and detached houses launched since late 2023,

2. Revenue from Real Estate Development and Services

(Company Owned and Joint Ventures)



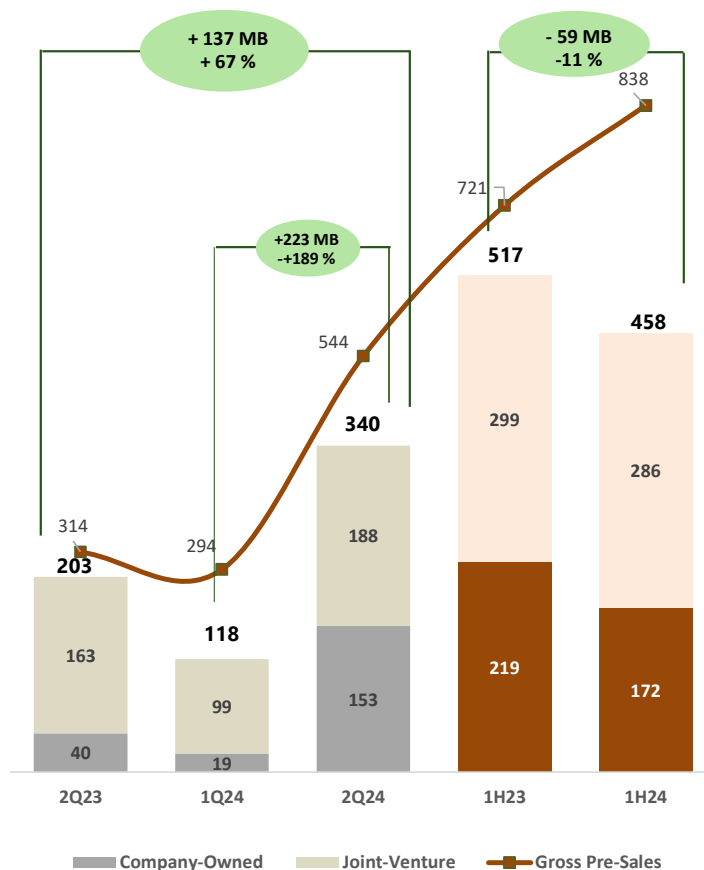
2Q24

- **Total revenue 2Q24 total 352 million Baht** increased 92 million Baht compared to the previous period and increased 126 million Baht compared to 2Q23
- Total revenue increased from 94 million Baht of houses sold and 53 million Baht of services in 2Q24. Services revenue mainly from management for development services for joint ventures such as land sourcing fee and loan guarantee fee.

6M24

- **Total revenue 6M24 total 612 million Baht** increased 42 million Baht or 7 % compared to the same period of previous year
- Revenue from services increased 58 million Baht
- Revenue from houses sold decreased in Co-Owned total 167 million Baht
- Revenue from houses sold in joint ventures increase 149 million Baht mainly from the new joint venture project with Lofis group, launched since December 2023.

3. Presales (Company owned and Joint ventures)



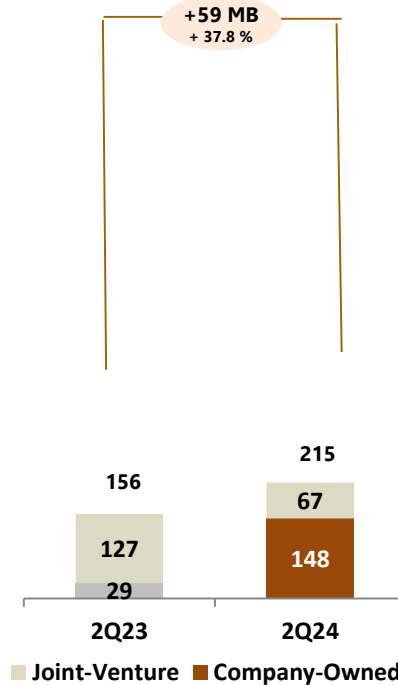
2Q24

- Presales 2Q24 total 340 million Baht increased 137 million Baht compared to 2Q23 with 40% cancellation rate due to customers' credit. However, the company had applied policy for customer pre-approve in order to decrease the cancellation rate.
- As the effect of slow down with high competition market, Company had pricing policy to accelerate sales of finished stock especially in current & nearly closed projects.

6M24

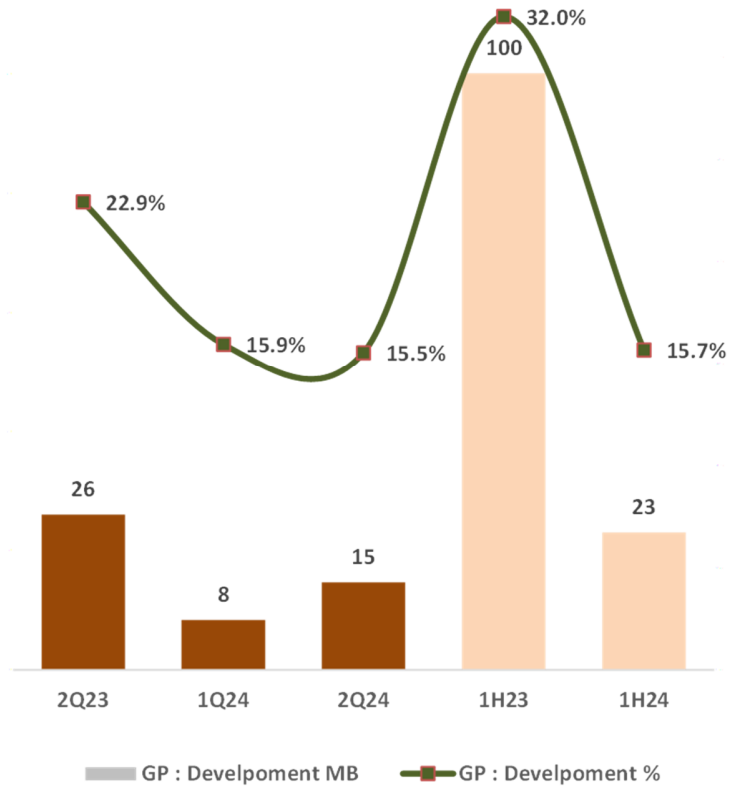
- Presales 6M24 total 458 million Baht decreased 60 million Baht compared to 6M23 with 40% cancellation rate due to customers' credit. However, the company had applied policy for customer pre-approve in order to decrease the cancellation rate.
- As the effect of slow down with high competition market, Company had pricing policy to accelerate sales of finished stock especially in current & nearly closed projects.

4. Backlog (Company owned and Joint venture)



- Backlog at June 30, 2024 total 215 million Baht increased 59 million Baht compared to previous period due to the pricing strategy to accelerate sales of finished stock especially in current project, together with a focus in construction management while there were the customers cancellation during the period.
- New presales mainly came from the joint venture projects, Anabuki Thana Habitat Rechaprueak and Thana Habitat Groove Rama 5-NakornIn and company-owned project, Thana Resident Boromrachonnee-Pinklao.

5. Gross Profit (Project Development of Company-Owned)



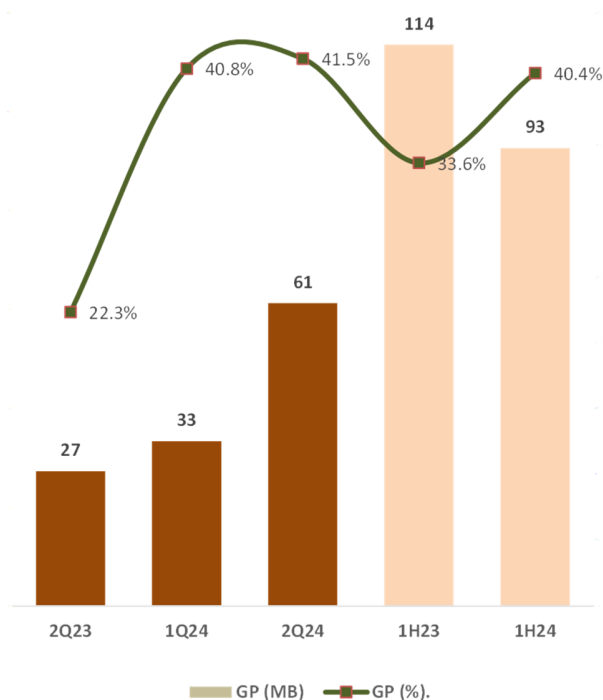
2Q24

- Gross profit of project development 2Q24 total 15.5%, less than the previous period 0.4 % and less than the 2Q23 total 7 %. Mainly 40% gross profit rate dropped in the current projects of townhome, Thana Cluster Rachapruak-Bangplu, Thana Cluster Central-Bangyai, and single house project at Siri Village Udornthanee-Airport.

6M24

- Gross profit 6M24 decrease 16.3 % compared to 6M23 due to pricing strategy to accelerate sales of finished stock especially in current and nearly close projects. The company focused on turnover of stocks and stock balance.

6. Gross Profit (Project Development and Services)



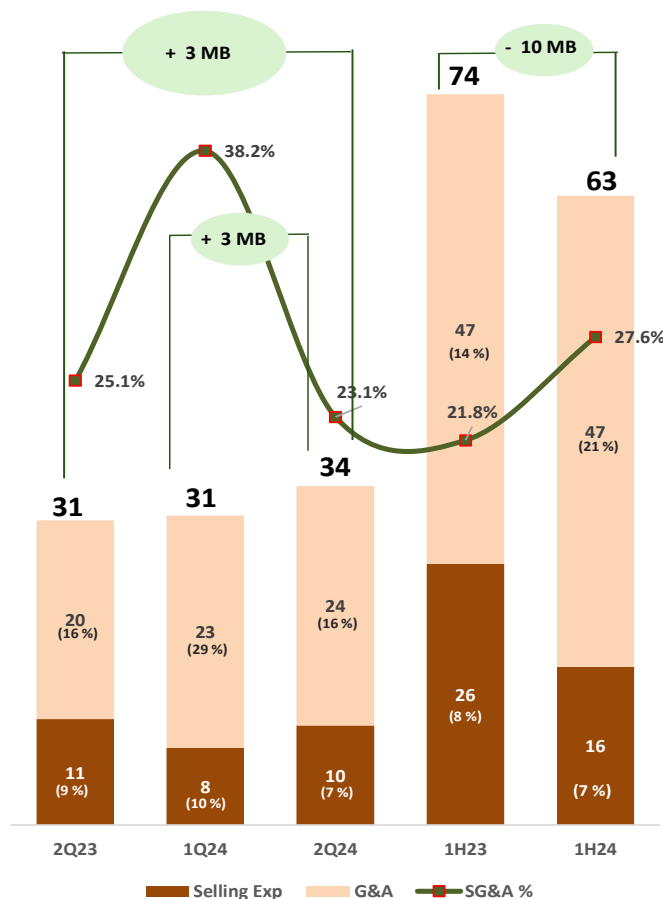
2Q24

- Gross profit of Project development and services 2Q24 total 41.5% higher than previous period 0.7 % and the same period of previous year 19.2 %.
- Revenue from services 2Q24 came from services to affiliates for land sourcing, loan guarantee and project development service.

6M24

- Gross profit of Project development and services 6M24 total 40.4% higher than previous year 6.8 %.
- Although the gross profit of project development decreased 16 %, the gross profit of services increased 13 % compared to the same period of previous year resulting in higher total gross profit.

7. Cost of Distribution (Company Owned)



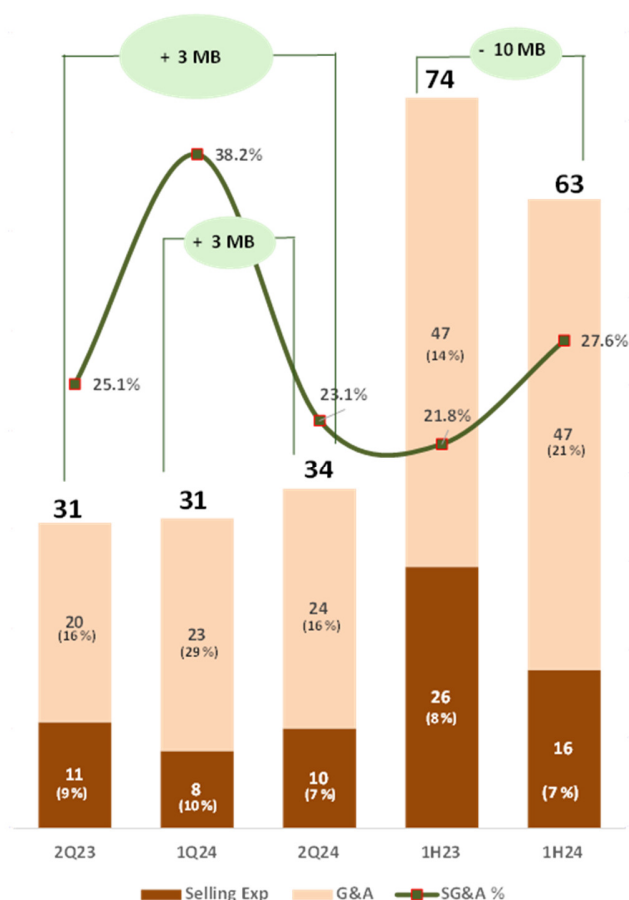
2Q24

- Cost of distribution 2Q24 total 7% of revenue, decreased 3% compared to 1Q24 and 2% compared to 2Q23 mainly from expenses for sales promotion, ownership transfer expenses and online marketing cost to generate presales from current and new projects.

6M24

- Cost of distribution 6M24 total 7% of revenue, decreased 1% compared to 6M23 mainly from expenses for sales promotion, ownership transfer expenses and online marketing cost to generate presales from current and new projects.

8. General and Administration (Company Owned)



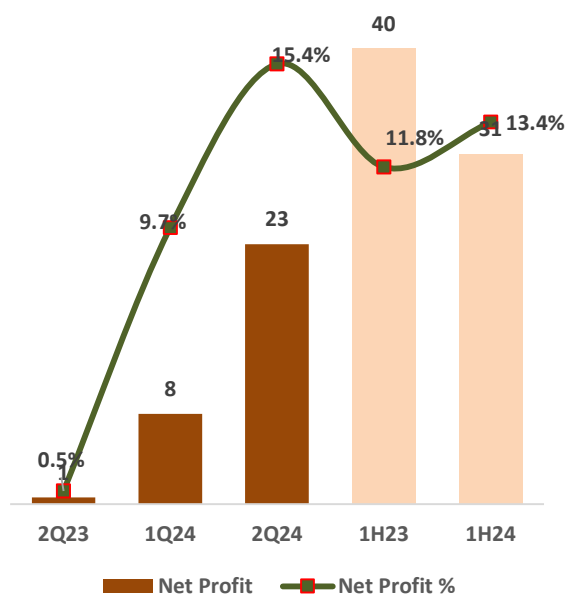
2Q24

- General and administration expenses 2Q24 total 24 ล้านบาท increase 1 million Baht compared to 1Q24 as the result of company restructuring since July 2023 for service business (partial expenses turned to cost of services) while the company had recruited management and staffs to strengthen team to enlarge proficiency in operation as plan during the year and in future.

6M24

- General and administration expenses 6M24 total 47 million Baht same as the same period of previous year as the result of company restructuring since July 2023 for service business (partial expenses turned to cost of services) while the company had recruited management and staffs to strengthen team to enlarge proficiency in operation as plan during the year and in future.

9. Profit for the period attributed to Owners of Parent



2Q24

- Net profit 2Q24 total 23 million Baht increased 22 million Baht compared to 2Q23
- Mainly net profit came from one-time income from loan guarantee service and land sourcing service 34 million Baht while revenue from houses sold were Single and Detached House which had less gross profit rate.

6M24

- Net profit 6M24 total 30.6 million Baht decrease 9 million Baht compared to 6M23
- Mainly net profit came from one-time income from loan guarantee service and land sourcing service 46 million Baht while revenue from houses sold were Single and Detached House which had less gross profit rate.

10. Statement of Financial Position

Statements of Financial Position			
Key Indicator	as of June 30, 2024	as of December 31, 2023	increase / (decrease)
	MB	MB	
Cash and Cash equivalents	21	10	11
Other current receivables	25	59	-34
Short-term loans	0	0	0
Inventories	1,081	1,030	51
Other current assets	0	0	0
Total current assets	1,126	1,099	28
Deposit with restrictions on use	1	1	0
Land Deposit	0	41	-41
Investments in joint venture	90	81	9
Investments in subsidiaries			
Long-term loans	66	66	0
Land held for development	106	78	28
Real Estate for investment	13	12	1
Property, plant and equipment	5	5	0
Right of use assets	17	20	-3
Other intangible assets	1	1	0
Deferred tax asset	4	4	0
Other non-current assets	8	9	-1
Total non-current assets	312	318	-7
Total Assets	1,438	1,417	21
Bank overdrafts and short-term borrowings from financial institutions	172	192	-20
Trade and other current payables	74	137	-63
Current portion of long-term borrowings	342	342	-0
Current portion of finance lease liabilities	5	5	0
Short-term borrowings	46	23	23
Corporate Tax Payable	3	0	3
Other current liabilities	25	24	1
Total current liabilities	666	723	-56
Long-term borrowings	157	100	57
Lease liabilities	10	12	-2
Non-current provision for employee benefits	26	24	2
Total non-current liabilities	193	136	57
Total Liabilities	859	858	0
Authorized share capital			
329,000,000 หุ้น ordinary shares at 1 Baht each,	279	279	0
Authorized, issued and paid-up share capital			
253,212,000 ordinary shares at 1 Baht each,	277	277	0
Premium on share capital	80	80	0
Retained earnings			
Appropriated legal reserve	23	23	0
Unappropriated	198	176	23
Other components of shareholder's equity	-1	-1	0
Equity attributable to the owner of the company	578	555	23
Non-controlling interests	1	4	-2
Total Shareholders' equity	579	559	20
Total Liabilities and Shareholders' equity	1,438	1,417	21

The Company's wealth on June 30, 2024, total 1,438 million Baht, better than previous year 21 million Baht as a result of increasing Total Shareholder's equity total 20 million Baht due to net profit from operation, while Total Asset increased 21 million Baht from inventory and other receivables (related) from new projects development and operation, while 2 new projects were invested according to plan to accelerate sales growth.

Total Liabilities increase 95 million Baht from trade and other current payables for new projects development, while loan from financial institutions were settled as commitment and new project loans had been applied.

10. Statement of Financial Position (cont.)

Comparing the ending balance as of June 30, 2024, and December 31, 2023

- **Cash and Cash Equivalents total 21 million Baht**, increased 11 million Baht from net cash received from operations.
- **Inventory total 1,081 million Baht**, increased 51 million Baht mainly from 3 new projects development together with houses sold.
- **Investment in joint venture total 90 million Baht**, increased 9 million Baht from net profit from the operation of the joint venture and investment in 1 new project development.
- **Bank overdrafts and short-term borrowing 172 million Baht** decreased 20 million Baht from cash received increasing from revenue of houses sold together with the loan settlement as commitment.
- **Long-term total 157 million Baht** increased 57 million Baht from Loans from financial institutions for develop new projects.
- **Authorized issued and paid-up share capital 277,212,000 Baht** increased -0- million Baht from newly issued ordinary shares, registered on November 10, 2022, with increasing paid-up capital total 80 million Baht.
- **Retained earnings of 198 million Baht** increased 23 million Baht from net profit for the period.
- **Debt to Equity Ratio as of 30 June 30, 2024 of 1.5 time** same as previous year of 1.5 time, which were in accordance with commitment to the financial institution rate.

11. Statement of Cashflows

STATEMENT OF CASH FLOW		
Key indicator	as of Jun 30,2024 Unit : million Baht	as of Jun. 30,2023 Unit : million Baht
Net Cash Provided by (Used in) operating activities	-35.3	33.0
Net Cash Provided by (Used in) Investing activities	4.4	10.8
Net Cash Provided by (Used in) Financing activities	41.9	-67.1
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	10.9	-23.4
CASH AND EQUIVALENTS-BEGINNING OF THE PERIOD	9.7	52.6
CASH AND CASH EQUIVALENTS-END OF THE PERIOD	20.7	29.2

Total Cashflow as of June 30,2024 total 10.9 million Baht increased 34.3 million Baht came from cashflow in each category as follows

- **Net cash used in operating activities total 35.3 million Baht** from
 - Net cash received from revenue on stock on hand and sold houses in new project which had better profit resulting in increasing cash balance and financial institution loans were settled as commitment.
 - Cash paid in 2 new projects development (the company would have cash received from revenue in future)
- **Net cash provided by investing activities total 4.4 million Baht** mainly from cash received from fixed assets sold and received interest on loan to affiliates.
- **Net cash used in financing activities total 41.9 million Baht** from
 - Settlement for financial institution loan and promissory note
 - Settlement for interest on loans
 - Interim dividend paid