



Ref. SVR 24/085

9 August 2024

Subject.: Clarification of Q2- 2024 Operating result

To : President

The Stock Exchange of Thailand

Sivarom Real Estate Public Company Limited and its subsidiaries (the "Company") would like to clarify the Company's operating results for three-month and six-month periods Ended on June 30, 2024 as follows:

For the three-month period Ended June 30, 2024, the Company had a total income of Baht 307.08 Million, an increase of 6.25 percent or Baht 18.07 Million from Baht 289.01 Million for the three-month period ended June 30, 2023, resulting in a net profit of Baht 21.96 Million and in the same period last year, there was a net profit of Baht 23.28 Million, which was a similar amount.

For the six-month period Ended June 30, 2024, the Company had a total income of Baht 510.60 Million, an increase of 1.28 percent or Baht 6.44 Million from the same period last year in the amount of Baht 504.16 Million, resulting from an increase in revenue from real estate sales of Baht 106.96 Million, resulting in a net profit of The first six months of 2024 amounted to Baht 30.78 Million and the same period last year with a net profit of Baht 47.50 Million. Of this, profit from the sale of land awaiting development in the amount of Baht 14.91 Million is included. Therefore, when comparing only the net profit from the sale of real estate, it will be similar.

#### Revenues from sales

For the Q2-2024, Revenue from real estate sales for sale amounted to Baht 306.96 Million, an increase of 62.55 percent or Baht 118.12 Million from Baht 188.84 Million in the Q2-2023. The main factor came from an increase in income from ongoing project sales. From the sale of detached houses Semi-detached houses and townhomes. It is revenue recognition from 5 projects: Sivarom City Project (Nikom Phatthana - Rayong), Sivarom Grand Project (Sukhumvit – Bangpu), Sivarom Nature Plus Project (Assumption – Sriracha), Sivarom Nature Plus2 Project (Sukhumvit - Bangpu) and Sivarom Village Project (Sukhumvit -



Bangpu 58). Revenue has been recognized from 2 new additional projects, namely Sivarom Park Project (Wongwaen - Pracha Uthit 76) and Sivarom Village Project (Wongwaen - Chaiyapruet).

For the six-month period Ended June 30, 2024. Revenue from real estate sales for sale to Baht 510.18 Million, an increase of 26.53 percent or Baht 106.96 Million from Baht 403.22 Million in the same period last year. The main factor was an increase in revenue from sales of all types of projects, single-detached houses, twin houses and townhomes. In the first six months of 2024, revenue was recognized for 7 projects, which is 2 projects more than in the same period of 2023. It recognizes revenue from 5 projects, namely Sivarom City Project (Nikom Phatthana - Rayong), Sivarom Grand Project (Sukhumvit - Bangpu), Sivarom Nature Plus Project (Assumption - Sriracha), Sivarom Nature Plus2 Project (Sukhumvit - Bangpu) and Sivarom Village Project (Sukhumvit - Bangpu 5 8). Revenue has been recognized from 2 new additional projects, namely Sivarom Park Project (Wongwaen - Pracha Uthit 76) and Sivarom Village Project (Wongwaen - Chaiyapruet).

#### Cost of Sales and Operating Expenses

##### Cost of Sales

For the Q2-2024, Cost of sales of projects for sale amounted to Baht 227.84 Million, accounting for 74.22 percent of revenue and in the 2nd the Q2-2023, the amount was Baht 130.35 Million, accounting for 69.02 percent of revenue. The company had gross profits from real estate sales in the Q2-2024 amounted to Baht 79.12 Million, an increase from the Q2-2023 which had a gross profit of Baht 58.48 Million.

For the six-month period Ended June 30, 2024, the cost of projects for sale amounted to Baht 378.97 Million accounting for 74.28 percent of income and in the same period of the previous year, the amount was Baht 273.25 Million, accounting for 67.76 percent of income. The company has a gross profit margin from real estate sales during the six months of 2024 in the amount of Baht 131.21 Million and In the same period of the previous year, the amount was Baht 129.97 Million.

##### Selling and Administrative Expenses

For the Q2-2024, There were sales and administrative expenses in the amount of Baht 47.30 Million and in the Q2-2023 there were sales and administrative expenses in the amount of Baht 42.64 Million, making sales and administrative expenses in the 2nd quarter of 2024 was 15.40 percent of total revenue and in the Q2-2023 it was 14.75 percent of total revenue, with sales expenses in this quarter amounting to Baht 23.37



Million, accounting for 7.61 percent of total revenue and the Q2-2023 was 7.30 percent of total revenue, while there were administrative expenses in this quarter in the amount of Baht 23.93 Million, accounting for 7.79 percent of total revenue and the Q2-2023 was at 7.30 percent of total revenue. While there were administrative expenses in this quarter in the amount of Baht 23.93 Million, accounting for 7.79 percent of total revenue and in the Q2-2023 it was 7.45 percent of total revenue. Therefore, sales and administrative expenses more This is because there are related employees salary expenses and marketing expenses from various channels of the additional projects, 2 projects are the Sivarom Hyde Project (Bang Khae-Sathorn) and the Sivarom Hyde Project (Phutthamonthon-Sai 3) that will be open for sale and awaiting revenue recognition during the Q3-2024, including expenses of Siwarom Plus Land Company Limited, which begins business in 2024.

For the six month period ending June 30, 2024 and ending June 30, 2023, there were sales and administrative expenses of Baht 89.13 Million and Baht 80.67 Million, respectively, resulting in sales and administrative expenses to total revenue at 17.46 percent and in the same period of the previous year it was 16.00 percent with selling expenses in the amount of Baht 43.70 Million, accounting for 8.56 percent of total revenue and in the same period of the previous year the amount was Baht 38.19 Million, accounting for 7.57 percent of total revenue. While there were administrative expenses in the amount of Baht 45.43 Million, accounting for 8.90 percent of total revenue, and in the same period last year, the amount was Baht 42.48 Million, accounting for 8.42 percent of total revenue. Therefore, selling expenses and increased management Due to the increase in salary expenses of related employees and expenses from various marketing channels of the project, namely the Sivarom Hyde Project (Bang Khae-Sathorn) and the Sivarom Hyde Project (Phutthamonthon-Sai 3) that will be open for sale and waiting to recognize revenue during the Q3-2024. Including expenses of Siwarom Plus Land Company Limited, which will start business in 2024.

### Financial Costs

For the Q2-2024 and the Q2-2023, the Company had financial costs equal to Baht 3.77 Million and Baht 1.68 Million, respectively, arising from interest on loans for project development and increased from increasing interest rates according to the policy of the Bank of Thailand. and interest rates on completed houses increase as usual.

For the six month period ending June 30, 2024 and ending June 30, 2023, the Company had financial costs of Baht 8.20 Million and Baht 5.59 Million, respectively, arising from interest on loans for project



development and increased from increasing interest rates according to the policy of the Bank of Thailand and interest rates on completed houses increasing as usual.

### Net Profit

For the Q2-2024 and the Q2-2023, there was a net profit of Baht 21.96 Million and Baht 23.28 Million, respectively. When compared, the net profits were similar.

For the six month period ending June 30, 2024, the Company had a net profit of Baht 30.78 Million, accounting for 6.02 percent of total revenue, and in the same period last year, there was a net profit of Baht 47.50 Million, accounting for 9.42 percent of total revenue, of which There was a profit from the sale of land awaiting development in the amount of Baht 14.91 Million included. Therefore, when comparing only the net profit from the sale of real estate, it would be similar.



## FINANCIAL POSITION AS OF JUNE 30, 2024

### Total Assets

As at June 30, 2024, the Company had total assets of Baht 2,064.50 Million compared to December 31, 2023, an increase of Baht 2.53 Million or 0.12 percent, with current assets amounting to Baht 2,023.22 Million, an increase from December 31, 2023. amount of Baht 4.97 Million, mainly due to an increase in cash and cash equivalents of Baht 30.49 Million from receiving money from the transfer of ownership of additional houses and other current assets in the amount of Baht 4.74 Million from advance expenses for corporate income tax from the transfer of ownership. While non-current assets amounted to Baht 41.28 Million, a decrease of Baht 2.43 Million from Baht 43.71 Million as of December 31, 2023, the main reason was due to the amortization of use rights over time in terms of billboard rental contracts and adjustments. Reduce items that have not been renewed.

### Total Liabilities

As at June 30, 2024, the Company had total liabilities of Baht 1,260.91 Million, a decrease of Baht 28.24 Million from December 31, 2023, consisting of current liabilities of Baht 1,126.51 Million, an increase of Baht 62.31 Million, resulting from liabilities of trade creditors of Baht 233.78 Million. Increased from December 31, 2023 was at Baht 51.75 Million, resulting from the development of 4 more projects than the previous year. Non-current liabilities amounted to Baht 134.40 Million, a decrease of Baht 90.55 Million, resulting from the classification of long-term bonds due within 1 year, amounting to Baht 89.84 Million, as Current liabilities and from payment of vehicle hire purchase contract installments in the amount of Baht 2.21 Million.

### Total Shareholders' equity

As at June 30, 2024, The company has shareholders' equity of Baht 803.59 Million, an increase of Baht 30.78 Million compared to December 31, 2023. The main factor comes from operating profits in the first six months of 2024 in the amount of Baht 31.21 Million.



## Cashflow

The Company has net cash brought forward from December 31, 2023 in the amount of Baht 25.74 Million. For the six-month period. Ending June 30, 2024, the Company had net cash from operating activities in the amount of Baht 86.35 Million, net cash used in investing activities in the amount of Baht 0.56 Million, and net cash used in financing activities in the amount of Baht 55.29 Million, resulting in a cash balance. As at June 30, 2024, the amount was Baht 56.24 Million. The Company received cash flow from selling real estate for sale in the amount of Baht 62.46 Million, trade payables increased in the amount of Baht 31.85 Million, paid project land creditors in the amount of Baht 20 Million and paid interest on project development loans in the amount of Baht 43.06 Million. invest Use cash to pay for office equipment and intangible assets in the amount of Baht 0.56 Million for financing activities. The company receives cash from borrowing from financial institutions. Other individuals and companies amounting to Baht 592.61 Million. Cash repayment of loans from financial institutions Other people and companies Including bank overdrafts in the amount of Baht 647.91 Million.

Please be informed accordingly.

Yours sincerely,

Sivarom Real Estate Public Company Limited

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(Mr. Ronnarith Thitisuriyarax)

Authorized Directors