

11 November 2024

Subject : Management Discussion and Analysis for Q3/2024  
 To : Director and Manager  
 the Stock Exchange of Thailand

Ornsirin Holding Public Company Limited and its Subsidiaries (the "Company") would like to clarify the operational results for Q3/2024, ending on September 30, 2024. The details are as follows:

The operating result of the company and its subsidiaries for Q3/2024

List	Q3'67	Q2'67	Q3'66	%QoQ	%YoY
Unit: Million Baht					
1.Total Revenue*	440.60	182.99	206.91	140.78%	112.94%
2.Total Revenue from sales	439.78	182.47	204.51	141.02%	115.04%
1) Revenue from sales - Housing projects	98.35	108.53	82.98	-9.39%	18.52%
2) Revenue from sales - Condo projects	340.43	72.87	53.53	367.16%	535.97%
3) Revenue from land sales	-	-	67.00		-100.00%
4) Revenue from rental and services	1.01	1.06	1.00	-5.32%	0.56%
3.Other income	0.82	0.51	2.39	58.37%	-65.95%
4.COGS	251.70	110.70	86.55	127.38%	190.81%
5.Gross Profit	188.08	71.77	117.96	162.05%	59.44%
6.Sales and Administrative expense	114.30	73.04	65.15	56.49%	75.44%
1) Distribution cost	70.29	24.77	22.34	183.73%	214.55%
2) Administrative expense	44.02	48.27	42.81	-8.81%	2.82%
7.EBIT	74.52	(1.20)	55.18	NA	35.04%
8.EBITDA	77.91	2.06	58.12	3690.03%	34.05%
9.Net Profit	56.65	(2.32)	43.06	NA	31.58%
10.Net Profit (attributed to the parent)	56.66	(2.34)	42.83	NA	32.31%
<u>Financial ratio (%)</u>				<u>QoQ Chg.</u>	<u>YoY Chg.</u>
11.Gross Profit margin**	42.77%	39.33%	57.68%	3.43%	-14.91%
1) Gross Profit of housing Project	36.06%	35.82%	41.12%	0.23%	-5.06%
2) Gross Profit of Condominium	44.54%	43.68%	44.04%	0.86%	0.50%
12.Sales and Administrative expense/Total Revenue	25.99%	40.03%	31.86%	-14.04%	-5.87%
13.EBIT margin	16.94%	-0.66%	26.98%	17.60%	-10.04%
14.EBITDA margin	17.71%	1.13%	28.42%	16.59%	-10.70%
15.Net Profit margin	12.88%	-1.27%	21.05%	14.15%	-8.17%
16.Net Profit margin (attributed to the parent)	12.88%	-1.28%	20.94%	14.17%	-8.06%

Note: \* Total Revenue calculated by sum of revenue from sales, other income and financial income

\*\*Gross profit margin calculated by gross profit divided by revenue from sales

## Revenue

In Q3/2024, ending on September 30, 2024, the company reported total sales revenue of 439.78 million baht. This represents an increase of 257.31 million baht, or 141.02%, compared to the previous quarter. Which had total sales revenue of 182.47 million baht. Compared to the same period last year, the revenue increased by 235.27 million baht or 115.04%, which had total sales revenue of 204.51 million baht.

The proportion of revenue from the transfer of ownership of housing project and land amounted to 98.35 million baht, while the transfer of ownership of condominium units in high-rise projects amounted to 340.43 million baht. These revenues represented 22.32% and 77.26% of the total revenue respectively. Additionally, revenue from leasing and services amounted to 1.01 million baht, accounting for less than 1% of the total group revenue.

During this quarter, the company achieved sales of 168 units, valued at 684.20 million baht. This represents an increase of 298.82 million baht, or a 77.54% growth compared to the same period last year.

The sales include 47 units of single-house projects, valued at 233.05 million baht. Notable projects include:

Belive Wongwaen-Sankamphaeng: 14 units, valued at 63.24 million baht

Habitat Superhighway: 6 units, valued at 49.69 million baht

Habitat Wongwaen-Sankamphaeng: 5 units, valued at 35.55 million baht

Ornsirin Ville Sansai: 8 units, valued at 27.08 million baht

Additionally, sales from high-rise projects for the three months of Q3/2024 totaled 121 units, valued at 451.15 million baht. Major contributions came from:

Astra Sky River: 59 units, valued at 290.51 million baht

The Next Ruamchok City Hall 1: 30 units, valued at 71.87 million baht

Arise Charoen Mueang: 12 units, valued at 35.11 million baht

The Next Jedyod2: 11 units, valued at 26.95 million baht

Particularly for the Arise Charoen Mueang project, a flagship high-rise condominium project of the company. The cumulative sales up to Q3/2024 have reached 254 units, which represents 54.16% of the total units available for sale, with a sales value of 798.16 million baht. Of these sales, 198 units (77.95%) were purchased by international clients, totaling 654.65 million baht. While 56 units (22.05%) were purchased by domestic clients, totaling 143.51 million baht. The project is expected to be completed and the ownership transferred to customers within Q3/2025.

As of September 30, 2024, the company has a total backlog of 420 units, with a total sales value of 1.393 billion baht.

### **Cost of Goods Sold and Gross Profit**

In Q3/2024 and Q3/2023, the company group incurred costs of 251.70 million baht and 86.55 million baht respectively. This represents an increase of 165.15 million baht, or 190.81%, compared to the same period last year. Gross profit was 188.08 million baht and 117.96 million baht, showing an increase of 70.12 million baht or 59.44% compared to the same period last year.

In Q3/2024, the group's overall gross profit margin was 42.77% of total revenue. A decrease of 14.91 percentage points, compared to the same period last year. Which the gross profit margin was 57.68%. Because the group significantly transferred ownership of units in the Astra Sky River project last year.

### **Expenses**

#### **Distribution Costs**

In Q3/2024, the company group incurred distribution costs of 70.29 million baht which is an increase of 214.55% from 22.34 million baht in the same period last year. The increase is due to higher costs associated with promoting advertising media for new projects and sales agent commission costs of high-rise projects.

#### **Administrative Expenses**

In Q3/2024, the company group had administrative expenses amounting to 44.02 million baht which is an increase of 2.82% from 42.81 million baht in the same period last year. The main components of the increase include:

- 2.11 million baht for international school Mill Hill
- 2.63 million baht for employee-related expenses

The increase in expenses is to support business expansion in line with the company's business plan.

### **Financial Costs**

In Q3/2024, the company's financial costs amounted to 0.19 million baht. An increase of 193.75% from 0.06 million baht in the same period last year because there is interest expense and fees for issuing bonds.

### **Net Profit (Loss) Attributable to Parent Company**

In Q3/2024 and Q3/2023, the company group recorded a net loss attributable to the parent company of 56.66 million baht and 42.83 million baht respectively. This represents a net profit (loss) margin of 12.86% and 20.63% of total revenue respectively.

## **Financial Position**

### **Total Assets**

As of September 30, 2024, the company group had total assets amounting to 4,550.28 million baht. An increase of 584.07 million baht, or 14.73%, compared to December 31, 2023. The increase is primarily due to a rise in inventory including land and work in progress amounting to 490.32 million baht and advance commissions for the Arise Charoen Mueang project totaling 39.26 million baht.

### **Total Liabilities**

As of September 30, 2024, the company group had total liabilities amounting to 2,167.25 million baht, an increase of 594.32 million baht or 37.78% compared to December 31, 2023. The increase primarily stems from:

- Unrecognized revenue from the Arise Charoen Mueang project amounting to 126.84 million baht.
- Long-term loans approved by financial institutions for the Arise Vibe Phuket and Ornsirin Ville Tharua projects totaling 180.00 million baht.
- Short-term loan from related business 120.00 million baht

On June 20, 2024, the company issued secured, non-subordinated, registered debentures with a representative of the debenture holders. The debentures, totaling 300 million baht (300,000 debentures at 1,000 baht each), are due for redemption on December 20, 2026. The issuer having the right to redeem them early. The debentures carry an annual interest rate of 7.25% and are intended to support the development of the Arise Charoen Mueang project and provide working capital.

The company's interest-bearing debt-to-equity ratio increased to 0.60:1 from 0.50:1 compared to December 31, 2023, and the total debt-to-equity ratio increased to 0.91:1 from 0.66:1 compared to December 31, 2023. The company continues to maintain investment balance and financial discipline to keep debt ratios in line with company policy, aiming for sustainable growth and stable returns for investors.

### **Total Shareholders' Equity**

As of September 30, 2024, the company group had total shareholders' equity of 2,383.03 million baht, a decrease of 10.24 million baht, or 0.43%, compared to December 31, 2023. This decrease is primarily due to the payment of dividends for 2023, at a rate of 0.05 baht per share, totaling 75.00 million baht, during Q2/2024.