JAKPAISAN ESTATE

August 12, 2026

Subject: Management Discussion and Analysis for the second quarter ended on June 30, 2026

To: Directors and Managers

The Stock Exchange of Thailand

According to the consensus of the Board of Directors of Jakpaisan Estate Public Company Limited ("The Company") No. 3/2026 on August 12, 2026, the financial statements are approved for the second quarter ended on June 30, 2026. The Company hereby clarifies the performance as follows:

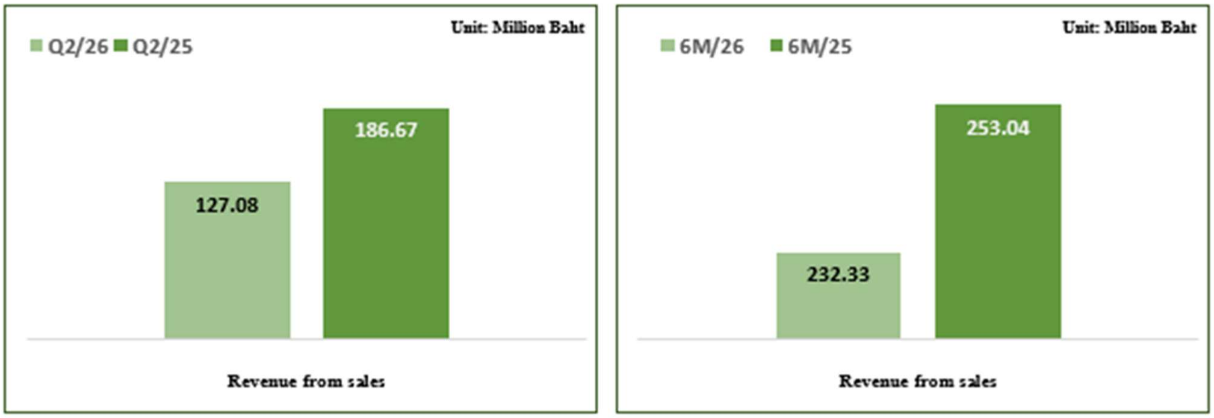
Key Highlights results for The Second Quarter of 2026.

- The real estate sector continued to face challenges from a sluggish economic recovery, stringent financial regulations, and geopolitical tensions arising from conflicts in the Middle East. These factors resulted in multifaceted impacts, including gradual price increases in production costs, transportation, and construction materials. For the three-month and six-month periods of the second quarter of 2026, the Company sold housing inventory and units constructed during the first quarter of 2026, which experienced partial cost impacts from construction material price adjustments. However, as the Company proactively locked in construction material prices in advance, the impact during the past quarter remained limited. For new construction, the Company has adopted a prudent, step-by-step development approach and continues to emphasize locking in construction material prices as well as securing advance construction contracts for planned projects to effectively control and mitigate construction cost risks.

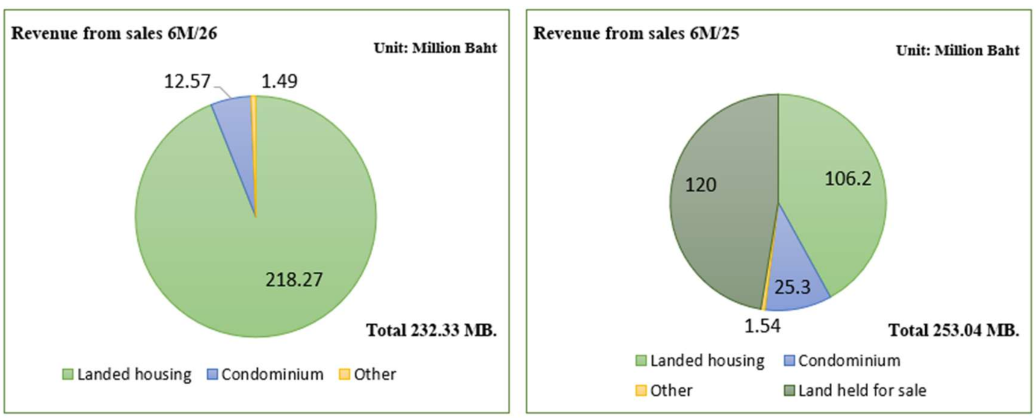
  Meanwhile, in June 2026, the Bank of Thailand extended the relaxation of Loan-to-Value (LTV) limits for another year, maintaining the LTV ceiling ratio at 100% for first-home mortgages valued under Baht 10 million. Additionally, the government extended support measures reducing ownership transfer and mortgage registration fees for residential properties priced below Baht 7 million to support individuals aspiring to own homes. In response, the Company optimized its operational processes to align with present market conditions, ensuring sales opportunities were captured through modernized marketing strategies.
- Towards the end of 2025, the Company launched a new project, "KHELA Project," which commenced ownership transfers in 2025. Consequently, this project contributed to increased sales for both the three-month and six-month periods of the second quarter of 2026.
- For the three-month period of the second quarter of 2026, the Company recorded revenue from sales of Baht 127.08 million, representing an increase of Baht 60.41 million from the same period of 2025 (in the three-month period of the second quarter of 2025, the Company recorded land sales revenue from the Nuanchan Project amounting to Baht 120 million). This increase in revenue was primarily attributable to higher ownership transfers from continuing projects compared to 2025, revenue contribution from the KHELA Project—which was launched and commenced ownership transfers to customers during 2025—

and the new phase of the Pine Condo Project, which launched on June 6, 2026, and commenced ownership transfers in the second quarter of 2026.

- During the second quarter of 2026, the Company acquired and completed the ownership transfer of land for the development of a new project, namely the "Sequoia Project," to drive sales growth. The project is currently under development and is scheduled for official launch within the fourth quarter of 2026.



The picture shows a comparison of sales revenue data.



The picture shows the classification of sales revenue.

Operating Results for the second quarter of 2026

Description	Q2/2026		Q2/2025		Decrease /(Decrease)		6M/2026		6M/2025		Decrease /(Decrease)	
	MB	%	MB	%	MB	%	MB	%	MB	%	MB	%
REVENUES												
Revenue from sale - Projects	127.08	99.27	66.67	35.58	60.41	90.61	232.33	97.56	133.04	52.25	99.29	74.63
Revenue from sale - Land	-	-	120.00	64.04	(120.00)	(100.00)	-	-	120.00	47.13	(120.00)	(100.00)
Interest income	0.04	0.03	0.06	0.03	(0.02)	(33.33)	0.07	0.03	0.10	0.03	(0.03)	(30.00)
Other income	0.89	0.70	0.66	0.35	0.23	34.85	5.73	2.41	1.49	0.59	4.24	284.56
Total revenues	**128.01**	**100.00**	**187.39**	**100.00**	**(59.38)**	**(31.69)**	**238.13**	**100.00**	**254.63**	**100.00**	**(16.50)**	**(6.48)**
EXPENSES												
Cost of sales - Projects	77.61	60.63	45.87	24.48	31.74	69.20	144.34	60.61	90.97	35.73	53.37	58.67
Cost of sale - Land	-	-	105.05	56.06	(105.05)	(100.00)	-	-	105.05	41.26	(105.05)	(100.00)
Selling expenses	9.20	7.19	10.14	5.41	(0.94)	(9.27)	16.27	6.83	14.45	5.67	1.82	12.60
Administrative expenses	13.11	10.24	12.20	6.51	0.91	7.46	25.69	10.79	23.37	9.18	2.32	9.93
Total expenses	**99.92**	**78.06**	**173.26**	**92.46**	**(73.34)**	**(42.33)**	**186.30**	**78.23**	**233.84**	**91.84**	**(47.54)**	**(20.33)**

Description	Q2/2026		Q2/2025		Decrease /(Decrease)		6M/2026		6M/2025		Decrease /(Decrease)	
	MB	%	MB	%	MB	%	MB	%	MB	%	MB	%
Profit from operating activities	**28.09**	**21.94**	**14.13**	**7.54**	**13.96**	**98.80**	**51.83**	**21.77**	**20.79**	**8.16**	**31.04**	**149.30**
Financial costs	(2.16)	(1.69)	(4.28)	(2.28)	2.12	(49.53)	(3.89)	(1.63)	(8.07)	(3.17)	4.18	(51.80)
Profit before income tax	**25.93**	**20.26**	**9.85**	**5.26**	**16.08**	**163.25**	**47.94**	**20.13**	**12.72**	**5.00**	**35.22**	**276.89**
Tax expenses	(5.30)	(4.14)	(2.06)	(1.10)	(3.24)	157.28	(9.78)	(4.11)	(2.65)	(1.04)	(7.13)	269.06
Profit for the period	**20.63**	**16.12**	**7.79**	**4.16**	**12.84**	**164.83**	**38.16**	**16.02**	**10.07**	**3.95**	**28.09**	**278.95**
Loss on investments in equity designated at fair value through other comprehensive income – net of income tax	(0.51)	(0.40)	-	-	0.51	100.00	(1.02)	(0.43)	-	-	1.02	100.00
Total comprehensive income for the period	**20.12**	**15.72**	**7.79**	**4.16**	**12.33**	**158.28**	**37.14**	**15.60**	**10.07**	**3.95**	**27.07**	**268.82**

- Revenues
  - Revenue from sales

    Revenue from real estate development projects for the three-month period of the second quarter of 2026, the Company recorded revenue from sales of Baht 127.08 million, representing an increase of Baht 60.41 million or 90.61% compared to the second quarter of 2025. For the six-month period of the second quarter of 2026, the Company recorded revenue from sales of Baht 232.33 million, representing an increase of Baht 99.29 million or 74.63% compared to the same period of the previous year.

    For the three- and six-month periods of the second quarter of 2025, the Company recorded revenue from the sale of undeveloped land amounting to Baht 120.00 million, contributing to total revenue from sales of Baht 186.67 million for the three-month period and Baht 253.04 million for the six-month period.

    The increase in revenue from the sale of houses and condominiums was primarily driven by a higher volume of ownership transfers from continuing projects compared to 2025, as well as contributions from the new Khela Project, which commenced ownership transfers during the second half of 2025, and the new phase of the Pine Condominium Project, which was launched and commenced ownership transfers in the second quarter of 2026.

    The Company's revenue growth was further supported by its strategic adjustments in marketing, pricing, and promotional campaigns, which enhanced customer awareness and interest. In addition, in 2026, the government extended the reduction of transfer fees and mortgage registration fees until June 30, 2027, as part of economic stimulus measures for the real estate sector. These measures were intended to support economic recovery and improve public access to housing, which also contributed positively to the Company's sales performance.

- Other income

  Other Income consists of items such as revenue from customer contract cancellations, building rental income, and public utility fees.

  For the three-month period of the second quarter of 2026, the Company recorded other income of Baht 0.89 million, representing 0.70% of total revenue. This increased by Baht 0.23 million or 34.85% compared to the previous quarter of the same year.

  For the six-month period of the second quarter of 2026, the Company recorded other income from the sale of investment property amounting to Baht 4.04 million. As a result, the Company's other income for the six-month period of 2026 amounted to Baht 5.73 million, representing 2.41% of total revenue. This increased by Baht 4.24 million or 284.56% compared to the previous year.

- Expenses
  - Cost of sales

    The Company's Cost of Sales for real estate development projects for the three-month period of the second quarter of 2026 amounted to Baht 77.61 million, representing 60.63% of total revenue. For the six-month period of the second quarter of 2026, Cost of Sales amounted to Baht 144.34 million, representing 60.61% of total revenue.

    Compared to the same period of the previous year, Cost of Sales from housing and condominium projects for the three-month period of the second quarter of 2026 increased by Baht 31.74 million or 69.20%. For the six-month period of the second quarter of 2026, Cost of Sales increased by Baht 53.37 million or 58.67%. The increase was in line with the growth in revenue from real estate development projects.

    The average Gross Profit Margin from the Company's real estate development business was 38.84% for the three-month period of the second quarter of 2026 and 37.77% for the six-month period of the second quarter of 2026, equivalent to Cost of Sales ratios of 61.16% and 62.23%, respectively.

    The Company is committed to maintaining a gross margin of not less than 30% of revenue from sales and will continue to carefully review and monitor construction costs in order to maintain the gross profit margin within the targeted range.

Gross Margin (%)	Q2/2026	Q2/2025	6M/2026	6M/2025
Gross margin from real estate development business	38.84	19.01	37.77	22.34
Total gross margin	38.93	19.15	37.87	22.53
Gross margin from real estate development business (excluding undeveloped land)	-	30.94	-	31.37

- Selling expenses

  The Company's Selling Expenses for the three-month period of the second quarter of 2026 amounted to Baht 9.20 million, representing 7.19% of total revenue. This decreased by Baht 0.94 million or 9.27% compared to the same period of the previous year, primarily because the Company incurred expenses related to the transfer of ownership of undeveloped land during the second quarter of 2025.

  For the six-month period of the second quarter of 2026, Selling Expenses amounted to Baht 16.27 million, representing an increase of Baht 1.82 million or 12.60% compared to the same period of the previous year, in line with the increase in revenue from sales. The increase was mainly attributable to expenses related to the launch of the new phase of the Pine Condominium Project, as well as sales commissions paid to employees and sales agents.

  Currently, the Company utilizes sales agents with a commission rate of 3% of sales value, resulting in a relatively higher ratio of Selling Expenses to revenue from sales. In addition, in 2026, the Company placed greater emphasis on online advertising, including advertising through influencers, compared to the same period of the previous year.

- Administrative expenses

  The Company's Administrative Expenses for the three-month period of the second quarter of 2026 amounted to Baht 13.11 million, representing 10.24% of total revenue. This increased by Baht 0.91 million or 7.46% compared to the same period of the previous year.

  For the six-month period of the second quarter of 2026, Administrative Expenses amounted to Baht 25.69 million, representing 10.79% of total revenue. This increased by Baht 2.32 million or 9.93% compared to the same period of the previous year.

  The increase was primarily attributable to higher operating expenses associated with the Company's projects, including the Khela Project, which commenced operations in the middle of 2025, and the Sequoia Project, which incurred additional operating expenses during 2026. The Company's principal administrative expenses consist of employee expenses and project management-related expenses.

- **Financial costs**

The Company's Finance Costs consist primarily of interest expenses from long-term loans, bank overdrafts, and promissory notes. For the three-month period of the second quarter of 2026, Finance Costs amounted to Baht 2.16 million, representing 1.69% of total revenue. This decreased by Baht 2.12 million or 49.53% compared to the same period of the previous year.

For the six-month period of the second quarter of 2026, Finance Costs amounted to Baht 3.89 million, representing 1.63% of total revenue. This decreased by Baht 4.18 million or 51.80% compared to the same period of the previous year.

The decrease in Finance Costs was primarily attributable to the Company's debt settlement and the sale of undeveloped land of the Nuanchan Project in June 2025, which resulted in a reduction in liabilities of Baht 84.90 million. In addition, the Company partially repaid certain loan obligations during the period. Currently, the Company has settled certain project-related loans with financial institutions, resulting in lower interest expenses from such liabilities.

Furthermore, during the period, financial institutions announced a slight reduction in lending interest rates, which also contributed to the decrease in the Company's interest expenses in 2026 compared to the previous year.

- **Comprehensive income**

  For the three-month period of the second quarter of 2026, the Company recorded Total Comprehensive Income of Baht 20.12 million, compared to Baht 7.79 million in the second quarter of 2025. For the six-month period of the second quarter of 2026, the Company recorded Total Comprehensive Income of Baht 37.14 million, compared to Baht 10.07 million in the same period of 2025.

  Total Comprehensive Income for the three-month period of the second quarter of 2026 increased by Baht 12.33 million or 158.28% compared to the same period of the previous year. For the six-month period of the second quarter of 2026, Total Comprehensive Income increased by Baht 27.07 million or 268.82% compared to the same period of the previous year. The increase was primarily attributable to higher revenue from sales of housing and condominium projects, resulting in a corresponding increase in gross profit from higher sales volume and consequently higher Total Comprehensive Income compared to the same period of the previous year.

  Other Comprehensive Income, net of tax, represents the recognition of the estimated performance of other non-current financial assets for both the three-month and six-month periods, relating to the Company's investment in MTS Company.

Financial Position Analysis

Financial Position	As of				Increase / (Decrease)	
	June 30, 2026		December 31, 2025			
	MB	%	MB	%	MB	%
Total assets	814.13	100.00	770.04	100.00	44.09	5.73
Total liabilities	281.09	34.53	256.55	33.32	24.54	9.57
Total shareholders' equity	533.04	65.47	513.49	66.68	19.55	3.81

- **Total assets**

  As of June 30, 2026, the Company had total assets of Baht 814.13 million, representing an increase of Baht 44.09 million or 5.73% compared to December 31, 2025. The Company's principal assets consist of inventories, including land, houses and condominium units under construction, completed housing units that have not yet been sold or have been sold but ownership has not yet been transferred to customers, other non-current financial assets (investment in an associate), and investment properties, among others.

The increase in total assets was primarily attributable to higher inventories from new projects completed during the second quarter of 2026, particularly the new phase of the Pine Condominium Project, as well as the Sequoia Project, which is currently under development.

- **Total liabilities**

  As of June 30, 2026, the Company had total liabilities of Baht 281.09 million, representing an increase of Baht 24.54 million or 9.57% compared to December 31, 2025. The increase was primarily attributable to an increase in interest-bearing liabilities of approximately Baht 25.54 million. This was mainly due to the utilization of bank overdrafts to accelerate construction progress in accordance with the Company’s operating plan and ownership transfer schedule, as well as additional project loans obtained for the Pine Condominium Project and the Sequoia Project during the second quarter of 2026. Meanwhile, trade and other payables decreased by Baht 6.09 million, while retention payables and corporate income tax payable increased by approximately Baht 4.90 million.

  As of June 30, 2026, the principal components of the Company’s liabilities were interest-bearing liabilities, consisting of bank overdrafts and loans from financial institutions, with a total balance of Baht 203.60 million.

- **Total shareholders’ equity**

  As of June 30, 2026, the Company had shareholders’ equity of Baht 533.04 million, representing an increase of Baht 19.55 million or 3.81% compared to December 31, 2025. The increase was primarily attributable to the Company’s operating results, with Total Comprehensive Income for the six-month period of 2026 amounting to Baht 38.16 million. During the second quarter of 2026, the Company paid dividends amounting to Baht 17.59 million on May 14, 2026.

  In addition, the Company recognized a loss from the performance of other non-current financial assets (investment in MTS Company) amounting to Baht 1.02 million. As a result, shareholders’ equity increased by a net amount of Baht 19.55 million.

Statement of cash flows

Cash flows	Amount (MB)
Net cash flow provided used in operating activities	(23.72)
Net cash flow by investing activities	7.95
Net cash flow used in financing activities	(3.68)
Net decrease	(12.09)

During the second quarter of 2026, the Company’s net cash flow decreased, primarily due to cash flows from operating activities. Although the Company generated cash inflows from ownership transfers, the Company accelerated construction activities and increased the number of projects under development during the second quarter of 2026, resulting in higher cash outflows for project development. In addition, the Company paid dividends during the second quarter of 2026. As a result, the Company's net cash flow decreased by Baht 12.09 million during the period.

Key Financial Ratios

Financial Ratios	June 30,	
	2026	2025
Net profit (%)	16.02	3.95
	June 30, 2026	December 31, 2025
ROA (%)	12.28	8.03
ROE (%)	13.52	8.17
D/E ratio (X)	0.53	0.50

Future Operations for 2026

For 2026, the Company will focus on strengthening its brand presence and increasing customer awareness in the areas where its projects are located. The Company aims to establish a clear and consistent Brand Identity and systematically enhance brand awareness among customers in each local market, with the objective of becoming one of the leading real estate developers recognized by customers in its target locations. The Company also plans to invest in and expand its project portfolio in these areas during 2026–2027.

In addition, the Company will focus on developing housing designs that meet customers' functional needs while remaining affordable, both for current and future projects. The Company's design philosophy emphasizes "practical use of every square meter" rather than competing primarily on price. The Company will seek to differentiate its projects through practical and functional housing designs that address the actual needs of its target customers at accessible price points. Key considerations will include functionality, usable space, and value for money, rather than unnecessary luxury.

These strategies are expected to play an important role in supporting the Company's business growth in 2026 by enabling the Company to continuously expand its project portfolio in areas where it has established expertise, while providing a foundation for sustainable long-term growth.

Kindly be informed accordingly.

Yours sincerely,

Mr. Weeraphan Jakpaisan

Managing Director