

Dated August 11<sup>th</sup>, 2020

Title: The operating results of Origin Property Public Company Limited and its subsidiaries for the second quarter ended June 30<sup>th</sup>, 2020.

To : The President and Governing Members of The Stock Exchange Market of Thailand

Origin Property Public Company Limited and its subsidiaries hereinafter called “The Group” For the second quarter ended June 30<sup>th</sup>, 2020. The operating results were,

For the second quarter of 2020, Real estate transferred activities of condominium and house totaled 3,831.6 million baht higher than the second quarter of 2019 by 1,005.8 million baht, or an increase of 35.6%. As results of transferred activities from non-joint ventures amount of 3,088.5 million baht and joint ventures company 743.1 million baht. Even though the COVID-19 pandemic bringing significant disruption to business, The Group still maintains the profit attributable to equity holders of the company amount of 707.1 million baht. As detail following

Million Baht

Description	Second Quarter 2019			Second Quarter 2020			Differentiate	
	Consolidate	Joint Venture	Total	Consolidate	Joint Venture	Total		
Real estate transferred activities	2,825.8	-	2,825.8	3,088.5	743.1	3,831.6	1,005.8	35.6%

Description	For the six-month period ended 30 June 2019			For the six-month period ended 30 June 2020			Differentiate	
	Consolidate	Joint Venture	Total	Consolidate	Joint Venture	Total		
Real estate transferred activities	5,826.2	-	5,826.2	5,041.0	2,184.4	7,225.4	1,399.2	24.0%

However, The Group still managed to maintain the net profit margin at 21.5% and continuously recognize the profit from joint venture condominium projects (Joint Venture) with Nomura Real Estate Development Co.,Ltd. are Knightsbridge Prime Ratchayothin and Knightsbridge Collage Ramkhamhaeng which have presales more than 93% of the total project value, 3,700 million baht, which recognizing profits of joint ventures over 93.3 million Baht (in proportion to the holding of 51%). However, The Group still focused on managing and controlling cost to be continuously achieve maximum efficiency.

Even through, the first half year of 2020 is a challenging half year for the COVID-19 situation. However, The Group is still able to drive high presale, due to marketing strategies and Everyone Can Sell Campaign, for quarter 2/2020 presales is 6,578.2 million baht. Consequently, Presales of first half of year 2020 is 11,430.7 million baht or 53.0% of the yearly presale target. The presale came from the housing project approximately 1,946.9 million baht, which is more than 1,473.9 million baht compared on the same period from last year, or 311.6%, according to the plan in which The Group has expanded the proportion of housing projects. Due to the expansion of the sky train network to more outer city locations. In addition, this group of customers has the objective of buying for real residence and there is still fluctuation of demand lower than condominiums. Therefore considered as a risk diversification from increasing channels of income by the housing project of the company under the brand “Britannia” get good feedback from customers. Due to the outstanding concept design of the house and overall. Including the design of living space and modern facilities and truly meet the needs of new generation customers. This can be seen from the pre-sale of 2 new projects which are the “Grand Britannia Wongwean – Ramintra” and “Britannia Saimai” projects which sales in the quarter 2/2020 more than 420.9 million baht. The presale of condominium project approximately 4,632.0 million baht including ready to move approximately 3,689.4 million baht. The quarter 2/2020, The Group focuses on ready to move projects which will gradually recognize revenue within this year.

In 2020, The Group has improved its operations to match the situation with proactive marketing strategies, online platform, driving presale and transferred activities. Moreover, The Group also take care of customers and employees health with Zero-COVID patient. The Group will maintain the standards and continuously improve to achieve the goal through this challenging

year. In addition, The Group also has a new joint venture partner, GS Engineering and Construction Corporation (GS E&C) from South Korea which is a top construction and real estate company in the world, to develop 2 new condominium projects, The Origin Ladprao 111 and Knightsbridge Space Rama 4.

For the second quarter of 2020, The Group focus on the Ready to Move project and Inventory for sale with several campaigns, such as the Keep Your Distance campaign, allowing buyers to stay free for up to 3 years, helping to reduce the burden of buyers in the COVID-19 situation. Along with other benefits with 23 Ready to Move projects, the Always Online campaign uses 3 platforms: LINE OA, Lazada and Shopee to provide convenience for customers at all stages related to real estate transactions. For example, researching, booking, checking the room and transferring ownership. By the way, hygiene by providing a Private Visit to facilitate those who need to visit the project is the most important.

In this regard, The Group will closely monitor the situation of COVID-19 and continuously improve the operation pattern to keep up with the situation and able to handle various situations. The Group expected that the overall situation in the second half of this year will be better than the first half year. The Group have 12 projects awaiting for transferred activities in the second half of the year which the total project value over 17,100 million baht including 2 joint venture projects are **KnightsBridge Prime Onnut**, project value 2,600 million baht will start recognizing revenue on quarter 3/2020 and **KnightsBridge Space Ratchayothin**, project value 2,700 million baht will start recognizing revenue on quarter 4/2020. Therefore, the resulting in overall of the year 2020 will be growth to expected target that transferred activities amount 14,000 million baht and total revenues amount 16,000 million baht.

For the second quarter ended June 30<sup>th</sup>, 2020. The operating results as table shown below,

Description	Second Quarter 2019		Second Quarter 2020		Differentiate	
	Million THB	%	Million THB	%	Million THB	%
<b>Revenues</b>						
Revenues from sales of real estate	2,825.8	84.7	3,088.5	93.8	262.7	9.3
Revenues from project management	280.0	8.4	127.9	3.9	(152.1)	(54.3)
Dividend income	0.3	0.0	-	-	(0.3)	(100.0)
Gain on disposals of investments in subsidiaries	58.8	1.8	-	-	(58.8)	(100.0)
Interest income	3.6	0.1	5.2	0.2	1.6	44.2
Other income	168.0	5.0	70.8	2.1	(97.3)	(57.9)
<b>Total Revenues</b>	<b>3,336.5</b>	<b>100.0</b>	<b>3,292.4</b>	<b>100.0</b>	<b>(44.1)</b>	<b>(1.3)</b>
<b>Expenses</b>						
Cost of real estate sales	1,613.7	48.4	1,996.6	60.6	382.9	23.7
Selling expenses	514.6	15.4	306.0	9.3	(208.6)	(40.5)
Administrative expenses	132.6	4.0	113.3	3.4	(19.3)	(14.6)
<b>Total Expenses</b>	<b>2,260.9</b>	<b>67.8</b>	<b>2,415.9</b>	<b>73.4</b>	<b>155.0</b>	<b>6.9</b>
<b>Profit from operating activities</b>	<b>1,075.6</b>	<b>32.2</b>	<b>876.5</b>	<b>26.6</b>	<b>(199.1)</b>	<b>(18.5)</b>
Share of gain (loss) from investments in joint ventures	(69.1)	(2.1)	61.4	1.9	130.5	(188.9)
Finance cost	(63.5)	(1.9)	(67.1)	(2.0)	(3.6)	5.7
<b>Profit before income tax expenses</b>	<b>943.0</b>	<b>28.3</b>	<b>870.8</b>	<b>26.4</b>	<b>(72.2)</b>	<b>(7.7)</b>
Income tax expenses	(205.8)	(6.2)	(163.7)	(5.0)	42.1	(20.4)
<b>Profit for the period</b>	<b>737.2</b>	<b>22.1</b>	<b>707.1</b>	<b>21.5</b>	<b>(30.1)</b>	<b>(4.1)</b>
<b>Profit attributable to Equity holders of the Company</b>	<b>737.3</b>	<b>22.1</b>	<b>707.1</b>	<b>21.5</b>	<b>(30.2)</b>	<b>(4.1)</b>

As table shown above, can be analyzed according to the following:

#### I Revenues

In conclusion, The Group has total revenues during the second quarter of 2019 and 2020 amount of 3,336.5 million baht and 3,292.4 million baht respectively, a decrease of 44.1 million baht, or 1.3% compared on the same period from last year. Although the COVID-19

pandemic continues to spread globally. The Group still maintains the level of revenues as good as the same period from last year. Details are as follows,

**1. Revenues from sales of real estate**, in the period of the second quarter of 2020, amount of 3,088.5 million baht, or 93.8% from the total revenues, an increase of 262.7 million baht, or 9.3% compared on the same period from last year. Due to The Group has continuously recognized revenue of condominium projects and house projects from 2019. Moreover, The Group have started to recognize revenue of 5 new projects which are The Origin Phahol – Saphanmai, B - Loft Lite Sukhumvit 107, Britania Khukhot Station, Britania Saimai and Grand Britania Wongwaen Ramintra.

**2. Revenues from project management**, in the period of the second quarter of 2020, amount of 127.9 million baht, or 3.9% from the total revenues, a decrease of 152.1 million baht, or 54.3% compared on the same period from last year. However, The Group continues to recognize revenues from project management total 14 projects.

**3. Interest income**, in the period of the second quarter of 2020, amount of 5.2 million baht, or 0.2% from the total revenue, an increase of 1.6 million baht, or 44.2%, compared on the same period from last year. Mainly from interest income of loans to joint venture which correspond to the increase of new joint ventures projects.

**4. Other income**, in the period of the second quarter of 2020, amount of 70.8 million baht, or 2.1% from the total revenue, a decrease of 97.3 million baht, or 57.9%. Mainly from the revenues of booking and contracts cancellation. Nevertheless, the revenues from the property management was increased which correspond to the increase of project under company's management.

## II Expenses.

1. **Cost of real estate sales**, in the period of the second quarter of 2020, amount of 1,996.6 million baht, or 60.6% from the total revenue, an increase of 382.9 million baht, or 23.7%. Due to the increase in cost of goods sold in line with the increase in recognition of revenues from sales of real estate.

2. **Selling expenses**, in the period of the second quarter of 2020, amount of 306.0 million baht, or 9.3% from the total revenue, a decrease of 208.6 million baht, or 40.5 %. Due to The Group improve its operations to match the situation with Proactive marketing strategy, Online platform, Driving entire sales and transfers, taking care of customers and employees like Zero-COVID, create the Everyone Can Sell team and be able to reduce the online marketing expenses and manage costs more efficiently.

3. **Administrative expenses**, in the period of the second quarter of 2020, amount of 113.3 million baht, or 3.4% from the total revenue, a decrease of 19.3 million baht, or 14.6%. Due to The Group has managed cost controlling during COVID-19 pandemic.

## III Share of gain (loss) from investments in joint ventures

In the period of the second quarter of 2020, Share of gain from investments in joint ventures amount of 61.4 million baht, or 1.9% from the total revenue, an increase of 130.5 million baht, or 188.9%, compared on the same period from last year (Share of loss from investments in joint ventures on last year). Due to The Group has continuously recognize income from 2 joint venture projects: “Knightsbridge Prime Ratchayothin” and “Knightsbridge Collage Ramkhamhaeng”, which transferred total 743.1 million baht.

#### IV Finance Costs

Comprising interests from bank loans, interests from debentures, interests from bills of exchange, and financial leasing agreements, in the period of the second quarter of 2020, amount of 67.1 million baht, or 2.0% from the total revenue, an increase of 3.6 million baht, or 5.7% compared on the same period from last year. Due to increasing of interest expenses from debentures for business operation.

#### V Income tax expenses

In the period of the second quarter of 2020, amount of 163.7 million baht, or 5.0% from the total revenue, a decrease of 42.1 million baht, or 20.4% compared on the same period from last year.

#### VI Profit attributable to Equity holders of the Company

The Group generated a net profit, in the period of the second quarter of 2020, amount of 707.1 million baht, or 21.5% from the total revenue, a decrease of 30.2 million baht, or 4.1%. The Group remain focused on the managing and controlling cost to be continuously achieve maximum efficiency. If comparing the performance excluding Gain on disposals of investments in subsidiaries The Group was able to generate a higher profit for the period attributable to equity holders than the same period last year.

Net profit	Second Quarter 2019	Second Quarter 2020
Presales	7,290.0	6,578.0
Total revenues	3,336.5	3,292.4
Profit attributable to Equity holders of the Company	737.3	707.1
Gain on disposals of investments in subsidiaries	58.8	-
Profit attributable to Equity holders of the Company after Gain on disposals of investments in subsidiaries	678.5	707.1

## VII Financial Status

Description	December 31 <sup>st</sup> , 2019	June 30 <sup>th</sup> , 2020	Differentiate	
			Million THB	%
Total Assets	32,079.5	33,915.0	1,835.5	5.7
Total Liabilities	21,145.6	22,335.9	1,190.3	5.6
Total Shareholders' Equity	10,933.9	11,579.0	645.2	5.9

As of June 30<sup>th</sup>, 2020. The Group has an increase of assets compared to the year 2019 (December 31<sup>st</sup>, 2019) totaling of 1,835.5 million baht, or 5.7%, mainly from Right-of-use assets (Adjustments of right-of-use assets due to TFRS 16 adoption), investments in joint ventures, and Short-term loans to related parties. As for liabilities, an increase of 1,190.3 million baht, or 5.6%, mainly from Lease liabilities (Adjustments of right-of-use assets due to TFRS 16 adoption), Bank overdrafts and short-term loans from banks, Long-term from banks.

Shareholders as of June 30<sup>th</sup>, 2019. The Group has an increase of Shareholders' Equity amount of 645.2 million baht, or 5.9%, compared to the year 2019 (December 31<sup>st</sup>, 2019). The Group has increased retained earnings following the efficient operating results. Moreover, The Group has retained earnings from joint ventures project launched in this year.

Please be informed accordingly.

Sincerely yours,

(Mr. Peerapong Jaroon-Ek)

Chief Executive Officer