



IR2020.00409

14 August 2020

Subject : Explanation of operating results for Q2/2020

Attention : Directors and Managers

The Stock Exchange of Thailand

Sena Development Public Company Limited hereby declares the details of the business of the company and its subsidiaries, of the year which ends on 30 June 2020 as follows;

Net profit

In the 2nd quarter of the year 2020, the company and its subsidiaries had a net worth equivalent to 226.7 million Baht or equivalent to 22.0 percent of the total revenue. It has increased; 109.1 million Baht or equivalent to 92.8 percent, when compared to the previous year where the net profit was 117.6 million Baht. The main reason is the investment in the joint venture. The amount was transferred in the 4th quarter of the year 2019 from Niche MONO Sukhumvit-Bearing. In the 2nd quarter of the year 2020, the money was transferred due to Niche Pride Taopoon-Interchange. The company received a profit equivalent to 6.7 million Baht from the joint venture. The accumulated net profit of the six months was equivalent to 453.4 million Baht, where the profit from the joint venture for 6 months was 41.5 million Bhat. It had increased to 179.0 million Baht or equivalent to 65.3 percent when compared to the previous year of same months which was equivalent to 274.4 million Baht.

Share of profit (loss) from the joint venture

In the 2nd quarter of the year 2020, the company received a profit from the joint venture equivalent to 6.7 million Baht and the retained earnings for the six months was 41.5 million Baht. It was a result of the money transfer which took place in the 4th quarter of the year 2019; Niche MONO Sukhumvit-Bearing which is equivalent to 294.8 million Baht and Niche Pride Taopoon-Interchange where the money was transferred in the 2nd quarter which is equivalent to 434.3 million Baht. As a result, the company received money for the 6 months at an amount of 1,368.8 million Baht.

Revenue

1. Total revenue of the company and its subsidiaries (excluding joint venture)

The total revenue in the 2nd quarter of the year 2020 is equivalent to 1,029.5 million Baht. It has decreased slightly when compared to the same months in the previous year equivalent to 26.4 million Baht or 2.5 percent. The main reason is that in the 2/2020 quarter, the project management was reduced due to the spread of Covid-19, which

has started in the 2st quarter. As a result, the total revenue of the first six month of the year 2020 is 2,005.4 million Baht. It has decreased 161.1 million Baht or 7.4 percent when compared to the same months of the previous year. However, the company has made new plans and targets for this year, after the 2/2020 quarter so it coordinates with the present situation during the pandemic of Covid-19 which has affected the buying power and the purchasing of immovable property has lowed down.

Total revenue of the company and its subsidiaries for the first six months and three months of the year 2020 and 2019 can be analyzed as follows;

| First 6 months | | | | | | |
|---|--------------|---------|--------------|---------|-------------------------|---------|
| Company and its subsidiaries | Year 2020 | | Year 2019 | | Increased/(-) decreased | |
| | Million Baht | Percent | Million Baht | Percent | Million Baht | Percent |
| Revenue from the company and subsidiaries | | | | | | |
| Revenue from real estate sales: Detached house/Town home/ commercial building | 308.4 | 15.9% | 384.2 | 18.3% | (75.8) | (19.7%) |
| Condominium | 974.9 | 50.3% | 975.8 | 46.5% | (0.9) | (0.1%) |
| | 1,283.3 | 66.2% | 1,360.0 | 64.9% | (76.7) | (5.6%) |
| Revenue from rent and service | 638.2 | 32.9% | 673.2 | 32.1% | (35.0) | (5.2%) |
| Revenue from solar business | 17.3 | 0.9% | 63.1 | 3.0% | (45.8) | (72.6%) |
| Total revenue from selling and services | 1,938.8 | 100.0% | 2,096.3 | 100.0% | (157.5) | (7.5%) |
| Other revenue | 66.6 | | 70.2 | | (3.6) | (5.1%) |
| Total revenue of the company and subsidiaries | 2,005.4 | | 2,166.5 | | (161.1) | (7.4%) |

| First 3 months | | | | | | |
|--|--------------|---------|--------------|---------|----------------------------|---------|
| Company and its subsidiaries | Year 2020 | | Year 2019 | | Increased/(-) decreased | |
| | Million Baht | Percent | Million Baht | Percent | Million Baht | Percent |
| Revenue from the company and subsidiaries | | | | | | |
| Revenue from real estate sales: | | | | | | |
| Detached house/Town home/ commercial building | 206.0 | 20.4% | 92.1 | 9.1% | 113.9 | 123.7% |
| Condominium | 511.9 | 50.7% | 372.7 | 36.8% | 139.2 | 37.3% |
| | 717.9 | 71.1% | 464.8 | 45.8% | 253.1 | 54.5% |
| Revenue from rent and service | 281.7 | 27.9% | 490.5 | 48.4% | (208.8) | (42.6%) |
| Revenue from solar business | 10.5 | 1.0% | 58.7 | 5.8% | (48.2) | (82.1%) |
| Total revenue from selling and services | 1,010.1 | 100.0% | 1,014.1 | 100.0% | (3.9) | (0.4%) |
| Other revenue | 19.4 | | 41.9 | | (22.5) | (53.7%) |
| Total revenue of the company and subsidiaries | 1,029.5 | | 1,055.9 | | (26.4) | (2.5%) |

2. Total revenue of the joint venture

Total revenue of the joint venture is equivalent to 729.2 million Baht. It has increased 720.9 million Baht or 100 percent when compared to the same months of the previous year where the revenue was 8.3 million Baht. It was due to the transfer of ownership of Niche MONO Sukhumvit-Bearing Condominium and Niche Pride Taopoon-Interchange Condominium which was developed under Sena Hankyu 2 Co., Ltd. and Sena Hankyu 1 Co., Ltd., consequently. The total revenue for the 6 months of the joint venture is 1,378.8 million Baht. The total revenue increased to 1,362.1 million Baht or 100 percent compared to the same months in the previous year where the total revenue was 11.7 million Baht.

| First 6 months | | | | | | |
|------------------------------------|--------------|---------|--------------|---------|----------------------------|---------|
| Joint venture companies | Year 2020 | | Year 2019 | | Increased/(-) decreased | |
| | Million Baht | Percent | Million Baht | Percent | Million Baht | Percent |
| Revenue from the joint venture | | | | | | |
| Revenue from real estate sales: | | | | | | |
| Condominium | 1,368.8 | 99.6% | | | 1,368.8 | 100.0% |
| Other revenue | 5.0 | 0.4% | 11.7 | | (6.7) | (57.3%) |
| Total revenue of the joint venture | 1,373.8 | 100.0% | 11.7 | 100.0% | 1,362.1 | 100.0% |

| First 3 months | | | | | | |
|------------------------------------|--------------|---------|--------------|---------|----------------------------|---------|
| Joint venture companies | Year 2020 | | Year 2019 | | Increased/(-) decreased | |
| | Million Baht | Percent | Million Baht | Percent | Million Baht | Percent |
| Revenue from the joint venture | | | | | | |
| Revenue from real estate sales: | | | | | | |
| Condominium | 726.1 | 99.6% | | | 726.1 | 100.0% |
| Other revenue | 3.1 | 0.4% | 8.3 | 100.0% | (5.2) | (62.7%) |
| Total revenue of the joint venture | 729.2 | 100.0% | 8.3 | 100.0% | 720.9 | 100.0% |

Overall for this quarter The Company and its Subsidiaries and Joint Ventures The total ownership transfer amount from real estate business was 1,758.0 million baht, resulting in an increase in total ownership transfer of 694.5 million baht or an increase of 65.3% compared to the same period of the previous year with total ownership transfer amount of 1,064.2 million baht and for the 6 months period. In 2020, the accumulated ownership transfers from real estate business amounted to 3,379.2 million baht, an increase of 1,201.0 million baht, or an increase of 55.1 percent compared to the same period of the previous year that had accumulated ownership transfers of 2,178.2 million baht.

Revenue from selling residential place (excluding joint venture)

In the 2nd quarter of the year 2020, the revenue from selling the residential place was 717.9 million Baht. The revenue increased by 253.1 million Baht or 54.5 percent when compared to the previous year. This was due to sale of horizontal projects and condominiums. As a result, the revenue for the first six months was 1,283.3 million Baht, which is a decrease at the rate of 5.6 percent when compared to the first six months of the previous year.

In the 2/2020 quarter, the company had the revenue from selling horizontal house projects at rate of 28.7 percent, 206.0 million Baht. The revenue from selling the condominium was 71.3 percent, 511.9 million Baht.

The revenue for the selling the horizontal projects in the 2/2020 quarter was 206.0 million Baht. There was an increase of 113.9 million Baht or 123.7 percent from the previous year. The major revenue came from 5 projects; 1) Sena Parkville Wongwaen Ramindra 2) Sena Ville borommaratchachonnani-sai 5 3) Niche ID Bangkhae 4) Sena Parkgrand Ramindra and 5) Sena Ville Lamlukka-Khlong 6. The total revenue of the 5 projects is 149.0 million Baht or 20.8 percent of the total residential place revenue. The revenue of the 4 horizontal project in the outskirts are from Burapha 1 Project, Naraya 2 Project, Proud town Project and Sena Nadee Project equivalent to 49.0 million Baht or 6.8 percent of the total residential place. However, the revenue from the horizontal projects for the first six months of the year 2019 was 1,283.3 million Baht. It has decreased slightly from 1,360.0 million Baht when compared to the same months of the previous year. This is due to Covid-19 which was spreading since the beginning of the year.

The revenue from the selling of condominium in the 2nd quarter of the year 2020 is 511.9 million Baht, increased 139.2 million Baht or 37.3 percent when compared to the same months of the previous year where the revenue was 372.7 million Baht. The revenues in 2Q2020 came from the main projects, namely Niche ID Pakkled Station, Niche Mono Sukhumvit Puchao, Niche ID Sukhumvit 113, Niche Ratchavipha, Niche ID Bangkhae, Niche. ID Rama 2, Kit Plus Rangsit, Tiwanon, and Kitt Klong 2. Total revenues for 8 projects amounted to 481 million baht or 67.1% of the total revenue from projects for sale. 222The revenue from the condominium project in the first six months of the year 2020 is equivalent to 974.9 million Baht. It has decreased slightly to 0.9 million Baht when compared to the same months of the pervious years which is equivalent to 975.8 million Baht. This is due to the spread of Covid-19 situation which was spreading from the beginning of the 1st quarter of the 2020 year.

Revenue from rent and services

In the 2nd quarter on the year 2020 and the year 2019, the company has earned an revenue of 281.7 million Baht and 490.5 million Baht, consequently. It has decreased by 208.7 million Baht or 42.6 percent when compared to the same months of the previous year. The first six months of the year 2020 was 638.2 million Baht, which decreased by 35.0 million Baht when compared to the same months in the previous year.

The revenue in the 2nd quarter of the year 2020 consists of revenue from the rent and apartment services, revenue from the warehouse business, revenue from the management of the juristic person, revenue from the Community Mall Sena Fest, revenue from the golf course, revenue from land lease and revenue from the broker-consultant of immovable properties. The total revenue is equivalent to 46.6 million Baht. The revenue from the managing the project is 235.1 million Baht. The total revenue is 281.7 million Baht. Therefore, the revenue from the rent and services for the

first six months of the year 2020 is 638.2 million Baht. It decreased by 35.0 million Baht or 5.2 percent when compared to the same months of the previous year.

Revenue from solar business.

In the 2nd quarter of the year 2020 and of the year 2019, the company had an revenue from solar business equivalent to 10.5 million Baht and 58.7 million Baht, consequently. It decreased by 48.2 million Baht or 82.1 percent. The revenue from solar business for the first six months is 17.3 million Baht. It decreased by 45.8 million Baht when compared to the same months of the previous year which was 63.1 million Baht. This is because in the first six months of the year 2019, the revenue was from all the 6 branches of Index Project. But in the year 2020, due to the spread of Covid-19, the customer's postponed the installation to the end of 2020.

Cost of sales

In the 2nd quarter of the year 2020 and of the year 2019, the company had a selling capital of 544.9 million Baht and 478.1 million Baht, consequently or 53.9 and 47.2 percent of the revenue of the main business. The selling capital fluctuates by the increase in revenue. However, as the company is managing the capital for the highest efficiency, resulting in the initial profit to be at 46.1 percent.

The selling capital in the 2nd quarter of the year 2020 consists of selling capital of residential place which is 476.8 million Baht or 66.4 percent of the revenue from the sale. The capital from the rent and services is equivalent to 64.2 million Baht or 22.8 percent of the revenue from rent. The capital for the solar business is 3.8 million Baht or 36.5 percent of the revenue from the solar business.

Selling and administrative expenses

Due to the spread of Covid-19 in the first 6 months of this year, the company has prepared a plan to manage the situation under the measure namely, "SENA Zero COVID". The expenses for sale and management shall be reduced, resulting in the 2/2020 quarter the expenses for the sale and management to be 170.0 million Baht or 16.5 percent of the total revenue. It is decreased from the first six months of the previous year where the expenses for the sale and management was 218.3 million Baht or 20.7 percent of the total revenue. Nevertheless, the expenses for the sale and management for the first six months of the year 2020 is equivalent to 363.4 million Baht or 18.2 percent. It has decreased by 65.0 million Baht or 15.2 percent when compared to the same months of the year 2019 which was 428.3 million Baht or 19.8 percent of the total revenue

Financial position

Assets

As of 30 June 2020, the company and its subsidiaries have total assets equivalent to 16,475.9 million Baht. It has increased by 1,377.8 million Baht in comparison to 31 December 2019 where it was 15,098.1 million Baht. The current assets as of 30 June 2020 is 10,622.0 million Baht. It has increased by 892.3 million Baht in comparison to 31 December 2019. This is due to the increase in short term loan given to the trading companies at the amount of 202.2 million Baht and due to the increase in capital to develop the immovable properties which are for sale. The non-current liabilities as of 30 June 2020 is 5,853.9 million Baht. It has increased by 485.5 million Baht in comparison to 31 December 2019 which was 5,368.4 million Baht. The main reason is due to the increase in investment in the joint ventures where the company received profit from the sale of the condominium rooms in Niche MONO Sukhumvit-Bearing Condominium and Niche Pride Tao poon-Interchange Condominium and from the solar business and the increase in debtors due to the lease agreement, right to utilize the head office, Sena Fest Project, lease of parking lot which is categorized in the financial report no. 16 regarding lease agreement which was enforced in the year 2020.

Debt

The total debt of the company and its subsidiaries as on 30 June 2020 is 9,771.3 million Baht. It has increased from 31 December 2019 which was 1,175.3 million Baht. This consist of current asset of 4,605.8 million Baht. There is an increase of 855.2 million Baht. The non-current liabilities are 5,165.6 million Baht. The increase is 320.1 million Baht.

As on 30 June 2020, the company and its subsidiaries have debts from loan from the financial institutions to develop the project and due to the increase in work. However, the company is able to proceed according to the financial percentage as determined; the ratio of the debt to the shareholder shall not exceed 1.5. As on 30 June 2020, the company and its subsidiaries had the ratio of debt to shareholder of 1.46.

Shareholder's equity

The shareholder's equity in the company and the subsidiaries as on 30 June 2020 is 6,704.6 million Baht. There is an increase of 202.5 million Baht in comparison to 31 December 2019 which was 6,502.1 million Baht. The increase is due to the increase in net profit in the six months which is 453.4 million Baht. The company and its subsidiaries have paid dividends from the net profit of the year 2019 at the amount of 254.2 million Baht.

Yours Sincerely,

(Mrs. Weraporn Chaisiriyasawat)

Vice Chairman of the Executing Board and Secretary of the Company

Sena Development Public Company Limited