



**IR 2020.00611**

13 November 2020

**Subject :** Explanation of operating results for Q3/2020

**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 period which ends on 30 September 2020 as follows.

**Net profit**

In the quarter 3/2020, the Company and its subsidiaries. The net profit was THB 273.3 million or 27.7% of total revenue, an increase of THB 165.9 million or 154.6% compared to the same period of the last year. The net profit was THB 107.3 million. Recognize profit sharing from investments in joint ventures the transfer amount of the joint venture project has continued in the quarter 4/2019, namely the Niche Mono Sukhumvit-Bearing Project and the quarter 3/2020 has started the transfer the Niche Pride Tao-poon Interchange Project. As a result, the company realized a share of profit from joint ventures equal to THB 86.8 million, as a result profit 9 month equal to THB 726.7 million, with a 9 month share of profit from a joint venture company of THB 128.3 million, an increase of THB 345.0 million or equivalent to 90.4% compared to the same period of the last year.

**Share of profit (loss) from the joint venture**

In the quarter 3/2020, the Company recognized revenue from the transfer of 2 joint venture projects, namely Niche Mono Sukhumvit-Bearing Project, equal to THB 292.2 million and Niche Pride Tao-poon Interchange project THB 762.0 million. as a result revenue for 9 months was THB 1,196.2 million and THB 1,226.8 million, respectively, resulting in the company receiving profit sharing from joint ventures equal to THB 86.8 million and accumulated 9 months equal THB 128.3 million.

## Revenue

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

Total revenue in the quarter 3/2020 was THB 987.6 million, a decrease from the same period of the last year amounted to THB146.2 million or 12.9% because of a decrease in project management revenues for the joint venture group. Which has continued to decline since quarter 1/2020 due to the epidemic situation of COVID-19. As a result, the total revenue for 9 months of the year 2020 was THB2,992.9.0 million, a decrease of THB 307.5 million or 9.3% compared to the same period of the last year

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

Company and its subsidiaries	9 months					
	2020		2019		Increased/(-) decreased	
	million Baht	%	million Baht	%	million Baht	%
Revenue from the company and subsidiaries						
Revenue from real estate sales:						
Detached house/Town home/ commercial building	544.3	18.8%	570.5	17.9%	(26.2)	(4.6%)
Condominium	1,451.2	50.1%	1,548.3	48.5%	(97.1)	(6.3%)
	<b>1,995.5</b>	<b>68.8%</b>	<b>2,118.8</b>	<b>66.3%</b>	<b>(123.3)</b>	<b>(5.8%)</b>
Revenue from rent and service	883.5	30.5%	997.4	31.2%	(113.9)	(11.4%)
Revenue from solar business	19.9	0.7%	79.2	2.5%	(59.3)	(74.9%)
Total revenue from selling and services	<b>2,898.9</b>	<b>100.0%</b>	<b>3,195.4</b>	<b>100.0%</b>	<b>(296.5)</b>	<b>(9.3%)</b>
Other revenue	94.0		105.0		(11.0)	(10.5%)
Total revenue of the company and subsidiaries	<b>2,992.9</b>		<b>3,300.4</b>		<b>(307.5)</b>	<b>(9.3%)</b>

3 months						
Company and its subsidiaries	2020		2019		Increased/(-) decreased	
	million Baht	%	million Baht	%	million Baht	%
Revenue from the company and subsidiaries						
Revenue from real estate sales:						
Detached house/Town home/ commercial building	236.0	24.6%	186.3	17.0%	49.7	26.7%
Condominium	476.2	49.6%	572.4	52.1%	(96.2)	(16.8%)
	<b>712.2</b>	<b>74.2%</b>	<b>758.7</b>	<b>69.0%</b>	<b>(46.5)</b>	<b>(6.1%)</b>
Revenue from rent and service	245.3	25.5%	324.2	29.5%	(78.9)	(24.3%)
Revenue from solar business	2.6	0.3%	16.1	1.5%	(13.5)	(83.9%)
Total revenue from selling and services	<b>960.1</b>	<b>100.0%</b>	<b>1,099.0</b>	<b>100.0%</b>	<b>(138.9)</b>	<b>(12.6%)</b>
Other revenue	27.5		34.8		(7.3)	(21.0%)
Total revenue of the company and subsidiaries	<b>987.6</b>		<b>1,133.8</b>		<b>(146.2)</b>	<b>(12.9%)</b>

## 2. Total revenue of the joint venture

In the quarter 3/2020, the joint venture's revenue was THB 1,061.1 million, which had an increase of THB1,050.2 million, an increase of 100% compared to the same period of the last year with total income of THB10.9 million. Due to Revenue recognition for the transfer of Niche Mono Sukhumvit-Bearing project and Niche Pride Tao-poon Interchange projects project. Which developed in Sena Hankyu 2 Co., Ltd. and Sena Hankyu1 Co., Ltd., respectively, resulted in the total revenue of the joint venture company for the 9-month period equal to THB2,434.9 million. Increase of 100% compared to the same period of the last year with total revenue of THB 22.6 million.

<b>9 months</b>						
Joint venture companies	2020		2019		Increased/(-) decreased	
	million Baht	%	million Baht	%	million Baht	%
Revenue from the joint venture						
Revenue from real estate sales:						
Condominium	2,423.0	99.5%			2,423.0	100.0%
Other revenue	11.9	0.5%	22.6		(10.7)	(47.3%)
<b>Total revenue of the joint venture</b>	<b>2,434.9</b>	<b>100.0%</b>	<b>22.6</b>	<b>100.0%</b>	<b>2,412.3</b>	<b>100.0%</b>

<b>3 months</b>						
Joint venture companies	2020		2019		Increased/(-) decreased	
	million Baht	%	million Baht	%	million Baht	%
Revenue from the joint venture						
Revenue from real estate sales:						
Condominium	1,054.2	99.3%			1,054.2	100.0%
Other revenue	6.9	0.7%	10.9	100.0%	(4.0)	(36.7%)
<b>Total revenue of the joint venture</b>	<b>1,061.1</b>	<b>100.0%</b>	<b>10.9</b>	<b>100.0%</b>	<b>1,050.2</b>	<b>100.0%</b>

Overall, for the quarter 3/2020, the Company and its subsidiaries and joint ventures The total ownership transfer amount from real estate business was THB1,766.4 million, resulting in an increase in the total ownership transfer of THB 1,007.7 million or an increase of 132.8% compared to the same period of the last year with the total ownership transfer amount of THB 758.7 million and for the 9 month of 2020 , the total ownership transfer amount from the real estate business was THB 4,418.5 million, an increase of THB 2,118.8 million, or an increase of 108.5% compared to the same period of the last year that had accumulated ownership transfers of THB 2,299.7 million.

#### **Revenue from selling residential place (excluding joint venture)**

In the quarter 3/2020, the Company's revenue from residential sales was THB 712.2 million, decreased in revenue of THB 46.5 million or 6.1% compared to the last year. As a result, the revenue from residential sales in the 9 month period was THB 1,995.5 million, a decrease of 5.8% compared to the same of last year.

In the quarter 3/2020, the Company had revenue from sales of low-rise housing projects of THB 544.3 million and revenue from sales of condominium projects of THB 1,451.2 million, representing 18.8%and 50.1% of main revenue's company.

Revenue from low-rise projects in the quarter 3/2020 amounted to THB 236.0 million, a decrease of THB 26.2 million or 4.6% from the same period last year. The main revenue comes from 5 projects: 1) Sena Park Grand Ramintha Project. 2) Sena Park

Ville - Ramintha Project 3) Sena Ville Lam Luk Ka - Khlong 6 Project 4) Sena Ville Boromrajonani Sai 5 Project 5) Sena Grand Home Project, the total revenue from 5 projects amounting to THB 145.3 million or 20.4% of the total revenue from residential projects for sale. And horizontal revenue from 4 upcountry projects, namely Burapha 1 Project, Naraya 2 Project, Proud Town Project And the Sena Nadi project amounted to THB 68.8 million, accounting for 9.7% of the total revenue from residential projects for sale. However, the revenue from sales of low-rise projects for the periods 9 month of 2020 amounted to THB 544.3 million, a decrease of THB 26.2 million. When compared with the same period last year

For the revenue from condominium project sales in the quarter 3/2020 equal to THB 476.2 million, a decrease of THB 96.2 million or 16.8% compared to the same period of the last year with THB 572.4 million. The main revenue from Niche ID Pak Kret Station , Niche ID Bangkae, Niche ID Serithai, Niche Mono Sukhumvit Pu Chao, Kith Plus Rangsit Tiwanon. Total revenue of 5 projects amounted to THB 346.1 million or 45.6%. Of the Company's main revenue. As a result, the revenue from condominium sales for the 9 months of 2020 was THB1,451.2 million, slightly decreased at THB 97.1 million, compared to the same period last year at THB1,548.3 million from the situation of COVID-19. At the beginning of the first quarter of 2020

#### **Revenue from rental and services**

In the quarter 3/2020 and 2019, the Company's revenue was THB 245.3 million and THB 324.2 million, respectively, a decrease of THB 78.9 million or 24.3% compared to the same period last year. For the nine month of 2020 equal to THB 883.5 million, a decrease of THB 113.9 million compared to the same period of the last year.

Revenue in quarter 3/2020 comprises apartment rental and service revenue, Warehouse rental business revenue, Corporate management Revenue, Community Mall Sena Fest revenue, Golf course revenue, Land rental revenue and commission- real estate consultant revenue. Total revenue was THB 59.7 million. And project management revenue was THB 185.6 million, total revenue was THB245.3 million, a decrease from the same period last year that was THB 324.2 million, resulting in rental and service revenue for 9 months of 2020. Equals to THB 83.5 million, a decrease of THB113.9 million or 11.4% from the same period of the last year.

#### **Revenue from solar business**

In the quarter 3/2020 and 2019, the Company had solar revenue of THB 2.6 million and THB 16.1 million, respectively, a decrease of THB 13.5 million or 83.9% of the nine-month solar revenue of THB 19.9 Million, a decrease of 74.9% compared to the same period of the last year with revenue of THB 79.2 million due to 9 month period of 2019, revenue from Index Project total 6 branch, which in 2020 has an epidemic COVID-19 Make the customer index Installation has been postponed to the end of 2020 instead.

## **Cost of sales**

In the quarter 3/2020 and 2019, the Company had cost of sales of THB 510.2 million and THB 542.1 million, respectively, or accounted for 53.1% and 49.3% of the company's main revenue. Increased cost of sales varies in proportion to revenue. However, the company still managed to optimize costs. As a result, the gross profit margin was 46.9%.

Cost of sales in the quarter 3/2020 comprised cost of residential sales of THB 458.0 million or 64.3% of the revenue from sales. Cost of rental and services THB 47.8 million or 19.5% of the revenue from rental and solar business cost THB 4.3 million.

## **Selling and administrative expenses**

The company has planned management to reduce sales and administrative expenses. As a result, in the quarter 3/2020, selling and administrative expenses were THB 177.1 million or 17.9% of total revenue, decreased from the same period of the last year. Which had sales and administrative expenses of THB 253.4 million or 22.4% of total revenue. Selling and administrative expenses in the 9 month period of 2020 were THB 540.5 million or 18.1% decreased in the amount of THB141.3 million or 20.7% compared to the same period of the year 2019 which is THB 681.7 million or 20.7% of total revenue.

## **Financial position**

### **Assets**

As of September 30, 2020, the Company and its subsidiaries have total assets amount was THB 16,504.3 million, an increase of THB 1,406.2 million when compared to 31 December 2019 at THB 15,098.1 million. Current assets as of 30 September 2020 amounted to THB 10,613.2 million, an increase of THB 883.5 million compared to 31 December 2019. The main reason was an increase in cash and cash equivalents of THB 757 million and short-term loans from joint venture companies of THB 307.9 million, while non-current assets as of 30 September 2020 amounted to THB 5,891.1 million, an increase of THB 522.7 million when compared to 31 December 2019, by THB 5,368.4 million, mainly due to an increase in investment in joint venture projects of joint ventures in which the company received a share of profit from the sale of condominiums of Niche Mono Sukhumvit-Bearing Project And the Niche Pride Tao poon project and share of profit from investing in solar business And an increase in finance lease receivables Asset, right of use of the headquarters building Sena Fest Project Parking building for rent Which has been classified in accordance with the Financial Work Item Standard No. 16 regarding Lease Agreement, effective in 2020

### **Liabilities**

Total liabilities of the Company and its subsidiaries as of September 30, 2020 were THB 9,708.6 million, an increase from 31 December 2019 by THB1,112.6 million, consisting of current liabilities of THB 4,566.3 million, an increase of THB 815.8 million and non-current liabilities of THB 5,142.3 million. Increased in the amount of THB 296.8 million.

**Shareholder's equity**

Shareholders' equity of the Company and its subsidiaries as of September 30, 2020 was THB 6,795.7 million, an increase of THB 293.6 million compared to 31 December 2019 at THB 6,502.1 million. As a result of an increase in net profit. Nine months in the amount of THB 726.7 million.

Yours Sincerely,

(Mrs. Weraporn Chaisiriyasawat)

Vice Chairman of the Executing Board and Secretary of the Company

Sena Development Public Company Limited