



NO. IR2020.00241

14<sup>th</sup> May 2020

Subject: Explanation of operating results for Q1/2020

Attention: Directors and Managers

The Stock Exchange of Thailand

Sena Development Public Company Limited would like to explain the operating results of the company. And subsidiaries for the period ended March 31, 2020 with the following details:

Net Profit

Q1/2020, the company and subsidiaries the net profit was THB 226.8 million or 23.2% of the total revenue, increasing THB 70.0 million or 44.6% compared to the same period last year. With a net profit of THB 156.8 million and the company Recognized profit sharing from joint venture with ownership transfer in year 2020

Revenue

The company and subsidiaries with total revenue THB 975.9 million compared to the same period last year. The company's revenue decreased by THB134.8 million or 12.1% although the company recognized revenue in Q1/2020, decreased from last year due to the current situation of covid-19 epidemic. The company still has the operational plan for 2020 and set goals. Sales and ownership transfer plans and to launch new projects After the situation spread

The total revenue for the 3-month periods of 2020 and 2019, analyzed in the table below.

Business type	2020		2019		Increase / (-) decrease	
	Million baht	%	Million baht	%	Million baht	%
Revenue from real estate sales						
Housing/Townhome/	102.4	11.0%	292.1	27.0%	(189.7)	(64.9%)
Commercial building	463.1	49.9%	603.1	55.7%	(140.0)	(23.2%)
Condominium	565.5	60.9%	895.2	82.7%	(329.7)	(36.8%)
Rental and Service Revenue	356.5	38.4%	182.7	16.9%	173.8	95.0%
Revenue from Solar Business	6.8	0.7%	4.5	0.4%	2.3	54.7%
Total Revenue from Sales and service	928.8	100.0%	1,082.4	100.0%	(153.6)	(14.2%)
Other Revenue	47.1		28.3		18.8	66.4%
<b>Total Revenue</b>	<b>975.9</b>		<b>1,110.7</b>		<b>(134.8)</b>	<b>(12.1%)</b>

#### Revenue from real estate sales

Q1/2020 and 2019, the company has revenue from real estate sales of THB 565.5 million and THB 895.2 million respectively. Revenue decreased THB 329.7 million or 36.8% compared to the last year.

Revenue from real estate sale classified by business brand such as "Brand Niche" "Brand Kith" and types of single-family homes, townhomes, commercial buildings under the brand "Sena Park Ville" "Sena Park Grand" "Sena Ville" "Praemaporn" "Shop House" "Avenue" and low-rise project in the provinces. Total revenue is THB 565.5 million.

#### Rental and Service Revenue

Q1/2020 and 2019, the company had revenue of THB 356.5 million and THB 182.7 million, respectively, an increase of THB 173.8 million or 95.0% compared to the same period last year.

The revenue for Q1/2020 consists of rental and service revenue for apartments, revenue from Juristic person management, revenue form warehouse renta, revenue from community mall "sena fest", revenue of golf course, revenue from project management, revenue from commission and consultant. Total rental and service revenue total THB 356.5 million.

#### Revenue from Solar Business

Q1/2020 and 2019, the company has revenue from Solar Group THB 6.8 million and THB 4.5 million respectively. Increased to THB 2.3 million or 54.7%. The company started to recognize revenue from sales of equipment and installation of solar power generation systems on the roof (Solar Roof) with Index Living Mall Public Company Limited.) Entered into a joint agreement in 2019

#### Cost of sales

Q1/2020 and 2019, the company had cost of sales equal to THB 468.1 million and THB 606.9 million respectively, or representing 50.4% and 56.1% of the revenue from the main business. The company still manages the total cost of sales effectively. Resulting in gross profit margin representing 49.6%, an increase from 2019 with a gross margin of 43.9%

Cost of sales in Q1/2020 consists of the cost of housing sales of THB 370.5 million, or 65.5% of sales revenue. Cost of rental and services THB 94.5 million, or 26.5% of rental and service revenue. Solar business costs of THB 3.0 million, or 44.5% of the solar business revenue.

## Selling and administrative expenses

In the current situation the company has constantly changed its strategy by reducing sales and administrative expenses. As a result, in Q1/2020, the company had selling expenses of THB 49.6 million, decreased from the same period of the last year by THB 40.9 million or 45.2% with selling expenses equal to THB 90.5 million. The decrease in sales expenses was in proportion to the decrease in sales revenue. Including the company adjusting the distribution strategy appropriately.

Administrative expenses THB143.9 million and THB119.6 million respectively. Administrative expenses increased from the year 2019 to THB 24.3 million or 20.3% The proportion of administrative expenses to total revenue increased by 4%.

## Share of profit (loss) of associates and joint ventures

Q1/2020, the company recognized the share of profits from the joint venture of THB 34.8 million, or 3.6% of the total revenue, when compared to same period last year, the share of loss was THB 35.3 million. The company recognized to share of profits the joint venture Real estate development group for sale. Such as "Niche Mono Sukhumvit Bearing" and Q2/2020 will transfer ownership from the sale of "Niche Pride Tao Poon"

## Financial position

### Asset

As at 31 March 2020, the company and its subsidiaries were the total assets THB 16,732.9 million. The assets increased by THB 1,634.7 million or 10.8% compared to the last year which had total assets of THB 15,098.1 million. The main reason was due to the increase in current assets, such as short-term loans from joint venture companies, equal to THB 1,349.7 million.

Non-current assets in Q1/2020 were THB 5,509.6 million, an increase of THB 141.2 million compared to the last year which had non-current assets was THB 5,368.4 million. The company has invested in a joint venture with Hankyu Hanshin Property Company. To develop condominium projects by an increase of THB 82.1 million. And the increase of the "Sena fest project" And buildings and land for rent equal to THB 55 million. And usage rights assets of THB 50.0 million, which are classified according to financial reporting standard no. 16, which is effective in 2020.

## Debt

Q1/2020, the company and its subsidiaries had total liabilities of THB 10,004.0 million consisting of current liabilities THB 4,883.0 million and non-current liabilities of THB 5,121.0 million respectively, total liabilities increased by THB 1,408.0 million compared to December 31,2019.

Mainly due to an increase in current liabilities of THB 1,132.5 million and an increase of non-current liabilities at THB 275.5 million. The company has borrowed from financial institutions to develop additional projects. And increased operations. However, the company can maintain the debt to equity ratio of not more than 1.5: 1.

## Shareholders' equity

Q1/2020, the Company and its subsidiaries had shareholders' equity of THB 6,728.8 million, an increase of THB 226.8 million compared to December 31, 2019 equal to THB 6,502.1 million, resulting from an increase in retained earnings equal to THB 230.3 million.

Yours Sincerely,

(Mrs. Weraporn Chaisiriyasawat)

Deputy Managing Director and Company Secretary

Sena Development Public Company Limited