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Subject Clarification of Q3/2024 Operation Results

Attention President, The Stock Exchange of Thailand

Sena Development Public Company Limited would like to clarify the operating results of the company and its subsidiaries for the period ended 30 September 2024 as follows.

In the current situation, real estate businesses continue to face challenges related to economic conditions and household debt. These factors impact customers' ability to secure loans for purchasing homes, leading to increase in cancellations due to loan rejections and. Recognizing this issue, the Sena Group has introduced the Rent to Own program, also known as Livnex, to address these challenges.

The Livnex program is designed to assist customers who have not yet received loan approval from financial institutions but are likely to qualify within 3 years. This initiative aims to retain these customers, ensuring future revenue from property transfers. Over the past 9 months, the program has received positive feedback.

In the overall of the past nine months, the real estate business has achieved total sales of 9,817 million baht, including 8,441 million baht from regular sales and 1,376 million baht from the Rent to Own program (Livnex).

#### Sales and Rent to Own (Livnex) Summary Table

	9M 2024 TOTAL PRESALE & LIVNEX		
	Unit	Million Baht	%
SENA - Housing	138	653	7%
SENA - Condo	564	963	10%
SENA Hankyu - Housing (JV)	122	474	5%
SENA Hankyu - Condo (JV)	2,929	6,791	69%
SEN X - Housing	124	479	5%
SEN X - Condo	184	234	2%
SEN X Hankyu - Condo (JV)	178	224	2%
<b>Total</b>	<b>4,239</b>	<b>9,817</b>	<b>100%</b>

In the past 9 months, the real estate business generated 4,364.19 million baht in revenue from property transfers (before cash discounts), with 3,223.19 million baht from joint ventures and 1,141.00 million baht from

Sena and its subsidiaries. The Rent to Own program secured 186 contracts worth 330 million baht, contributing to a total revenue of 4,694.19 million baht from property transfers and the Rent to Own program.

Revenue from the Rent-to-Own program is recognized as rental income. Currently, there are 381 active Rent-to-Own (Livnex) contracts worth 700 million baht (including 195 units worth 370 million baht by the end of 2023), with expected monthly revenue of 3-4 million baht over the next three years

In the past 9 months, the company achieved a gross margin of 36.71%, an increase of 2.13% compared to the same period last year. This improvement is driven by the profitability of the real estate business.

### **Gross Profit of Each Business (Management Financial Statement)**

Decription	Real Estate Business		Service And Management Business		Renewable Energy Business		Consolidated (All Business)	
	Q3 2024	Q3 2023	Q3 2024	Q3 2023	Q3 2024	Q3 2023	Q3 2024	Q3 2023
Income before discount	4,364.19	6,518.13	1,383.46	1,368.93	523.66	439.28	6,271.31	8,326.34
(-) Discount	(300.92)	(465.57)	0.00	0.00	0.00	0.00	(300.92)	(465.57)
<b>Net Revenue</b>	<b>4,063.27</b>	<b>6,052.56</b>	<b>1,383.46</b>	<b>1,368.93</b>	<b>523.66</b>	<b>439.28</b>	<b>5,970.39</b>	<b>7,860.77</b>
Cost of good sold	(2,598.25)	(4,178.65)	(858.39)	(732.39)	(321.73)	(231.02)	(3,778.37)	(5,142.06)
<b>Gross profit (loss)</b>	<b>1,465.02</b>	<b>1,873.91</b>	<b>525.07</b>	<b>636.54</b>	<b>201.93</b>	<b>208.26</b>	<b>2,192.02</b>	<b>2,718.71</b>
<b>GP%</b>	<b>36.06%</b>	<b>30.96%</b>	<b>37.95%</b>	<b>46.50%</b>	<b>38.56%</b>	<b>47.41%</b>	<b>36.71%</b>	<b>34.59%</b>
<b>Profitability(+/-)</b>	<b>5.09%</b>		<b>-8.55%</b>		<b>-8.85%</b>		<b>2.13%</b>	

### **1. Real estate business consisting of Sena Public Company Limited (Sena), Subsidiary companies, Joint ventures, and Sena Public Company Limited (SENX).**

For the real estate business, despite a decline in property transfers, the company improved its gross profit margin from 30.96% to 36.06%, an increase of 5.09% compared to the same period last year. In the fourth quarter of this year, the company has 6 projects ready for revenue recognition, including Sena Kith Rangsit Khlong 4, Sena Kith Rangsit-Tiwanon, Sena Kith Bangna Km.29 Phase 2, Sena Kith Theparak-Bangbo2 Phase 2, Sena Kith Phetkasem 120, and Sena Kith Sathorn-Kallaphapruek.

As of the end of the third quarter, the company had a backlog of approximately 5,818 million baht, with 4,802 million baht from joint ventures and 1,016 million baht from Sena and its subsidiaries. Additionally, there is an inventory of 52,362 million baht, with 13,941 million baht of ready-to-sell properties.

### **2. Project Management and Other Services**

The project management business generated similar revenue compared to the same period last year, but profitability decreased by 8.55% due to increased marketing expenses required to boost sales amid the economic slowdown

In the rental and services segment, golf course business revenue has increased by approximately 7% compared to the same period last year, with a slight improvement in the gross profit margin. This is a promising sign for the upcoming high season at the end of the year. As for other rental and service businesses, including apartments, warehouses, and Sena Fest Shopping Center, both revenue and gross profit margin remained stable

### 3. Green Energy Business

The green energy business revenue increased by 19.00% compared to the same period last year, with a gross profit margin of 38.56%, a decrease of 8.85%. This decline was primarily due to most of the revenue coming from solar panel installation contracts in the real estate business under Sena Group, which resulted in a lower gross profit margin.

#### Analysis of company performance

Consolidated income statement for the third quarter, three-month periods ending September 30, 2024 and September 30, 2023

Description	Consolidated financial statements					
	Quarter 3/2024		Quarter 3/2023		Increase/(Decrease)	
	Million THB	%	Million THB	%	Million THB	%
Revenue from sales	436.0	49.5	459.3	53.6	(23.3)	(5.1)
Revenue from rental and services	309.7	35.1	326.0	38.1	(16.3)	(5.0)
Revenue from solar business	8.6	1.0	51.7	6.0	(43.1)	(83.3)
Revenue from sales of cars business	64.2	7.3	-	-	64.2	100.0
<b>Total revenues</b>	<b>818.5</b>	<b>92.9</b>	<b>837.0</b>	<b>97.7</b>	<b>(18.5)</b>	<b>(2.2)</b>
Cost of sales	305.2	70.0	304.1	66.2	1.0	0.3
Cost of rental and service	230.7	74.5	87.9	27.0	142.7	162.3
Cost of solar business	4.8	55.1	36.9	71.3	(32.1)	(87.1)
Cost of sales cars business	58.1	90.5	-	-	58.1	100.0
<b>Total costs</b>	<b>598.7</b>	<b>73.1</b>	<b>428.9</b>	<b>51.2</b>	<b>169.8</b>	<b>39.6</b>
<b>Gross profit (loss)</b>	<b>219.8</b>	<b>26.9</b>	<b>408.1</b>	<b>48.8</b>	<b>(188.3)</b>	<b>(46.1)</b>
Profit from loss of control subsidiaries	-	-	1.1	0.13	(1.1)	(100.0)
Gain form sequisition of investment in subsidiaries	-	-	-	-	-	-
Dividend received from ralated parties	-	-	-	-	-	-
Other income	56.1	6.4	8.7	1.0	47.4	542.2
<b>Profit (loss) before expenses</b>	<b>275.9</b>	<b>31.3</b>	<b>417.9</b>	<b>48.8</b>	<b>(142.0)</b>	<b>(34.0)</b>
Cost of distribution	49.6	5.6	42.0	4.9	7.5	17.9
Administrative expenses	128.5	14.6	309.9	36.2	(181.4)	(58.6)
Other expenses	5.5	0.6	4.8	0.6	0.7	14.5
<b>Total expenses</b>	<b>183.6</b>	<b>20.8</b>	<b>356.8</b>	<b>41.7</b>	<b>(173.2)</b>	<b>(48.5)</b>
<b>Profit (loss) before finance costs and share of profit (loss) of associates and joint ventures</b>	<b>92.4</b>	<b>10.5</b>	<b>61.2</b>	<b>7.1</b>	<b>31.2</b>	<b>51.0</b>
Profit (loss) from measuring the fair value of the instrument	11.7	1.3	(12.0)	(1.4)	(23.7)	(197.6)
Finance revenue	6.4	0.7	9.5	1.1	(3.1)	(32.6)
Finance Costs	85.4	9.7	113.8	13.3	(28.4)	(25.0)
Share of profit (loss) of associates and joint ventures	132.3	15.0	131.2	15.3	1.2	0.9
<b>Profit (loss) before income tax expenses</b>	<b>157.4</b>	<b>17.9</b>	<b>76.0</b>	<b>8.9</b>	<b>81.4</b>	<b>107.0</b>
Tax income (expense)	(30.7)	(3.5)	(0.8)	(0.1)	30.0	3,867.8
<b>Profit (loss) for the period</b>	<b>126.7</b>	<b>14.4</b>	<b>75.3</b>	<b>8.8</b>	<b>51.4</b>	<b>68.3</b>
<b>Owners of the parent</b>	<b>116.3</b>		<b>61.8</b>		<b>54.4</b>	<b>88.0</b>
Non - controlling interests	10.4		13.4		(3.0)	(22.4)
Basic erner(loss) per share from continuing operations	0.0806		0.0429			

**Consolidated income statement for the third quarter, nine-month periods ending September 30,2024 and September 30,2023**

Description	Consolidated financial statements					
	9M2024		9M2023		Increase/(Decrease)	
	Million THB	%	Million THB	%	Million THB	%
Revenue from sales	1,059.0	43.0	1,570.1	56.7	(511.1)	(32.6)
Revenue from rental and services	981.5	39.8	948.6	34.3	32.8	3.5
Revenue from solar business	21.1	0.9	129.1	4.7	(108.0)	(83.7)
Revenue from sales of cars business	118.7	4.8	0.0	-	118.7	100.0
<b>Total revenues</b>	<b>2,180.3</b>	<b>88.4</b>	<b>2,647.9</b>	<b>95.7</b>	<b>(467.6)</b>	<b>(17.7)</b>
Cost of sales	710.5	67.1	1,033.2	65.8	(322.6)	(31.2)
Cost of rental and service	663.9	67.6	450.7	47.5	213.3	47.3
Cost of solar business	11.8	56.2	99.9	77.4	(88.0)	(88.1)
Cost of sales cars business	107.8	90.8	-	-	107.8	100.0
<b>Total costs</b>	<b>1,494.1</b>	<b>68.5</b>	<b>1,583.7</b>	<b>59.8</b>	<b>(89.6)</b>	<b>(5.7)</b>
<b>Gross profit (loss)</b>	<b>686.2</b>	<b>31.5</b>	<b>1,064.2</b>	<b>40.2</b>	<b>(377.9)</b>	<b>(35.5)</b>
Profit from loss of control subsidiaries	0.2	0.0	13.8	0.50	(13.6)	(98.6)
Gain form sequeisition of investment in subsidiaries	4.7	0.2	-	-	4.7	100.0
Dividend received from ralated parties	-	-	-	-	-	-
Other income	253.9	10.3	58.6	2.1	195.3	333.4
<b>Profit (loss) before expenses</b>	<b>945.0</b>	<b>38.3</b>	<b>1,136.5</b>	<b>41.1</b>	<b>(191.5)</b>	<b>(16.8)</b>
Cost of distribution	132.9	5.4	147.3	5.3	(14.4)	(9.8)
Administrative expenses	459.8	18.7	642.9	23.2	(183.1)	(28.5)
Other expenses	17.6	0.7	13.5	0.5	4.0	30.0
<b>Total expenses</b>	<b>610.3</b>	<b>24.8</b>	<b>803.7</b>	<b>29.0</b>	<b>(193.4)</b>	<b>(24.1)</b>
<b>Profit (loss) before finance costs and</b>	<b>334.7</b>	<b>13.6</b>	<b>332.9</b>	<b>12.0</b>	<b>1.9</b>	<b>0.6</b>
Profit (loss) from measuring the fair value of the instrument	36.0	1.5	(33.9)	(1.2)	(69.9)	(206.4)
Finance revenue	26.0	1.1	47.7	1.7	(21.7)	(45.5)
Finance Costs	282.8	11.5	343.2	12.4	(60.4)	(17.6)
Share of profit (loss) of associates and joint ventures	300.6	12.2	330.3	11.9	(29.7)	(9.0)
<b>Profit (loss) before income tax expenses</b>	<b>414.6</b>	<b>16.8</b>	<b>333.8</b>	<b>12.1</b>	<b>80.7</b>	<b>24.2</b>
Tax income (expense)	(68.5)	(2.8)	(19.7)	(0.7)	48.8	247.6
<b>Profit (loss) for the period</b>	<b>346.1</b>	<b>14.0</b>	<b>314.1</b>	<b>11.3</b>	<b>31.9</b>	<b>10.2</b>
<b>Owners of the parent</b>	<b>301.8</b>		<b>275.1</b>		<b>26.7</b>	<b>9.7</b>
Non - controlling interests	44.3		39.0		5.3	13.5
Basic erving(loss) per share from continuing operations	0.2093		0.1908			

### Net profit

For operating results in the third quarter of 2024 and the nine-month period of 2024, net profits of the separate financial statements There were net profits of 109 million baht and 313 million baht, or 19 percent and 21 percent of total revenue, respectively.

In terms of the consolidated financial statements of Sena Group of Companies and subsidiaries in the third quarter of 2024 had a net profit of 127 million baht, or 14 percent, an increase of 68 percent compared to the same period last year. Resulting in a period of nine months. Net profit was 346 million baht or 14 percent, an increase of 10 percent compared to the same period last year. The main factor came from an increase in other income and the company's ability to manage sales expenses in line with sales and transfer plans. and effective management and control of administrative expenses to meet the company's budget that has been set. An increase in the fair value measurement of SWAPs results in improved interest rates on corporate bonds.

## **Other income**

For the third quarter of 2024, there is other income of 56 million baht and the nine-month period of 254 million baht, consisting of 1) project management income of 3 million baht 2) other income from adjusting performance guarantees that have expired and cannot be returned and the reversal of estimated liabilities that are expected to have no obligation to pay in the amount of 147 million baht and 3) loss from impairment of transferred assets of 104 million baht, an increase of 333 percent compared to the same period last year.

## **Cost of selling real estate**

For the third quarter of 2024, costs from real estate sales amounted to 305 million baht and the nine-month period 2024 amounted to 710 million baht, a decrease of 31 percent following a decrease in sales revenue. Compared to the same period last year or has a ratio of cost of sales to income was at 67 percent, resulting in a gross profit margin of 33 percent. The gross profit margin decreased slightly from the same period last year.

## **Cost of rental and service**

Cost of rental and service Consists of main business including project management and managing project juristic persons for renting warehouses, parking buildings, and apartments Sena Fest Community Mall We prepare and act as a consultant for advertising media and golf courses. In 2024, the company has a new business group that has started operations. Including the Digital business, focusing on developing technology that helps in real estate management in terms of management, providing services and selling products, and the RETAIL PRODUCTS Smartify home business, providing products carefully selected by interior designers (Interior Designer) for residents and new business "Rent and save a house"

In the third quarter of 2024, costs from rental and services amounted to 231 million baht, an increase of 162 percent, and the nine-month period of 2024 had costs of 664 million baht, an increase of 47 percent compared to the same period last year. This is because the project management business has project management expenses classified as costs. The ratio of total cost of sales to revenue was 67 percent, resulting in a gross profit of 33 percent.

## **Costs from Green Energy Business**

For the 3rd quarter of 2024, costs from the Green Energy Business Group Divided into the solar business, 5 million baht or the cost of sales to income ratio was 55 percent, a decrease of 32 million baht or 87 percent. As a result, the nine-month period of 2024 has costs of 12 million baht, a decrease of 88 percent, in line with decreased income. and car sales costs of 108 million, which increased 100 percent from the same period last

year. Because the company Just started operating the business at the end of 2023 or has a cost of sales to income ratio of 90 percent, which is a normal cost ratio of the car sales business.

### **Selling and administrative expenses**

For the third quarter of 2024, sales and administrative expenses amounted to 184 million baht, or 21 percent of total revenue, decreased by 48 percent compared to the same period last year. And in the nine-month period of 2024, sales expenses amounted to 133 million baht, accounting for 5 percent of total revenue, decreased by 10 percent compared to the same period last year. The main factor is a decrease in expenses and specific business taxes in line with a decrease in income from the transfer of ownership. Administrative expenses amounted to 477 million baht, accounting for 19 percent of total revenue, a significant decrease of 59 percent compared to the same period last year. Because the company Plan to strictly control spending in accordance with the budget that has been set.

### **Recognition of profit (loss) share from associates and joint ventures**

Recognition of share of profit (loss) from investment in real estate business, solar business, and office buildings for rent. The Company has continuously recognized share of profit from all business groups in the third quarter of 2024, amounting to 132 million baht. A slight increase of 1 million baht or 0.9 percent compared to the same period of the previous year. and for the nine-month period of 2024, the amount of 300 million baht decreased by 9 percent, with the majority of profit sharing coming from the recognition of profit sharing from investments in real estate project development. and continuously receive a share of profits from solar farms.

### **Financial costs**

In the third quarter of 2024, the amount was 85 million baht, a decrease of 28 million baht or 25 percent, and for the nine-month period 2024, the amount was 283 million baht, a decrease of 60 million baht or 18 percent compared to the same period of the previous year. It comes from recording interest expenses as work in progress for real estate development projects.

### **Income tax expenses**

Income tax expenses in the third quarter of 2024 and the nine-month period of 2024 amounted to 31 million baht and 69 million baht, respectively, consisting of Corporate income tax must be paid in the amount of 91 million baht and deferred tax expenses in the amount of 23 million baht and deferred tax income that has the right to be used for tax purposes in the amount of 46 million baht.

## Consolidated statement of financial position

**Table: Statement of financial position as of December 31, 2023 and September 30, 2024**

Description	31 December 2023	30 September 2024	Increase(Decrease)	
	Million Baht	Million Baht	Million Baht	%
Total Assets	25,492	25,287	(205)	-1%
Total Liabilities	15,225	15,028	(197)	-1%
Total shareholders'equity of parent	8,175	8,119	(55)	-1%
Non-controlling interests	2,093	2,139	47	2%

### Total assets

As of 30 September 2024, the Company and its subsidiaries had total assets of 25,287 million baht, a decrease of 205 million baht compared to 31 December 2023, with current assets amounting to 10,772 million baht, a decrease of 1,694 million baht compared to 31 December 2023. The main reason is the repayment of matured bonds. and repay debts borrowed from financial institutions Meanwhile, non-current assets amounted to 14,514 million baht, an increase of 1,488 million baht compared to as of December 31, 2023. The main reason is due to additional investment in opening real estate projects. and profits from increases from joint ventures In addition, land items that have not been developed in one year are classified as other non-current assets.

### Total Liabilities

As of the end of September 30, 2024, the Company had total liabilities of 15,028 million baht, a decrease of 197 million baht compared to December 31, 2023, with current liabilities of 7,693 million baht, a decrease of 201 million baht. The main reason was the payment of debt to trade creditors. Repayment of short-term promissory notes Non-current liabilities amounted to 7,335 million baht, an increase of 380 million baht as a result of borrowing from financial institutions. and issuing additional bonds to be used as working capital for use in the business At the same time, loans from financial institutions are repaid. and repayment of maturing bond debts with a debt to equity ratio equal to 1.5 times The company will still be able to maintain the financial ratios as specified throughout the life of the debentures, that is, Set the Debt to Equity Ratio of the consolidated financial statements not to exceed 2.5 : 1.

### Shareholders' equity

As of 30 September 2024, the company had total shareholders' equity of 10,258 million baht, a decrease of 9 million baht from 31 December 2023, the main factor being the payment of dividends to shareholders and had a net profit during the period of 345 million baht.

