

12th November 2024

Subject: Management Discussion and Analysis of

Operating Results The third quarter ended 30 September 2024

To Director and Manager

The Stock Exchange of Thailand

Britania Public Company Limited and its subsidiaries hereinafter called “the Group” would like to clarify the Management Discussion and Analysis of the Group operating results for 9-month period ended 30 September 2024 as following:

In 2024, Overall of the real estate sector still faces the pressure from all around factors. Despite signals of a policy interest rate decrease, various important factors such as the slowing down of global economic, the household debt, and the increasing of cost of living, still affects the consumers’ residential purchasing power and the strictness of credit approval by financial institutions. As a result, consumers are still delaying their residential purchasing plan. Causing all real estate developers to find ways and strategies to adapt to cope with the uncertain situations.

In 2024, the Group drives a business forward under the strategy “Crafting for Everlasting Growth” create to stable growth. For 9-month period, the Group has Presale amounted to Baht 1,359 million and the Group has joint ventures in 1 project with partners by Baht 850 million project value, namely Brighton Bangbo-Theparak.

The Group continues to rise its business competitiveness, finds the marketing and sales opportunities to reach new customers, create new housing experiences for original residents, including grow sustainable together to make maximum satisfaction to customers, partners, alliances and stakeholders, and Britania employees in order for every sector to fulfill the fullness of life according to the concept of “CRAFT a life you love”, the best thing is to live a life that you love.

The third quarter of 2024, Revenues from sales of real estate amounted to Baht 646.2 million, decrease by 20.9 percent, compared to the previous quarter. In addition, the group has Revenues from project management amounted to Baht 96.9 million, Gain on disposal of investments in subsidiaries amounted to Baht 69.7 million, and Other Income amounted to Baht 25.8 million. From the aforementioned revenue, the Group has total revenue of 9-month period of 2024 amounted to Baht 838.5 million, decrease by 21.5 percent, compared to the previous quarter. And the group made profit The third quarter of 2024 amounted to Baht 109.0 million, decrease by 47.2 percent, compared to the previous quarter.

As results of Real Estate transferred activities from consolidated and joint ventures company are as table shown below.

Description	For Q3'2024 (Mil.Baht)			For Q3'2023 (Mil.Baht)		
	Consolidate	Joint Venture	Total	Consolidate	Joint Venture	Total
Real Estate transferred activities	646.2	213.4	859.5	1,077.2	179.5	1,256.6

Description	For 9-month 2024 (Mil.Baht)			For 9-month 2023 (Mil.Baht)		
	Consolidate	Joint Venture	Total	Consolidate	Joint Venture	Total
Real Estate transferred activities	2,318.4	529.3	2,847.7	3,246.5	744.6	3,991.0

Operating Results for 3-month period ended 30 September 2024 are as the following

Items	Q3'2024		Q3'2023		Change	
	Mil.Baht	%	Mil.Baht	%	Mil.Baht	%
Revenues						
Revenues from sales of real estate	646.2	77.1	1,077.2	62.0	(431.0)	(40.0)
Revenues from project management	96.9	11.6	547.6	31.5	(450.7)	(82.3)
Interest revenue calculated using the effective interest method	69.7	8.3	109.0	6.3	(39.4)	(36.1)
Gain on disposal of investments in subsidiaries	21.6	2.6	3.9	0.2	17.8	456.3
Other income	4.1	0.5	1.0	0.1	3.2	326.9
Total revenues	838.5	100.0	1,738.6	100.0	(900.1)	(51.8)
Expenses						
Cost of real estate sales	478.4	57.1	739.0	42.5	(260.6)	(35.3)
Selling expenses	99.1	11.8	152.5	8.8	(53.4)	(35.0)
Administrative expenses	42.1	5.0	42.5	2.4	(0.4)	(1.0)
Total Expenses	619.5	73.9	934.0	53.7	(314.4)	(33.7)
Operating profit	219.0	26.1	804.6	46.3	(585.7)	(72.8)
Share of loss from investments in joint ventures	(28.3)	(3.4)	(216.1)	(12.4)	187.7	(86.9)
Finance cost	(44.1)	(5.3)	(10.5)	(0.6)	(33.6)	321.3
Profit before income tax expenses	146.5	17.5	578.1	33.3	(431.6)	(74.7)
Income tax expenses	(37.5)	(4.5)	(160.8)	(9.3)	123.3	(76.7)
Profit for the period	109.0	13.0	417.3	24.0	(308.2)	(73.9)
Total comprehensive income for the period	109.0	13.0	417.3	24.0	(308.2)	(73.9)

The above table can be analyzed as the following,

1. Total revenues

The third quarter of 2024 and 2023, total revenues of the Group amounted to Baht 838.5 million and Baht 1,738.6 million respectively, decreased by Baht 900.1 million or 51.8 percent. Detail following as below,

Revenues from sales of real estate

The third quarter of 2024, revenues from sales of real estate of the Group amounted to Baht 646.2 million, accounted for 77.1 percent from the total revenues, decreased by Baht 431.0 million or decreased by 40.0 percent from the same period of last year. The third quarter of 2024 when combined with Real Estate transferred activities from joint ventures company amount of Baht 213.4 million, total Baht 859.5 million respectively, decreased by Baht 397.1 million or decreased by 31.6 percent from the same period of last year. Mainly, revenues from sales of real estate of the Group were 39 projects, 31 projects continued from year 2023 and year 2024 were 2 projects is 1) Britania Bangna-Bangpakong.and 2) Britania Westgate. As for the joint ventures company were 7 projects, including 1) Britania Amata – Phantong 2) Britania Home Bangna km.17 3) Britania Town Bangna km.17 4) Grand Britania Khukhot Station 5) Grand Britania Bangna km.35 6) Grand Britania Thawiwatthana and 7) Grand Britania Chaiyaphruek-Changwattana.

Revenues from project management

Revenues from project management consists of Revenues from project management, Revenue from sales and marketing management and Revenue from administrative management from Joint Ventures. The third quarter of 2024, revenues from project management amounted to Baht 96.9 million, accounted for 11.6 percent from the total revenues, decreased by Baht 450.7 million or decreased by 82.3 percent from the same period of last year. This is due to the joint venture contract signing decreasing from the same period of last year because in 2023, the Group expanded to other provinces and major cities throughout the country, and open platform in joint ventures with landowners (landlords) in each province to enhance competitiveness. The third quarter of 2023, the Group signed 9 joint venture projects compare to the second of 2024 with 1 project. The Group has total 42 joint venture projects as of The third quarter of 2024 with more than Baht 46,900.0 million project value throughout the country according to the Group's growth plan.

Interest revenue calculated using the effective interest method

The third quarter of 2024, Interest revenue calculated using the effective interest method amounted to Baht 69.7 million, accounted for 8.3 percent of total revenues, decreased by Baht 39.4 million or decreased by 36.1 percent from the same period of last year.

Gain on disposal of investments in subsidiaries

The third quarter of 2024, Gain on disposal of investments in subsidiaries amounted to Baht 21.6 million, accounted for 2.6 percent of total revenues and increased by Baht 17.8 million or increased by 456.3 percent from the same period of last year. This was due to the disposal of investments in 1 subsidiaries.

Other income

The third quarter of 2024, amounted to Baht 4.1 million, accounted for 0.5 percent of total revenues, decreased by Baht 3.2 million or decreased by 326.9 percent from the same period of last year.

2. Expenses

Cost of real estate sales

The third quarter of 2024, cost of real estate sales of the Group amounted to Baht 478.4 million, accounted for 57.1 percent of total revenues, decreased by Baht 260.6 million or decreased by 35.3 percent from the same period of last year, which varies according to revenues from sales of real estate.

Selling expenses

The third quarter of 2024, selling expenses of the Group amounted to Baht 99.1 million, accounted for 11.8 percent of total revenues and decreased by Baht 53.4 million or decreased by 35.0 percent from the same period of last year. This was mainly due to the group has managed

marketing expenses, other selling expenses and Special business tax and ownership transfer fees which varies according to revenues from sales of real estate.

Administrative expenses

The third quarter of 2024, administrative expenses of the Group amounted to Baht 42.1 million, accounted for 5.0 percent of total revenues and decreased by Baht 0.4 million or decreased by 1.0 percent from the same period of last year. This was mainly due to the group has managed fee and other service expenses. The expected credit loss calculated from receivables that are overdue for more than 12 months with the discount rate according to the related party transaction policy and based on the expected period of repayment. The third quarter of 2024, the Group account the expected credit loss of overdue joint venture projects for Baht 15.0 million which will be gradually decreased by the payment plan.

3. Share of profit (loss) from investments in joint ventures

The third quarter of 2024, share of profit (loss) from investments in joint ventures of the Group amounted to Baht 28.3 million, accounted 3.4 percent of total revenues and loss decreased by Baht 187.7 million or loss decreased by 86.9 percent from the same period of last year because the Group still has developing joint venture projects which have not yet been able to recognize revenue, more than completed construction projects which are ready for transfer. The share of loss will be changed to share of profit when the Group recognizes revenues from sales of joint venture projects than joint venture projects under development. However, the Group can recognize revenues from transfer of 8 joint venture projects and plans to gradually recognize more revenues from joint venture projects under development in the future after the construction is completed.

4. Finance cost

Finance cost of the Group was mainly from interest payment of short-term loans from parent company, loana from unrelated party, loans from banks, Interest payment for debentures, and Interest payment for Bills of Exchange using for working capital and develop

new project as plan, and also interest payment of office building lease agreement. The third quarter of 2024, finance cost of the Group amounted to Baht 44.1 million, accounted for 5.3 percent of total revenues and increased by Baht 33.6 million or increased by 321.3 percent from the same period of last year.

5. Income tax expenses

The third quarter of 2024, income tax expenses of the Group amounted to Baht 37.5 million, accounted for 4.5 percent of total revenues and decreased by Baht 123.3 million or decreased by 76.7 percent from the same period of last year.

6. Profit for the period

The third quarter of 2024, Profit for the year of the Group amounted to Baht 109.0 million, accounted for 13.0 percent of total revenues and decreased by Baht 308.2 million or increased by 73.9 percent from the same period of last year.

7. Financial position

Items	As of	As of	Change	
	30 September 2024	31 December 2023	Mil.Baht	%
Total assets	20,056.4	19,907.9	148.5	0.7
Total liabilities	14,611.1	14,561.2	50.0	0.3
Total shareholders' equity	5,445.2	5,346.7	98.5	1.8

As of 30 September 2024, assets are increased by Baht 148.5 million or increased by 0.7 percent comparing to the end of the year 2023. This was mainly due to an increase in 1) Short-term loans to related parties, was originally the loan for projects in subsidiary companies to transfer land ownership and project development costs before changing to joint ventures, with interest rate in accordance with Related Parties Transaction policy and without collateral conditions. The third quarter of 2024, Short-term loans to related parties of the Group was increased for Baht 945.5 million according to plans of joint venture projects increasing.

Followed by 2) Investments in joint ventures, increased by Baht 758.6 million according to plans of joint venture projects increasing. The Group consider the projects for joint venture from projects' feasibility, location, investment amount and profit. Followed by 3) Deferred Tax Asset, increase by Baht 63.5 million. And follow by 4) Other receivables, increased by Baht 4.3 million. Most are joint venture receivables from collecting management fees from joint ventures according to plans, disposal of investments and land ownership transfer. The Group enters into joint venture agreements with several joint venture partners to operate a housing development business. The joint venture contracts specified the rights and duties of both parties. The joint venture contract specifies that the Group will manage the projects for joint ventures, including services such as the project feasibility studying, planning to apply for a loan from financial institutions, sales planning and propose to partner before contract signing. Investments in joint ventures are calculated as a percentage of project value and recognized service revenues at contract signing date. The payment schedule is according to the agreement in the contract. The recognition of management fees will increase from joint venture projects' increasing after joint venture agreements during the period according to the payment schedule in the contract. There is a division of the overdue period of the joint venture projects from the due date until the quarterly financial statement. However, the planned operation of some joint venture projects may be delayed due to the bank loan application process. As a result, some joint ventures have possibility to pay management fees later than agreed in the contracts. By the way, the Group is confident in projects feasibility lead to closely management controlling for the continuous operation of the project plans.

As for liabilities, an increase by 50.0 million baht or increase by 0.3 percent. This was mainly due to an increase in 1) Long-term debentures amounted Baht 1,296.7 million. Follow by 2) Short-term loans from parent company amounted Baht 562.7 million. Meanwhile a decrease in 1) Long-term loans from banks amounted Baht 600.0 million. Follow by 2) Bills of exchange amounted Baht 564.2 million. Follow by 3) Trade and other payables amounted Baht 528.6 million. And Follow by 4) Income tax payable amounted Baht 104.1 million.

The Group has bonds due in November 2024 amounted Baht 503.3 million and bills of exchange which must be gradually paid within October 2024 amounted Baht 30.0 million. The Group plans to pay these bonds and bills of exchange by 1) Revenues from transfer 2) Revenues from new joint venture projects 3) Issuance of new bonds with Baht 1,299.3 million, which were offered for sale in July 2024. Moreover, the Group will gradually repay Long-term loans from banks - net of current portion in the amount of Baht 1,692.0 million upon transfer of respective projects, and the Group will gradually repay short-term loans from the parent company in the amount of Baht 2,828.5 million baht when the group has remaining liquidity from operations.

As of 30 September 2024, Shareholders' equity decreased by Baht 98.5 million or increased by 1.8 percent comparing to the end of the year 2023. This was mainly due to increasing of Retained earnings while there was dividend payment of Baht 514.4 million.

8. Financial position

Items (million Baht)	30 September 2024	31 December 2023
Net cash flows from (used in) operating activities	416.8	(4,380.1)
Net cash flows used in investing activities	(1,692.3)	(904.3)
Net cash flows from (used in) financing activities	1,242.8	4,637.6
Net increase (decrease) in cash and cash equivalents	(32.7)	(646.8)
Cash and cash equivalents at beginning of period	337.5	984.2
Cash and cash equivalents at end of period	304.8	337.5

The third quarter of 2024, the Group has Cash and cash equivalents amounted Baht 304.8 million, decreased by Baht 32.7 million from the year end 2023, due to Net cash flows from financing activities amounted Baht 1,242.8 million, mainly from Long-term debentures amounted Baht 1,299.2 million, Short-term loans from parent company amounted Baht 562.7

million, and Bank overdrafts and short-term loans from bank amounted Baht 390.9 million, most were loans from banks for land ownership transfer (Bridging Loan). Followed by Long-term loan from unrelated party amounted Baht 86.3 million.

The Group used cash in investing activities amounted Baht 1,692.3 million, mainly from Cash paid to establishment and additional investments in joint ventures amounted Baht 1,310.5 million. Followed by Short-term loans to related parties amounted Baht 424.2 million which was originally loans to subsidiaries for land ownership transfer and projects development costs before changing status to joint ventures, with interest rate in accordance with the policy on related transactions and there are no collateral conditions.

The Group has cash flow from operating activities amounted Baht 416.8 million because the Group had Trade and other payables increased by Baht 652.7 million, most related to project construction consistent with the several projects opening by the Group. Deposits for land decreased by Baht 237.2 million and Restricted bank deposits for the provision of various public utilities or services in the projects amounted Baht 190.8 million. Meanwhile The third quarter of 2024, The Group used cash in operating activities because the Group had several real estate projects under development for sale, resulting in the increase of working capital related to the construction of various projects of the Group. The main of increasing is Project development costs for sale amounted Baht 569.3 million.

Please be informed accordingly.

Yours sincerely,

(Dr. Supalak Chanpitak)

Chief Executive Officer