

noble

SET Awards 2024 : Sustainability Excellence

3 September 2024

Presenters



Mr. Thongchai Busrapan

- Director and First Vice Chairman of the Board of Directors
- Chairman of the Executive Committee
- Co-Chief Executive Officer

Mr. Sira Udol

- Director
- Member of the Risk Management Committee
- Member of the Executive Committee
- Chairman of the Sustainable Development Committee
- Chief Operating Officer – Residential Real Estate

Mr. Arttavit Chalermphasayakorn

- Director
- Member of the Executive Committee
- Member of the Sustainable Development Committee
- Chief Operating Officer – New Business

Ms. Pacharawan Setthikul

- Member of the Executive Committee
- Member of the Sustainable Development Committee
- Executive Vice President and Acting Chief Corporate Support Officer
- Acting Vice President of Human Resources Group
- Acting Vice President of Sustainable Development Group



Agenda

- Get to know “Noble”
- Noble Sustainability Management
- Key Strategic Challenges and Actions
- Appendix

Get to know “Noble”



Business Overview

Total Project

73 projects

Total Project Value of

THB **151,878** million

Noble Development Public Company Limited

Our main business is the development of real estate for sale. The Company develops residential projects in the form of single detached houses, condominiums, townhouses, semi-detached houses, commercial properties, and land plots. Our projects focus on designing for different types of lifestyles to provide options to customers who want a unique identity and want a residence that is different from the existing concepts. The Company projects emphasize prime locations near business centers equipped with amenities that add value to lifestyles.

Get to know “Noble”

RESIDENTIAL

Single Detached House

The Company has developed a total of two types of detached house projects: 1. Pre-built houses, which are houses that are ready to be moved in as an option for customers; and 2. Noble Instant houses, which are houses that are more developed compared to the pre-built houses and includes interior decorations to completely enrich the customers' lives.



Townhouse, Semi-detached House, and Commercial Property

The Company recognizes the needs of all customer groups, and so it has developed townhouse, semi-detached house, and commercial building projects to expand the market base to cover all customer groups with unique designs and functions to support every need and fulfill life with open spaces to cover and accommodate all lifestyles.

Condominium

The Company has developed a variety of projects including high-rise condominiums (eight floors or more) and low-rise condominiums (no more than eight floors) with an emphasis on prime locations near business centers, etc.



Land Plot

Land Plot allocation projects include the allocation of land plots in projects for sale. Projects provide public utilities to allow customers to add their ideas and designs to their houses according to their needs so that their houses can completely demonstrate their identity.

NEW BUSINESS



PRE-LIVING SERVICES

- B2C Furniture
- B2B Furniture
- Fiber optic
- Inspection Management System (SNAQR)
- Construction Management
- QC Services



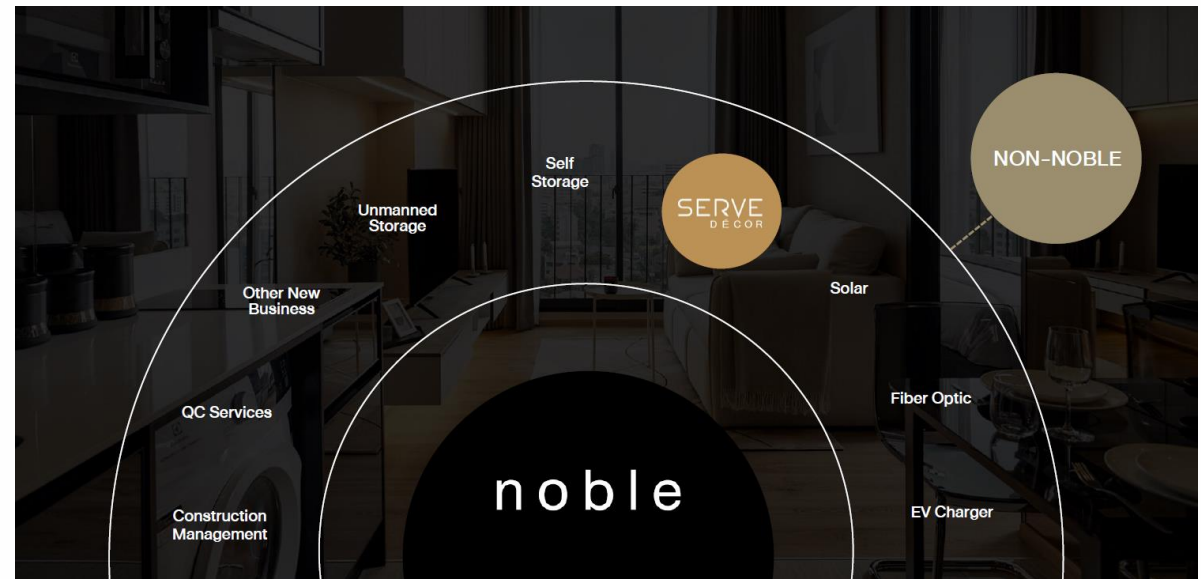
LIVING SERVICES

- Rental & Resale Agent
- Property Management
- Solar Cell
- EV Charging Station
- Self Storage



HOME CARE SERVICES

- Caretaker Services
- Preventive Maintenance



LIVE DIFFERENT



FOR A BETTER EXPERIENCE

Inspiring both ideas and perspectives in every aspect sustainable urban living



FOR A BETTER SOCIETY

Supporting all differences in society, sparking inspiration, providing opportunities, and raising awareness of being a “giver” to change for the better



FOR A BETTER ENVIRONMENT

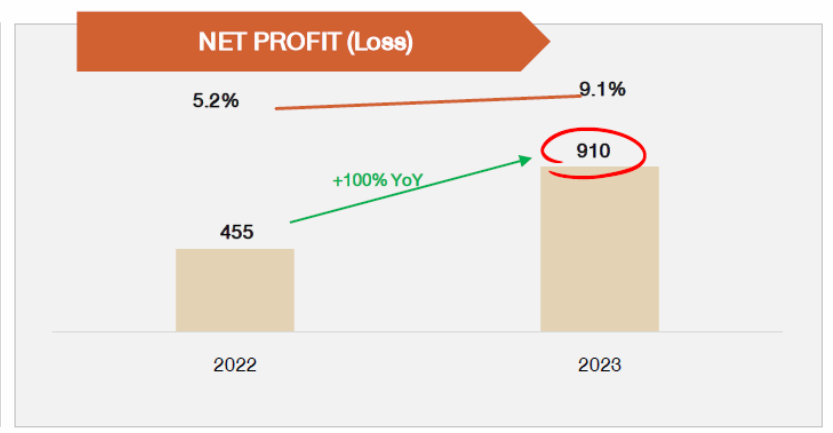
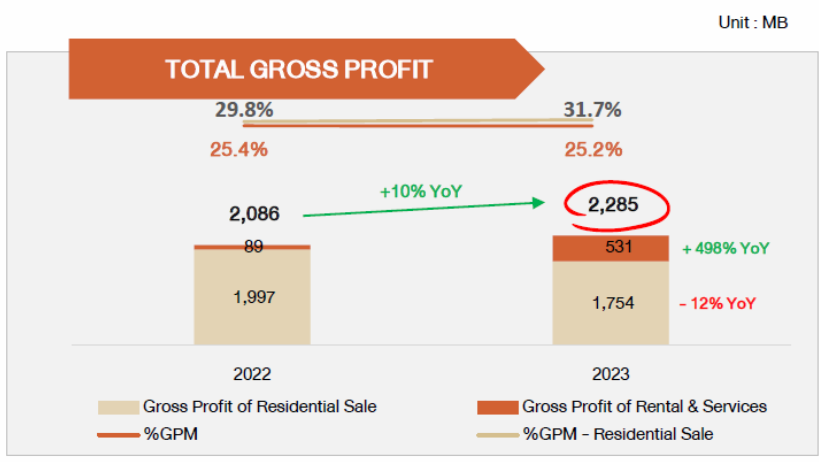
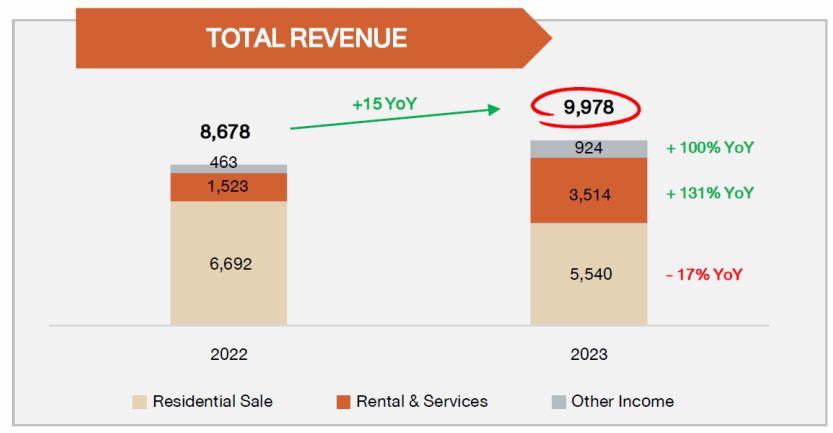
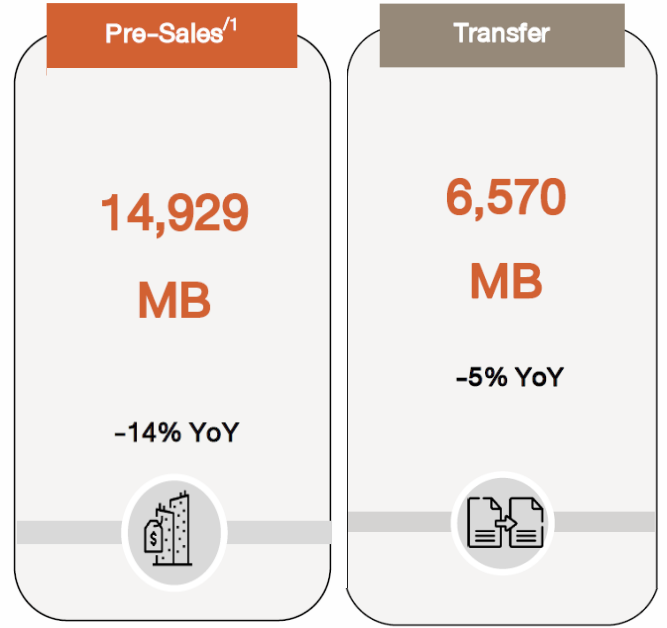
Initiating eco-friendly activities and creating innovative projects that maximize the use of resources for the optimum benefits to achieve environmental sustainability



Get to know “Noble”

Operating Performance (as of 31 December 2023)

7
NEW LAUNCH PROJECTS
18,900 MB



Get to know “Noble”

Operating Performance 2024

7 NEW LAUNCH PROJECTS
21,510 MB



CONDOMINIUM
4 PROJECTS | 17,230 MB



HOUSING
3 PROJECTS | 4,280 MB

Performance Highlights 2024 (as of Q2/2024)

	YTD 6M'24	YTD 6M'24	6M'24	6M'24	2Q'24
NEW PROJECTS LAUNCHED		PRE-SALE	TRANSFER	TOTAL REVENUE	TOTAL REVENUE
	2 project	5,635 MB	4,344 MB	4,425 MB	2,638 MB
		-22% YoY	+26% YoY	-1% YoY	+13% YoY
	3,401 MB			NET PROFIT	NET PROFIT
SDH				203 MB	124 MB
1. Noble Norse Krungthep Kreetha	High Rise : 4,929 MB		Noble : 2,351 MB	+10% YoY	+11% YoY
2. Nue Shade Ratchapruenk	Low Rise : 706 MB		JV : 1,993 MB		



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- Get to know “Noble”
- **Noble Sustainability Management**
- Key Strategic Challenges and Actions
- Appendix

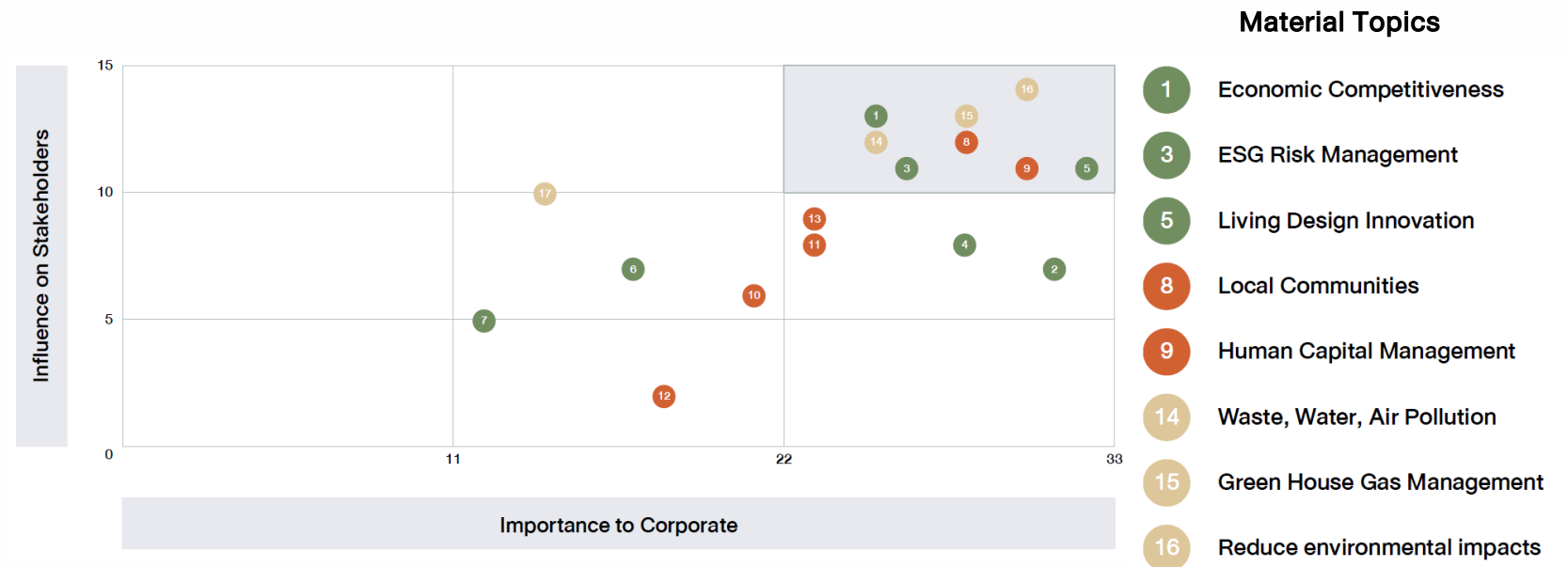
Noble Sustainability Management

Stakeholders

Noble has identified both internal and external stakeholders within its business value chain and established channels for collaboration with these groups. This approach considers their interests, perspectives, and concerns on various issues. The insights gained are used to guide the company's operations and align with stakeholders' expectations effectively. Noble has categorized stakeholders into eight significant groups.



The result of Assessment of Key Sustainable Development Issues



5 Years Sustainability Framework (2022–2026)

The Company specified key sustainability issues including 5-year plan (2022–2026) to be consistent with business strategies and met stakeholder expectations including the United Nations Sustainable Development Goals (SDGs) in a balanced manner as follows:



FOR A BETTER EXPERIENCE

- Generate over THB 10 billion in total revenue per year.
- Provide management of sustainability risks in every area.
- Generate income and reduce costs by creating modern innovations.



FOR A BETTER SOCIETY

- Promote education and build good relationships with neighboring communities.
- Achieve an Employee Engagement Score of 80% by 2026.



FOR A BETTER ENVIRONMENT

Towards Net Zero Greenhouse Gas Emissions

1. Reduce total energy consumption at head office and sale offices by 5% within 2026.
2. Reduce total water consumption at head office and sale offices by 5% within 2026.
3. Reduce greenhouse gas emissions by 1,500,000 kgCO₂e within 2026.
 - Reduce greenhouse gas emissions for the company's activities by 1,250,000 kgCO₂e.
 - Reduce CO₂ emissions from air pollution by 20,000 kgCO₂e.
 - Reduce general waste by 10% or equivalent to 35,000 kgCO₂e.
 - Reduce CO₂ emissions from construction site wastes by 195,000 kgCO₂e.



Noble Sustainability Highlights



Economic & Governance

Total Revenue

THB **9,978** million

Customer satisfaction

Avg. **92.1%**

Economic Value Retained

THB **1,804** million

Employees and Executives were trained of the Code of Conduct and Anti-Corruption Policy

100%



Social

Total Employees

706 persons

Average Training Hour

10.99

hours/person/year

Employee Turn Over Rate

25%

Employee Engagement Score

76%*



Environment

The cumulative reduction in greenhouse gas emissions is

963,918 kgCO₂e

The Electricity Consumption in offices decreases by

19% from 2022

The Water Consumption in offices decreases by

8% from 2022

Reduce General Waste

3,461 kg/year



Remark: *The results of the employee's engagement survey 2022 and 2023, conducted every two years.



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Key Challenges and actions

Addressing these challenges requires strategic agility, a deep understanding of market dynamics, and a proactive approach to environmental sustainability and employee engagement. These strategies not only help mitigate risks but also position the organization for long-term sustainability and a competitive advantage in our evolving business landscape.



Business Diversification



Climate Change

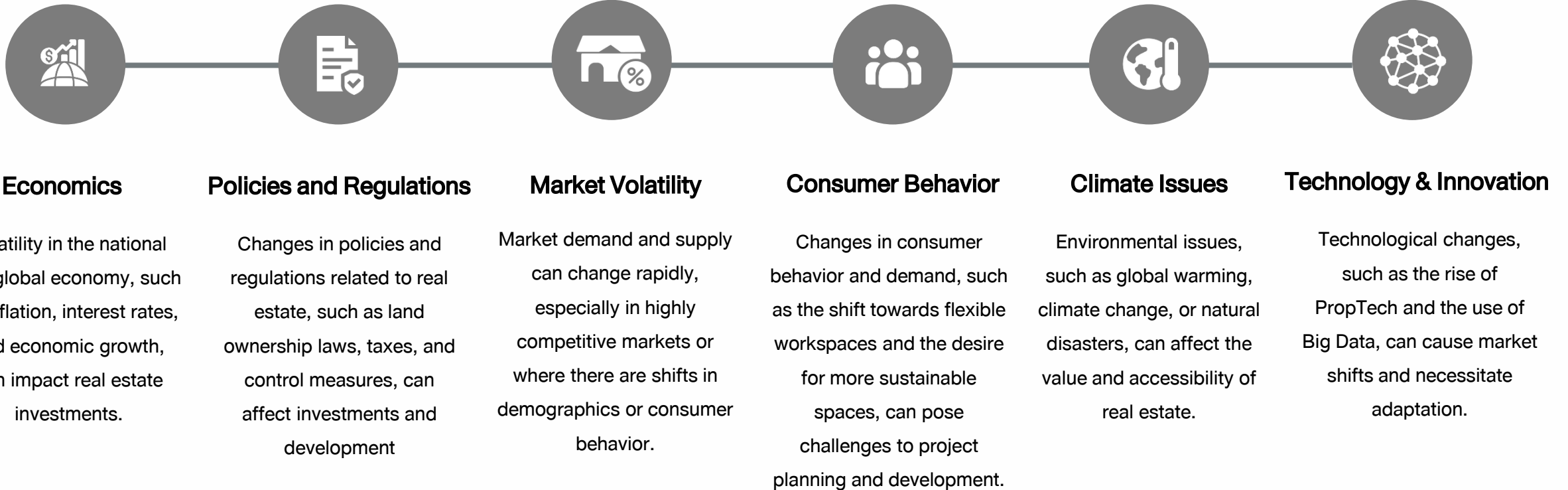


Employee Engagement

Key Strategic Challenges and Actions : Business Diversification

1. Business Diversification

The challenges related to uncertainty in the real estate business often involve various factors that can impact the success or failure of a project or investment, including:



Key Strategic Challenges and Actions : Business Diversification (Cont'd)

Our strategic focus and actions

Short-Term Goal : Generate revenue THB 14,000 mb. in 2024

Long-Term Goal : Generate over THB 10,000 mb in total revenue per year.

Penetration of High Growth Segment

NEW BRAND, LOCATION, TARGET & PRODUCT



NEW URBAN EPICENTER

More Dynamic & Sustainable Investment Portfolio

	Ultra Luxury Segment Price/ Unit > 30 MB
	Upper - Luxury Segment Price/ Unit 5-30 MB
	Premium - Affordable Segment Price/ Unit < 5 MB

Strategic Partnership

Our Business Partners & Join Ventures






Overseas Expansion

Expanding to overseas customers helps real estate businesses enhance stability, improve risk management, and seize new market opportunities. Diversifying internationally reduces reliance on local economies, broadens the customer base, and leverages diverse market dynamics for sustained success.

Key Strategic Challenges and Actions : Business Diversification (Cont'd)

Implementation and outcomes of the strategy over the past few years

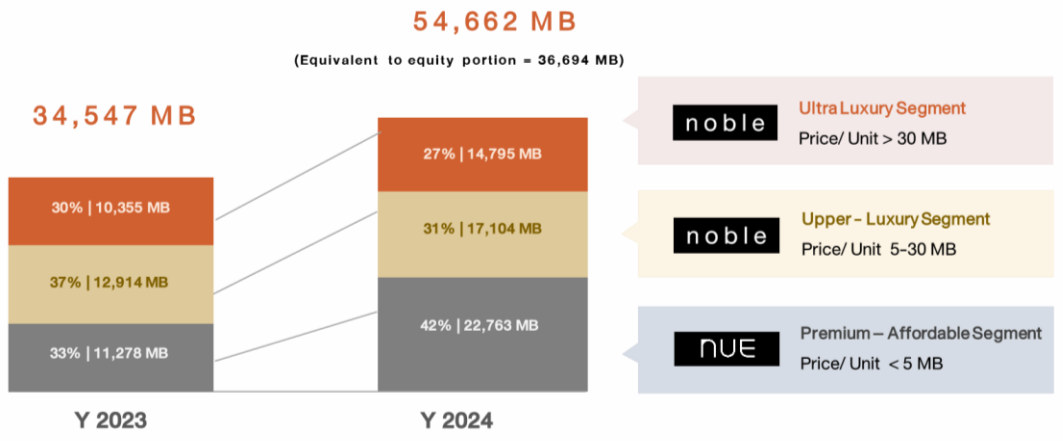
NEW BRAND, LOCATION, TARGET & PRODUCT

nUE 16 PROJECTS
NEW URBAN EPICENTER 31,340 MB

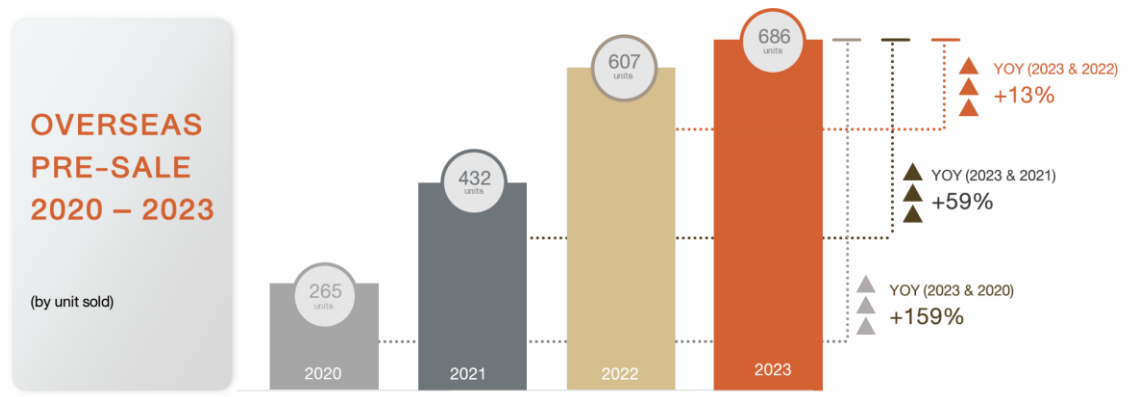
13 JV PROJECTS (VALUE 35,881 THB MM)



INVENTORY PROJECTS 2024



INCREASINGLY LARGE PORTION OF OVS SALES



Key Strategic Challenges and Actions : Climate Change



2. Climate Change

Sustainable Design

To enhances company strategy and customer satisfaction, offering a competitive advantage. It appeals to eco-conscious customers, reduces long-term maintenance, and promotes livable, nature-friendly environments by integrating homes with renewable energy and sustainable materials.

Construction Waste

To produces substantial waste that needs effective management to avoid improper disposal and minimize environmental impact. Recycling materials and proper waste management are essential for reducing the industry's climate change impact.

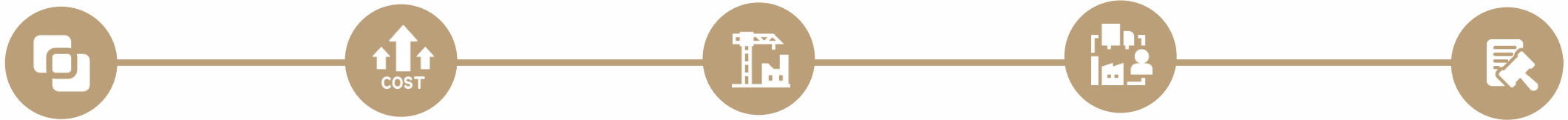
Greenhouse Gas Management

Effective management in this area can help real estate businesses reduce their environmental impact and adapt to climate change trends..

Key Strategic Challenges and Actions : Climate Change

2.1 Sustainable Design

Sustainable design strengthens company strategy and customer satisfaction, providing a competitive edge. It attracts eco-conscious customers and reduces long-term maintenance. By focusing on ecosystems and natural sustainability, it fosters livable, nature-friendly environments, integrating homes with nature through renewable energy and sustainable materials.



Complexity of Integration

Integrating eco-friendly materials, energy-efficient technologies, and durable designs is challenging and requires meticulous planning.

Cost

The use of sustainable materials and advanced technologies can have higher initial costs, which may render some projects less competitive in the market.

Limitation of Technology

Some technologies that can promote sustainability are still under development and may not yet be available in all areas.

Supply Chain Management

Finding environmentally friendly materials and ensuring suppliers meet sustainability standards can be challenging.

Changing Regulations and Policies

Environmental regulations frequently change, requiring constant monitoring and design adjustments for compliance.



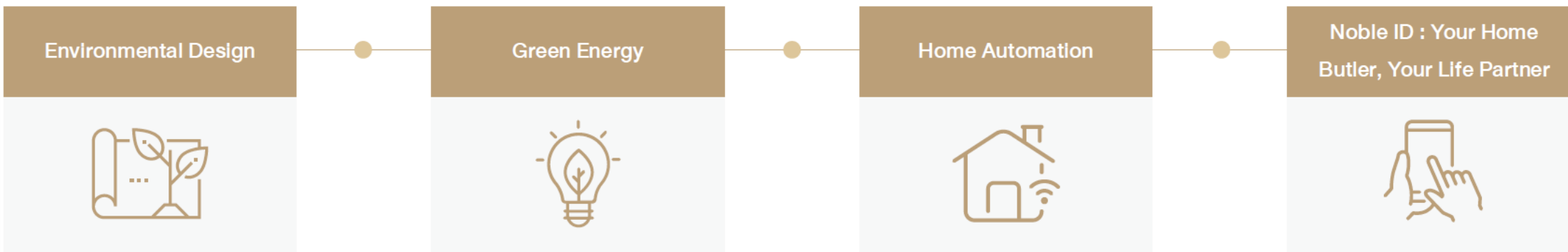
Key Strategic Challenges and Actions : Climate Change (Cont'd)

Our sustainable design focus and actions

Short-Term Goal: Explore and apply sustainable design practices to new projects.

Long-Term Goal: Implement sustainable design principles in all new projects, focusing on efficient use of energy and resources.

NOBLE ARCHITECH



The design considers internal and external factors that affect the environment. The principles of consideration are as follow s:

1. Building Design Concepts
2. Open Space and Green Space Concepts
3. Nature Utilization Concepts
4. Universal Design Concept

Key Strategic Challenges and Actions : Climate Change (Cont'd)

The design considers internal and external factors that affect the environment. The principles of consideration are as follow s:

Building Design Concepts

The L-shaped building layout facilitates optimal airflow. The east-west orientation harnesses natural wind, minimizing the reliance on air conditioning and reducing energy consumption.



Nue Noble Centre Bangna Project Noble Ambience Sukhumvit 42 Project

Open Space and Green Space Concepts

The design incorporates substantial green spaces around and, on the buildings, enhancing shade, CO₂ absorption, and visual appeal for both residents and passersby.



Green Space at Noble Create Project

Nature Utilization Concepts



The buildings are designed with a Passive Design concept, oriented north-south for optimal wind and sunlight. Rooftop gardens and trees reduce heat, while gabled roofs with attic spaces provide natural ventilation, minimizing the need for air conditioning.

Example of a Passive Ventilation System, which cools the Attics with natural wind at Noble Gable Watcharapol Project

Universal Design Concept



Noble Gable Watcharapol Project

The houses are designed following by Universal Design Principles, ensuring accessibility for all residents with features like ramps, absorption flooring, and bathing chairs for inclusivity and equal access.

Key Strategic Challenges and Actions : Climate Change (Cont'd)

Received the “Residential Energy Efficiency Design (REED) Awards 2023” to promote energy efficiency standards for residential homes “Residential Energy Efficiency Design”.



 **AWARD-WINNING PROJECTS INCLUDE:**

1. **Nue Verse Krungthep Kreetha Project**
Type: ASTRO
2. **Noble TERRA Rama 9 - Ekamai Project**
Type: RADIX/POLLINS/CORTEX/FORIUM
3. **Noble Curve Ekamai-Ramindra Project**
Type: OCTA/SPHERE
4. **Nue Connex Don Mueang Project**
Type: TANGO/OSCAR
5. **Noble Norse Krungthep Kreetha Project**
Type: TLUFT/VIN/SOL
6. **Noble Gable Watcharapol**
Type: AINO/GEMI

Key Strategic Challenges and Actions : Climate Change (Cont'd)

2.2 Construction Waste Management

Risks and Challenges in Construction Waste Management

1. Sustainable Construction Design

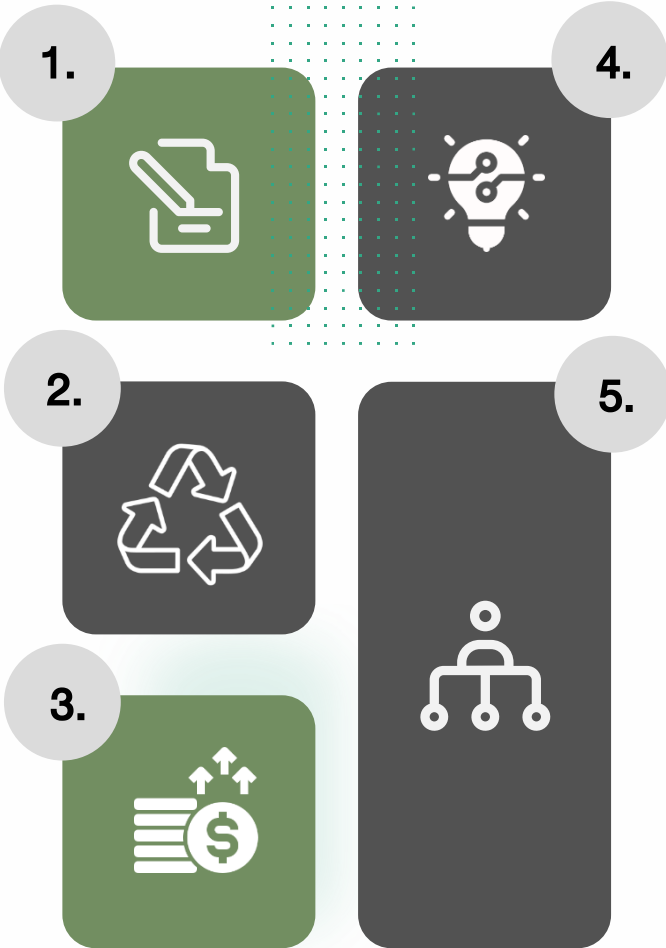
While this concept has commendable goals, its implementation can face challenges, such as a lack of specialized knowledge in sustainable design or resistance to change from traditional construction methods. Achieving cost-effective design that reduces waste from the outset requires training and acceptance from industry stakeholders.

2. Limitations in Reuse

Materials leftover from construction, such as broken concrete or damaged wood, may not be suitable for reuse. Recycling may also prove uneconomical due to the additional energy and resources required, making waste management complex and costly.

3. High Cost

Proper waste management, including sorting, recycling, and logistics, can be costly. Investing in the required technologies and equipment may raise project costs and deter contractors from adopting sustainable practices.



4. Innovation and Technology

The use of new technologies and innovative solutions for managing construction waste is still limited. Many advanced methods and tools are not widely adopted, which can hinder effective waste management practices.

5. Integration with the Supply Chain

Effective waste management requires collaboration across the entire supply chain—from material procurement and transport to on-site usage. This integration necessitates clear communication and a shared understanding of waste reduction goals. A lack of cooperation or differing priorities among supply chain stakeholders can lead to delays or inefficiencies in waste management..

Key Strategic Challenges and Actions : Climate Change (Cont'd)

Our strategic focus and actions

Short-Term Goal:

Reduce greenhouse gas emissions by 1,500,000 kgCO2e within 2026.

Long-Term Goal :

Carbon Neutral by 2050 and Net Zero Emissions by 2065

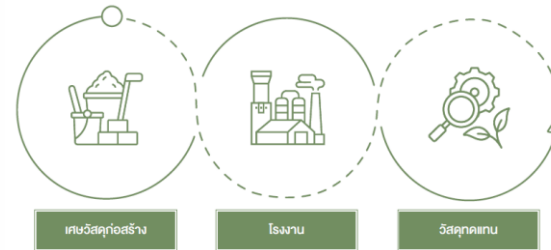
Noble is committed to enhancing waste management in line with its environmental policies and EIA guidelines. It prioritizes suppliers with effective waste management practices, including on-site separation and processing of construction waste to reduce landfill use. Waste for landfills is handled by authorized agencies.

Waste Sorting in Construction Projects



Sorting construction waste, including scraps and hazardous materials, at the source to reduce volume and minimize environmental impact before sending it to proper waste management agencies.

Recycling of Construction Materials



Our construction sites reuse and repurpose waste materials like concrete, gypsum, and wood into new products, reducing waste and promoting sustainability through effective collaboration with contractors.



Key Strategic Challenges and Actions : Climate Change (Cont'd)

Outcomes of the strategy over the past year

Pile Cut Off to for Recycle



At the Nue District R9 Project, construction material recycling was implemented by collaborating with contractors to manage waste. The initiative began with returning 156 tons of gypsum scraps and pile waste to manufacturers for recycling into Recycled Coarse Aggregate (RCA), which can replace various construction materials like road pavements and prefabricated concrete slabs. This activity resulted in reducing carbon dioxide emissions by 15,470 kgCO2e. The company aims to expand this recycling practice to other projects in the future to promote sustainable resource circulation.

Trash Bank for Eggs



Establish a "Trash Bank for Eggs" to encourage construction workers to be aware of the importance of waste segregation.

Uniforms for street sweepers from plastic bottles



This campaign has established 25 plastic bottle collection points in the Phaya Thai District, including 22 points in each community, 2 points in the Nue Evo Ari project, and 1 point at the Phaya Thai District Office.

The collected plastic bottles, totaling 292,950, have been sent to Bangkok Metropolitan Administration (BMA). These bottles have been used to produce 6,975 uniforms for street sweepers, calculated at 42 bottles per set.

Key Strategic Challenges and Actions : Climate Change (Cont'd)

Energy Management Guidelines in Construction Projects



Solar Rooftop

Solar rooftops are installed on the temporary offices in construction projects, which is clean energy obtained from sunlight and converted into direct current electricity for office use. It helps to reduce the use of electricity that produces greenhouse gases, and is environmentally friendly.



Solar Cell Light Poles

Solar cell light poles are installed around construction projects, which can store solar energy during the day and then use it as electricity at night. The lights are able to turn on and off automatically and last longer than ordinary street lights. They are easy to install, help to reduce electrical system wiring costs, and help to reduce maintenance costs.



Motion Sensor

Motion-sensor-controlled lights that turn on and off automatically are installed in places where lights do not always need to be on, such as in corridors, restrooms, or other rooms where lights are turned on only temporarily. This helps to extend the useful life of lightbulbs, reduce electricity waste, and save on electricity costs.

Key Strategic Challenges and Actions : Climate Change (Cont'd)

Target: Reduce greenhouse gas emissions by

1,500,000 kgCO₂e within 2026

The Environmental Performance Results accumulated at the end of 2023.

963,918 kgCO₂e

Today's climate change significantly disrupts the natural balance, posing risks to human life and business operations, particularly in the real estate sector. Acknowledging the physical and regulatory risks of climate change, the Company has prioritized greenhouse gas management as a key environmental focus.

In 2023, Noble has joined the "CECI: Action for Sustainable Future" initiative, promoting a circular economy in the construction industry. This initiative encourages knowledge exchange on sustainable practices like waste management, eco-friendly product development, and sustainable design, aiming to reduce greenhouse gas emissions by 1,500,000 kgCO₂e by 2026 and ultimately achieve Net Zero Waste emissions.



Climate-Related Risks and Opportunities



Changes in policies and laws of government agencies, such as the Climate Change Act (draft) and carbon taxation, have increased operating costs.



Flooding may disrupt operations, which directly affects the Company's revenue loss, and may cause delays in material delivery by the Company's suppliers.



Permanent climate change, where the heat temperature rises by an average of 1-5°C, increases the costs in selecting materials that need to be more resistant to temperature.



Adaptation of building design to be suitable for changed climatic conditions by reducing energy consumption is a business opportunity in terms of competition to meet customers' needs.

Key Strategic Challenges and Actions : Employee Experience & Engagement

3. Employee Experience & Engagement

Noble has initiated an Employee Experience & Employee Engagement Survey, seeking to gather insights into employees' perceptions of their work environment, aiming to enhance understanding and address areas for improvement within the organization. The benefits of conducting this survey include:

1. Enhanced Employee Engagement:

By identifying key areas of strength and opportunities for improvement.

2. Improved Organizational Practices:

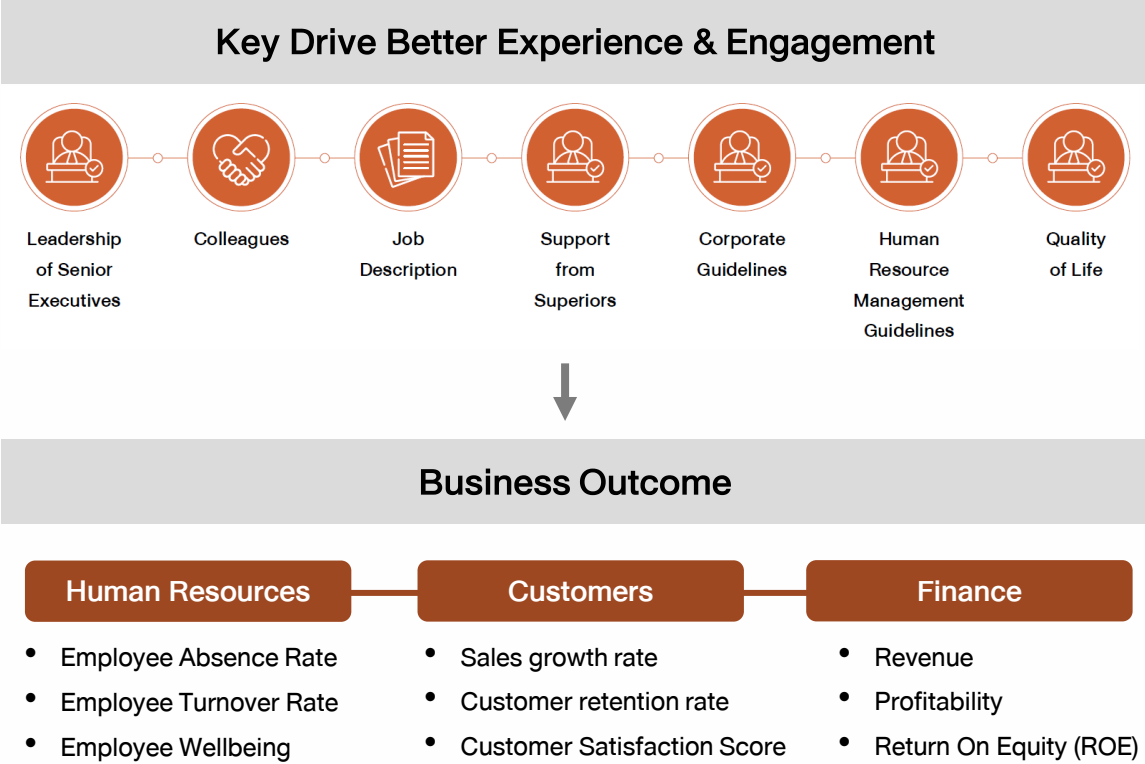
Understanding employee feedback allows us to refine our organizational practices.

3. Strengthened Leadership and Support:

Insights from the survey will help enhance leadership effectiveness and supervisory support.

4. Increased Job Satisfaction and Retention:

Addressing the factors that impact employees' quality of life.



Key Strategic Challenges and Actions : Employee Experience & Engagement (Cont'd)

Our strategic focus and actions

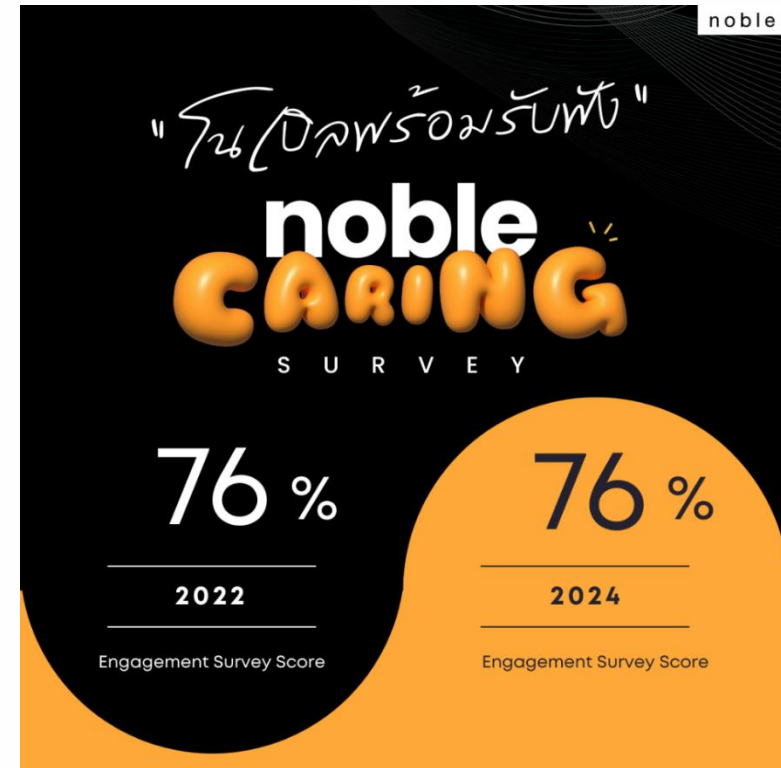
Short-Term Goal: Aims to improve employee experience in every survey

Long-Term Goal : Engagement Survey score 80% by 2026

Employee Experience Journey



Employee Engagement Score



Key Strategic Challenges and Actions : Employee Experience & Engagement (Cont'd)

Implementation and outcomes of the strategy over the past year

Noble's Experience & Engagement Survey evaluates employee satisfaction to identify key issues and improve quality of work and life. Senior management actively participates by listening, offering feedback, and committing resources to resolve problems sustainably.

Design Thinking Project

“Noble” Workplace Wellness Project

THEN เราจะออกแบบชีวิตการทำงานใน "โนเบิล" เพื่อส่งเสริมสุขภาพกายและสุขภาพใจดีขึ้น....

Now

ด้านสุขภาพกาย

- เพิ่มวงเงินรักษาพยาบาล
- เพิ่มวันลาพักร้อน
- นมผ่อนคลายในบริษัท

ด้านสุขภาพใจ

- นักรับผิดให้คำปรึกษา
- วัน Well-being
- เพิ่มค่าคอมมิชชั่น
- งบเลี้ยงอาหาร สำหรับพนักงานที่ต้องทำงานหรือประชุมเกินเวลา
- ตู้เงินคอกเบียร์ สำหรับซื้อที่อยู่อาศัย

Thanks to Team member

(Photos of team members)

“Noble” Workplace Wellness Project was designed using Design Thinking principles to promote physical and mental health. It aimed to address the needs of employees of all ages and genders. The outcome was the “Noble Caring Flexi Benefits” policy, which better caters to employee health needs. Additionally, the annual Well-being Day was introduced, allowing employees to focus on their physical and mental well-being, as well as their families. This day also encompasses social and environmental care. Well-being Day now more effectively meets the diverse needs of employees within the organization.

Participation 62.65% (as of Aug 2024)

Key Strategic Challenges and Actions : Employee Experience & Engagement (Cont'd)

Design Thinking Project

The Documents Approval System Project

THEN เราจะทำอย่างไรให้การอนุมัติเอกสารในองค์กรรวดเร็วและมีประสิทธิภาพมากขึ้น

E-Memo

- ✓ ลดการโยกกระดาษ
- ✓ ลดการปล่อยก๊าซคาร์บอนไดออกไซด์
- ✓ อนุมัติได้ทันที ทุกเวลา ติดตามสถานะได้ตลอดเวลา
- ✓ ตรวจสอบเอกสารได้ตลอดเวลา

Now

เว็บไซต์ระบบ E-Memo ที่นี้ <https://ememo.noblehome.com>

Thanks to Team member

Special Thanks Information Technology Group

The Documents Approval System Project is aimed to re-design and improve the document approval system to enhance speed and efficiency. Utilizing Design Thinking principles, the focus was on optimizing workflow through an online document approval system (e-memo), replacing paper-based documents entirely. This allowed for faster approval processes and enabled tracking of document statuses and approval stages. As a result, the company was able to reduce costs associated with document approval, including paper, printing ink, and even the workload for staff involved in document handling and distribution.

Improving speed and accuracy while processing over 3,541 documents and saving up to 17,408 sheets of paper. (as of Aug 2024)

IT support system

THEN เราจะทำให้พนักงาน Noble ได้รับการช่วยเหลือหรือสนับสนุนงานด้าน IT Support ได้อย่างมีประสิทธิภาพ รวดเร็ว และติดตามผล โดยอย่างไร?

Now

เพิ่มช่องทางในการติดต่อสื่อสารเป็น 5 ช่องทาง

- LINE @nobleitsupport
- it-support@noblehome.com
- โทรติดต่อเบอร์ภายใน 2000
- <http://it-helpdesk.noblehome.com>
- ติดต่อเจ้าหน้าที่โดยตรง กลุ่มงานเทคโนโลยีสารสนเทศ อาคารโนเบิล เฟล็กซ์จิ้น 3

Thanks to Team member

IT support system for employees Project aims to provide efficient and accessible IT support for employees by incorporating Design Thinking principles. It includes the implementation of various communication channels such as Line@ “Nobleitsupport,” web-based IT-helpdesk, and email IT-helpdesk. These channels enable employees to report issues and receive timely resolutions. Additionally, they allow tracking of repair statuses and serve as platforms for sharing IT knowledge among employees.

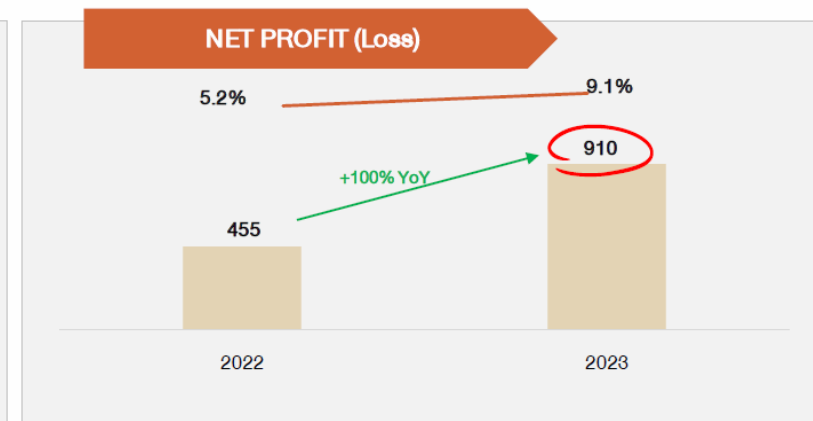
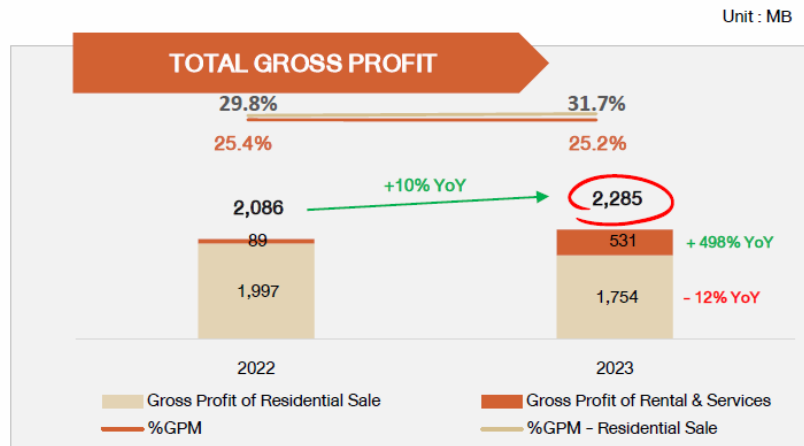
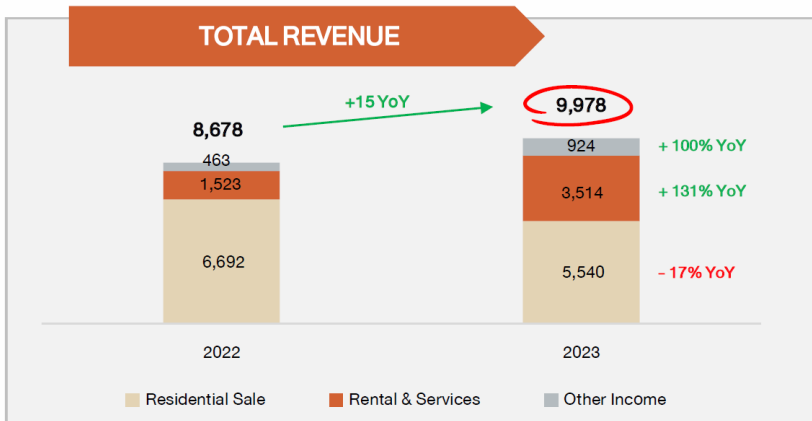
Number of report issues via Line@ is 2,578 case (as of Aug 2024)



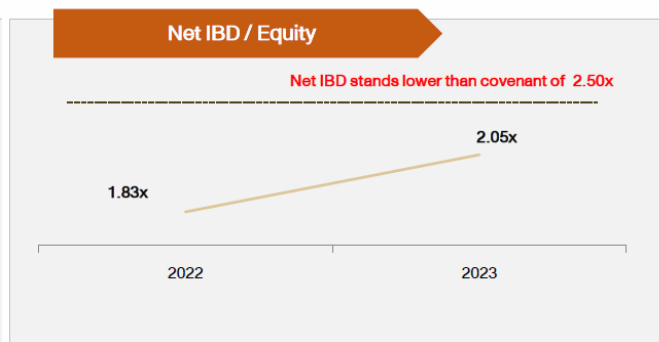
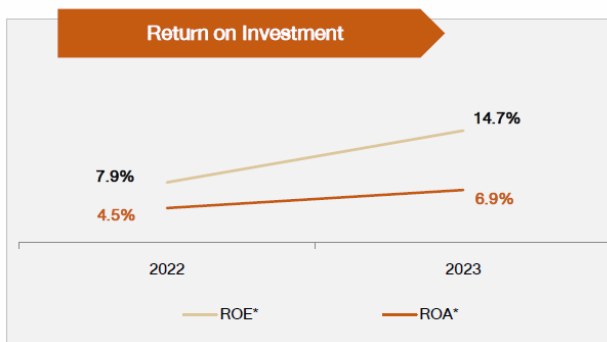
Agenda

- Get to know “Noble”
- Noble Sustainability Management
- Key Strategic Challenges and Actions
- **Appendix**

Financial Performance as of 31 December 2023

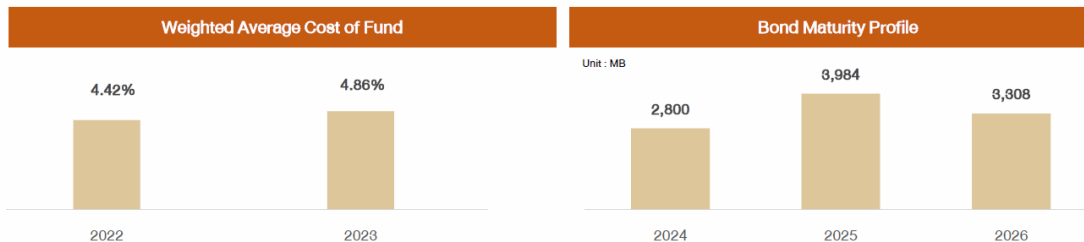
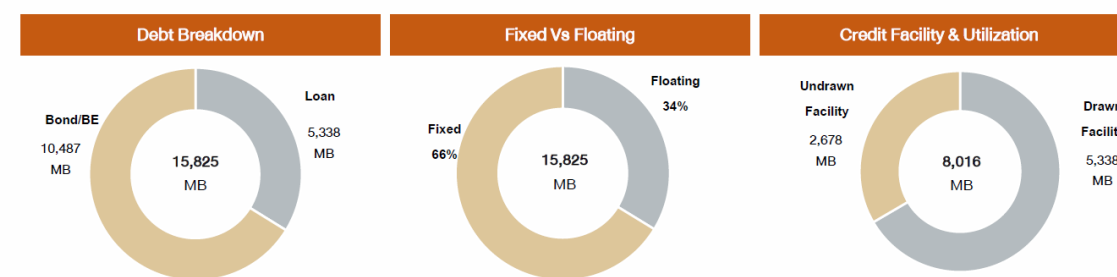


Key Financial Ratios



Note : * Normalized trailing 12 months

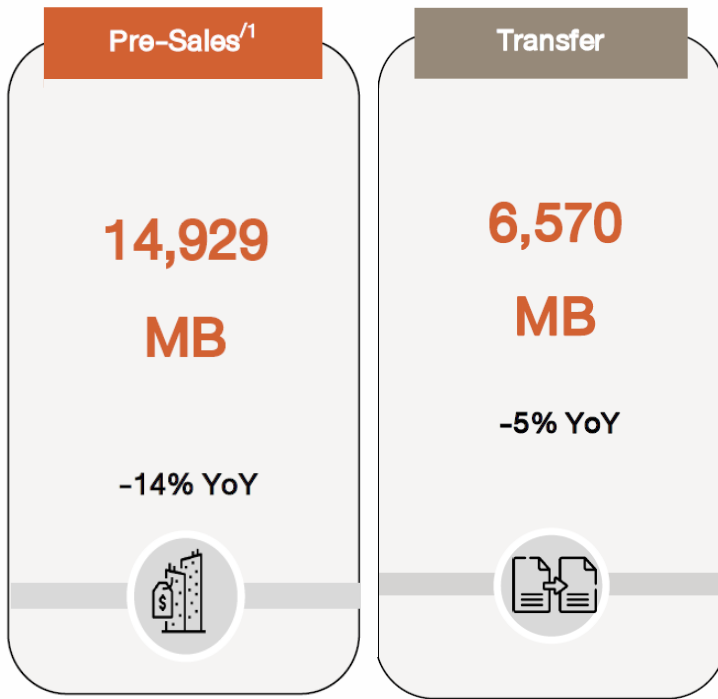
Debt Profile



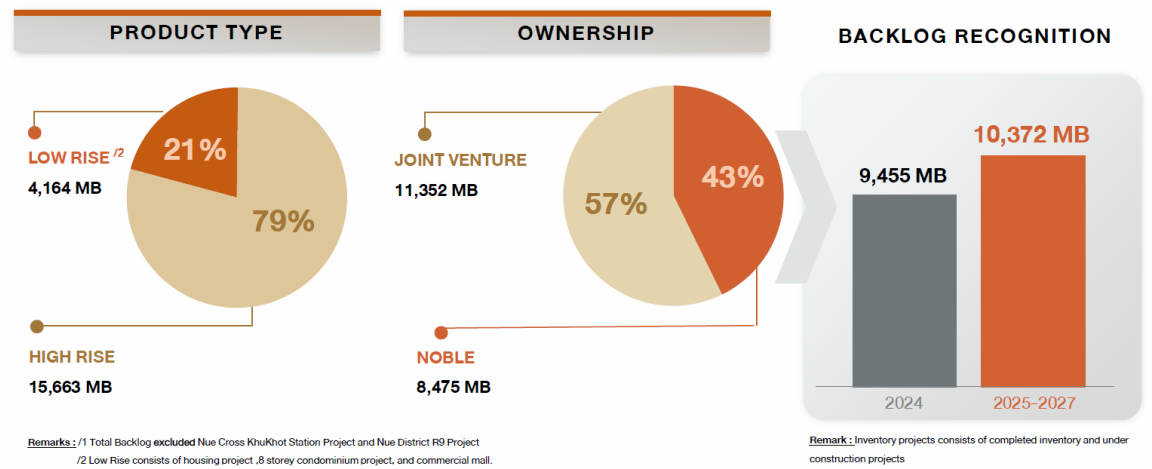
Note : Cost of Fund = Average Beginning & Ending of period

Operating Performance as of 31 December 2023

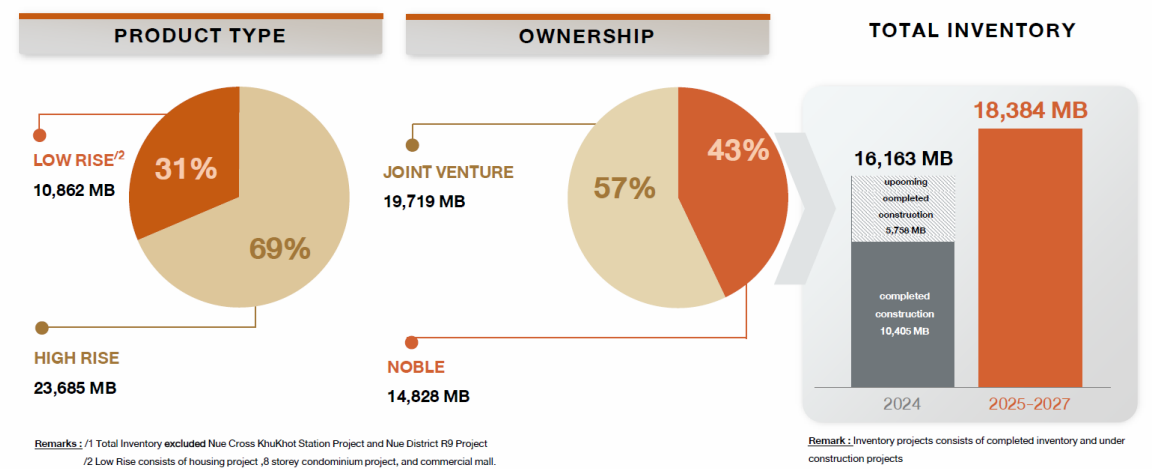
7
NEW LAUNCH
PROJECTS
18,900 MB



TOTAL BACKLOG : 19,827 MB^{/1} (Equivalent to equity portion = 13,613 MB)

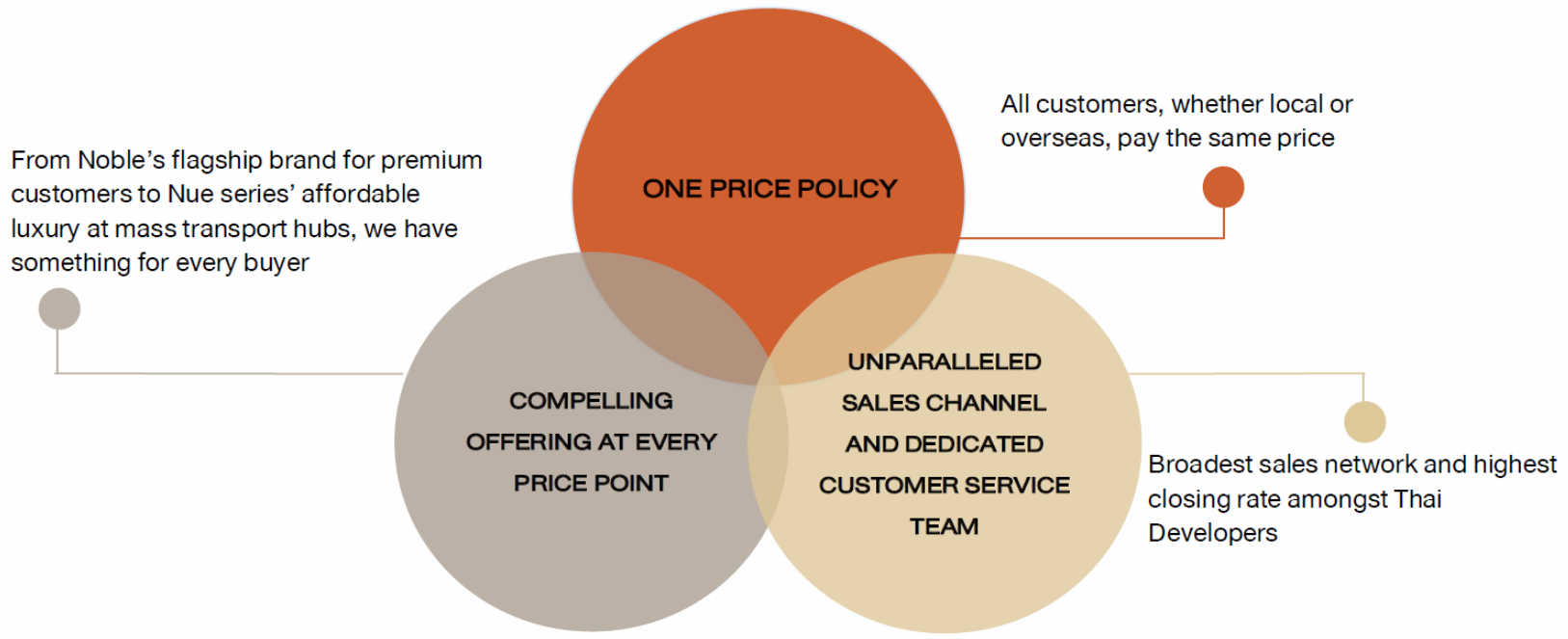


TOTAL INVENTORY : 34,547 MB^{/1} (Equivalent to equity portion = 22,923 MB)



2023 Noble Overseas Market Performance

Noble's market share in the overseas market was in excess of **60% in 2023**, due to our unique value proposition in the marketplace



Given the economic climate, 2023 turned out to be a year in which the overseas segment exceeded all expectations – we generated 5.2 BB in pre-sales, which is our best over year with YOY growth of 86% compared to 2022. Moreover, 4Q2023 was by far our strongest quarter with over 2.6BB in pre-sales.

