

AMD 65131/OCO

May 13, 2022

Subject: Management Discussion and Analysis for the First Quarter of 2022 ended March 31, 2022

To: President
The Stock Exchange of Thailand

Index International Group Public Company Limited (“the Company”) would like to clarify the operating results for the first quarter of 2022 period ended March 31, 2022 with the following details:

Unit: Million Baht

Income Statement For 3 months Ended on March 31, 2022 and 2021	The first 3 months Ended on		Change	
	March 31, 2022	March 31, 2021	Amount	Percentage
Revenue from Project Management	5.70	8.07	(2.37)	(29.37)
Revenue from Project design	26.29	7.09	19.20	270.80
Revenue from Design and Construction	121.18	60.93	60.25	98.88
Revenue from Other Services	0.04	0.00	0.04	0.00
Total Service Revenues	153.21	76.09	77.12	101.35
Cost of Project Management	3.75	5.39	(1.64)	(30.43)
Cost of Project design	13.19	5.52	7.67	138.95
Cost of Design and Construction	96.25	53.28	42.97	80.65
Cost of Other Services	0.03	0.00	0.03	0.00
Total Cost of Services	113.73	64.40	49.33	76.60
Gross Profit	39.48	11.69	27.79	237.72
Other income	1.44	2.66	(1.22)	(45.86)
Administrative Expenses	23.23	24.80	(1.57)	(6.33)
Borrowing Costs	0.13	0.18	(0.05)	(27.78)
Income (Expense) Tax	(3.83)	1.78	(5.61)	(315.17)
Net Profit (Loss) for the Period	13.74	(8.85)	22.59	255.25
Gross Profit Margin	25.77	15.36	10.41	67.77

Revenue from services

For the first 3 months of 2022, the Company had revenue from services of 153.21 Million Bath which increased by 77.12 million Baht or 101.35% compared with the first quarter of 2021. This higher revenues occurred from new projects have been signed and revenues from some projects were recognized during first quarter of 2022 which can be specified some details as following:

- The revenue from conceptual and detailed design service increased from the first quarter of 2021 by 19.20 million Baht or increased 270.80% because the Company has signed 5 new projects :
1) Four street lanes survey and design project in Ban Pasak- Thawangpao District, 2) Four street lanes survey and design project in Thern to Lee District, 3) Highway route number 4 survey and design project in Phetchaburi, Samut Songkhram, Prachuap Khiri Khan and Chumphon Province
4) Four Street lanes high way in Udon Thani - Bueng Kan 5) Taxi way, runway and air plane parking lot framework consulting project in Bueng Kan Airport. These five projects started to recognized revenue in first quarter of 2022 which higher than in 2021.
- The revenue from project management and construction supervision service decreased from the first quarter of 2021 by 2.37 million Baht or 29.37% as a result of revenue recognition from most of the projects were closing to complete and also two new projects (one of the projects has a project value of more than 40 million baht) were waiting for the notice to start working. Furthermore, there were 3 projects of management and construction supervision extended period of operation that affected to lower revenue recognition compared with previous year.
- The design and construction revenue increased from the first quarter of 2021 by 60.25 million Baht or 98.88% as a result of the company recognized design and construction revenue from the projects of Aviation Fuel Storage Tank Design-Build Project (T-2306) and U-Tapao Airport Project which affected to higher revenue recognition compared with previous year.
- Regarding the revenue from other services increased from the first quarter of 2021 by 0.04 million baht due to projects were nearly completed. As a result, the Company has slightly higher income from previous year.

Cost of services and gross profit margin

For the first quarter of 2022, the cost of services increased by 49.33 million Baht or 76.60% as a result of the enormous projects were completed which affected to cost of services in the first quarter of 2022 increased from the previous year, this corresponded to the increase in service revenue.

For the first quarter of 2022, the gross profit increased by 27.79 million Baht compared to the first quarter of 2021 but the gross profit margin increased by 10.41%, from 15.36 % in the first quarter of 2021 to 25.77% in the first quarter of 2022, due to several projects have been signed in 2022 which corresponded to higher revenue recognition.

Administrative expenses

For the first 3 months of 2022, the administrative expenses decreased by 1.57 million Baht or 6.33% from the first quarter of 2021, resulting from reducing in staff expenses due to several staffs had operated in new projects and also there has been an epidemic of COVID-19, the Company has a surveillance by reducing activities or operations outside the area, resulting in lower travel costs and other expenses.

Net Profit (Loss)

For the first 3 months of 2022, the Company has a net profit by 13.74 million Baht while the first quarter of 2021 recorded net loss by 8.85 million Baht. The main reason was increasing of revenues recognition for enormous projects such as Aviation Fuel Storage Tank Design-Build Project (T-2306) and U-Tapao Airport Project as well as Into-Plane Substation at Don Mueang Airport Project and Lampang Oil Depot Project were delivered to client. In addition, in the first quarter of 2022, the Company signed the conceptual and detailed design project which valued of 83.74 million Baht, including management and construction supervision project which valued of 55.70 million Baht. From these results, the Company increased net profit from the previous year.

Financial Statements of the Company

Unit: Million Baht

Financial Statement As of March 31, 2022 and December 31, 2021	March 31, 2022	December 31,2021	Change	
			Amount	Percentage
Asset	652.24	671.57	(19.33)	(2.88)
Liability	260.00	292.58	(32.58)	(11.14)
Shareholders' Equity	392.24	379.00	13.24	3.49
Debt to Equity Ratio (D/E Ratio): Times	0.66	0.77	(0.11)	(14.29)
Interest Bearing Debt to Equity Ratio (IBD/E Ratio): Times	0.01	0.01	0.00	0.00

Assets

As at March 31 2022, the Company had the total asset of 652.24 million Baht, decreased from December 31,2021 by 19.33 million Baht or 2.88%. The decreasing was from cash and cash equivalence, the contract assets and trade and other receivables and other current assets. Cash and cash equivalence decreased due the Company had delivered the completed projects to clients and also decreased in trade accounts receivable and other receivables in the same direction.

Liabilities

As at March 31, 2022, the Company had total liabilities of 260.00 million Baht which decreased from December 31, 2021 by 32.58 million Baht or 11.14%. Decreasing of trade payables and other payables caused the Company delivered the completed projects to clients and the accrued construction payment was made. This resulting decreased in contract liabilities from the first quarter of 2021.

Shareholders' Equity

As at March 31, 2022, the Company had shareholders' equity of 392.24 million Baht which increased from December 31, 2021 by 13.24 million Baht or increased 3.49%. This result affected to increase of unappropriated retained earnings because the Company had net operating profit in the first quarter of 2022 which increased in shareholders' equity and revenues.

Debt to Equity Ratio

As at March 31, 2022, the Company's debt-to-equity ratio was 0.66 times, which was decreased, compared with 0.77 times from December 31, 2021, because the Company's total liabilities decreased from trade payables and other payables and contract liabilities.

Please be informed accordingly

Yours sincerely,



(Mr. Rathawit Na Lamphun)

Assistant Chief Executive Officer

and Company Secretary

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