

Current situation and impact on the company

On 28 September 2022, the Monetary Policy Committee (MPC) of the Bank of Thailand raised the policy rate from 0.75% to 1.00% with immediate effect¹ as the recovery of the Thai economy had continued to gain traction and the headline inflation remains high due to the increase of cost pass-through in the recent period. The tourism sector recovered faster than expected as the number of foreign tourists continued to rise, from below 0.3 million tourists per month in 1Q/2022 to more than 1.3 million tourists in September 2022, following further easing of COVID-19 restrictions. The number of tourists is expected to grow further in 4Q/2022 due to the high season. The minimum wage increase, which took effect on 1 October 2022, could affect the increase in the overall housing price. Meanwhile, the University of the Thai Chamber of Commerce's consumer confidence index increased to an eight-month high in September 2022.

Raimon Land Plc was effected from the slow down economic during the COVID-19 and from the minimum wage increase however, the company is able to manage the impact from those factors.

Management outlook and future projects

The Company submitted a filing to issue a THB 250 million unsubordinated, secured, and with a bondholders' representative debenture no. 2/2022 on 21 October 2022, the debenture has a tenor of 2 years maturing in 2024, and a coupon rate of 7.35%. The proceeds will be used to repay the Company's debenture no. 1/2563 upon its maturity.

The Estelle Phrom Phong, a residential condominium project, was completed in 3Q/2022, and the transfer of ownership to buyers has since started. The Estelle Phrom Phong is a 51:49 joint venture between the Company and Tokyo Tatemono Asia Pte Ltd. ("TTA"), respectively.

The construction of TAIT Sathorn 12, a residential condominium project, was 65.7% completed as of 31 October 2022. TAIT Sathorn 12 is also a 51:49 joint venture between the Company and TTA, respectively.

The One City Centre ("OCC"), a grade-A office building project, is a 60:40 joint venture between the Company and Mitsubishi Estate Asia (MEA Commercial Holding PTE., Ltd.), respectively. As of 31 October 2022, the project is still under construction, with progress of 93.2% completed.

Since 2021, the Company changed its project-based investment strategy from self-funding to a joint venture model. Consequently, the recognition of revenue and profit on the Company's financial statement started to shift from revenue recognition of real estate sales to gain from the share of profits in joint ventures. As mentioned above, the Company currently has two joint venture projects on sale: The Estelle Phrom Phong and Tait Sathorn 12, which both are joint venture projects.

¹ www.bot.or.th

Financial highlight 3Q/2022 and 9M/2022

- The company's backlog stood at THB 6,094.8mn as of 30 September 2022.
- Presales in 3Q/2022 and 9M/2022 were THB 689.3mn and THB 1,442.4mn, respectively.
- Total revenue in 3Q/2022 and 9M/2022 were THB 106.7mn and THB 278.3mn, respectively. Of which, THB 12.1mn and THB 42.6mn, respectively, were from sales of real estate.
- As of 30 September 2022, the total assets and total liabilities were THB 7,907.6mn and THB 3,654.1mn, respectively.
- The D/E ratio¹ stood at 0.76 times as of 30 September 2022, decreasing from 0.81 times as of 31 December 2021.

Operating results 3Q/2022
Summary of statement of profit and loss

3 rd Quarter	3M 2022		3M 2021		Change		9M 2022		9M 2021		Change	
	THB mn	% to total rev.	THB mn	% to total rev.	THB mn	%	THB mn	% to total rev.	THB mn	% to total rev.	THB mn	%
Revenues												
Revenues	22.8	21.4	109.1	54.8	(86.3)	(79.1)	68.6	24.7	1,999.5	90.6	(1,930.9)	(97.6)
Other income	60.2	56.4	90.2	45.2	(30.0)	(33.3)	171.1	61.5	208.5	9.4	(37.4)	(6.3)
Unrealized gain on exchange rate	18.3	17.2	-	-	18.3	100.0	31.0	11.1	-	-	31.0	100.0
Gain on fair value measurement of financial assets	5.4	5.0	-	-	5.4	100.0	7.6	2.7	-	-	7.6	100.0
Total revenues	106.7	100.0	199.3	100.0	(92.6)	(46.5)	278.3	100.0	2,208.0	100.0	(1,929.8)	(87.4)
Expenses												
COGs	7.2	6.8	113.2	56.8	(105.9)	(93.6)	45.5	16.4	1,522.6	69.0	(1,477.1)	(97.0)
Distribution costs	17.2	16.1	37.6	18.9	(20.5)	(54.4)	41.3	14.8	209.5	9.5	(168.2)	(80.3)
Admin. expenses	85.8	80.4	86.9	43.6	1.1	1.2	278.3	100.0	263.1	11.9	15.2	5.8
Expenses related to litigation	-	-	-	-	-	-	90.3	32.4	-	-	90.3	-
EBIT	(3.5)	(3.3)	(38.4)	(19.2)	34.9	(90.0)	(177.2)	(63.7)	212.8	9.6	(390.0)	(183.3)
Net financial cost	66.7	62.5	44.4	22.3	22.2	50.1	190.4	68.4	121.1	5.5	69.4	57.3
Share of profit (loss) in JV	23.9	22.4	(6.6)	(3.3)	30.5	(464.4)	10.4	3.8	(20.4)	(0.9)	30.9	(151.1)

¹ Calculated from interest bearing debt to equity

Management Discussion & Analysis (- translation -)

For operating results of 3Q/2022, ended 30 September 2022



3 rd Quarter	3M 2022		3M 2021		Change		9M 2022		9M 2021		Change	
	THB mn	% to total rev.	THB mn	% to total rev.	THB mn	%	THB mn	% to total rev.	THB mn	% to total rev.	THB mn	%
Tax expense (income)	1.3	1.2	10.5	5.3	(9.2)	(87.6)	1.3	0.5	67.1	3.0	(65.8)	(98.0)
Net profit (loss)	(47.6)	(44.6)	(99.8)	(50.1)	52.2	(52.3)	(358.5)	(128.8)	4.2	0.2	(362.7)	(8,577.0)

Presales and Backlog

In 3Q/2022, the Company had Presales of THB 689.3mn, a significant increase from the Presales of THB 176.0mn in 3Q/2021. The growth was contributed by The Estelle Phrom Phong and Tait Sathorn 12, as Thailand's economic sentiment improved after the lifting of COVID-19 pandemic restrictions.

For 9M/2022, the Company achieved Presales of THB 1,442.4mn, which is a reduction from the Presales of THB 1,645.2mn in 9M/2021. The decline was due to the uncertain economic situation in Thailand and globally during the 1H/2022 which caused buyers to delay their decisions.

As of 30 September 2022, the total backlog was THB 6,094.8mn, a decrease from THB 6,451.6mn as of 31 December 2021, mainly from the transfer of the Estelle Phrom Phong which started this quarter net of the Presales throughout the 9 months.

Revenues

3 rd Quarter	3M 2022		3M 2021		Change		9M 2022		9M 2021		Change	
	THB mn	%	THB mn	%	THB mn	%	THB mn	%	THB mn	%	THB mn	%
Revenue												
Revenues from sales of real estate	12.1	11.3	102.5	51.4	(90.4)	(88.2)	42.6	15.3	1,979.7	89.7	(1,937.1)	(97.8)
Revenue from rental and services	10.7	10.0	6.6	3.3	4.1	61.1	26.0	9.3	19.8	0.9	6.2	31.4
Other income												
Project management income	32.5	30.5	24.3	12.2	8.2	33.7	85.2	30.6	67.7	3.1	17.4	25.8
Marketing commission income	10.9	10.2	3.4	1.7	7.5	220.1	21.5	7.7	13.3	0.6	8.2	61.4

Management Discussion & Analysis (- translation -)

For operating results of 3Q/2022, ended 30 September 2022



3 rd Quarter	3M 2022		3M 2021		Change		9M 2022		9M 2021		Change	
	THB mn	%	THB mn	%	THB mn	%	THB mn	%	THB mn	%	THB mn	%
Guarantee fee income	15.0	14.0	12.8	6.4	2.2	17.4	43.0	15.4	36.5	1.7	6.4	17.5
Gain on dissolution of the investment in subsidiaries	-	-	-	-	-	-	-	-	7.2	0.3	(7.2)	(100.0)
Unrealized gain on the FX	18.3	17.2	-	-	18.3	100.0	31.0	11.1	-	-	31.0	100.0
Gain on fair value measurement of financial assets	5.4	5.1	-	-	5.4	100.0	7.6	2.7	-	-	7.6	100.0
Other income ¹	1.8	1.7	49.7	24.9	(47.9)	(96.4)	21.4	7.7	83.8	3.8	(62.3)	(74.4)
Total revenues	106.7	100.0	199.3	100.0	(92.6)	(46.5)	278.3	100.0	2,208.0	100.0	(1,929.7)	(87.4)

Revenue from sales of real estate

In 3Q/2022 and 9M/2022, revenue from real estate sales decreased to THB 12.1mn and THB 42.6mn, respectively, from THB 102.5mn and THB 1,979.8mn in the same periods of 2021. The decrease is because all inventories in the "revenue recognition" category have been fully recognized. The remaining inventories fall under the "gain from the share of profit in the joint venture" category, as explained above.

Revenue from Rental and Services

Revenue from Rental and Services is mainly from Somerset Riverside Bangkok (formerly Klapsons). In 3Q/2022 and 9M/2022, the revenue increased to THB 10.7mn and THB 19.8mn, respectively, from THB 6.6mn and THB 19.8mn in 3Q/2021 and 9M/2021, respectively. The higher revenues were due to an increased number of expatriates and tourist arrivals after the COVID-19 pandemic restrictions were lifted in Thailand. Due to Somerset Riverside Bangkok started to operate under the Somerset brand in April 2022, the occupancy rates started to record from the time. The average occupancy rate from April to September 2022 was 68% however the occupancy rate of 3Q/2022, 3-month period, was 81%. We see good progress in our hospitality business going forward.

Project management income

The income is derived from fees that the Company charges to the joint venture companies for project construction management and managing residential juristic persons. In 3Q/2022 and 9M/2022, revenues increased 33.7% and

¹ Income from deposit forfeited and others

25.8% YoY, respectively, to THB 32.5mn and THB 85.2mn, as compared to THB 24.3mn and THB 67.7mn, in the same periods last year. The higher revenues are in line with the project construction progress of the 3 joint venture projects. In addition, the Company had income from managing juristic persons at the Lofts Silom Project.

Marketing commission income and Guarantee fee income

Marketing commission income is the commission fee the Company charges the joint venture companies on sales of the units in the joint venture projects. The income also includes the commission fee for re-sales and leasing services to the property owners. Guarantee fee income is the fee charged to the joint venture companies when the Company acts as a guarantor for the loan of the joint venture companies.

At the end of 3Q/2022, the Company is engaging in 4 joint venture companies: 1) Raimon Land Twenty Six Co., Ltd., developing The Estelle Phrom Phong project; 2) Raimon Land Sathorn Co., Ltd., developing TAIT Sathorn 12 project; 3) RML 548 Co., Ltd., developing the grade A office building project, One City Centre and 4) Raimon Land Thirty Eight Co., Ltd., developing a condominium project in soi Sukhumvit 38.

Marketing commission income in 3Q/2022 and 9M/2022 were THB 10.9mn and THB 21.5mn, respectively, increasing as compared to THB 3.4mn and THB 13.3mn in the same periods last year. The improvement is attributed to the resale and leasing commissions. The guarantee fee income increased in 3Q/2022 and 9M/2022 to THB 15.0mn and THB 43.0mn, respectively, which is in line with the higher loan drawdowns following the construction progress of the 4 joint venture projects.

Gain on loss control of the investment in subsidiaries

There was no transaction under this category in 2022. However, in 2021, the Company completed the liquidation process of 2 subsidiaries, Raimon Land Digital Pte. Ltd (Singapore) and LIVVZ.com Pte. Ltd., resulting in a one-off gain from the de-consolidation of THB 7.2mn.

Unrealized gain on the exchange rate and gain on fair value measurement of financial assets

In 3Q/2022 and 9M/2022, the Company had an unrealized gain on the exchange rate of THB 18.3mn and THB 31.0mn, respectively. Additionally, there was a gain from fair value measurement of financial assets of THB 5.4mn and THB 7.6mn during the same periods. The gain is attributed to the appreciation of the investment in a convertible promissory note of USD 7.0mn since February 2022.

Cost of real estate sold, gross profit and gross profit margin of sales of real estate

In 3Q/2022 and 9M/2022, the cost of real estate sold dropped significantly to THB 7.2mn and THB 45.5mn, respectively, from THB 113.2mn and THB 1,522.6mn, in the same periods of 2021. The reduction is in line with the lower revenue recognition from sales of real estate during the periods. However, gross profits of sales of real

estate were THB 15.6mn and THB 23.1mn in 3Q/2022 and 9M/2022, respectively, which improved from those of the same periods in 2021 due to fewer promotions campaigns for the old projects.

Distribution costs and Administrative expenses (SG&A)

The distribution costs, including advertising, marketing, commission and condominium units transfer-related expenses, while administrative expenses are mostly fixed costs related to employees and all expenses related to business operations.

In 3Q/2022, the total SG&A was THB 103.0mn, a reduction of THB 21.5mn or 17.3% from THB 124.5mn in 3Q/2021. The distribution costs fell by THB 20.5mn which is in line with the reduction in revenue from real estate sales. The Company's administrative expenses were THB 85.8mn, almost unchanged from the same period in 2021, as they are mostly fixed costs related to employees' benefits.

For 9M/2022, the Company's SG&A was THB 319.7mn, comprising distribution costs and administrative expenses of THB 41.3mn and THB 278.3mn, respectively. The distribution costs decreased from THB 209.5mn in line with the reduction in revenue from real estate sales. The administrative expenses increased THB 15.2mn from THB 263.1mn in the same periods in 2021 mainly from property tax expenses from the sale of land at Phayathai in 1Q/2022 and other expenses related to new business explorations and expansions such as the residential project in Phuket and the Data Centre project.

Expenses related to litigation

During 9M/2022, the Company recorded expenses to settle litigation cases amounting to THB 90.3mn. The cases were related to allegations of breaches of sales & purchase agreements, filed by some customers and torts, and misunderstanding of the right of ownership of the common properties in a condominium project, The River.

Net Financial Cost

Financial costs are primarily interest expenses on loans to develop projects, recorded as development costs until construction completion. Post-construction completion, such interest expenses will be recorded as financial expenses in the Statement of Income. Loans are repaid in instalments upon unit transfer. Currently, the Company raised funds through debentures and loans with financial institutions and incurred interest. Most of the finance costs are from interest on debentures and project loans, as discussed above.

In 3Q/2022 and 9M/2022, the cost was THB 66.7mn and THB 190.4mn, respectively, which is an increase of THB 22.2mn and THB 69.4mn, from THB 44.4mn and THB 121.1mn in the same periods last year. The higher net financial cost mainly stemmed from the rise in the interest rate of the newly issued debentures in July 2022. At

the end of 3Q/2022, the Company's interest-bearing debt stood at THB 3,244.0mn, slightly increased from THB 3,192.5mn at end of 3Q/2021.

Net loss

In 3Q/2022, the Company had a consolidated net loss of THB 47.6mn which is an improvement QoQ to the net loss of THB 193.0mn in 2Q/2022 and an improvement YoY to the net loss of THB 99.8mn in 3Q/2021. The Net loss per share for the period was THB 0.01 per share. For 9M/2022, the Company had a consolidated net loss of THB 358.5mn, a decrease from the net profit of THB 4.2mn in 9M/2021. Thus, the net loss per share was THB 0.09 per share.

Financial Position as of 30 September 2022

	30 September 2022		31 December 2021		Change	
	THB mn	%	THB mn	%	THB mn	%
Assets	7,907.6	100.0	9,451.1	100.0	(1,665.5)	(17.6)
Liabilities	3,654.1	46.2	4,874.5	51.6	(1,220.4)	(25.0)
Interest-bearing debt	3,244.0	88.7	3,689.2	39.0	(445.2)	(12.1)
Other liabilities	410.1	12.7	1,185.3	12.5	(775.2)	(65.4)
Equity	4,253.5	54.3	4,576.6	48.4	(323.1)	(7.1)
Total Liabilities and Equity	7,907.6	100.0	9,451.1	100.0	(1,543.5)	(16.3)

Assets

The Company's total assets stood at THB 7,907.6mn, a decrease of THB 1,665.5mn or 17.6% from THB 9,451.1mn at the end of 2021. The major changes in assets were 1) decreased cash and cash equivalents of THB 1,163.4mn mainly from loan repayment to financial institutions and debenture, 2) decreased project development costs THB 989.0mn from selling Company's land and the remaining inventories, 3) increased short-term loans to related parties THB 150.0mn for the JV projects, 4) increased investments in joint ventures THB 94.6mn, and 5) increased in other non-current financial assets THB 271.8mn from entering into a convertible promissory note purchase agreement with another company which registered and operates in the United State of America.

Liabilities

Total liabilities stood at THB 3,656.2mn, a decrease of THB 1,218.3mn, or 25.0% from THB 4,874.5mn as of 31 December 2021. The interest-bearing debt (IBD) stood at THB 3,244.0mn, a decrease THB 445.2mn from THB 3,689.2 as of 31 December 2021. The major changes in liabilities were 1) decreased trade and other current payables THB 95.1mn, 2) decreased land deposit THB 555.7mn, 3) decreased advance received from customers

THB 65.5mn, according to transfer and recognize as revenue, and 4) decreased in IBD which mainly the decrease of long-term borrowings from financial institutions.

Shareholders' Equity

The Company's total shareholders' equity stood at 4,251.8mn, a decrease of THB 324.8mn or 7.1% from THB 4,576.6mn as of 31 December 2021, mainly from the net loss in 9M/2022.

Debt to Equity Ratio¹

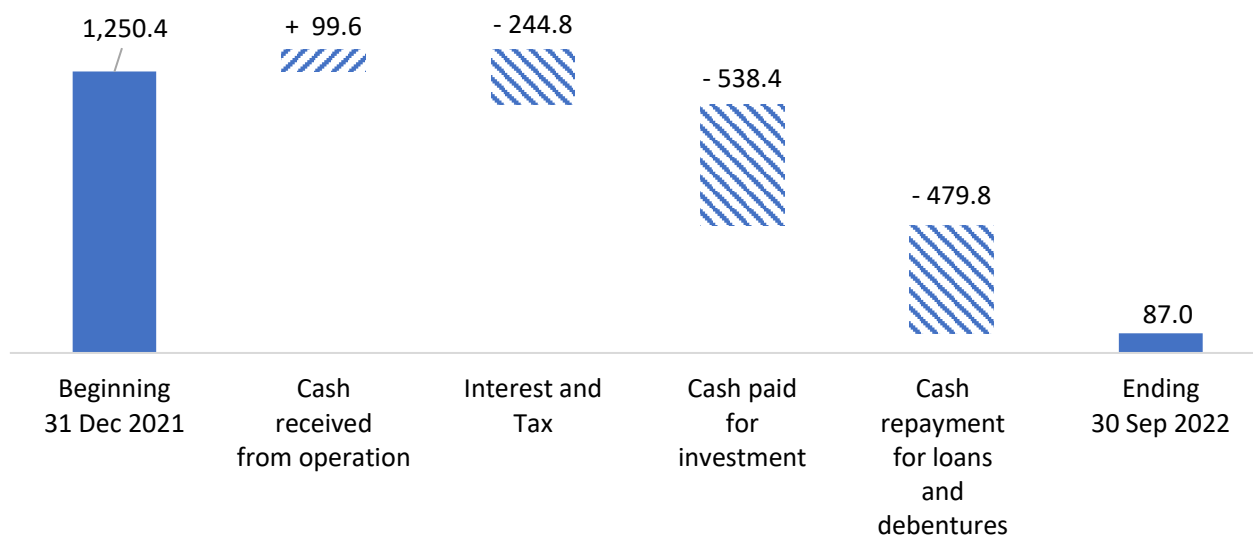
The D/E ratio as of 30 September 2022 was 0.76 times, which decreased from 0.81 times as of 31 December 2021.

Cash Flow

During 9-month period 2022, the Company had cash received from the operating activities of THB 99.6mn. In addition, the Company had THB 244.8mn cash paid for financial costs and tax, resulting in net cash used in the operating activities of THB 145.2mn. The key changes in operating activities were 1) THB 358.5mn loss before tax in 9M/2022; 2) THB 993.5mn cash received from selling the remaining inventories and land (project development cost); and 3) THB 703.6mn cash repay to trade and other current payables and advance received from customers. For the investing activities, the Company paid net cash of THB 538.4mn, mainly 1) THB 150.0mn short-term loan granted to a joint venture company, Raimon Land Thirty Eight Co., Ltd., 2) THB 233.3mn cash paid for long-term loans to other parties; 3) THB 84.2mn cash paid for an investment in a joint venture; and 4) THB 70.9mn cash paid for acquisition of property, plant, equipment and advance payment for investment. For the financing activities, the Company paid net cash of THB 479.8mn. The key components were THB 141.3mn cash received from short- and long-term borrowings from other persons net of THB 623.1mn cash paid for long-term borrowings from financial institutions. As a result, the Company had ending cash and cash equivalents of THB 87.0mn as of 30 September 2022.

¹ Calculated from interest-bearing debt to equity

Cash flow movement in 3Q/2022, 9-month period



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 Janjira Panitpon
 Chief Financial Officer