

February 22, 2023

Subject: The Operating Results of All Inspire Development PCL and its Subsidiaries for the three-month period ended December 31, 2022

Attention: Director and Manager of the Stock Exchange of Thailand

All Inspire Development Public Company Limited and its Subsidiaries (“Group”) has operating results for the three-month period ended December 31, 2022 details of which are as follows:

Unit: Million Baht

Table present summary of financial performance For The- Twelve months ended December 31,2022	Consolidated financial statement				Difference	
	2022	%	2021	%	Million	%
Revenues						
Revenue from sales of real estate	543.17	83.84	1,107.36	85.84	(564.19)	(50.95)
Revenue from service	12.20	1.88	7.65	0.59	4.55	59.44
Revenue from commission	25.20	3.89		0.00	25.20	0.00
Gain from dept negotiation		0.00	85.28	6.61	(85.28)	(100.00)
Other income	67	10.38	89.76	0.00	(22.50)	(25.06)
Total revenues	647.83	100.00	1,290.05	100.00	(642.22)	(49.78)
Expense						
Cost of sale of real estate	488	75.35	860.64	66.71	(372.52)	(43.28)
Cost of service	3.85	0.59	4.76	0.37	(0.91)	(19.19)
Distribution costs	120.40	18.59	123.31	9.56	(2.91)	(2.36)
Administrative expense	187.81	28.99	182.61	14.16	5.20	2.85
Loss on diminution in value of project	532.80	82.24	6.66	0.52	526.13	7,894.99
Loss on cancellation of the land Purchase and sale Agreement	101.00	15.59	100.00	7.75	1.00	1.00
Impairment loss from deposits for land	64.95	10.03	-	-	64.95	10.03
Total expense	1,498.93	231.38	1,277.99	99.06	220.94	17.29
Profit from operating activities	(851.09)	(131.38)	12.06	0.93	(863.15)	(7,156.82)
Finance costs	(428.33)	(66.12)	(315.32)	(24.44)	(113.01)	35.84
share of loss from investment in joint ventures	(128.82)	(19.89)	(97.03)	(7.52)	(31.80)	32.77
Profit (loss) before income tax	(1,408.25)	(217.38)	(400.29)	(31.03)	(1,007.96)	251.81
Income tax revenues (expense)	(86.55)	(13.36)	53.09	4.12	(139.64)	(263.04)
Defined bebenef plan actuarial gain-net income tax	5.02	0.77	5.80	(26.91)	(0.78)	(13.42)
Profit (Loss) for the period	(1,489.78)	(229.96)	(341.41)	(26.91)	(1,148.38)	336.36

Performance Overview

A results for year 2022, the companies has a loss from core business operations or ongoing operations which a net loss in the amount of 1,494.80 million baht, a loss increasing from year 2021 in the amount of 1,147.60 million baht, mainly due to the following:

- The Company has a loss from the sale of The Excel Lasalle 17 to a real estate development company. There was a loss from the sale of the project amounting to 174.80 million baht.
- The Company recognized a loss on cancellation of Land Purchase and Sale Agreement during the year 2022 and 2021, amounting to 101.00 million baht and 100.00 million bath, respectively. In consideration of the Company is unable to negotiate the extension of a maturity date of Land Purchase and Sale Agreement for transfer the land ownership from third parties. In addition, during the year 2022, the Company recognized an allowance for expected credit losses of deposit for land amounting to 64.95 million bath as a result from the net realizable value is lower than a price of contract for Land Purchase and Sale Agreement expected to transfer land ownership.
- During the year 2022, the Group recognized loss on diminution in value of project in the consolidated and separate financial statement amounting to 532.80 million baht and 528.44 million baht, respectively, according to the net realized value is lower than a cost method.
- During the year 2022, the Company recognized loss from investments in joint ventures and subsidiaries for the year ended December 31, 2022 in the separate financial statements amounting to 310.73 million baht and 2.98 million baht, respectively, as a result from the assessment of the net realized value is below the cost of property development for sale and other operation loss in joint ventures and subsidiaries companies.

The Group's total revenues for year 2021 and 2022, amounted to 1,290.05 million baht and 647.83 million baht, respectively, a decrease of 642.22 million baht or a decrease of 49.78 % compared to the same period of the previous year. The details are as follows.

1. Income from Operations:

1.1. Revenue from real estate sales: For year 2021 and 2022, the Group's income from real estate sales amounted to 1,107.36 million baht and 543.17 million baht, respectively, or equivalent to 85.84 % and 83.84% of total revenue, respectively or decreased by 564.19 million baht or equivalent to a decrease of 50.95 % respectively, details as follows:

Detail	2022		2021		Increased (Decrease)	
	Unit	Million	Unit	Million	Unit	Million
<i>Revenues from sales of real estate</i>						
-High-rise project	252	512.82	432	847.63	180	334.81
-Loe-rise project	6	30.35	64	259.73	58	229.38
<i>Total</i>	258	543.17	496	1,107.36	238	564.19

The income from real estate sales that decreased due to the continuous impact from the epidemic situation of the Coronavirus Disease 2019 (COVID-19), including the financial institutions regulation to increase their caution in loan approval. In addition, the liquidity situation of the business is tight and there is more high competition in the industry. Pricing and promotion strategies are needed. In order to stimulate the purchase decision of the customers, however, the Group still attaches importance to efficient and careful inventory management. in order to maintain liquidity for maximum efficiency and effectiveness

1.2. Service Income: For year 2022, the Group's revenue from services amounted to 12.20 million baht or 1.88 % of the total revenue, a decrease of 4.55 million baht when compared to of year 2021 revenue. The service decreased due to lesser amount of condominium sale to other real estate operators that is our subsidiary. The impact of the COVID-19 epidemic affects the purchasing decision of foreign customers.

1.3. Revenue from commission: For year 2022, The company earns commission from the sale of land amounted to 25.20 million baht or 3.89 % of the total revenue,

1.4. Other Income: For year 2022, the Group has other income such rental income, interest income, income from contract termination service, income and other income, totaling 67.26 million baht or 10.38 % of the total revenue, an increase from the same period of 2021, representing an increase of 25.06 %. Other income is from joint venture companies including The Excel Hideaway Sukhumvit 50 Project, The Impression Ekkamai Project, Impression Charoennakhon Luxe Neo Classic Project.

2. Cost

The Group has total expenses for 2021 and 2022, in the amount of 1,277.99 million baht and 1,498.93 million baht, respectively, with additional expenses. The same period year 2021 amounted to 220.94 million baht, which consisted of:

2.1 Cost of Real Estate Sales: For year 2021 and 2022, the Group's cost of real estate sales amounted to 860.64 million baht and 488.12 million baht, respectively, or equivalent to 66.71 % and 75.35 % of total revenue, respectively, which decrease from the same period of the previous year at 372.52 million baht due to higher construction costs due to the rising price of raw materials in the world market.

2.2 Cost of Service: For year 2022, the Group had service cost of 4.76 million baht or 3.85 % of total revenue, a decrease of 0.91 million baht from the same period of 2021, which varied according to the revenue from service which had reduced.

2.3 Distribution Costs and Administrative Expenses:

For year 2021 and 2022, the Group has distribution costs and administrative expenses in the amount of 289.27 million baht or 12.43 % of and 886.568 million baht or 136.8 % of total revenue. In the twoquarter of 2022, the cost of distribution and administrative expenses decreased by 597.28million baht or 7,908.87 % compared to the same period last year. The main reason for the decrease in selling and administrative expenses is the result of more efficient cost control and management and from adjusting sales strategies and using more online marketing.

3. Financial Cost

For year 2021 and 2022, the Group has financial costs of 315.32million baht, or 24.44% of total revenue and 428.33 million baht, or 66.12% of total revenue, respectively. In 2022, the Group financial costs increased from the same period last year amounted to 113.01 million baht. This is mainly due to increasing interest on debenture for the company as working capital.

4. Share of Loss from Investment in Joint Venture For year 2022, the Group's share loss from investments in joint ventures project with the amounted to 31.80 million baht, an increase of 32.77 % compared to the same period of 2021. Mainly the reason is because the Impression Ekkamai Project of AHJ Ekkamai Company Limited is still pending for construction and the Impression Charoennakhon Luxe Neo Classic project is in the development phase causing losses from project development side.

5. Financial Statement

Million Bath

FINANCIAL POSITION AS of December 31,2022	Consolidated financial statements			Separate financial statements		
	31-Dec-22	31-Dec-21	Increased/ (Decrease)	31-Dec-22	31-Dec-21	Increased (Decrease)
Current assete	4,821.67	5,837.15	(1,015.48)	4,747.16	5,780.84	(1,033.68)
Non-current assets	1,883.38	2,061.95	(178.57)	1,918.86	2,320.43	(401.57)
Total assets	6,705.05	7,899.10	(1,194.05)	6,666.02	8,101.27	(205.61)
Liabilities	5,832.83	5,891.02	(58.19)	5,607.65	5,783.53	(175.88)
Shareholders'equity	872.22	2,008.08	(1,135.86)	1,058.37	2,317.74	(1,259.37)
Total liabilities and Shareholders' equity	6,705.05	7,899.10	(1,194.05)	6,666.02	8,101.27	(1,435.25)

5.1 Assets As of December 31, 2022 the Group had total assets of 6,705,05 million baht, an decrease of 1,194.05 million baht compared to Dec 31, 2022. Current assets as of December 30, 2022 amounted to 4,821.670 million baht, an decrease of 1,015.48 million baht compared to as of December 31, 2022. This was mainly due to an

increase in deposits with collateral and land deposits in 2021. Non-current assets as of December 31, 2022 amounted to million baht, a decrease of 178.57 million baht. Returning investment in joint ventures of The Excel Hideaway Sukhumvit 50 project.

5.2 Liabilities The Group has the total liabilities as of December 31, 2022, amounting to 5,832.83 million baht, a decrease of 58.19 million baht compared to 31 December 2021.

5.3 Shareholders' Equity As of December 31, 2022, there were 872.22 million baht, an decrease of 1,135.86 million baht, an decrease e of 15.12 % compared to 31 December 2022, mainly due to the increasing of Retained earnings loss

Best Regards,

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(Thanakorn Thanawarith)

Chief Executive Office