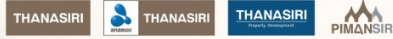


THANASIRI



ธนาสิริ...บริบทเพื่อความยั่งยืน

THANASIRI...Return on Sustainability



Thansiri Group Public Company Limited

*Management Discussion and Analysis (MD&A)
of Consolidated Financial Statements for the Second
quarter ended 31 December 2023*

Summary of Operating Performance

for the Year of 2023 (million Baht)	12-month ended December 31, 2023		increase / (decrease)
	FY23	FY22	
Revenue from Sales	464	690	-226
Cost of Sales	349	468	-120
Gross Profit	116	222	-106
<i>Gross Profit (%)</i>	24.9%	32.1%	-7.2%
Other Income	69	12	57
Cost of distribution	37	52	-15
Administration expenses	105	95	10
Profit / (Loss) from operating activities	43	87	-45
Financial Cost	10	10	0
Share of Profit / (Loss) of investment in Joint venture	17	22	-5
Net profit - Owners of Parent	40.9	84.4	-44
<i>Net profit - Owners of Parent (%)</i>	8.8%	12.2%	-3.4%

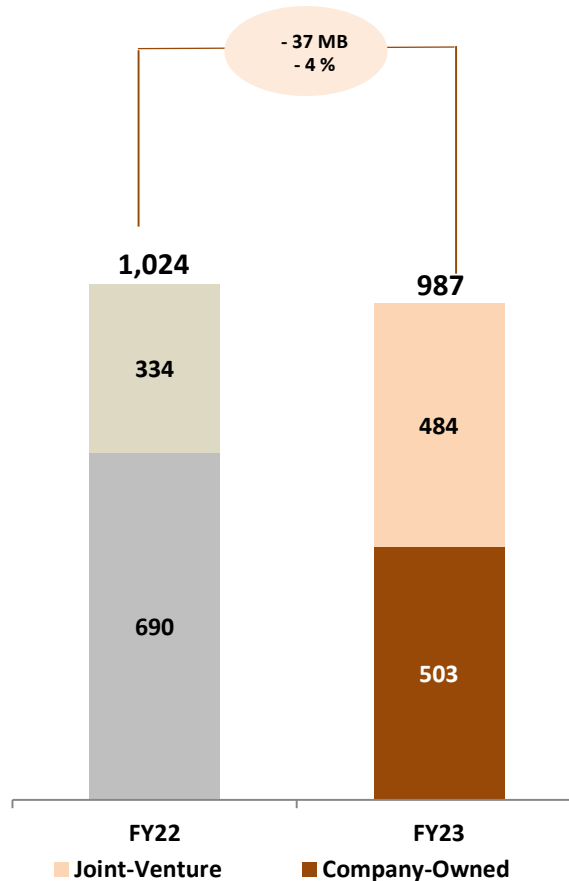
The company and subsidiaries company had a net profit of 40.9 million Baht as of December 31, 2566, representing an 8.8% decrease from the previous year's profit of 43.5 million Baht or a 51.6% reduction.

- The main reasons for this decline include a decrease in revenue from real estate sales by 226 million Baht, primarily from projects under joint ventures.
- Additionally, there was an increase of 10 million Baht in management expenses.
- 5 million Baht reduction in profit sharing from a new joint venture project with Lofis (Thailand) Limited that was in its initial stages and did not generate profits in 2566.

Furthermore, the company had other income streams of 38 million Baht from management-related services, including land acquisition services and loan guarantees.

Analysis of Statement of Comprehensive Income

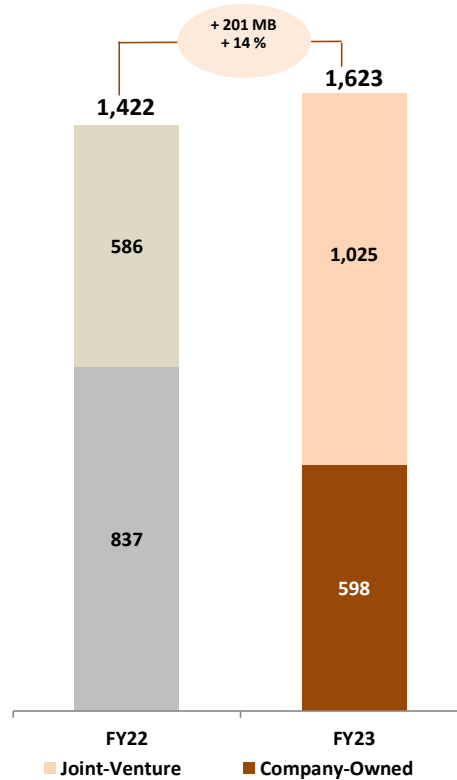
1. Revenue (Company-Owned and Joint venture)



Year 2566

- Revenue from sales in 2566 decreased by 37 million baht compared to the previous year. However, the revenue recognition for this year showed growth of over 45% from the previous year, with over 40% attributed to the revenue recognition from the second joint venture project, "Anabuki Thana habitat Ratchapruek," which commenced sales at the beginning of 2565 and has consistently achieved good sales figures.
- The decrease in revenue came from the company's project groups, which decreased by 34% from the previous year, particularly from the slower sales of the Townhouses group and the current projects not following the plan due to the delayed opening of new projects, resulting in slower revenue recognition.
- The average price of houses recognized per unit decreased by approximately 0.4 million baht from the previous year due to price adjustments to stimulate sales and help customers make faster purchase decisions.

2. Presales (Company-Owned and Joint Venture)

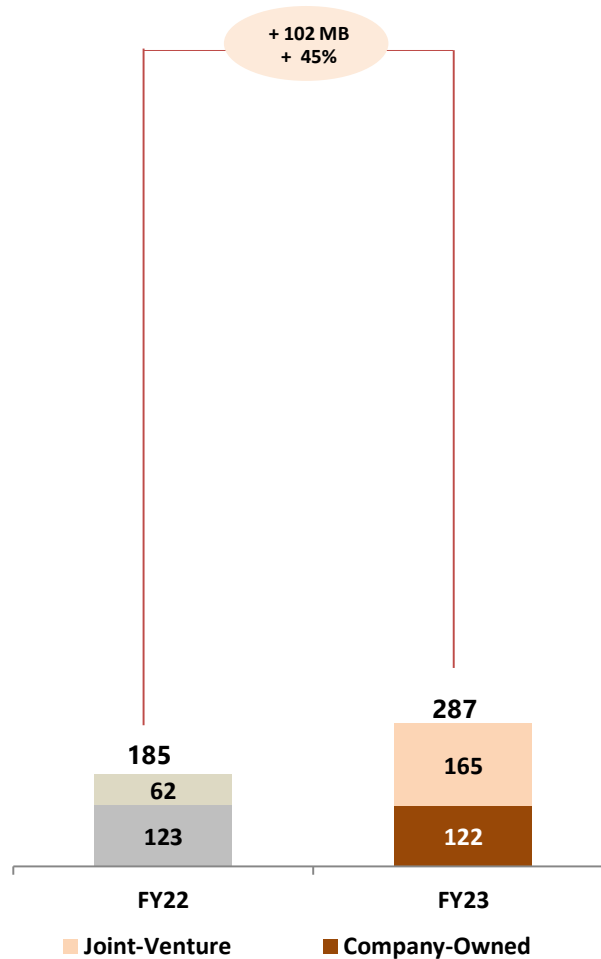


Year 2566

In 2566, the booking value amounted to 1,623 million baht, increasing by 201 million baht compared to 2565, due to the following reasons:

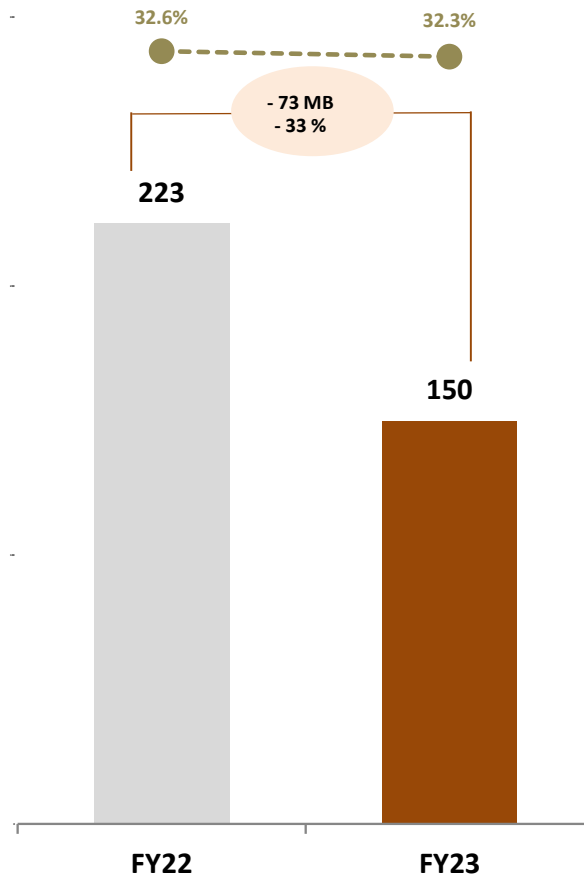
- There were 4 new projects launched, with bookings totaling 678 million baht, accounting for over 42% of the total bookings.
- Out of the 4 new projects, 2 were company projects, and 2 were joint venture projects.
- The project "Thana habitat Groove Rama 5 - Nakorn In" is a joint venture project with Lofis (Thailand) Limited, which was launched as the first project under Thanasiri Lofis (Thailand) Limited in November last year. It was able to generate bookings of up to 338 million baht, or over 24% of the total bookings.

3. Backlog (Company-Owned and Joint Venture)



As of December 31, 2566, the backlog amounted to 287 million baht, showing an increase of 102 million baht compared to the previous year. It is anticipated that over 50% of this backlog will be transferred in 1Q67 due to accelerated construction efforts aimed at transferring ownership rights to realize revenue according to the planned schedule. However, there have been cancellations of some purchase reservations during 2566.

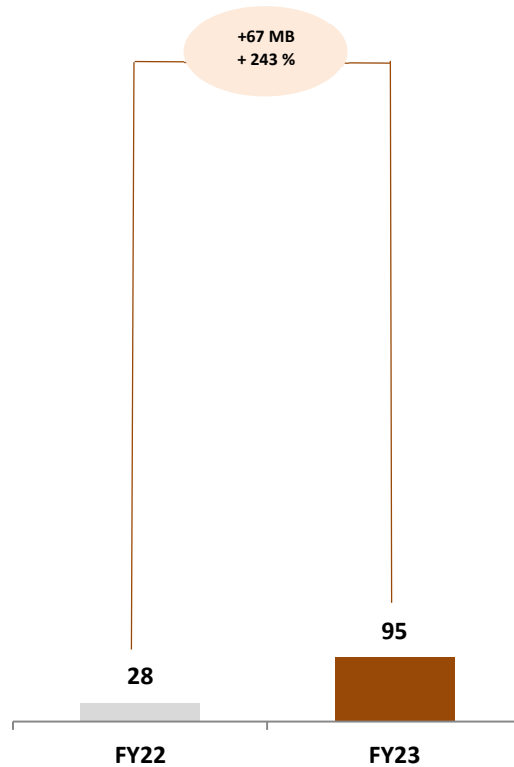
4. Gross Profit (Company-Owned)



In 2023, the Gross profit margin for real estate sales stands at 32.3%, which remains closely comparable to the previous year. Several strategies have been employed to maintain this profit margin:

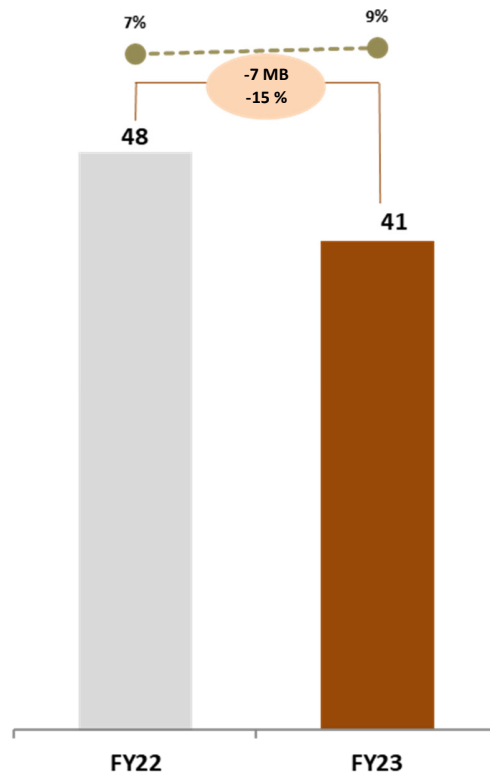
- Pricing strategies have been implemented using a Phasing strategy, which considers costs in each phase.
- Cost control measures and adjustments to home designs have been implemented to meet customer demands and promote sales without impacting construction costs.

5. Other Income (Company-Owned)



In 2566, other income increased by 67 million baht compared to the previous year. This increase is attributed to the collection of project management fees and fees for land acquisition for both joint venture projects by the two companies. These funds were utilized to prepare for future projects that will be developed in the future.

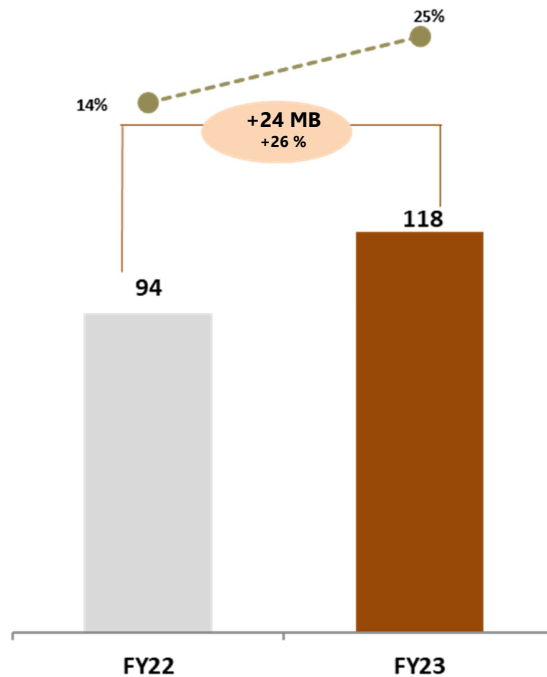
6. Cost of Distribution (Company-Owned)



In 2566, Cost of distribution amounted to 41 million baht, accounting for 9% of sales revenue. This represents a decrease of 7 million baht compared to the previous year. The reduction in expenses is primarily attributed to decreased spending on billboards, with an increased allocation towards online media channels by.

- FB
- Google
- E-Brochure

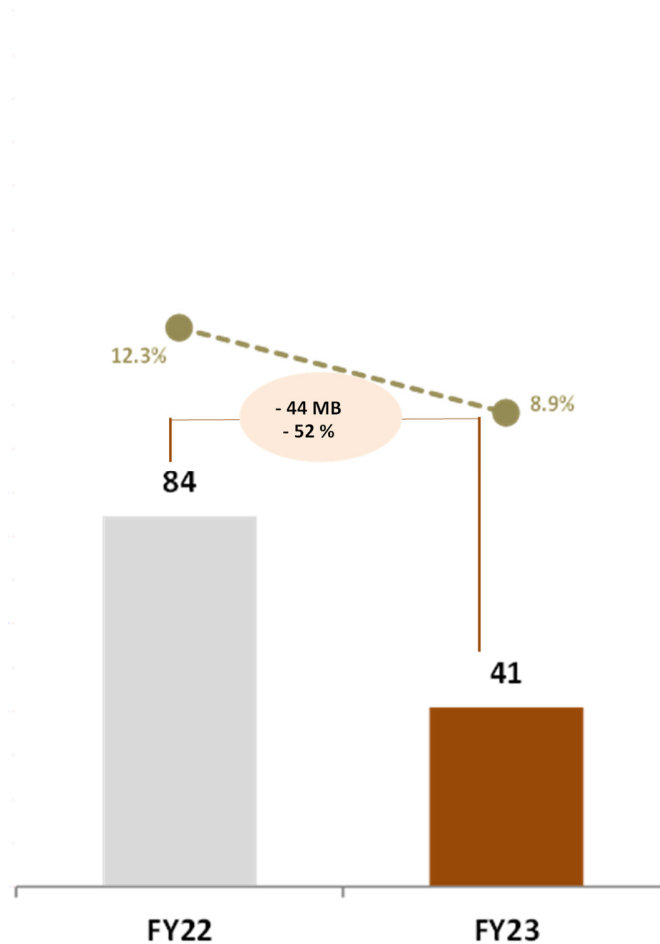
7. General and Administration Expenses (Company-Owned)



In 2566, G&A expenses amounted to 118 million baht, increasing by 24 million baht compared to the previous year. The increase was primarily due to the following reasons:

- Management fees for projects that began invoicing this year increased by 10 million baht.
- Common Area costs increased by 7.5 million baht due to the opening of new projects.
- Other expenses increased by 2.7 million baht, including land taxes and increased provisions for various debts.
- Depreciation expenses increased by 2.6 million baht due to buildings, land awaiting development, and other company assets

8. Profit for the period attributed to Owners



The net profit for the year 2566 amounted to 41 million baht, equivalent to 8.8% of total revenue. This marks a decrease of 43.5 million baht compared to the previous year, attributable to the following factors:

- Revenue did not meet the company targets.
- Despite maintaining a similar gross profit margin to the previous year, overall profitability decreased.
- Operating expenses increased.
- Profit share from joint ventures decreased compared to the previous year due to Thanasiri Lofis (Thailand) Limited, a joint venture company, still being in its initial stages and not yet yielding returns during the first year of operation.

9. Statement of Financial Position

Statements of Financial Position			
Key Indicator	as of December 31, 2023	as of December 31, 2022	Increase / (decrease)
	ล้านบาท	ล้านบาท	
Cash and Cash equivalents	10	60	-51
Other current receivables	100	18	82
Short-term loans	0	0	0
Inventories	1030	857	173
Other current assets	0	0	0
Total current assets	1,140	936	204
Deposit with restrictions on use	1	4	-3
Investments in joint venture	81	59	22
Investments in subsidiaries			
Long-term loans	66	0	66
Land held for development	78	78	1
Real Estate for investment	12	0	12
Property, plant and equipment	5	5	0
Right of use assets	20	8	11
Other intangible assets	1	0	1
Deferred tax asset	4	5	-1
Other non-current assets	9	6	2
Total non-current assets	277	166	111
Total Assets	1,417	1,102	315
Bank overdrafts and short-term borrowings from financial institutions	192	20	172
Trade and other current payables	137	80	57
Current portion of long-term borrowings	362	290	72
Current portion of finance lease liabilities	5	2	2
Short-term borrowings	3	0	3
Corporate Tax Payable	0	5	-5
Other current liabilities	24	23	1
Total current liabilities	723	420	302
Long-term borrowings	100	103	-3
Lease liabilities	12	4	8
Non-current provision for employee benefits	24	27	-3
Total non-current liabilities	136	134	2
Total Liabilities	858	554	304
Authorized share capital			
329,000,000 หุ้น ordinary shares at 1 Baht each,	279	279	0
Authorized, issued and paid-up share capital			
253,212,000 ordinary shares at 1 Baht each,	277	277	0
Premium on share capital	80	80	0
Retained earnings			
Appropriated legal reserve	23	20	2
Unappropriated	176	162	13
Other components of shareholder's equity	-1	-1	0
Equity attributable to the owner of the company	555	539	16
Non-controlling interests	4	8	-5
Total Shareholders' equity	559	548	11
Total Liabilities and Shareholders' equity	1,417	1,102	315

As of December 31, 2566, the total assets of the company and its subsidiaries amounted to 1,417 million baht. This represents an increase of 315 million baht or 29% compared to the previous year. The increase in assets came from the following sources:

- Deposits for land in new projects: 65 million baht for 3 new projects.
- Increased inventory: 170 million baht, attributed to the development of projects scheduled for launch in 2567.
- Investments in joint ventures and long-term loans from Thanasiri Lofis (Thailand) joint venture companies, amounting to 80 million baht, allocated for working capital.
- Real estate investments include land in the project's front area (TV03) valued at 5 million baht and the THANA Wellness Park building valued at 6.8 million baht.

9. Statement of Financial Position (cont.)

As of December 31, 2566, the total liabilities of the company and its subsidiaries amounted to 858 million baht. This represents an increase of 304 million baht, or 55%, compared to the previous year. The increase in liabilities came from the following sources:

- Overdrafts and short-term loans from financial institutions increased by 150 million baht (consisting of overdrafts worth 46 million baht and short-term loan agreements worth 89 million baht).
- Long-term debts maturing within 1 year increased by 72 million baht.
- Trade payables and current liabilities increased by 60 million baht.

As for the shareholders' equity, as of December 31, 2566, the total assets of the company and its subsidiaries amounted to 559 million baht. This represents an increase of 11 million baht, or 2%, compared to the previous year

10. Statement of Cashflows

STATEMENT OF CASH FLOW		
Key indicator	as of Dec 31,2023 Unit : million baht	as of Dec 31,2022 Unit : million baht
Net Cash Provided by (Used in) operating activities	-187.0	-24.0
Net Cash Provided by (Used in) Investing activities	-67.7	91.0
Net Cash Provided by (Used in) Financing activities	204.1	-18.0
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	-50.6	48.9
CASH AND EQUIVALENTS-BEGINNING OF THE PERIOD	60.3	11.4
CASH AND CASH EQUIVALENTS-END OF THE PERIOD	9.7	60.3

The cash flow generated from funding raising activities amounted to 204 million baht in 2566, with loans obtained from financial institutions for new project developments. In contrast, in 2565, there were proceeds from equity injections totaling 68 million baht. As a result, the net cash balance at the end of 2566 amounted to 11 million baht