

ARIN 003/2024

February 23, 2024

Subject: Management Discussion and Analysis for the year ended as at 31 December 2023

 To: President
 The Stock Exchange of Thailand

Arinsiri Land Public Company Limited (the "Company") would like to inform the Company's operating performance for the year ended as at 31 December 2023 as follows:

Unit: Million Baht

For the year ended as at 31 December 2023						
Items	2023		2022		Changes	
	Amount	%	Amount	%	Amount	%
Revenues from sales of real estate	118.67	100.00	175.59	100.00	(56.92)	(32.42)
Cost of sales	(93.78)	(79.02)	(130.66)	(74.42)	36.89	(28.23)
Gross profit	24.89	20.98	44.92	25.58	(20.03)	(44.59)
Other income	0.52	0.44	0.66	0.38	(0.14)	(21.27)
Income from the sale of land	-	-	98.68	56.20	(98.68)	(100.00)
Distribution costs	(10.39)	(8.75)	(12.47)	(7.10)	2.09	(16.73)
Cost of land distribution	-	-	(97.62)	(55.60)	97.62	(100.00)
Administrative expenses	(33.91)	(28.57)	(37.01)	(21.08)	3.11	(8.39)
Profit (loss) before financial cost, and taxes	(18.88)	(15.91)	(2.83)	(1.61)	(16.04)	566.13
Financial costs	(18.92)	(15.94)	(19.01)	(10.82)	0.09	(0.47)
Profit (loss) before taxes	(37.79)	(31.85)	(21.84)	(12.44)	(15.96)	73.06
Tax expense (revenue)	(0.04)	(0.03)	(7.37)	(4.20)	7.33	(99.48)
Net profit (loss)	(37.83)	(31.88)	(29.21)	(16.63)	(8.62)	29.53

1. Total Revenues

For the year ended of 2023, the Company had revenue from sales of real estate equal to Baht 118.67 million, decreased in the amount of Baht 56.92 million or 32.42% compared to the same previous year.

2. Cost of sales and expenses

2.1 Cost of sales of real estate for the year ended of 2023 was equal to Baht 93.78 million, decreased in the amount of Baht 36.89 million, or representing with 28.23% compared to the same previous year.

2.2 Distribution costs for the year ended of 2023 was equal to Baht 10.39 million, decreased in the amount of Baht 2.09 million or representing with 16.73% compared to the same previous year.

2.3 Administrative expenses for the year ended of 2023 was equal to Baht 33.91 million, decreased in the amount of Baht 3.11 million or representing with 8.39% compared to the same previous year.

3. Financial costs

Financial costs for the year ended of 2023 were Baht 18.92 million, increasing by Baht 0.09 million, or 0.47% compared to the same previous year.

4. Net profit (loss)

For the year ended of 2023, the Company had a net loss amounted to Baht 37.83 million from the above-mentioned causes.

5. Statement of financial position

Items	As of December 31 st , 2023	As of December 31 st , 2022	Changes	
	Million Baht	Million Baht	Million Baht	%
Other current receivables	6.92	9.65	(2.73)	(28.28)
Inventories	615.49	611.55	3.94	0.64
Investment property	59.24	62.98	(3.74)	(5.94)
Property, plant and equipment, net	11.30	12.65	(1.35)	(10.64)
Deferred tax assets	1.08	1.12	(0.04)	(3.39)
Other assets	113.32	110.61	2.72	2.45
Bank overdrafts from the financial institution	31.49	20.2	11.29	55.92
Trade and other current payables	78.01	77.05	0.95	1.24
Current portion of long – term liabilities	232.89	206.67	26.22	12.69
Short – term borrowings	108.70	107.70	1.00	0.93
Short - term debentures	20.00	20.00	0.00	0.00
Long – term borrowings	-	5.59	(5.59)	(100.00)
Other liabilities	12.43	9.67	2.76	28.52
Total shareholders' equity	323.84	361.67	(37.83)	(10.46)

As of December 31st, 2023, the Company had other current receivables decreased in the amount of Baht 2.73 million or equal to 28.28% compared to the year-end 2022, mainly due to the decrease of withholding income tax from current to non-current.

The Company had inventories increased in the amount of Baht 3.94 million or equal to 0.64% compared to the year-end 2022, mainly due to the sales and units' ownership transferring and the construction in the project for sale.

Investment property decreased in the amount of Baht 3.74 million or equal to 5.94% compared to the year-end 2022, mainly due to the increase of depreciation during the year.

The Company had a net of property, plant and equipment decreased in the amount of Baht 1.35 million or equal to 10.64% compared to the year-end 2022, mainly due to the increase of accumulated depreciation.

The Company had deferred tax assets increased in the amount of Baht 0.04 million or equal to 3.39% compared to the year-end 2022, mainly due to the adjust of deferred tax temporary differences for the employee benefit.

The Company had other assets increased in the amount of Baht 2.72 million or equal to 2.45% compared to the year-end 2022, mainly due to the increase of cash equivalents and withholding income tax.

The Company had bank overdrafts from financial institutions increased in the amount of Baht 11.29 million or equal to 55.92% compared to the year-end 2022.

The Company had trade and other current payables increased in the amount of Baht 0.95 million or equal to 1.24% compared to the year-end of 2022, mainly due to the decrease of the construction payable.

The Company had increased the current portion of long-term liabilities, short-term borrowings, short-term debentures, and long-term borrowings increased in the amount of Baht 21.63 million or equal to 6.36% compared to the year-end of 2022, mainly due to received loan from financial institutions to paid the construction payable.

The Company's Shareholders' equity has decreased when compared to the year-end of 2022 at the amount of Baht 37.83 million, which mainly due to the Company had a net loss from the reasons mentioned above.

Please be informed accordingly

Yours sincerely

Miss Wimonjit Arintamapong