



14 May 2024

Subject: Clarification of operating results for the 1st quarter ending 31 March 2024

Attn: Directors and Managers
Stock Exchange of Thailand

As Charn Issara Development Public Company Limited (the “Company”) has submitted the consolidated and separate financial statements of the Company for the first quarter ending March 31, 2024, which has been audited by a certified public accountant. The Company would like to clarify the results of changes in operating results as follows.

Operating results for the 1 st quarter of 2024			(Million Baht)	
Consolidated Financial Statements	2024	2023	Increase / (Decrease)	
			Amount	%
Total Revenue	886.5	513.3	373.2	72.7
Total Cost and Expenses	806.4	604.0	202.5	33.5
Net Profit / (Loss) – Equity holders of the company	21.3	(74.9)	96.1	128.4

Financial statements for the 1st quarter ending 31 March 2024, the company has a net profit for the company's shareholders of 21.3 million baht, increased by 96.1 million baht or 128.4 percent compared to the same period of 2023.

Key Issue:

Income: The company had total income of 886.5 million baht, an increase of 373.2 million baht from the previous year or 72.7 percent. The main change came from income from real estate sales increasing by 358.6, or 273.2 percent. Due to the transfer of ownership in The Issara Sathorn Condominium Project and Sasara Hua Hin Condominium Project completed construction in late 2023 and have begun to gradually transfer ownership to deliver to customers continuously.

Costs: The Company had total cost of sales of 537.6 million baht, an increase of 207.0 million baht or 62.6 percent, which changed in the same direction as the change in the increase of income from real estate sales of the company.

Sales and Administrative Costs: The Company had sales and administrative expenses of 180.8 million baht, an increase of 18.0 million baht or 11.1 percent. The increase was mainly from expenses for sales agents and transferring real estate to customers. In addition, promotional activities are organized to stimulate the company's sales.

Financial Position as of 31 March 2024

(Million Baht)

Consolidated Financial Statements	March	December	Increase / (Decrease)	
	2024	2023	Amount	%
Total Assets	11,519.0	12,820.1	(1,301.1)	(10.1)
Total Liabilities	8,872.5	10,204.4	(1,331.9)	(13.1)
Total Shareholder's Equality	2,646.5	2,615.7	30.8	1.2

Items that have changed in the statement of financial position for the three-month period ending 31 March 2024, significant results are as follows:

- Cash and cash equivalents decreased by 67.3 million baht. Mainly due to use in real estate development of the company, invest in a joint company, repay the loan, repay debts according to the lease agreement, and used in the normal operations of the real estate business and hotel business.
- Bank deposits with usage restrictions decreased by 994.5 million baht due to repayment of debentures. The payment is due on 2 January 2024 in the amount of 950.0 million baht.
- Cost of real estate development projects for sale decreased by 204.7 million baht from the transfer of ownership of real estate, including The Issara Sathorn Condominium Project, Sasara Hua Hin Condominium Project, to customers during the period and net of development costs of Baan Issara Bangna project and new projects that is under development currently.
- Non-current financial assets decreased by 19.8 million baht from a reduction in the value of investment units in the market of investment units in Sri Panwa Hotel Real Estate Investment Trust. Due to the economic situation within the country that has not yet recovered, including investor confidence in the capital market.
- Investment in associated companies increased by 19.1 million baht from investment in Good Neighbors Biotechnology Company Limited.
- Land, buildings and equipment decreased by 35.9 million baht from depreciation of buildings and equipment, net of building improvements and purchasing additional materials and equipment during the period.
- Right-of-use assets decreased by 30.4 million baht from amortization of assets under right-of-use during the period.
- Loans from financial institutions decreased by 97.4 million baht from repayment of loans according to the contract when the company transferred ownership of real estate to customers.
- Debentures decreased by 958.0 million baht from repayment of bonds during the period in the amount of 950.0 million baht, net of amortized bond issuance expenses.
- Loans from related persons or businesses increased by 91.0 million baht from the withdrawal of loans to increase liquidity and provide working capital in the business.
- Loans from other companies decreased by 111.5 million baht from repayment of loans according to contracts when the company transferred ownership of real estate to customers.
- Liabilities under lease agreements decreased by 56.6 million baht due to the company has paid for the rental fee according to the contract. Especially the real estate lease contract in Sri Panwa Hotel.

Cash Flow Analysis

(Million Baht)

Consolidated Financial Statements	2024	2023
Net cash generated (used in) from operating activities	1,196.3	(66.2)
Net cash generated (used in) from investment activities	(8.7)	(3.8)
Net cash generated (used in) from Financing activities	(1,254.8)	668.4
Net increase (decrease) in cash and cash equivalents	(67.3)	598.3
Cash and cash equivalents – ending balance	230.2	995.4

Cash flow from operating activities

The Company has net cash flow from operating activities for the first quarter of 2024 equal to 1,196.3 million baht from the transfer of ownership of condominium units in The Issara Sathorn Condominium Project and Sasara Hua Hin Condominium Project, and from the operations of the hotel business (Sri Panwa Phuket, Baba Beach Club Natai and Baba Beach Hua Hin) and rental and service (Charn Issara Building 1 and Charn Issara Building 2 office buildings) during the period.

Cash flow from investing activities

The Company had net cash flow used in investment activities for the first quarter of 2024 equal to 8.7 million baht from investment in an associated company of 19.7 million baht, net of receiving dividends from other non-current financial assets of 12.6 million baht.

Cash flow from financing activities

The company has net cash flow used in financing activities for the first quarter of 2024 equal to 1,254.8 million baht, resulting from the company repaying 950.0 million baht of bonds and drawing down long-term loans, and repay debts according to the lease agreement during the period.

Please be informed accordingly.

Best regards,

(Mrs. Teeraporn Srijaroenwong)

Managing Director

CHARN ISSARA DEVELOPMENT PUBLIC CO., LTD.

10 th Fl, Charn Issara Tower II, 2922/200 Newpetchburi Road, Bangkapi, Huay Kwang, Bangkok 10320

T 02 308 2020 F 02 308 2990

www.charnissara.co.th