

## FACTSHEET Q1/2021

ALL Inspire Development Public Company Limited operates the business of property developer of residential condominiums and townhomes, real estate brokerage services for international market, investment and trading of real estate units developed by other developers, and property management services

### 2013

- Established on 29th March 2013
- Set up "TC Development Co., Ltd." to manage the legal entities for various projects under the Company's group, and later became "All Property Service Co., Ltd."

### 2015

- Launched "The Excel Hybrid"
- Transformed into public company and changed the name to "All Inspire Development Plc." on 20<sup>th</sup> November 2015

### 2017

- Set up "ALL Inspire-Hoosiers Sukhumvit 50 Co., Ltd.", a joint-venture between the Company and Hoosiers Asia Pacific Pte. Ltd. that managed the condominium project "The Excel Hideaway Sukhumvit 50"
- Launched 3 new projects

### 2019

- IPO Trading
- Launched 3 new projects
- Invested in "The New Plaza" project located in the city of Chonburi

### 2014

- Launch of the company's first ever project "The Excel Bearing"
- Launched "The Excel Hideaway"

### 2016

- Set up 2 new companies, "Thai D Real Estate Co., Ltd." and "RISE Estate Co., Ltd."
- Launched 5 projects

### 2018

- Won "Rising Star of the Year" at Thailand Top Company Awards
- Announced "Employer of Choice" policy
- Launched 5 new projects
- Co-invested with Ground Property Pte. Ltd. To establish a subsidiary company "AG Thonglor 12 Co., Ltd"

### 2020

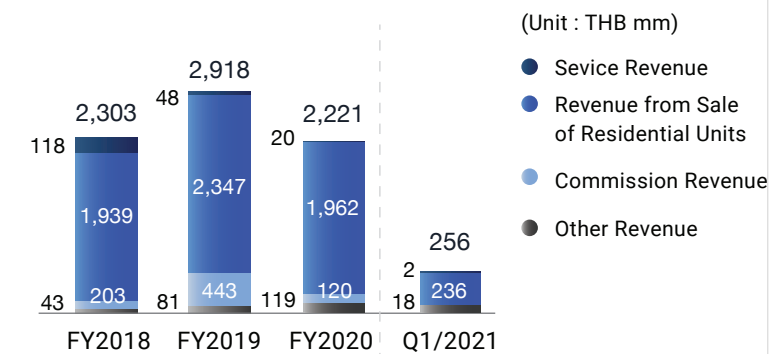
- Set up "AJ Charoennakhon Co., Ltd.", a joint-venture between the Company and Kyushu Railway Company that managed the condominium in Charoennakhon area"

## CORPORATE STRATEGY –TOTAL REAL ESTATE SOLUTIONS

PROPERTY DEVELOPMENT	PROPERTY MANAGEMENT	RECURRING INCOME	INVESTMENT IN COMPLETED UNITS	REAL ESTATE INTERNATIONAL BROKERAGE
<b>Condominium projects:</b> The Group develops both low-rise condominium projects and high-rise condominium projects with focus on the area of mass transit infrastructure <b>Townhome projects:</b> The project's design emphasizes on gross floor area that resembles to single house that is suitable for elderly person, working person, and kids.	The Group invests in completed real estate units located in high potential area from other developers that match with the customers' demand in the market and add value to these units by renovating the units before selling to the end customers.	The Company has begun engaging in commercial property development business whereby the Company has invested in a 29-year leasehold rights of the New Forum Plaza project, a 5-storey building with gross floor area (GFA) of 34,705 sq.m and net leasable area (NLA) of 14,123 sq.m.	The Group invests in completed real estate units located in high potential area from other developers that match with the customers' demand in the market and add value to these units by renovating the units before selling to the end customers.	Thai D engages in real estate brokerage service business for international customers who want to involve in residential real estate projects in Thailand such as Chinese, Hong Kongese, Singaporean, Taiwanese, and etc.

## FINANCIAL HIGHLIGHTS

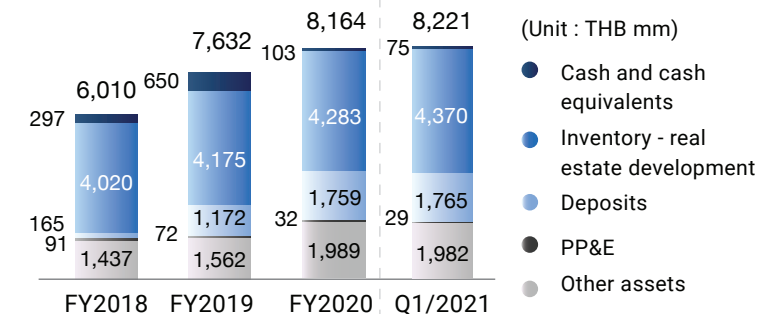
### Total Revenue



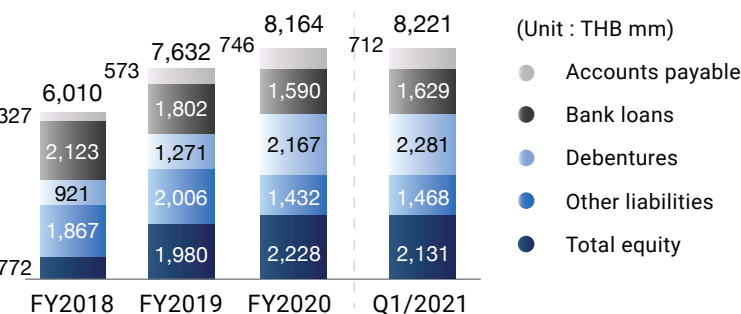
### Financial Ratios

	FY2018	FY2019	FY2020	Q1/2021
Gross Profit Margin	40.4%	44.2%	40.86%	21.99%
Net Profit Margin	14.9%	17.2%	10.89%	-28.05%
Interest-Bearing Debt to Equity Ratio (x)	4.66	1.90	1.89	2.07
Return on Assets	11.1%	10.2%	6.50%	3.72%
Return on Equity	54.5%	36.4%	11.50%	2.70%

### Total Assets

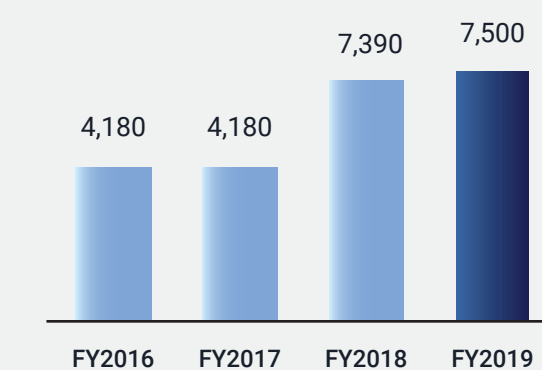


### Total Liabilities and Equity



### Project Development Summary

(Unit : THB mm)



### Breakdown of Projects Launched

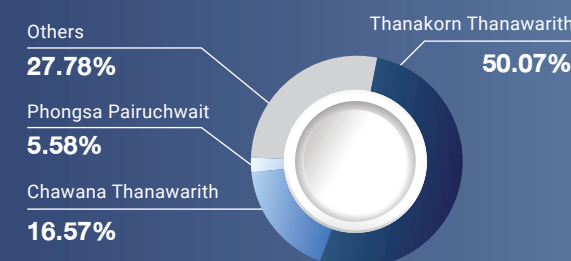
	Total projects	Condominium	Housing	Villa
FY2016	5	5	-	-
FY2017	3	3	-	-
FY2018	5	4	-	1
FY2019	3	2	1	-

## STOCK INFORMATION

As of 15 June 2021

SET Symbol	Last Price
ALL	3.28 THB
Free Float	Market Cap : THB
27.52%	2,112.10 MB
P/E Ratio	52-week High/Low
37.06	THB 3.96/2.60

## SHAREHOLDING STRUCTURE

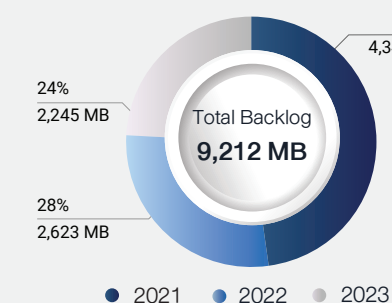


## DIVIDEND PAYMENT

### FY2020

Operation Period	Adjusted DPS	Unit	X-Date
01/01/20 30/09/20	10 : 1	Share	26/Jan/21
01/01/20 30/09/20	0.05	Baht	26/Jan/21

## SECURED BACKLOG



## AWARDS AND RECOGNITIONS



Disclaimer : The information contained herein is being furnished on a confidential basis for discussion purposes only and only for the use of the recipient, and may be subject to completion or amendment through the delivery of additional documentation. Except as otherwise provided herein, this document does not constitute an offer to sell or purchase any security or engage in any transaction. The information contained herein has been obtained from sources that All Inspire Development Public Company Limited ("ALL") considers to be reliable; however, ALL makes no representation as to, and accepts no responsibility or liability for, the accuracy or completeness of the information contained herein. Any projections, valuations and statistical analyses contained herein have been provided to assist the recipient in the evaluation of the matters described herein; such projections, valuations and analyses may be based on subjective assessments and assumptions and may utilize one among alternative methodologies that produce differing results; accordingly, such projections, valuations and statistical analyses are not to be viewed as facts and should not be relied upon as an accurate representation of future events. The recipient should make an independent evaluation and judgment with respect to the matters contained herein.