

SUPALAI

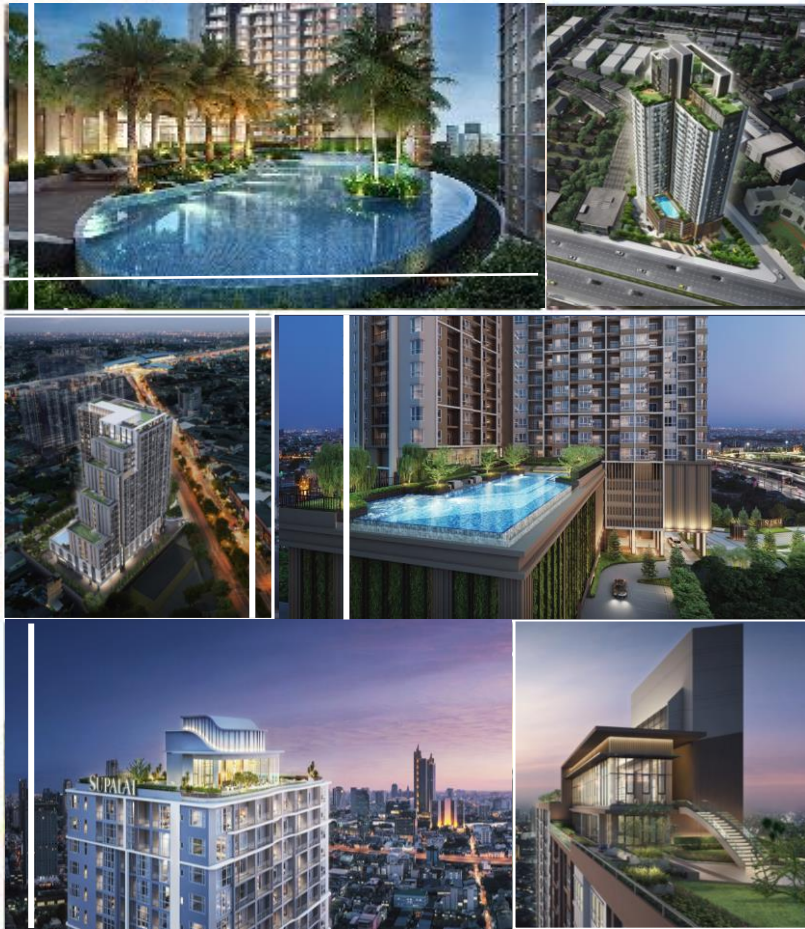
／ INVESTMENT PRESENTATION ／

April 2021



Supalai's Products

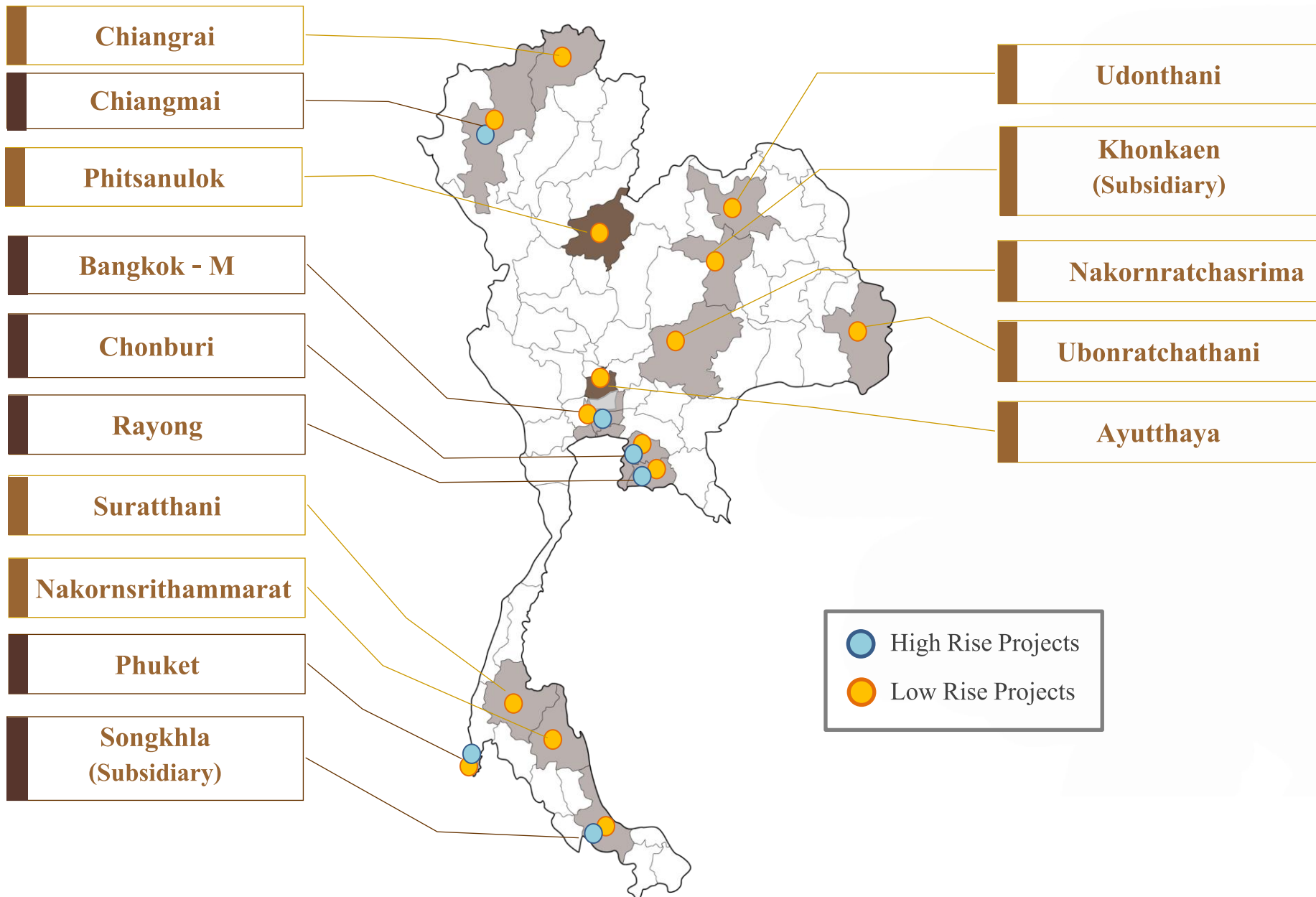
Condominium (Pre-Sales)



Detached House/Townhouse (Pre-Built)

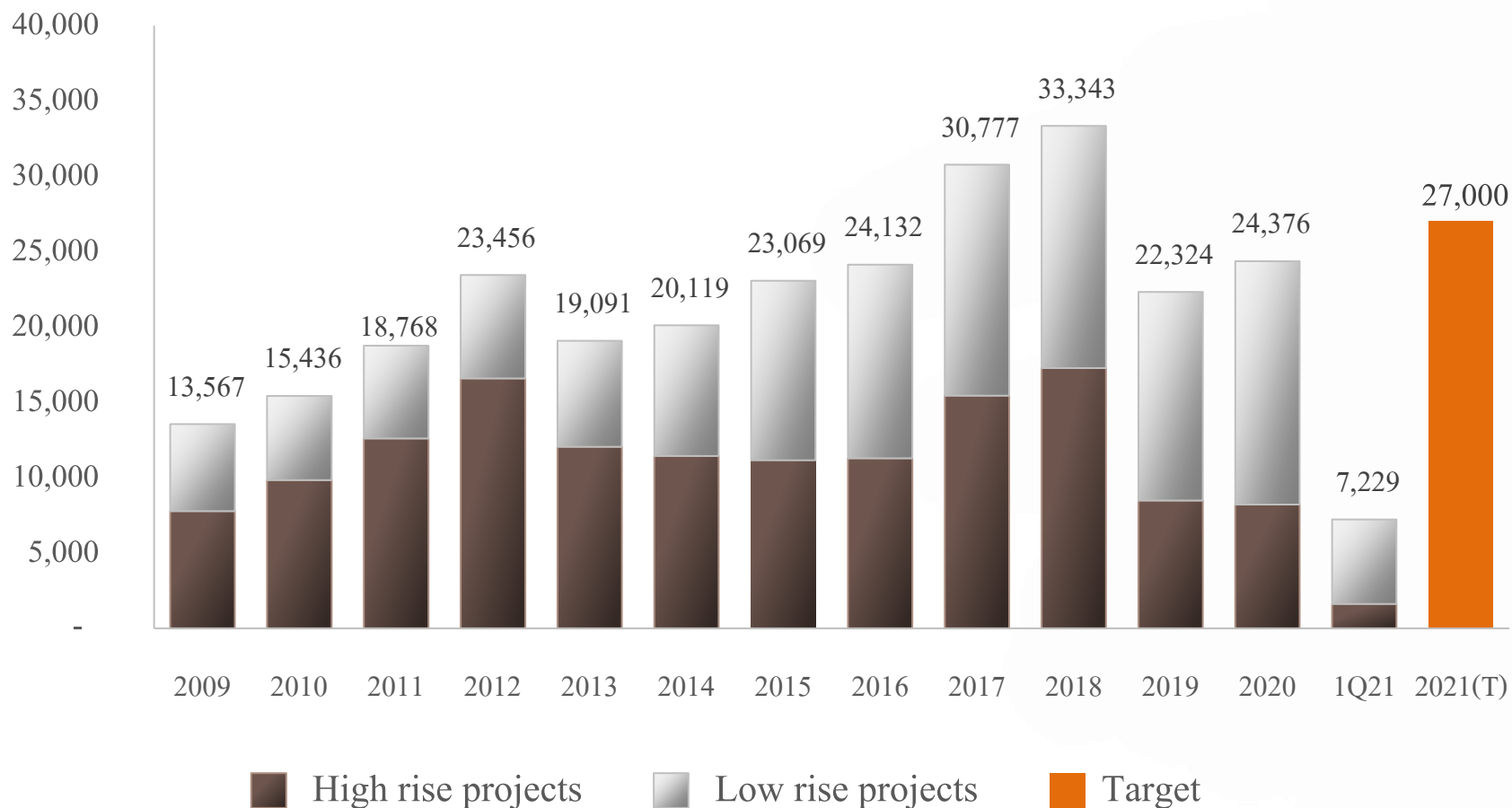


Expansion in Provincial Markets



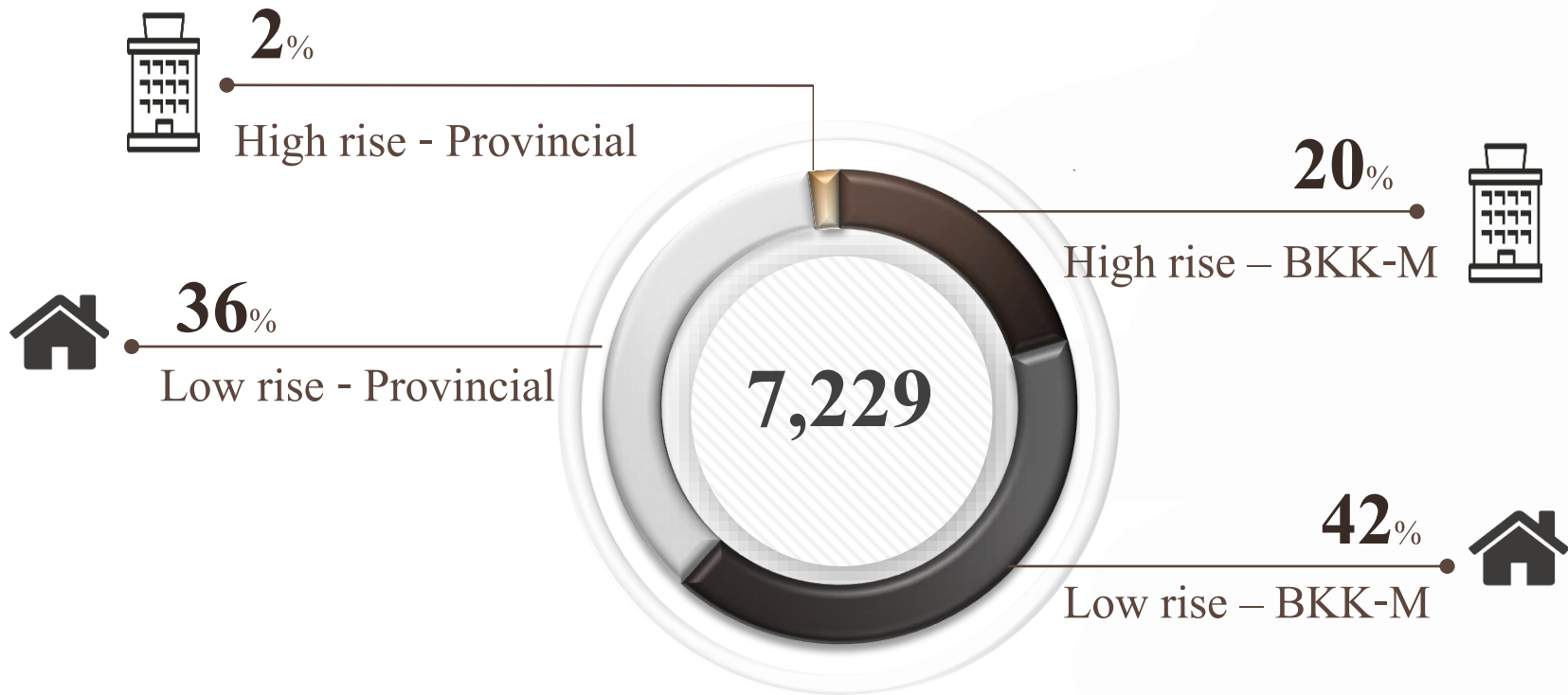
Pre-sales Performance and Target

Million Baht



1Q21 Pre-sales by Geography

Million Baht



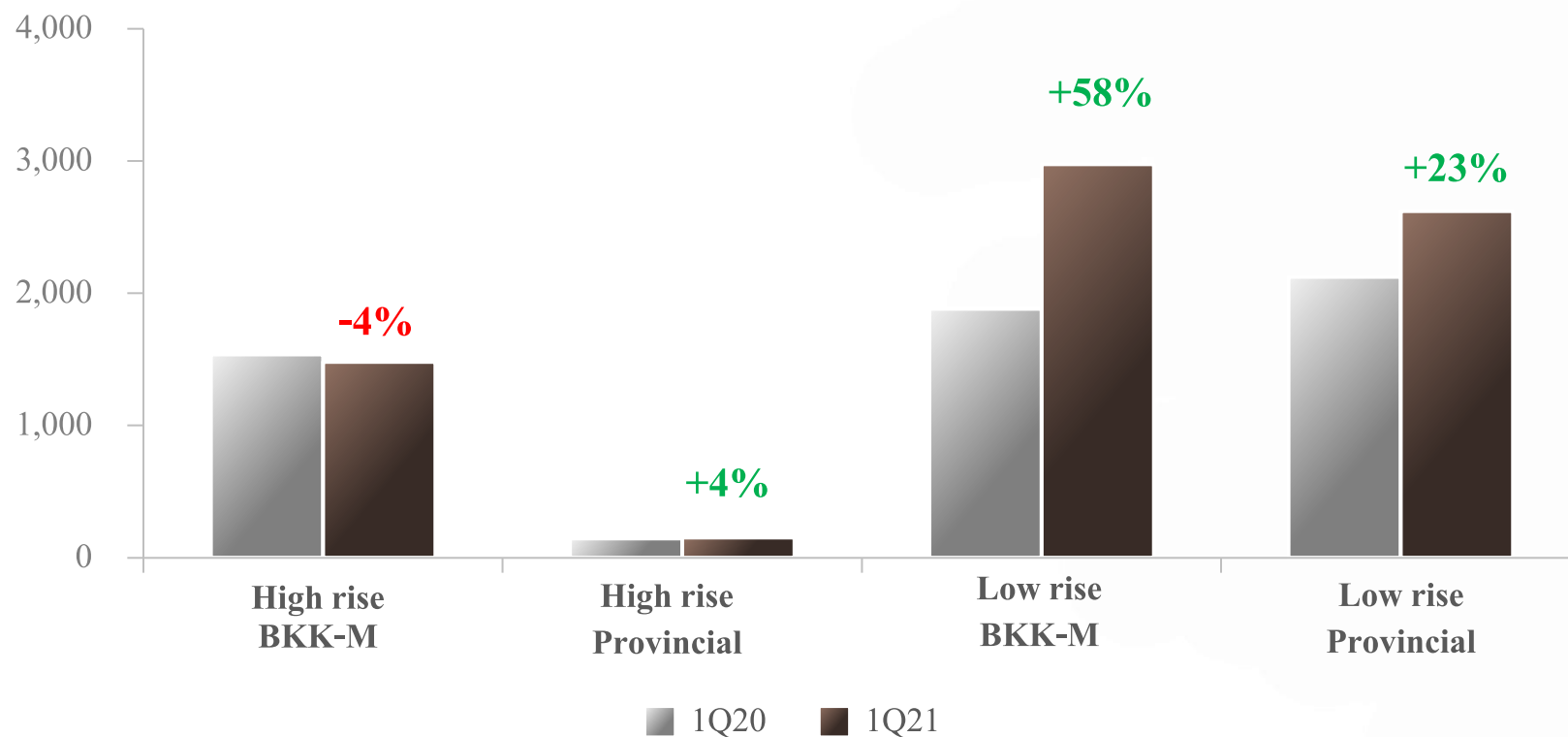
1Q20 – 1Q21 Pre-sales Comparison

Million Baht

1Q20 Pre-sales **5,690** Million Baht

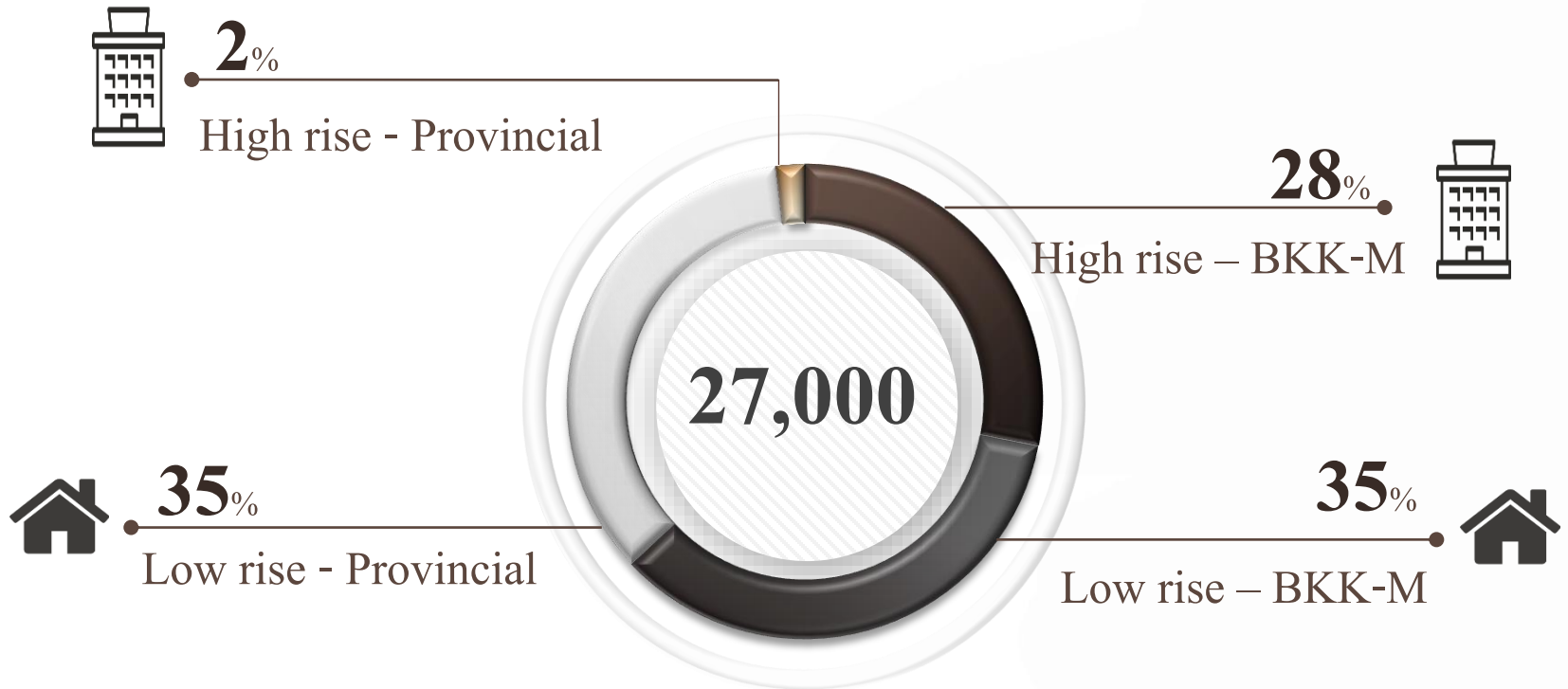
1Q21 Pre-sales **7,229** Million Baht

YoY Growth **+27%**



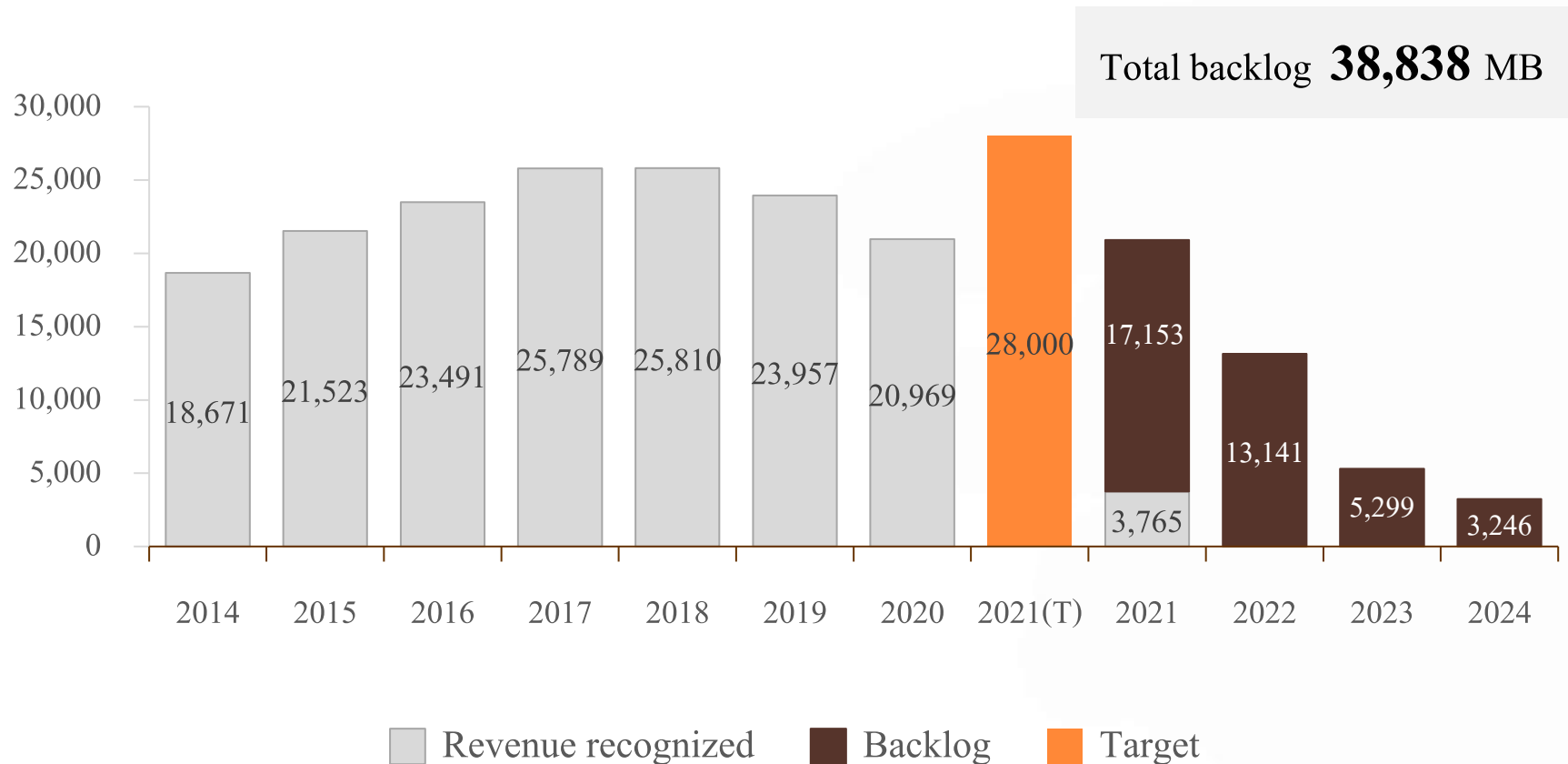
2021 Target Presales

Million Baht



Total Revenues & Backlog (Consolidated)

Million Baht



Projects Transfer 2021

Supalai Premier Charoen Nakorn



Value	2,990 MB
Transfer	2Q
Sold	100%

Supalai Riva Grande



Value	6,800 MB
Transfer	2Q
Sold	76%

Supalai Veranda Phasi Charoen Station



Value	4,500 MB
Transfer	3Q
Sold	89%

Note: % Sold is calculated in term of value

Consolidated Income Statement

(Million Baht)	For Year ended		Change	
	31Mar21	31Mar20	MB	%
Total Revenues	3,765	3,831	(66)	(2%)
Revenues from Sale on Real Estate	3,603	3,621	(18)	(0.5%)
Gross Margin (%)	38.0%	36.5%		
Selling and Administrative Expenses	592	504	88	17%
% S&A to Total Revenues	15.7%	13.2%		
Earning before Tax	991	988	3	0.3%
% EBT to Total Revenues	26.3%	25.8%		
Corporate Tax	235	226	9	4%
% Effective Corporate Income Tax Rate	23.7%	22.9%		
Net Profit	741	750	(9)	(1%)
Net Profit Margin (%)	19.7%	19.6%		
Basic Earnings Per Share (Baht)	0.38	0.36	0.02	7%

Statement of Financial Position (Consolidated)

(Million Baht)	31Mar21	31Dec20	Change	
			MB	%
Total Assets	70,770	68,206	2,564	4%
Loan from Financial Institutions	22,901	21,332	1,570	7%
- <i>Project Loan</i>	10,108	8,505	1,603	19%
- <i>Debenture</i>	8,804	9,835	(1,030)	(10%)
- <i>Other</i>	3,989	2,992	997	33%
Deposits & Advances Received From Customers	4,849	4,835	14	0.3%
Total Liabilities	32,440	30,811	1,629	5%
Total Shareholder's Equity	38,330	37,396	934	2%
Issued and Paid-up Share Capital	2,143	2,143	-	-

- Net Gearing of the company as of 31Mar21 was at 56%
- Average cost of fund for the company as at 31Mar21 was 1.82%

Capital Expenditure Trend

Billion Baht

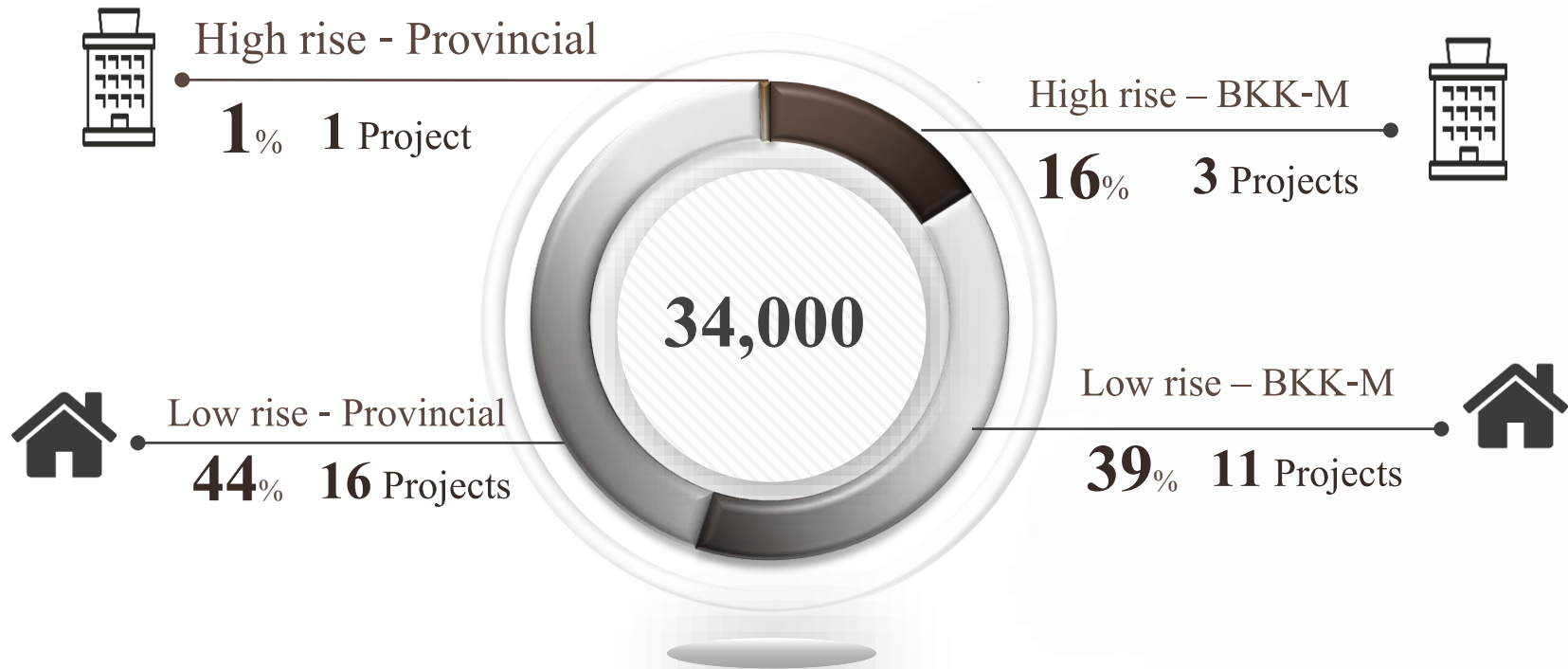


Ongoing Project Status (31Mar21)

Project Type	Status	Type	Total Active Projects		Available for Sales	
			Units	Million Baht	Million Baht	%
Condominium	Complete	Affordable	7,445	15,660	4,952	32%
		Medium	8,315	25,798	3,722	14%
		Premium	1,331	12,314	4,824	39%
	Total - Complete		17,091	53,772	13,498	25%
	Under construction	Affordable	1,605	3,500	1,699	49%
		Medium	9,054	32,392	8,963	28%
		Premium	787	13,340	10,094	76%
	Total - Under construction		11,446	49,232	20,756	42%
Total - Condominium			28,537	103,004	34,254	33%
Low Rise	Ongoing	Affordable	9,964	24,207	9,888	41%
		Medium	17,520	70,232	29,707	42%
		Premium	730	6,539	3,201	49%
	Total - Ongoing		28,214	100,978	42,796	42%
Total - Low Rise			28,214	100,978	42,796	42%
Grand Total			56,751	203,982	77,050	38%

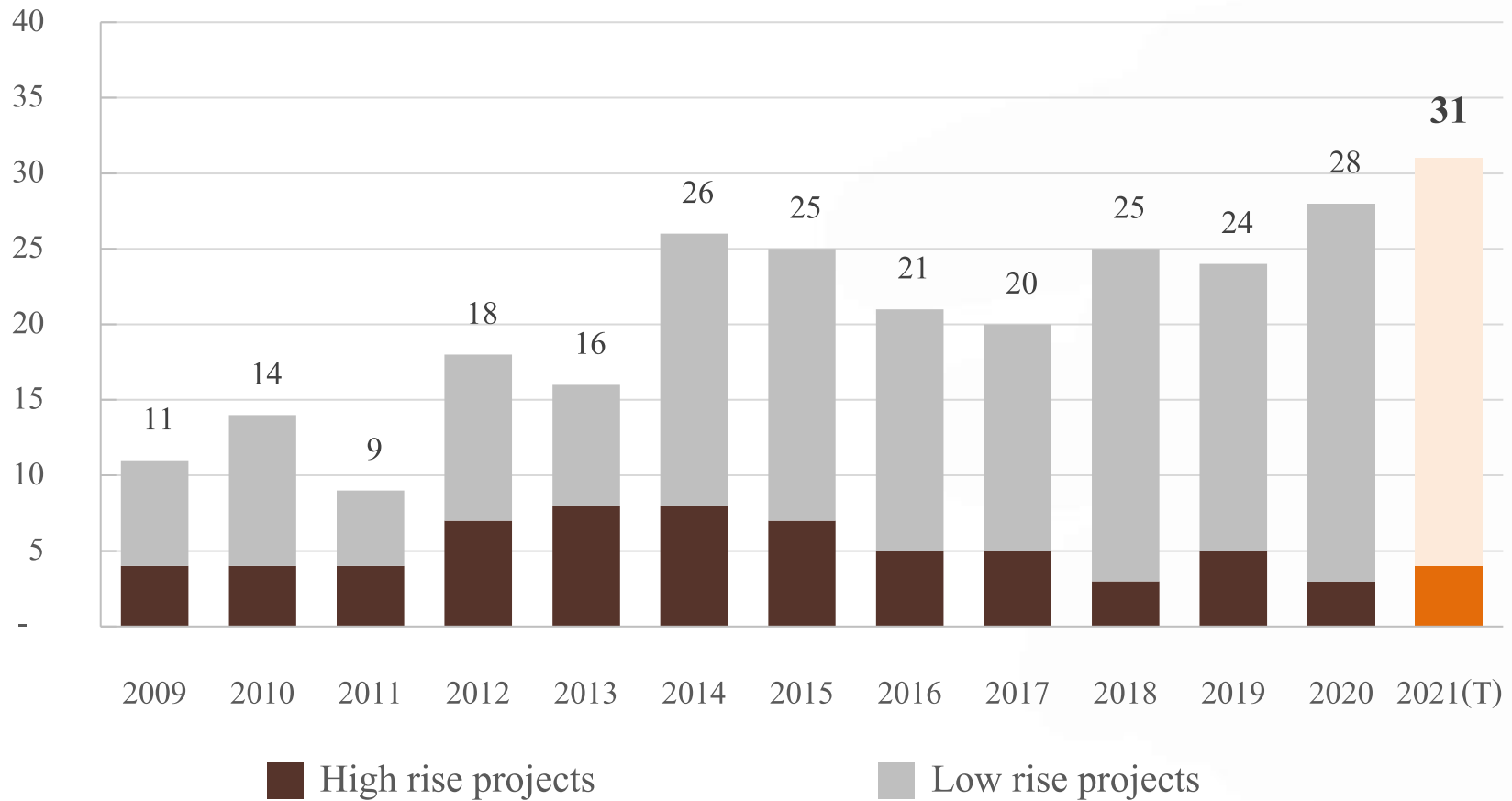
2021 Launch Plan

New Launches **34,000** Million Baht , **31** Projects



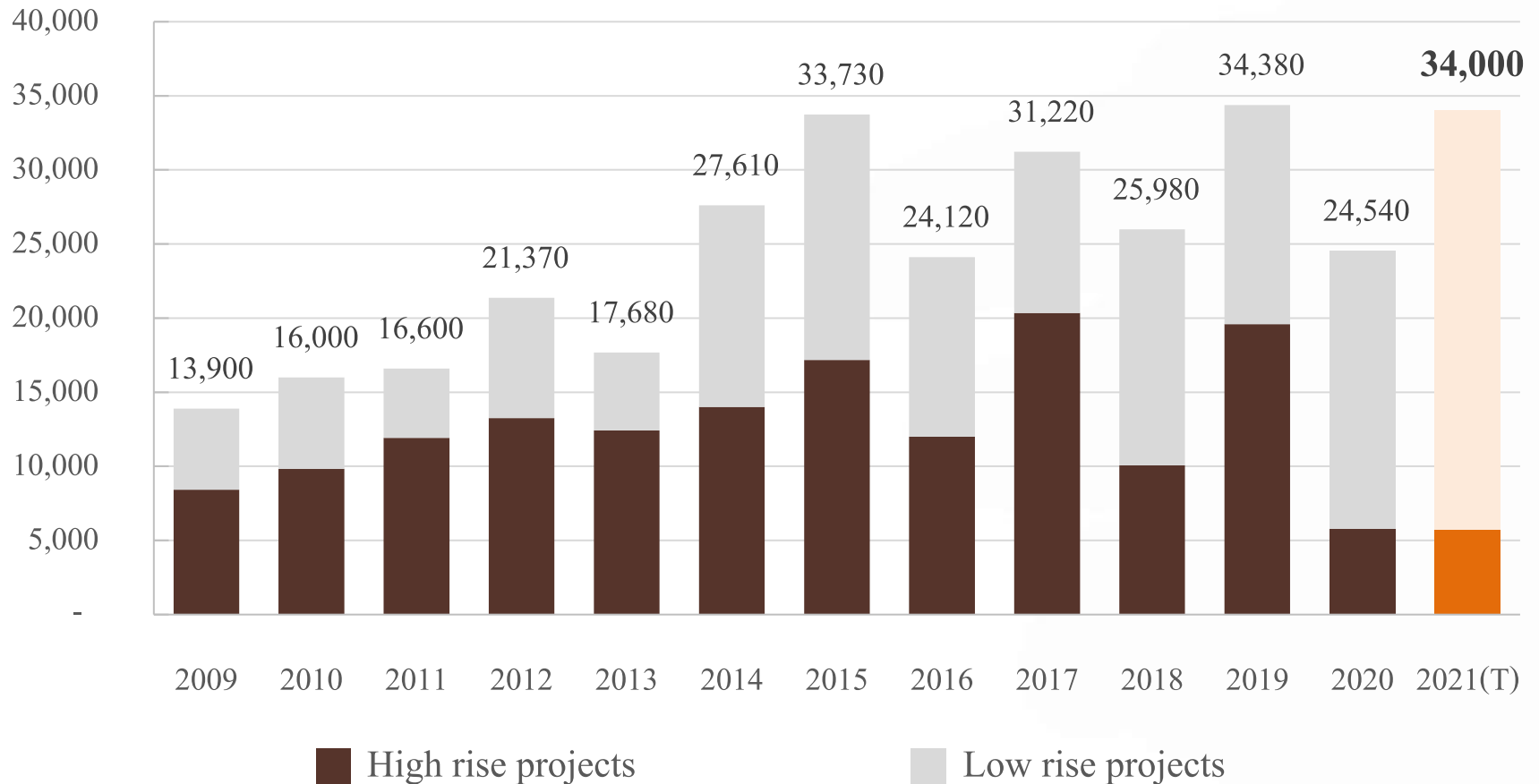
Project Launch Plan by Number of Projects

No. of projects



Project Launch Plan by Launch Value

Million Baht



Thank you



<http://investor.supalai.com>



ir_spali@supalai.com



+662 725 8888 ext. 857

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