



SUPALAI

INVESTMENT PRESENTATION

March 2022

Supalai's Products

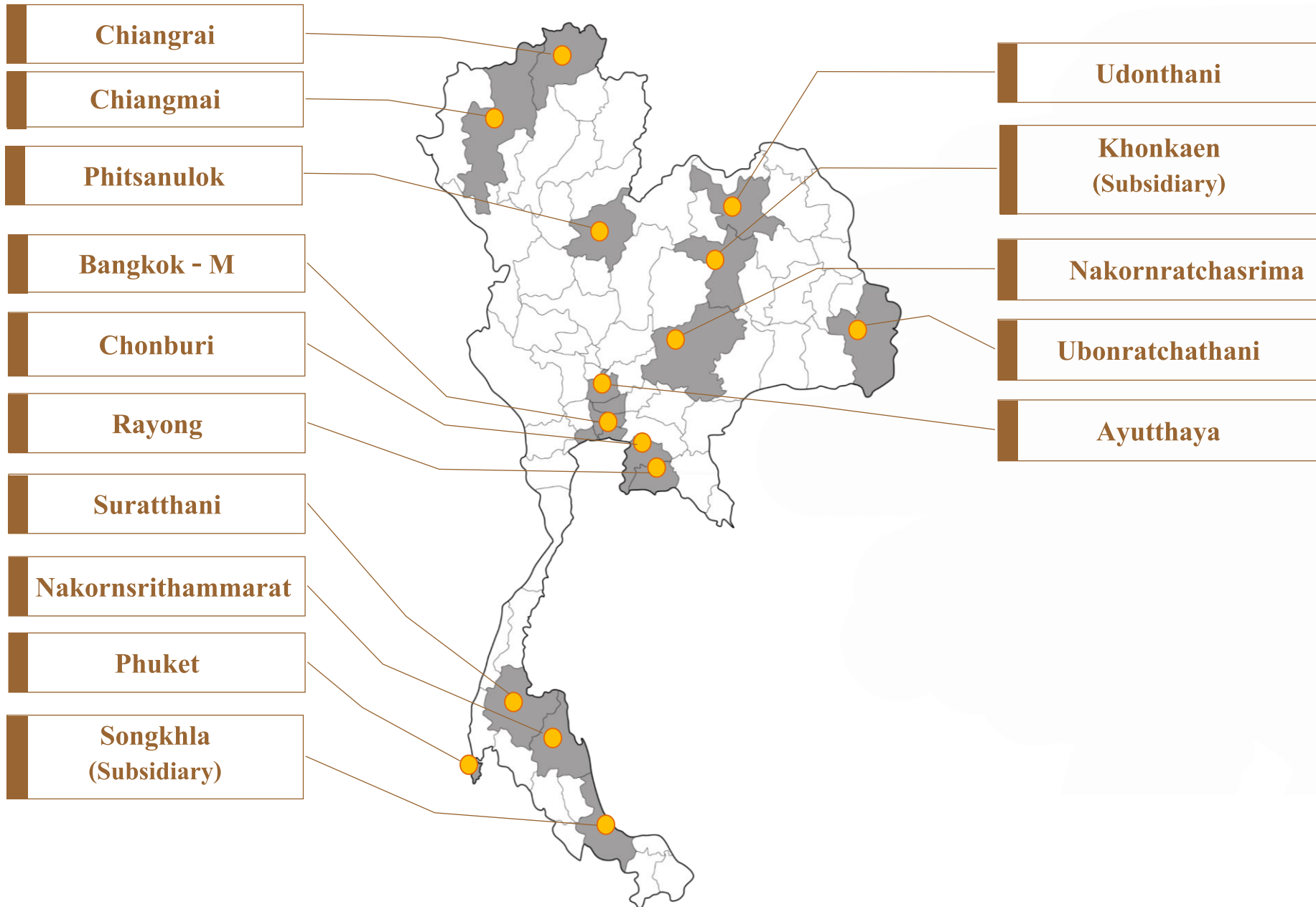
Condominium (Pre-Sales)



Detached House/Townhouse (Pre-Built)

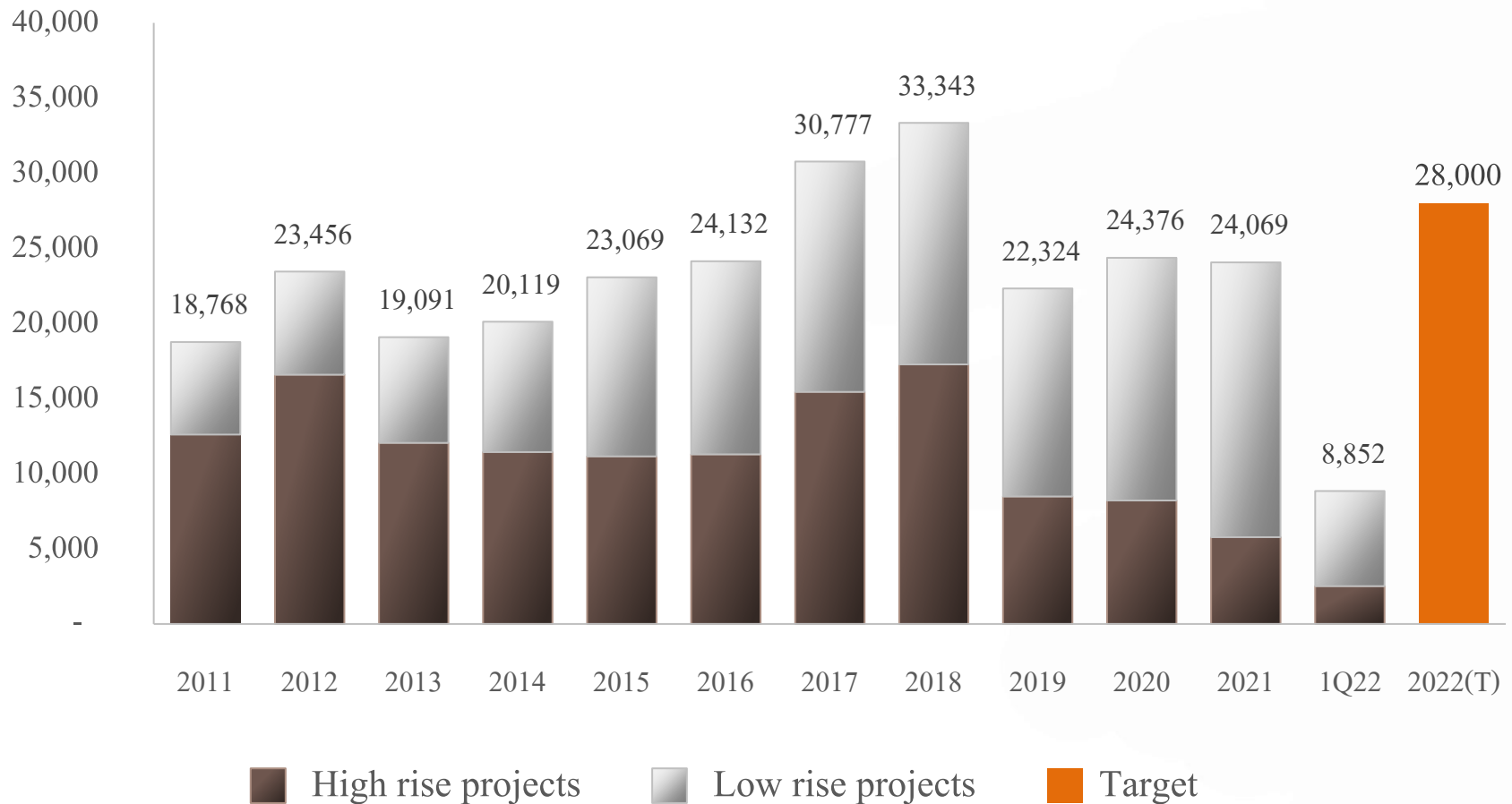


Expansion in Provincial Markets



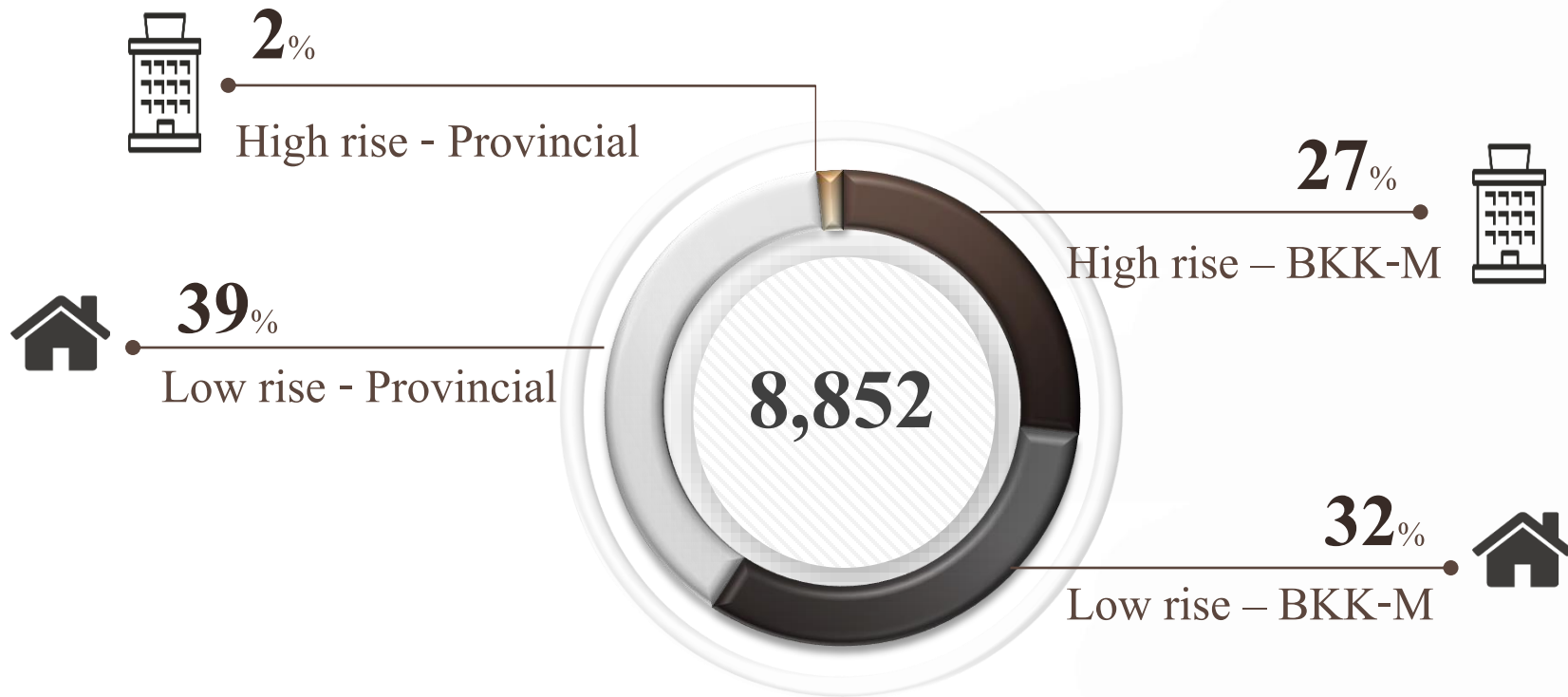
Pre-sales Performance and Target

Million Baht



1Q22 Pre-sales by Geography

Million Baht



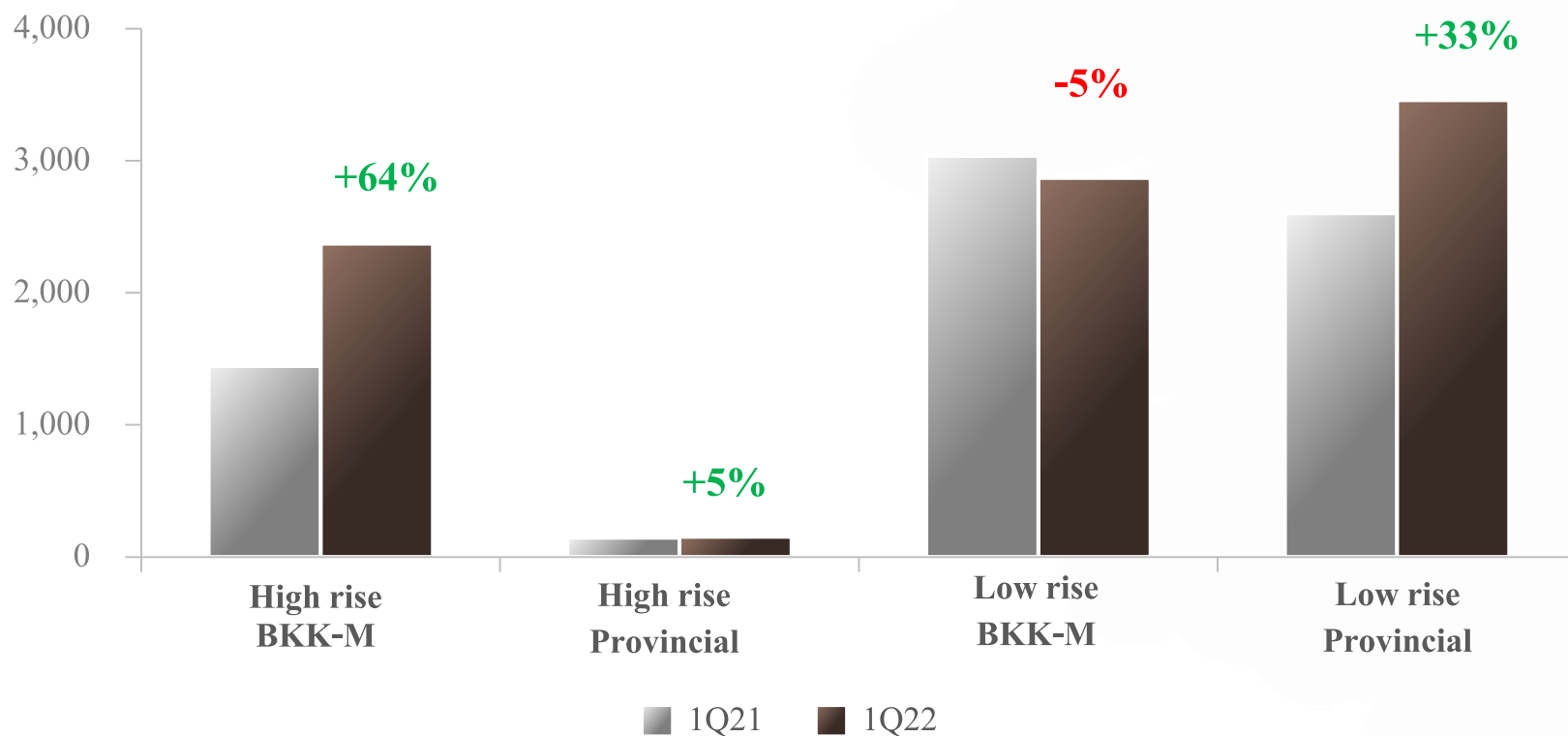
1Q21 – 1Q22 Pre-sales Comparison

Million Baht

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

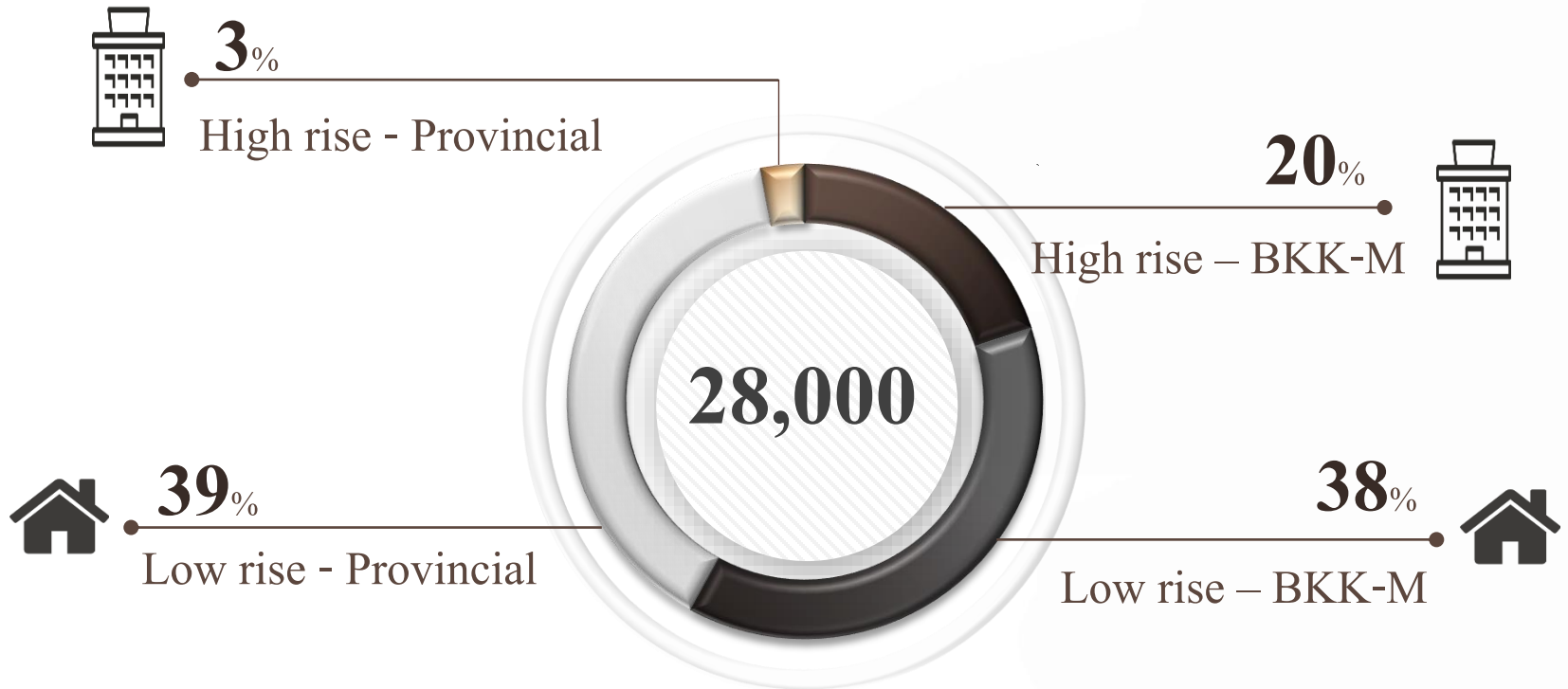
1Q22 Pre-sales **8,852** Million Baht

YoY Growth **+22%**



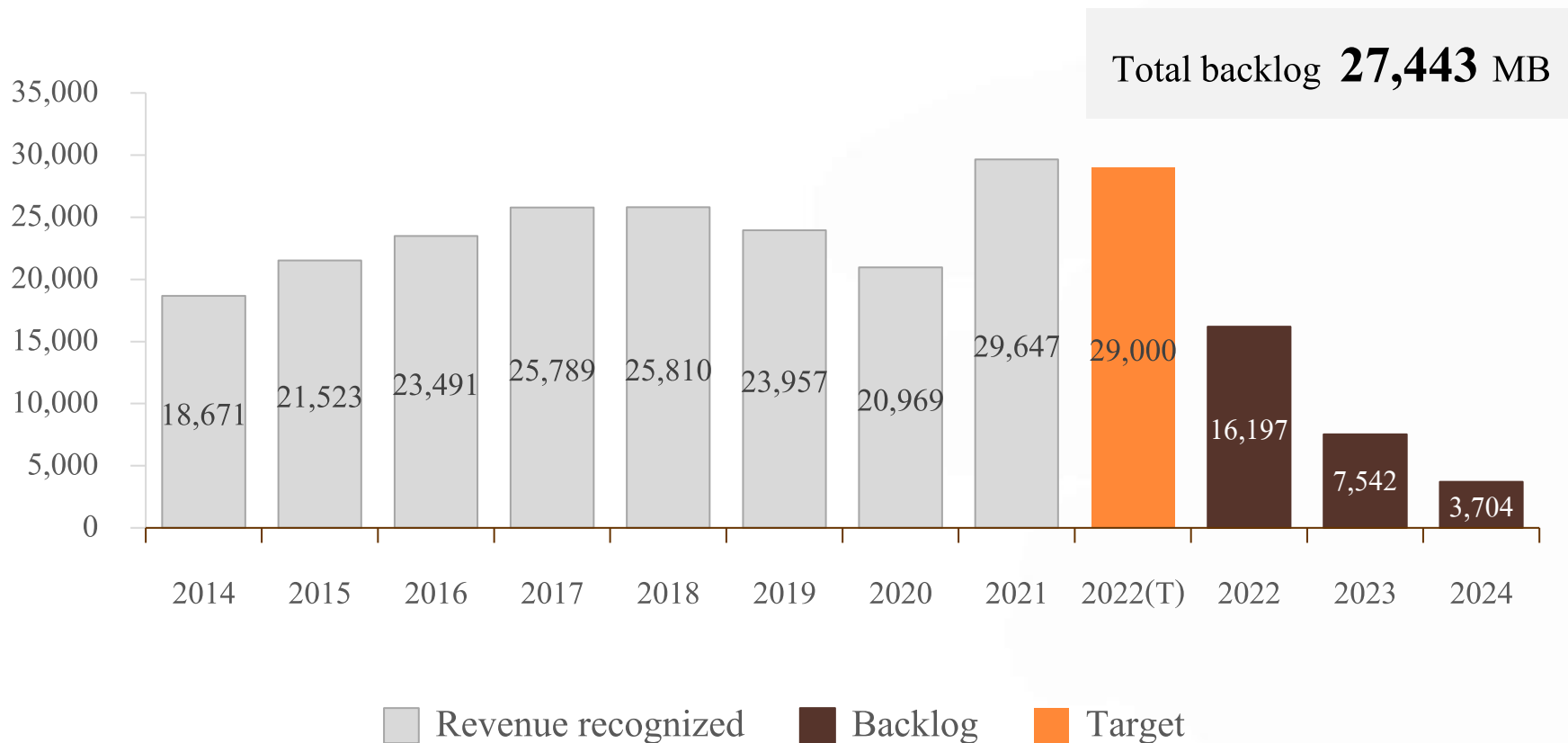
2022 Target Presales

Million Baht



Total Revenues & Backlog (Consolidated)

Million Baht



Projects Transfer 2022

Supalai City Resort Sukhumvit 107



Value: 2,000 mb
Transfer: Q1
Sold: 10%

Supalai Veranda Sukhumvit 117



Value: 2,800 mb
Transfer: Q1
Sold: 56%

Supalai Loft Prajadhipok- Wongwian Yai



Value: 1,500 mb
Transfer: Q1
Sold: 92%

Supalai Lite Thaphra – Wongwian Yai



Value: 1,200 mb
Transfer: Q2
Sold: 29%

Supalai Park Yaek Fai Chai Station



Value: 2,270 mb
Transfer: Q2
Sold: 24%

Supalai Veranda Ramkhamhaeng



Value: 6,050 mb
Transfer: Q3
Sold: 87%

Supalai City Resort Charan 91



Value: 2,100 mb
Transfer: Q3
Sold: 38%

Consolidated Income Statement

(Million Baht)	For Year ended		Change	
	31Dec21	31Dec20	MB	%
Total Revenues	29,647	20,969	8,678	41%
Revenues from Sale on Real Estate	28,937	20,336	8,601	42%
Gross Margin (%)	40.0%	38.1%		
Selling and Administrative Expenses	3,321	2,588	733	28%
% S&A to Total Revenues	11.2%	12.3%		
Earning before Tax	9,082	5,593	3,489	62%
% EBT to Total Revenues	30.6%	26.7%		
Corporate Tax	1,943	1,266	677	53%
% Effective Corporate Income Tax Rate	21.4%	22.6%		
Net Profit	7,070	4,251	2,819	66%
Net Profit Margin (%)	23.8%	20.3%		
Basic Earnings Per Share (Baht)	3.63	2.13	1.50	70%

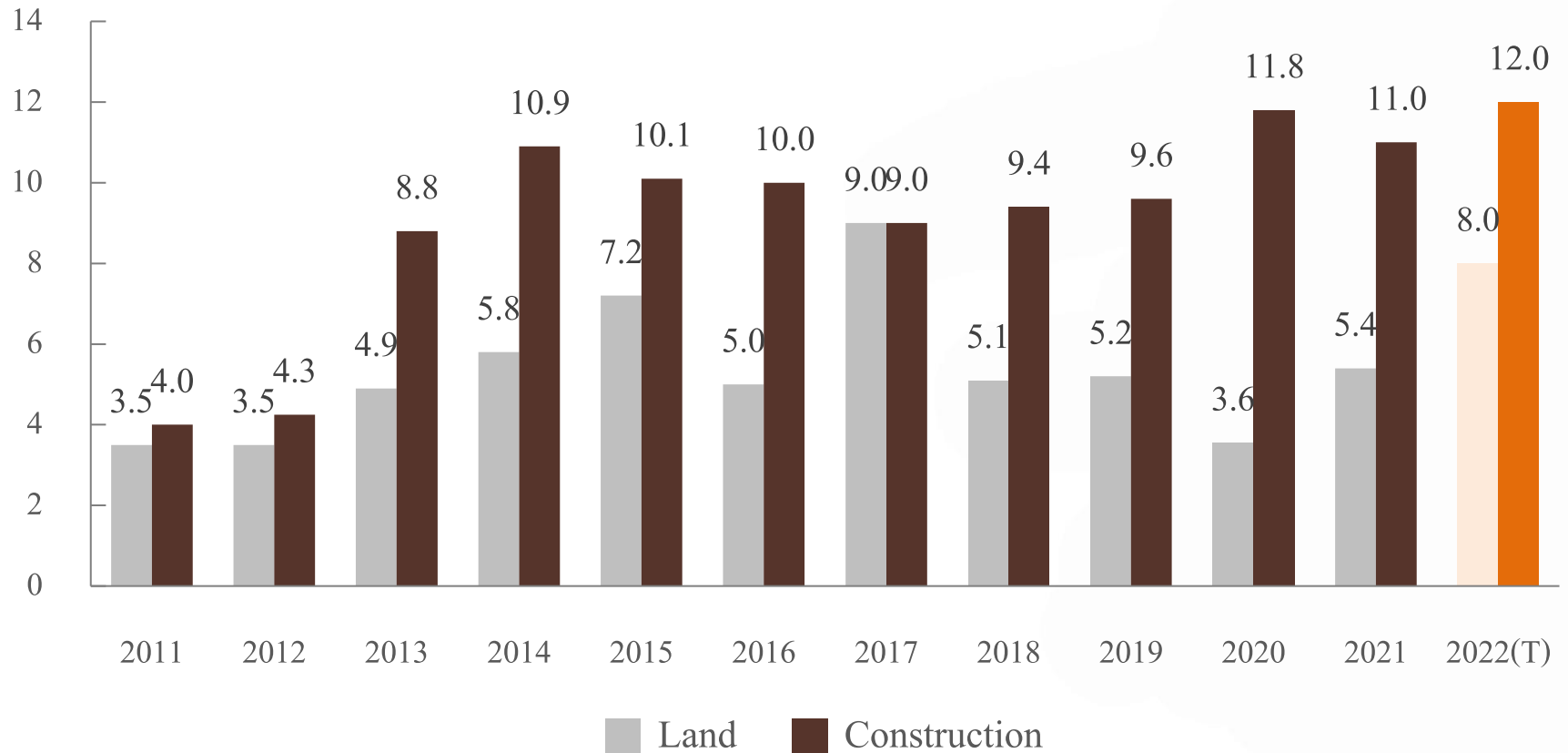
Statement of Financial Position (Consolidated)

(Million Baht)	31Dec21	31Dec20	Change	
			MB	%
Total Assets	71,432	68,206	3,226	5%
Loan from Financial Institutions	19,889	21,332	(1,442)	(7%)
- <i>Project Loan</i>	6,536	8,505	(1,969)	(23%)
- <i>Debenture</i>	9,372	9,834	(462)	(5%)
- <i>Other</i>	3,980	2,992	988	33%
Deposits & Advances Received From Customers	3,288	4,835	(1,547)	(32%)
Total Liabilities	28,506	30,811	(2,305)	(7%)
Total Shareholder's Equity	42,069	36,579	5,490	15%
Issued and Paid-up Share Capital	2,143	2,143	-	-

- Net Gearing of the company as of 31Dec21 was at 43%
- Average cost of fund for the company as at 31Dec21 was 1.65%

Capital Expenditure Trend

Billion Baht

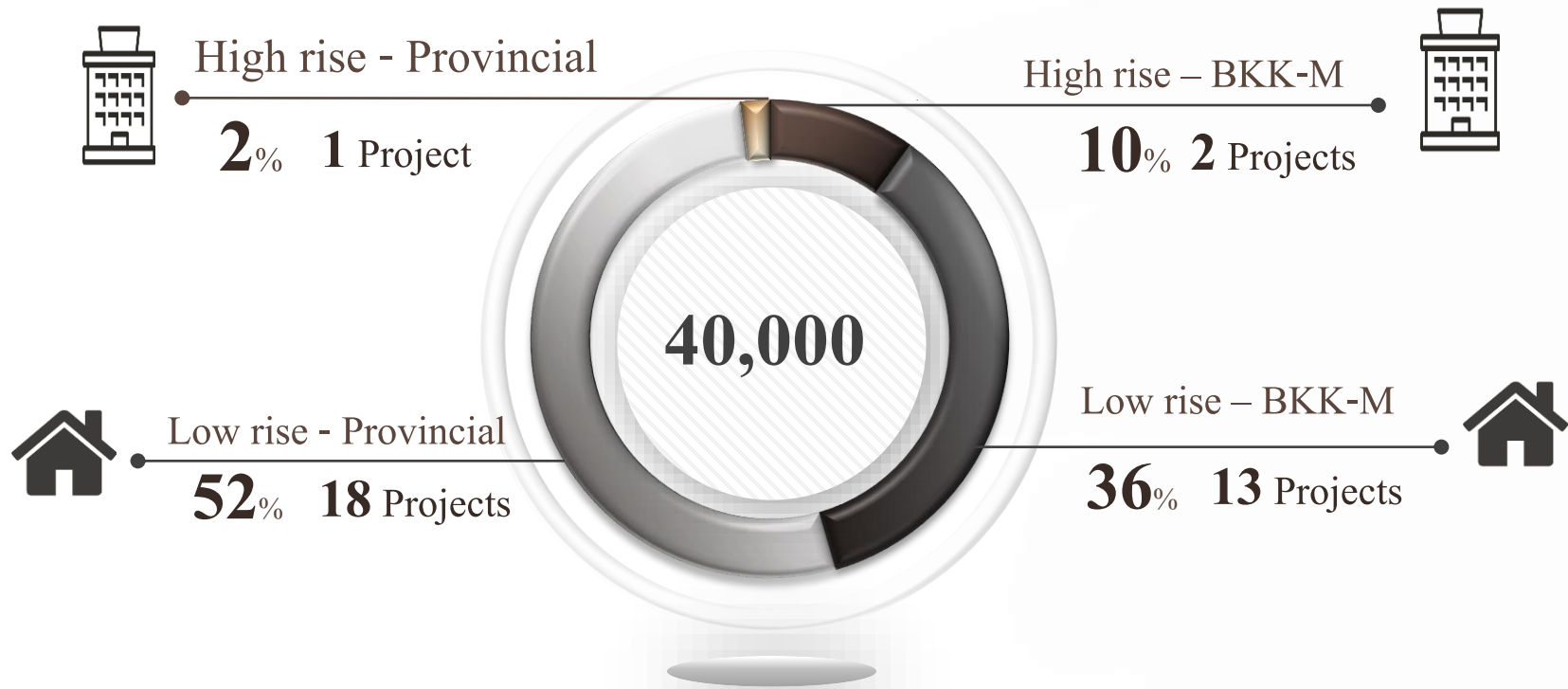


Ongoing Project Status (31Dec21)

Project Type	Status	Type	Total Active Projects		Available for Sales	
			Units	Million Baht	Million Baht	%
Condominium	Complete	Affordable	7,445	15,629	4,447	28%
		Medium	10,546	37,284	5,170	14%
		Premium	1,331	12,300	5,237	43%
	Total - Complete		19,322	65,213	14,854	23%
	Under construction	Affordable	1,605	3,550	1,453	41%
		Medium	6,188	19,710	7,274	37%
		Premium	787	13,340	10,549	79%
	Total - Under construction		8,580	36,600	19,275	53%
Total - Condominium			27,902	101,813	34,129	34%
Low Rise	Ongoing	Affordable	10,343	25,277	10,314	41%
		Medium	19,605	79,489	34,201	43%
		Premium	950	9,251	6,032	65%
	Total - Ongoing		30,898	114,017	50,548	44%
Total - Low Rise			30,898	114,017	50,548	44%
Grand Total			58,800	215,830	84,676	39%

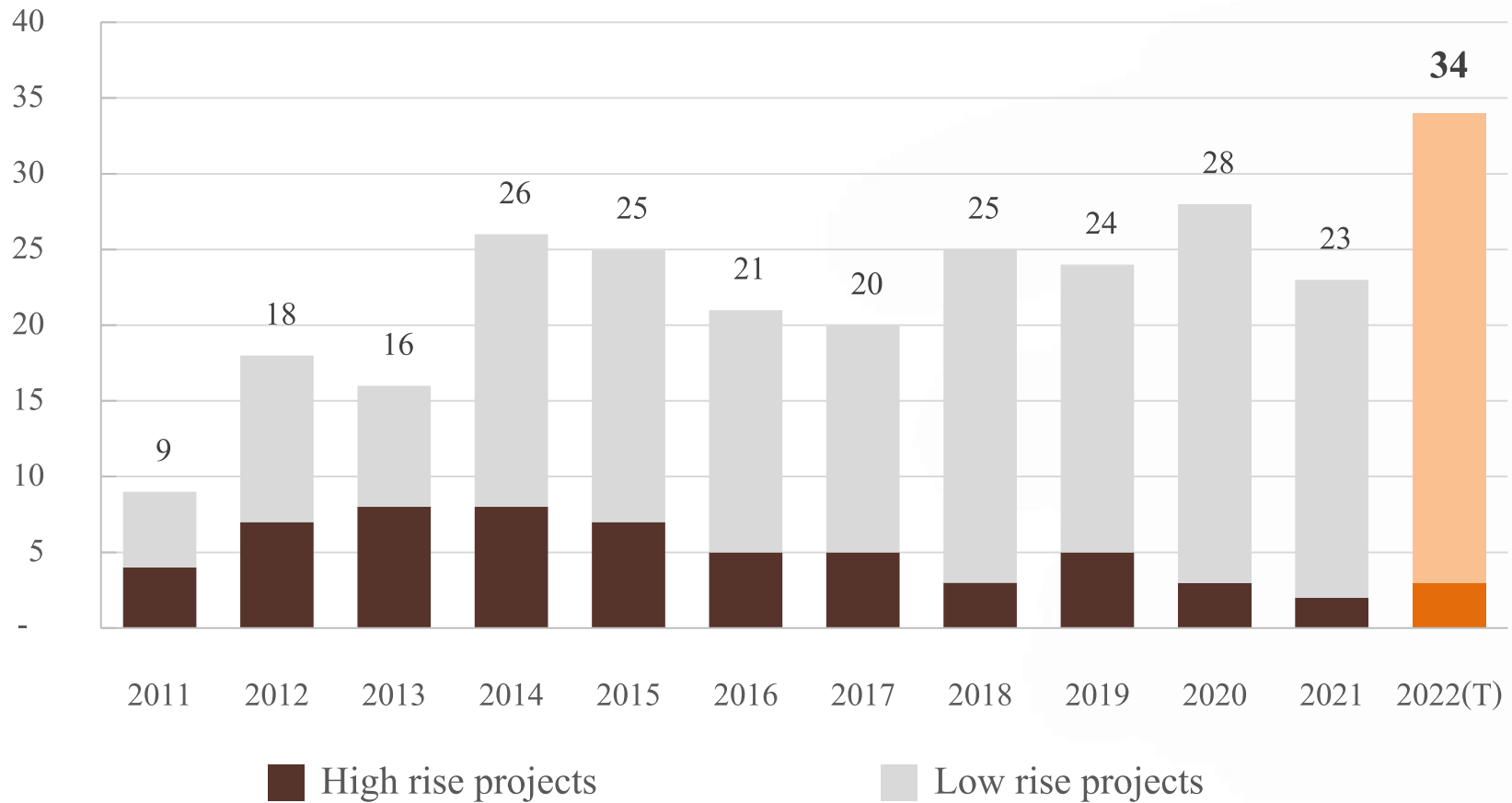
2022 Launch Plan

New Launches **40,000** Million Baht , **34** Projects



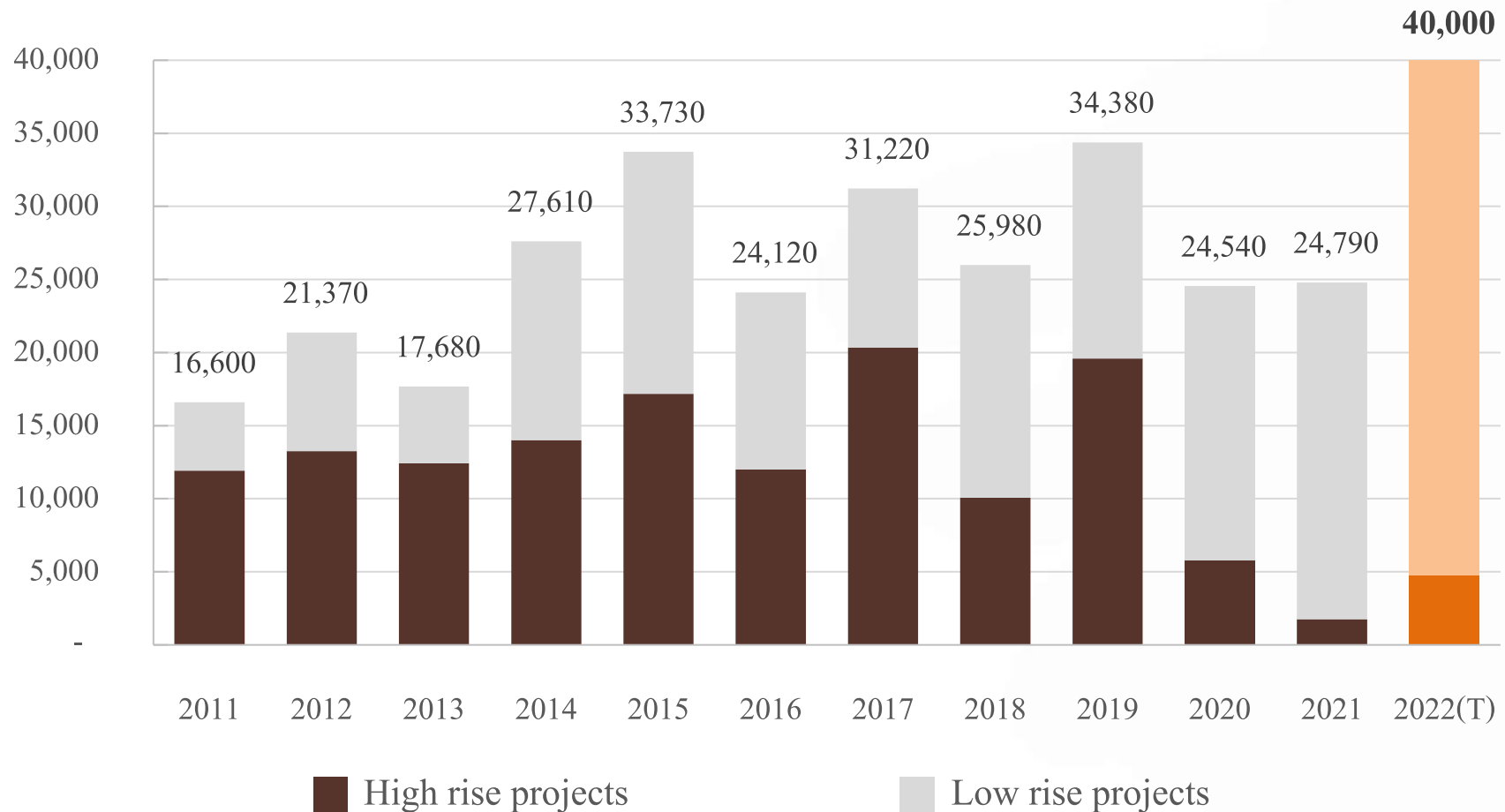
Project Launch Plan by Number of Projects

No. of projects



Project Launch Plan by Launch Value

Million Baht



Thank you



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