



# SUPALAI

## INVESTMENT PRESENTATION

June 2022

# Supalai's Products

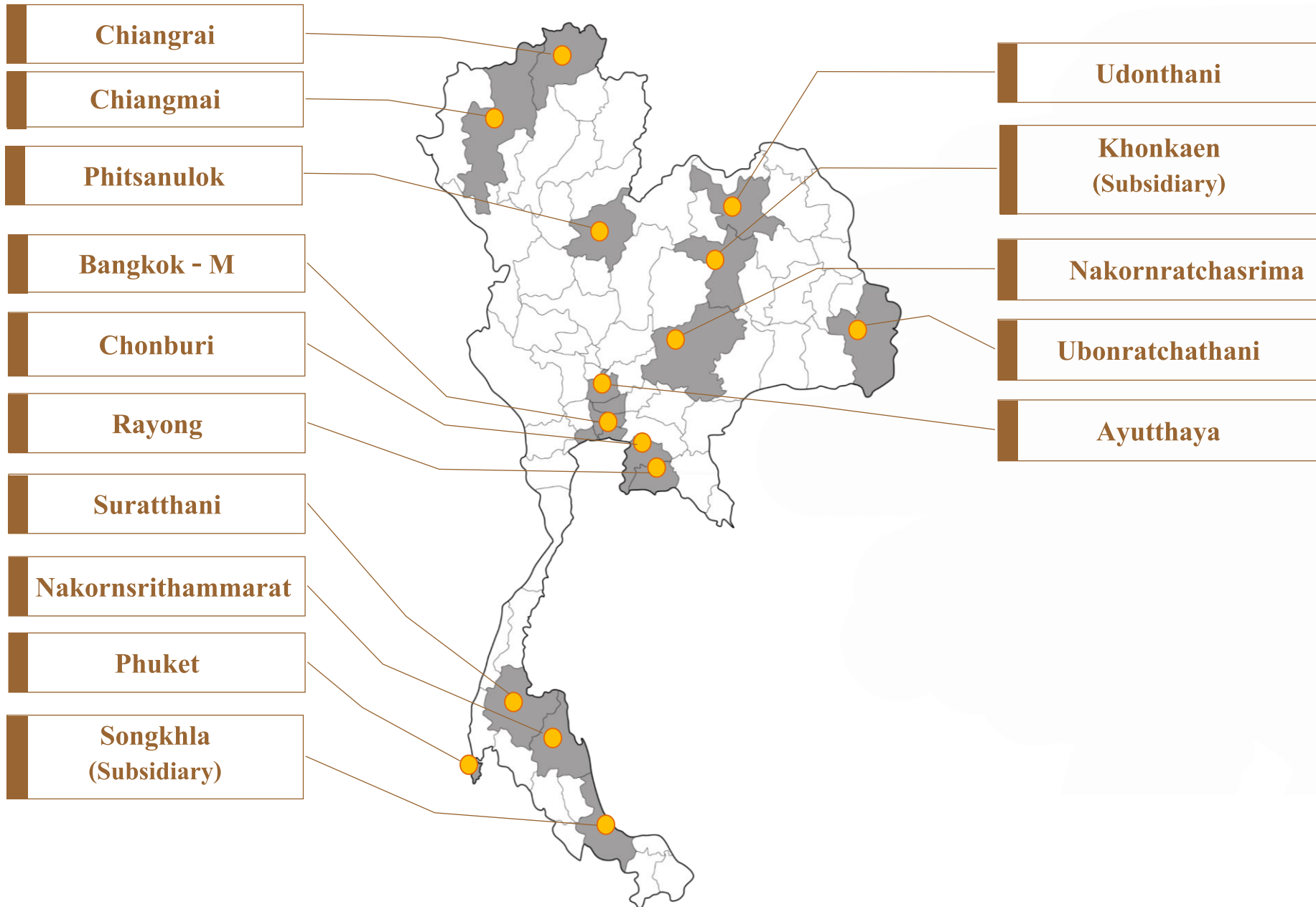
## Condominium (Pre-Sales)



## Detached House/Townhouse (Pre-Built)



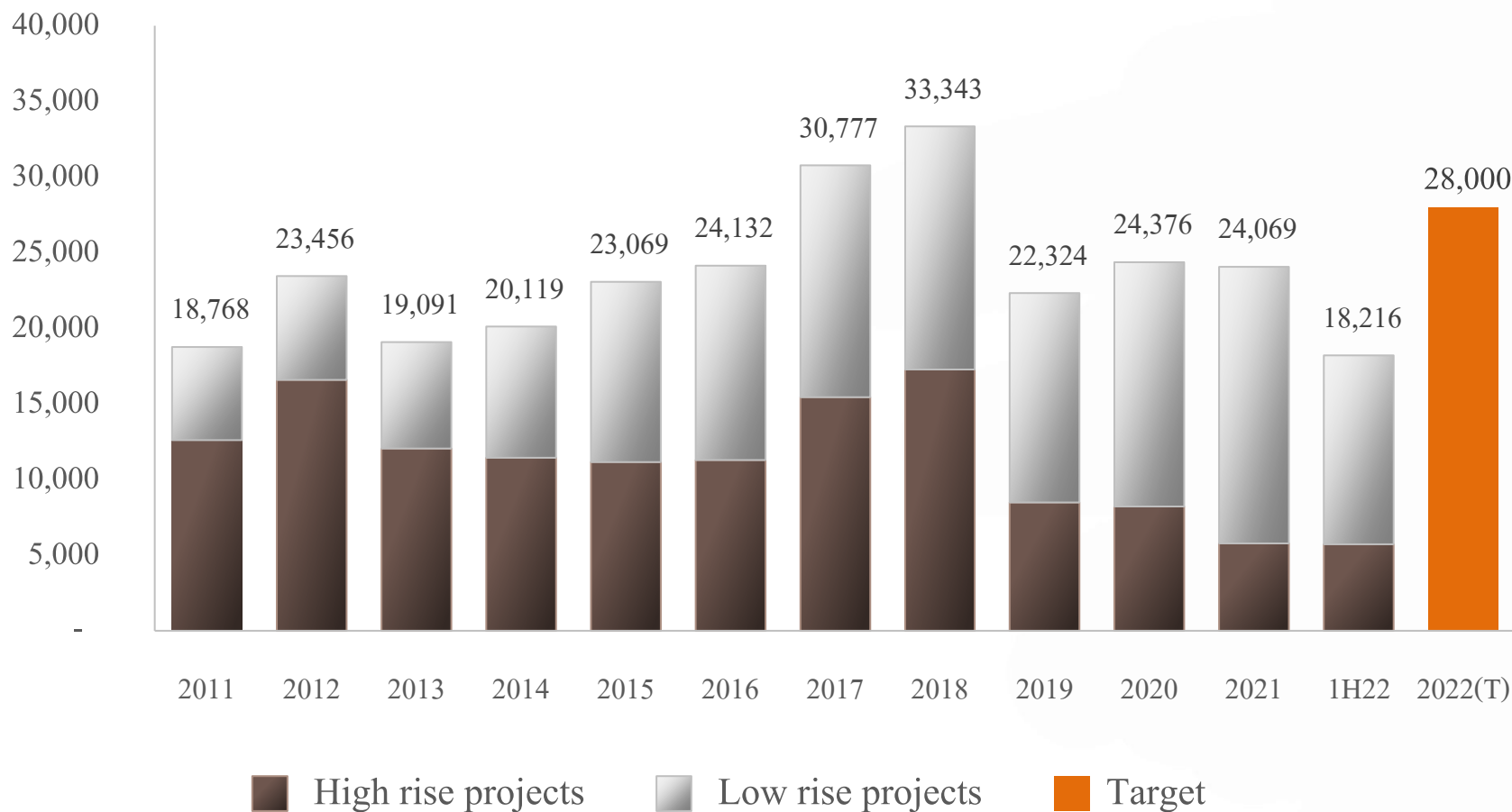
# Expansion in Provincial Markets





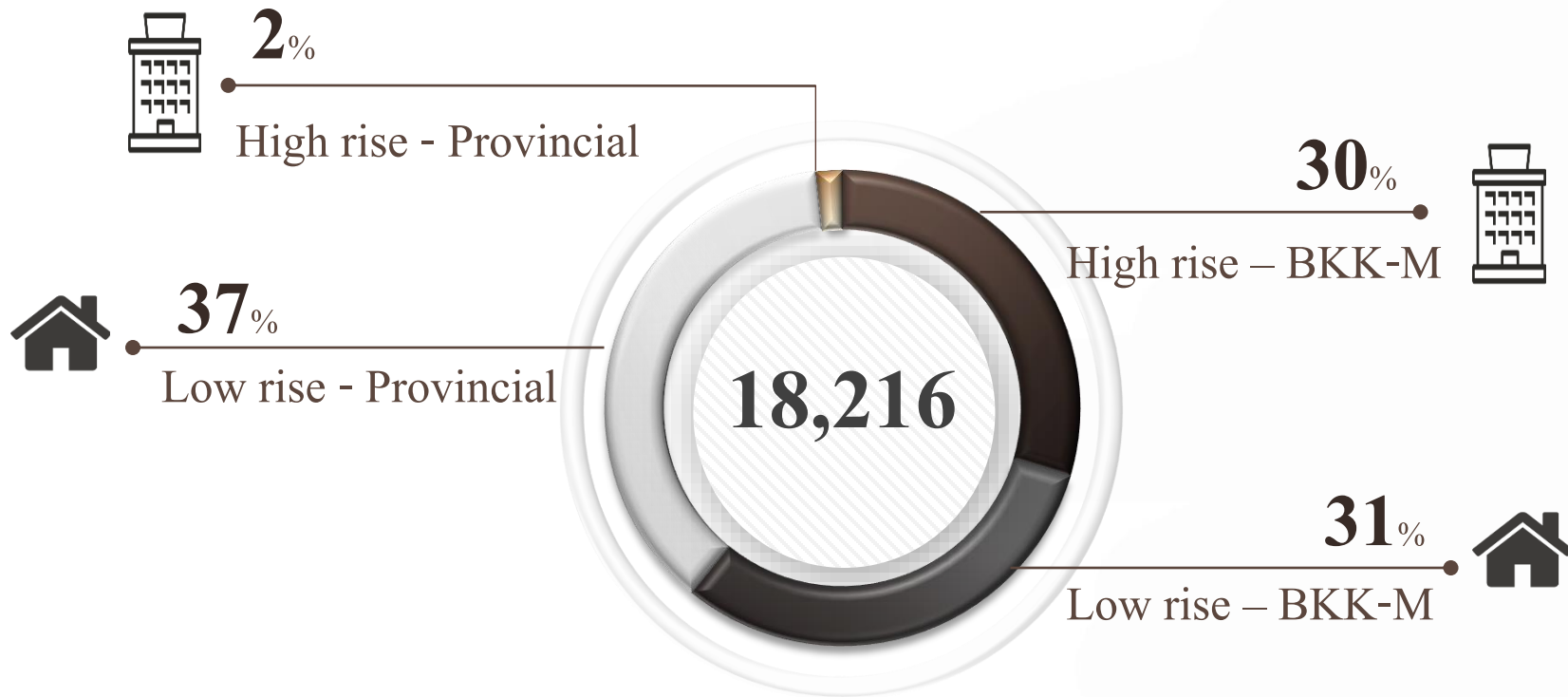
# Pre-sales Performance and Target

Million Baht



# 1H22 Pre-sales by Geography

Million Baht



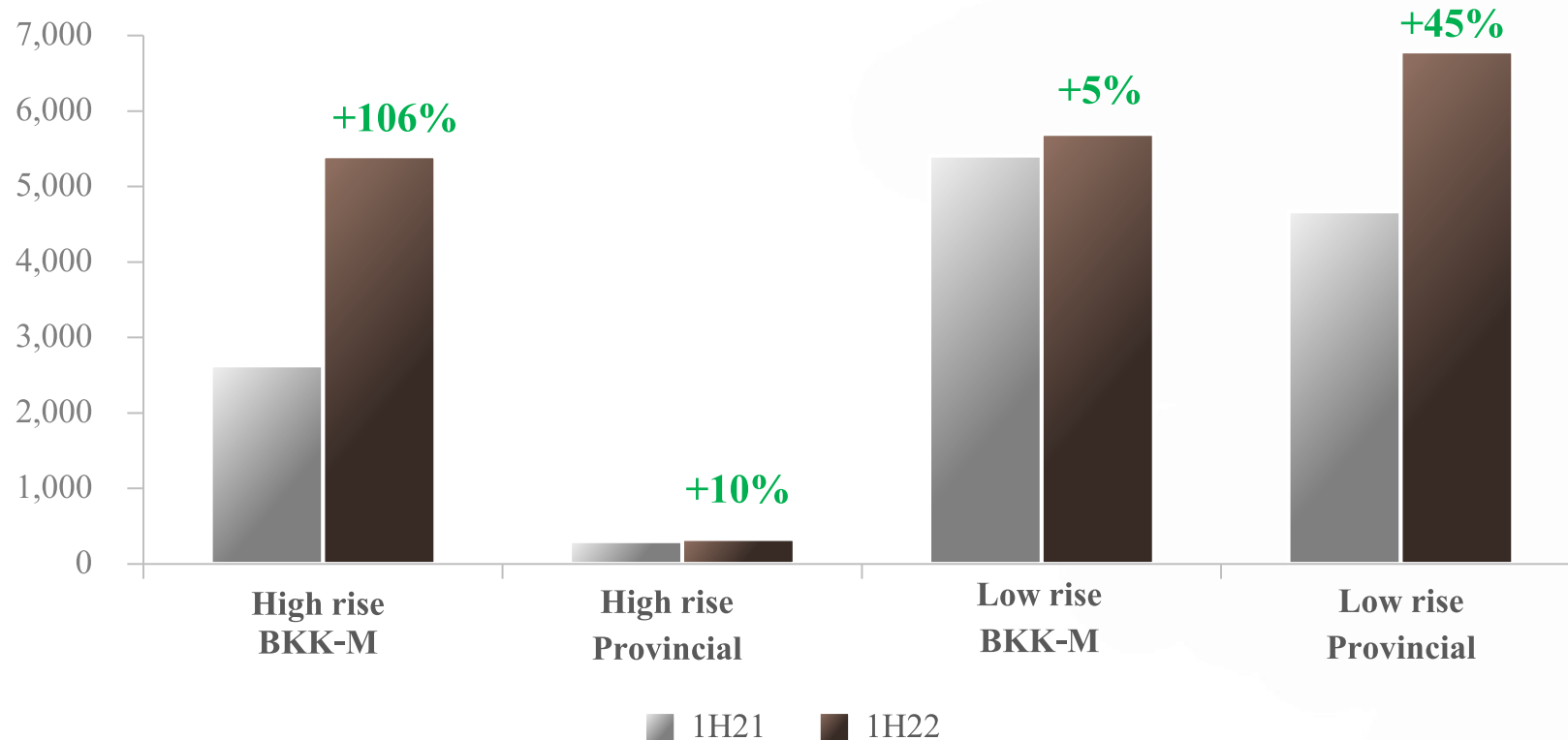
# 1H21 – 1H22 Pre-sales Comparison

Million Baht

1H21 Pre-sales **13,005** Million Baht

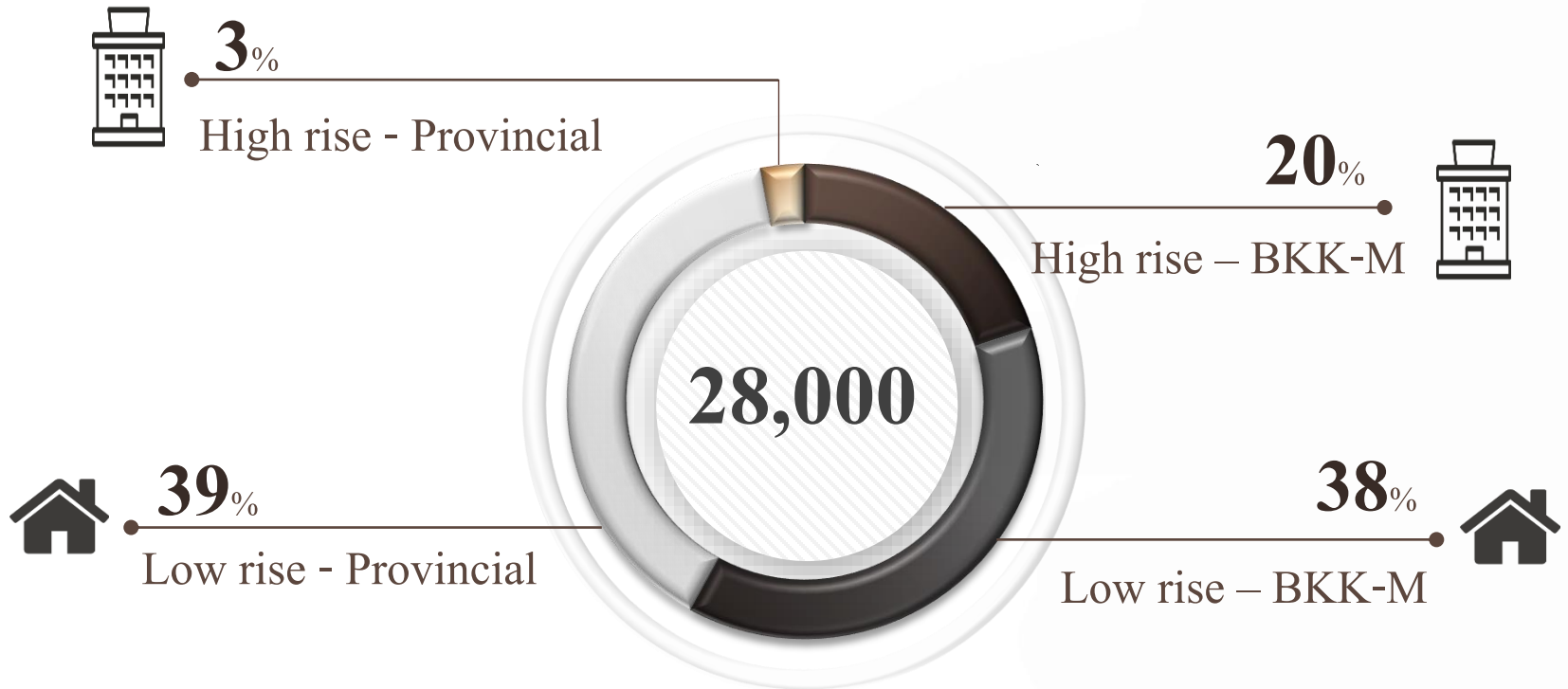
1H22 Pre-sales **18,216** Million Baht

YoY Growth **+40%**



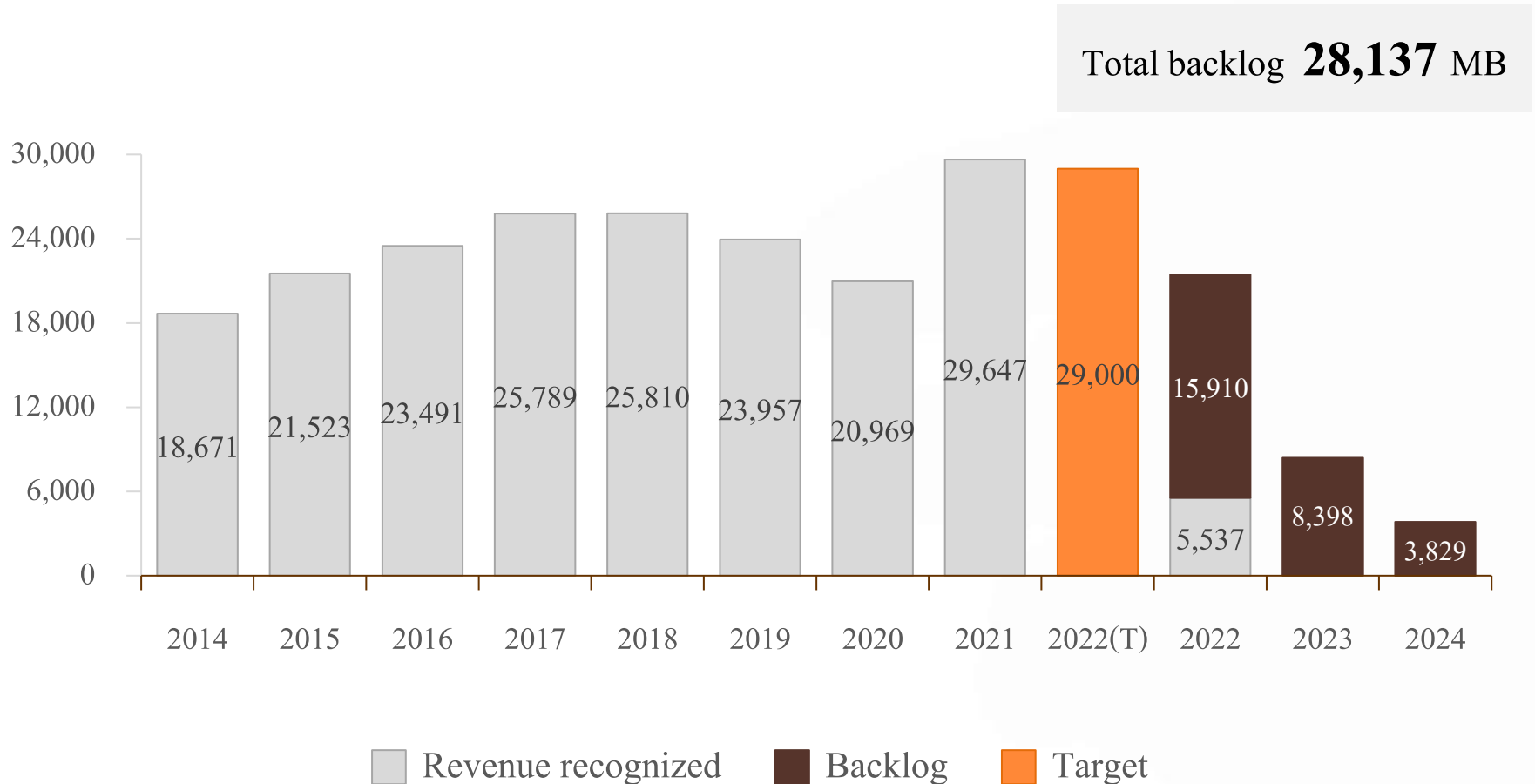
# 2022 Target Presales

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:** 50%

## Supalai Loft Prajadhipok- Wongwian Yai



**Value:** 1,500 mb  
**Transfer:** Q1  
**Sold:** 85%

## Supalai Lite Thaphra – Wongwian Yai



**Value:** 1,200 mb  
**Transfer:** Q2  
**Sold:** 34%

## Supalai Park Yaek Fai Chai Station



**Value:** 2,270 mb  
**Transfer:** Q2  
**Sold:** 26%

## Supalai Veranda Ramkhamhaeng



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

## Supalai City Resort Charan 91



**Value:** 2,100 mb  
**Transfer:** Q3  
**Sold:** 41%

# Consolidated Income Statement

(Million Baht)	For Year ended		Change	
	31Mar22	31Mar21	MB	%
<b>Total Revenues</b>	5,537	3,765	1,772	47%
<b>Revenues from Sale on Real Estate</b>	5,372	3,602	1,770	49%
<b>Gross Margin (%)</b>	39.3%	38.0%		
<b>Selling and Administrative Expenses</b>	717	592	125	21%
<b>% S&amp;A to Total Revenues</b>	13.0%	15.7%		
<b>Earning before Tax</b>	1,515	991	524	53%
<b>% EBT to Total Revenues</b>	27.4%	26.3%		
<b>Corporate Tax</b>	322	235	87	37%
<b>% Effective Corporate Income Tax Rate</b>	21.3%	23.7%		
<b>Net Profit</b>	1,178	741	437	59%
<b>Net Profit Margin (%)</b>	21.3%	19.7%		
<b>Basic Earnings Per Share (Baht)</b>	0.60	0.38	0.22	59%

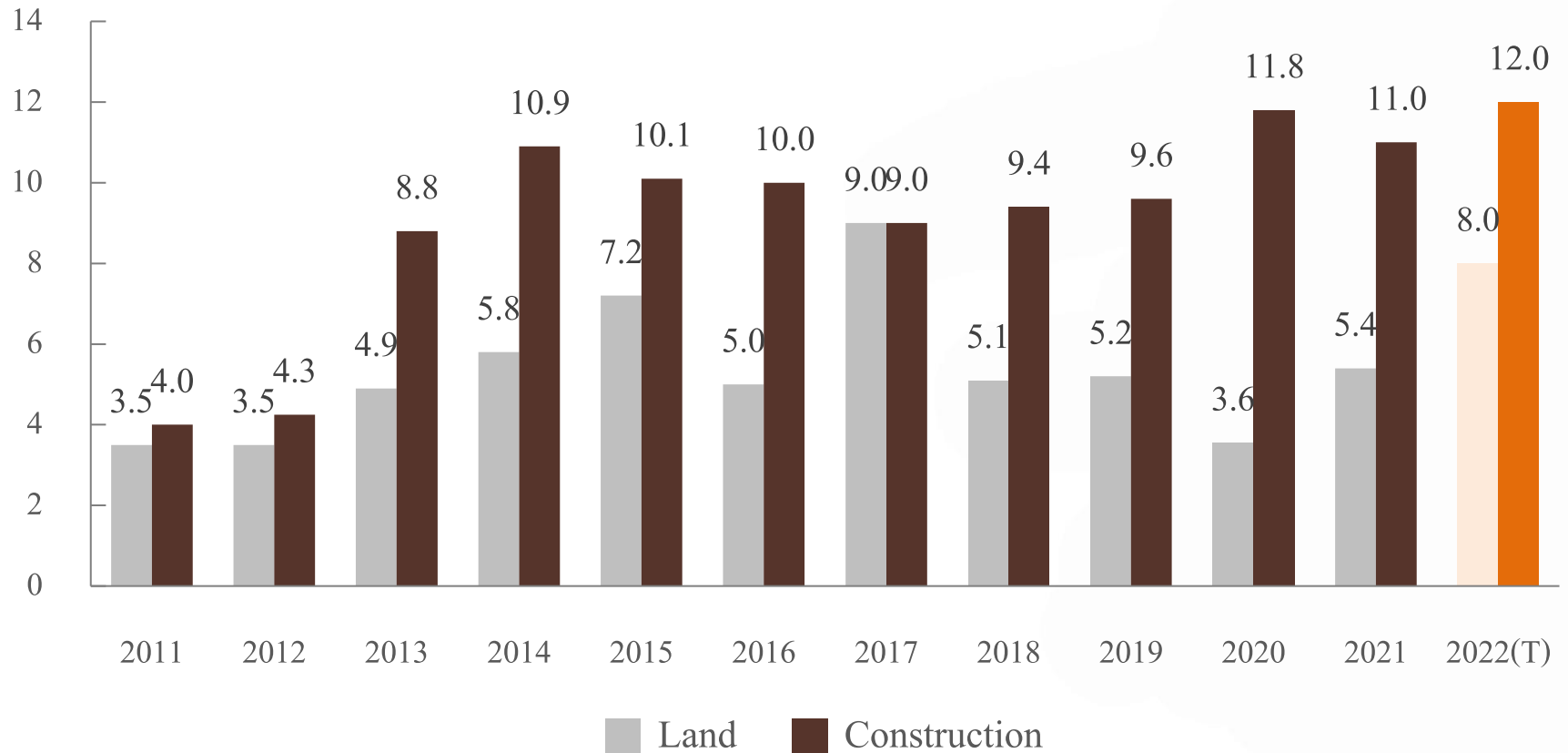
# Statement of Financial Position (Consolidated)

(Million Baht)	31Mar22	31Dec21	Change	
			MB	%
<b>Total Assets</b>	<b>72,477</b>	<b>71,432</b>	<b>1,045</b>	<b>1%</b>
Loan from Financial Institutions	19,844	19,889	(45)	0%
- <i>Project Loan</i>	6,500	6,536	(36)	(1%)
- <i>Debenture</i>	9,351	9,372	(21)	0%
- <i>Other</i>	3,993	3,981	12	0%
Deposits & Advances Received From Customers	3,428	3,288	139	4%
<b>Total Liabilities</b>	<b>28,290</b>	<b>28,506</b>	<b>(216)</b>	<b>(1%)</b>
<b>Total Shareholder's Equity</b>	<b>44,187</b>	<b>42,926</b>	<b>1,261</b>	<b>3%</b>
Issued and Paid-up Share Capital	2,143	2,143		

- Net Gearing of the company as of 31Mar22 was at 41%
- Average cost of fund for the company as at 31Mar22 was 1.55%

# Capital Expenditure Trend

Billion Baht



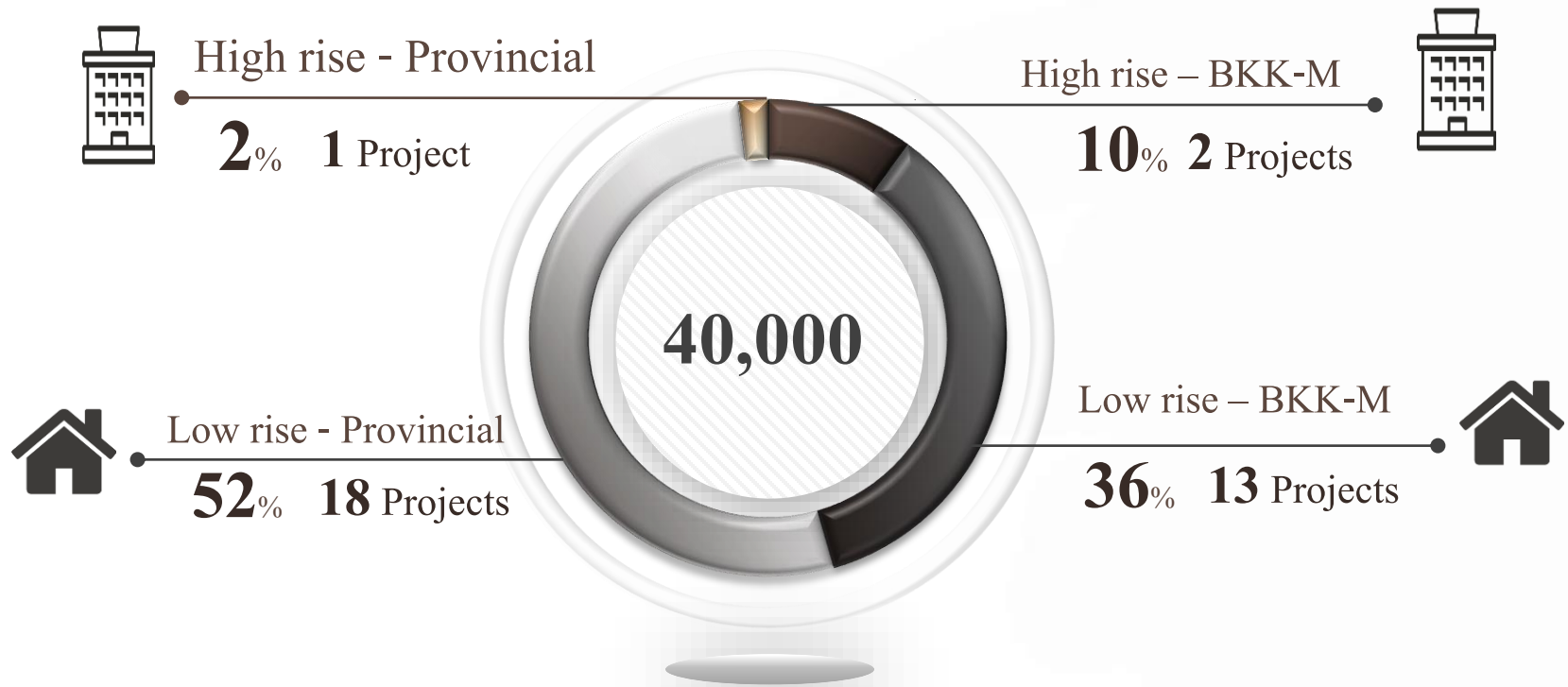
# Ongoing Project Status (31Mar22)

Project Type	Status	Type	Total Active Projects		Available for Sales	
			Units	Million Baht	Million Baht	%
Condominium	Complete	Affordable	7,445	15,629	4,337	28%
		Medium	12,867	43,582	8,421	19%
		Premium	1,331	12,300	4,690	38%
	Total - Complete		21,643	71,511	17,448	24%
	Under construction	Affordable	3,127	7,000	4,395	63%
		Medium	3,867	13,412	4,018	30%
		Premium	787	13,340	10,696	80%
	Total - Under construction		7,781	33,752	19,109	57%
Total - Condominium			29,424	105,263	36,557	35%
Low Rise	Ongoing	Affordable	10,474	25,607	9,691	38%
		Medium	20,703	85,856	38,515	45%
		Premium	950	9,251	5,831	63%
	Total - Ongoing		32,127	120,714	54,037	45%
Total - Low Rise			32,127	120,714	54,037	45%
Grand Total			61,551	225,977	90,593	40%



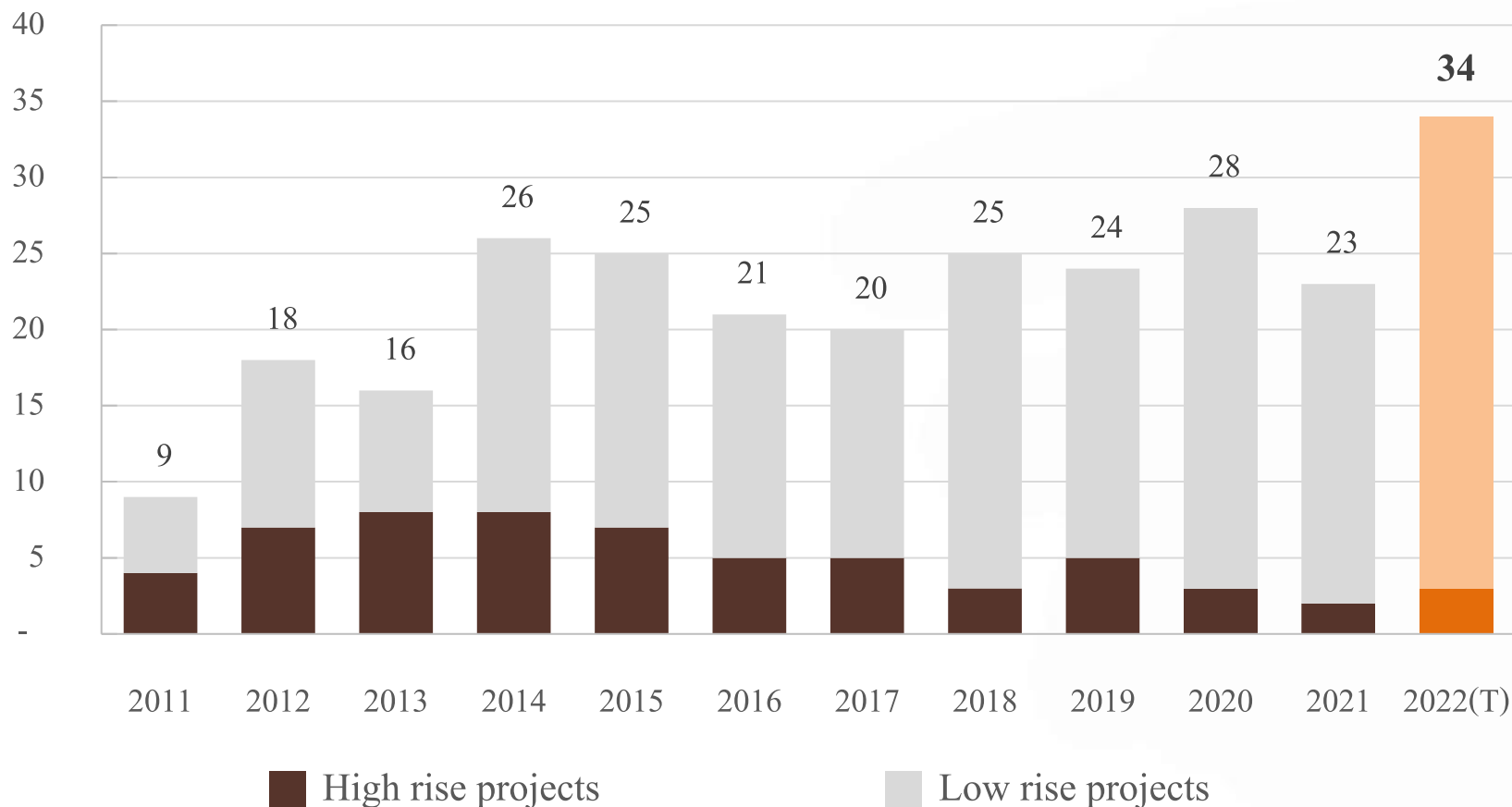
# 2022 Launch Plan

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



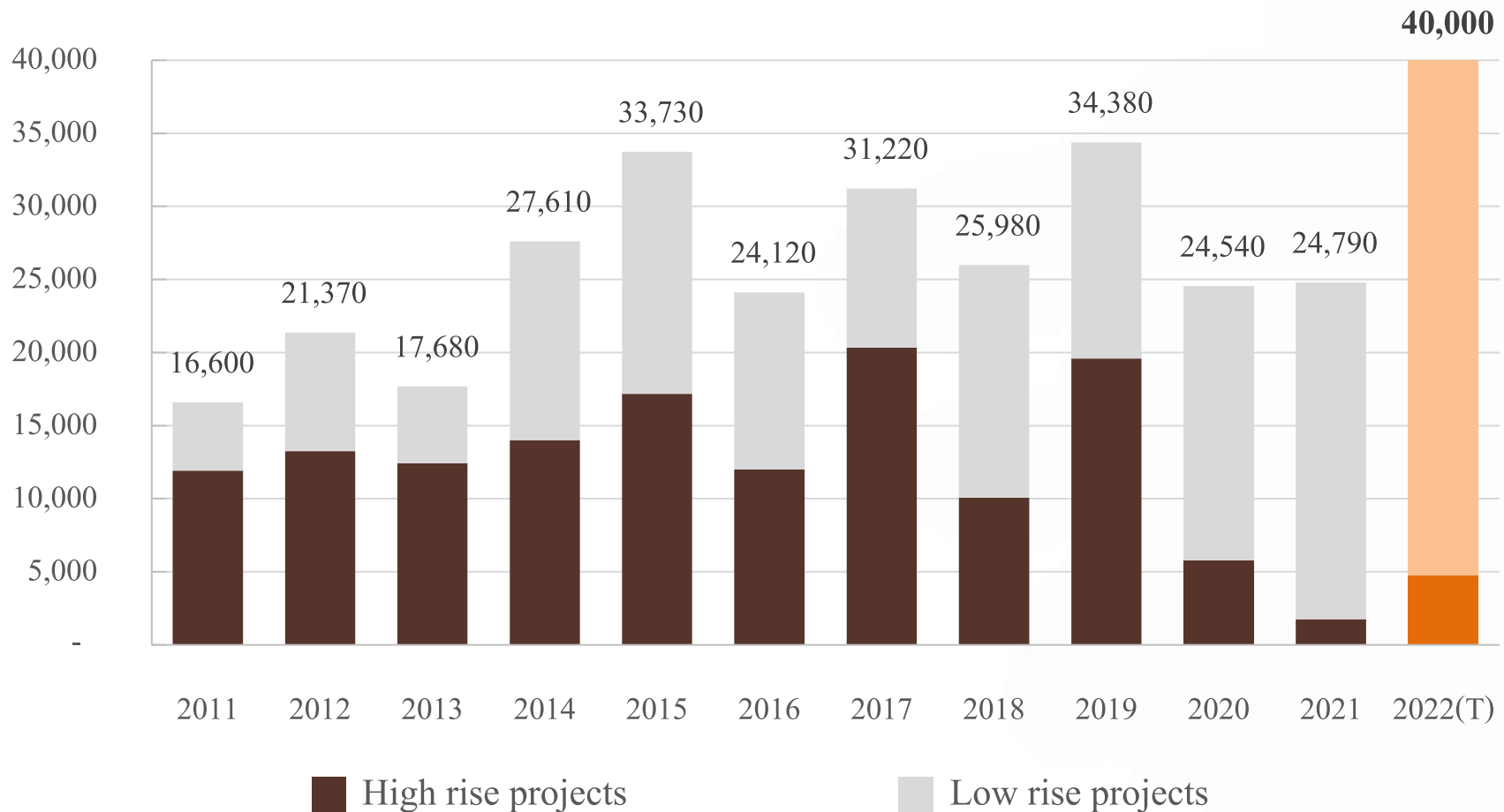
# Project Launch Plan by Number of Projects

No. of projects



# Project Launch Plan by Launch Value

Million Baht



# Thank you



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