



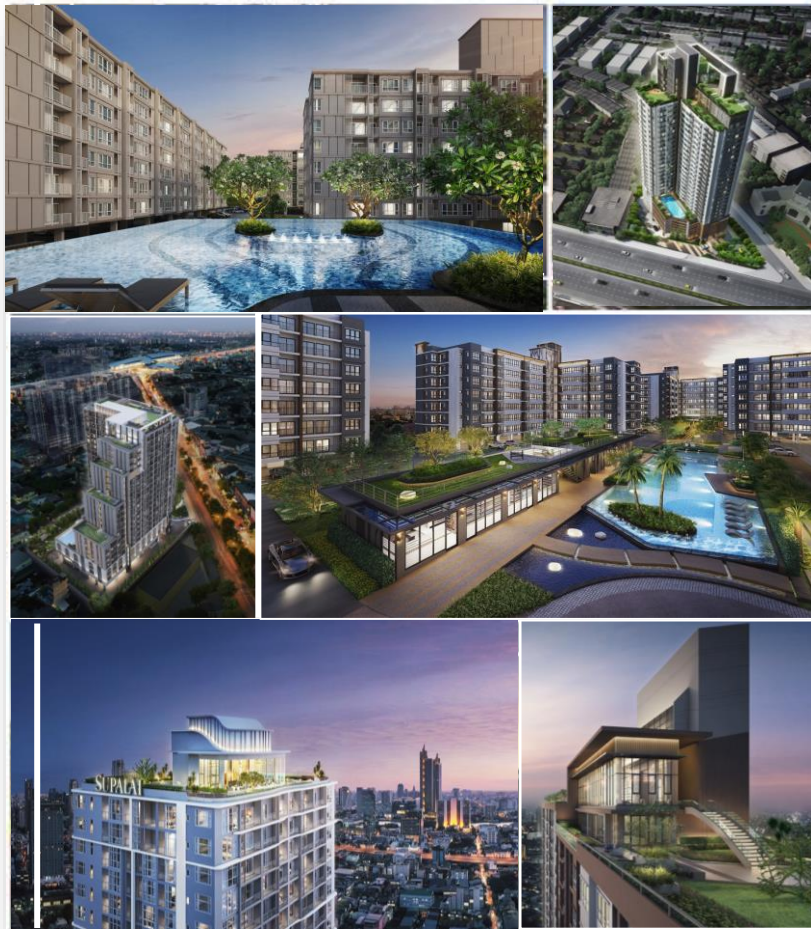
SUPALAI

INVESTMENT PRESENTATION

January 2022

Supalai's Products

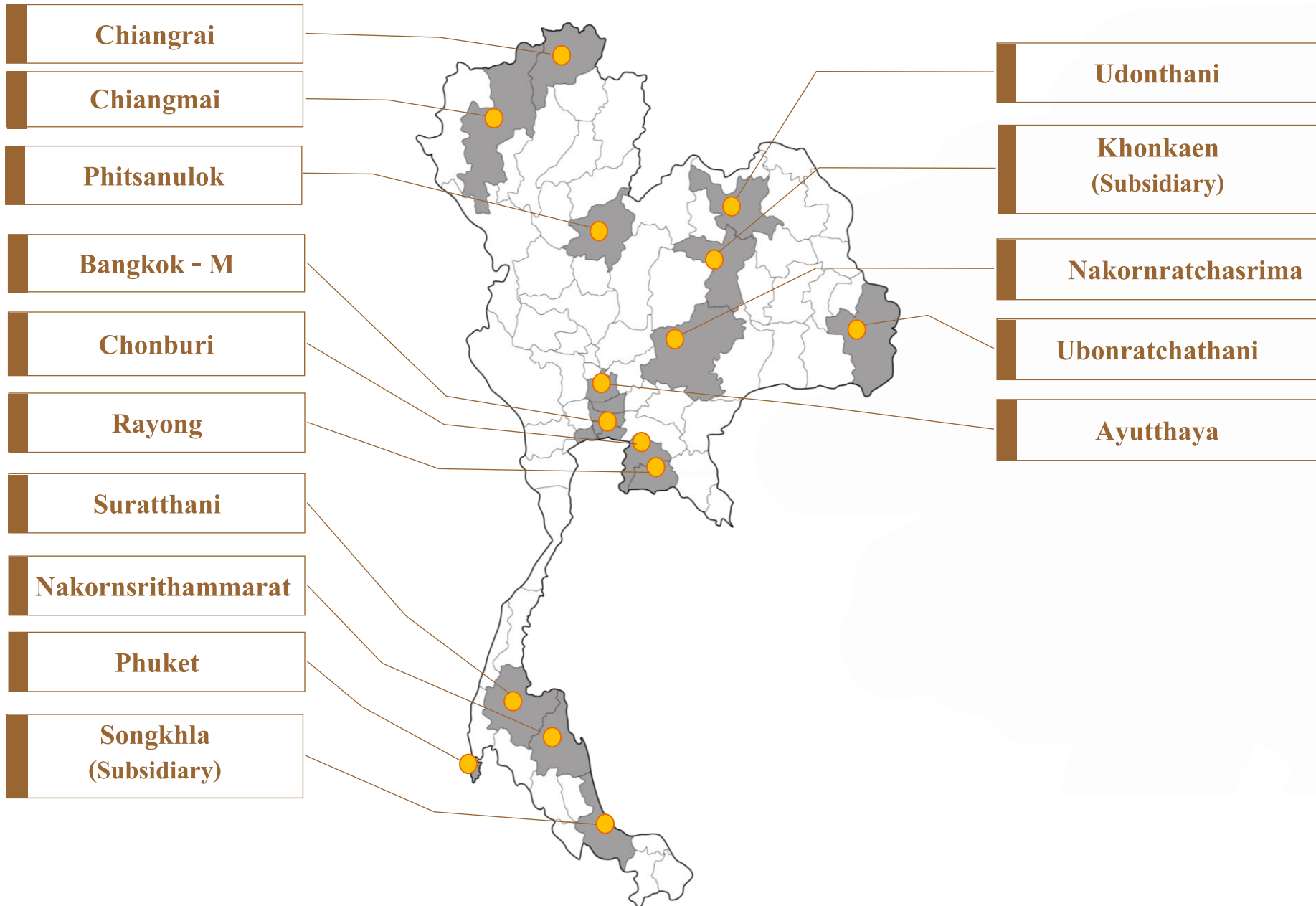
Condominium (Pre-Sales)



Detached House/Townhouse (Pre-Built)

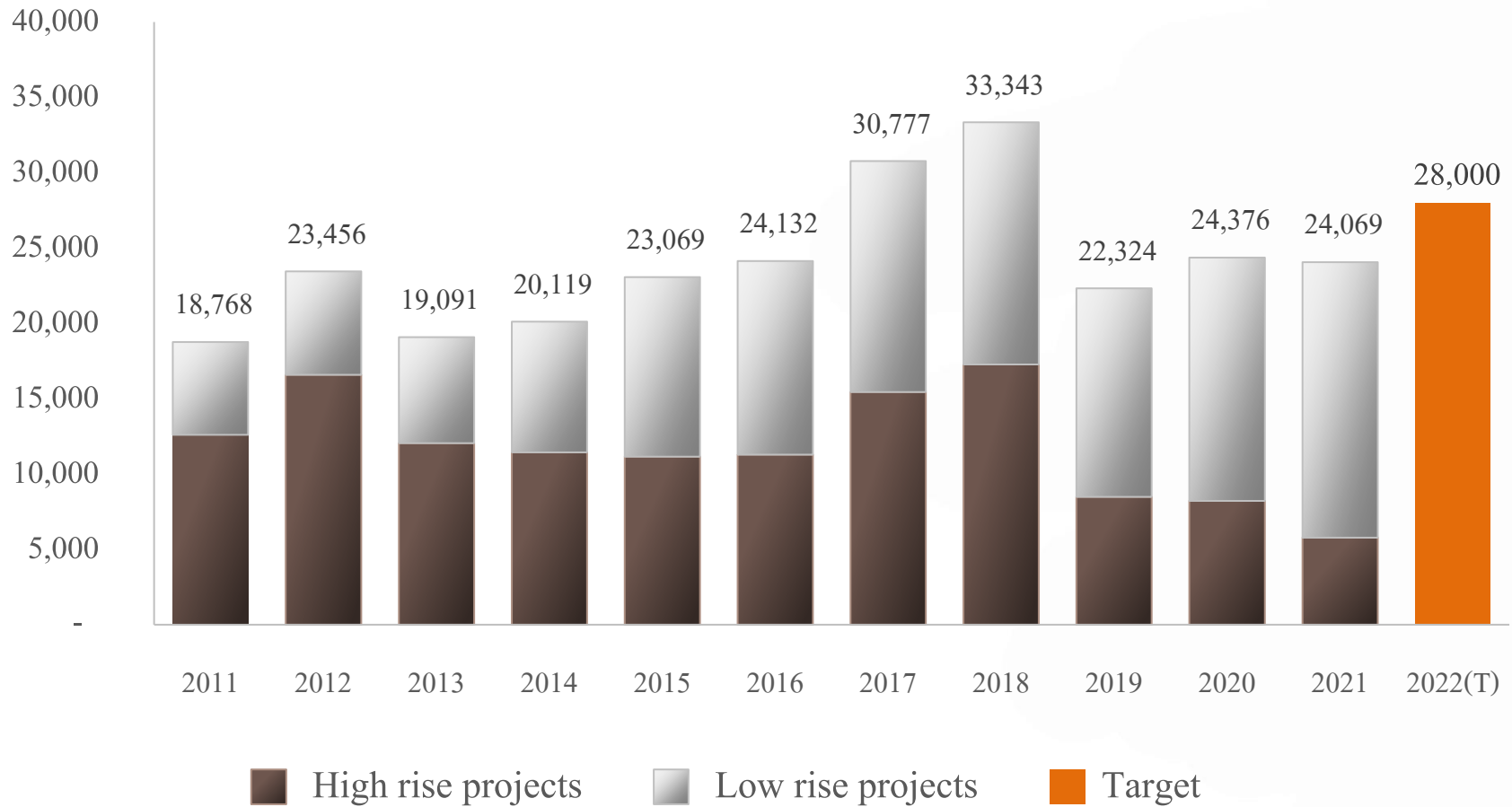


Expansion in Provincial Markets



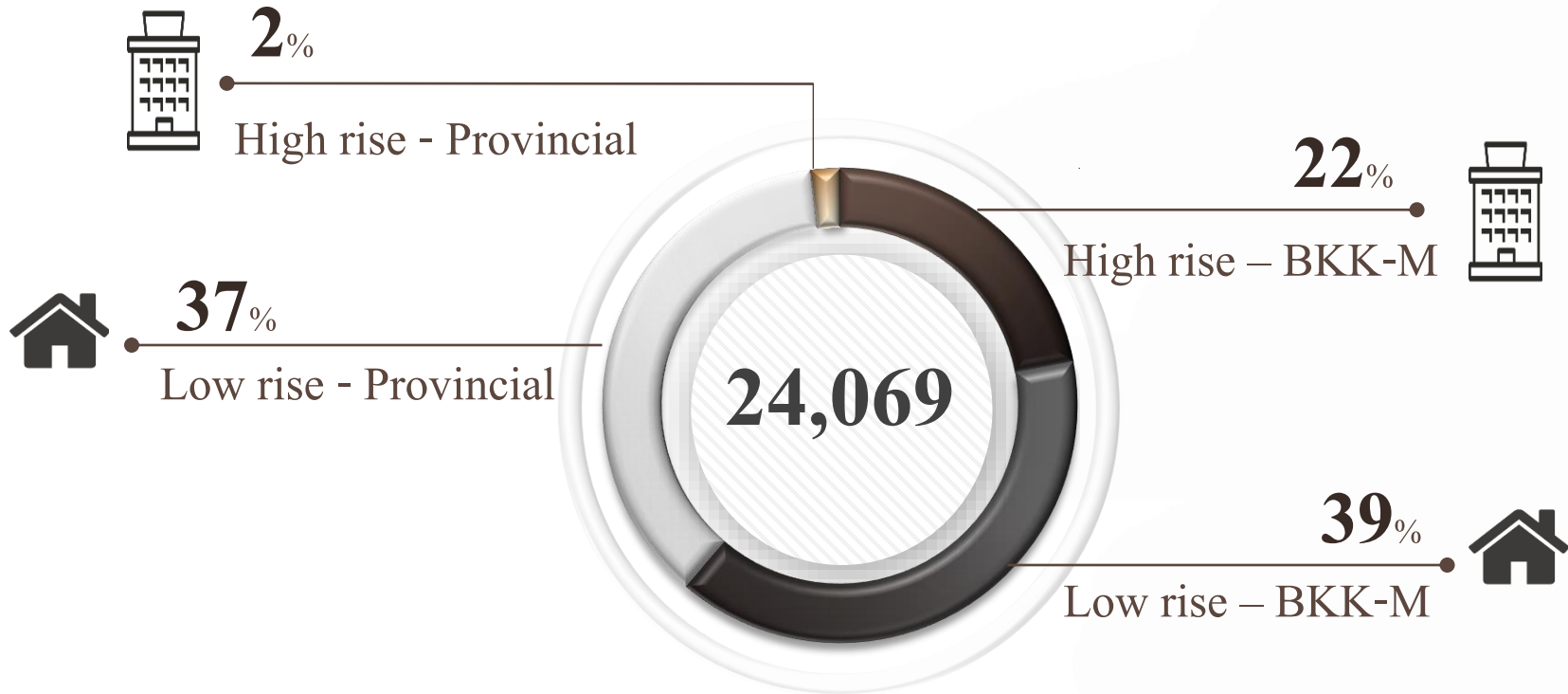
Pre-sales Performance and Target

Million Baht



2021 Pre-sales by Geography

Million Baht



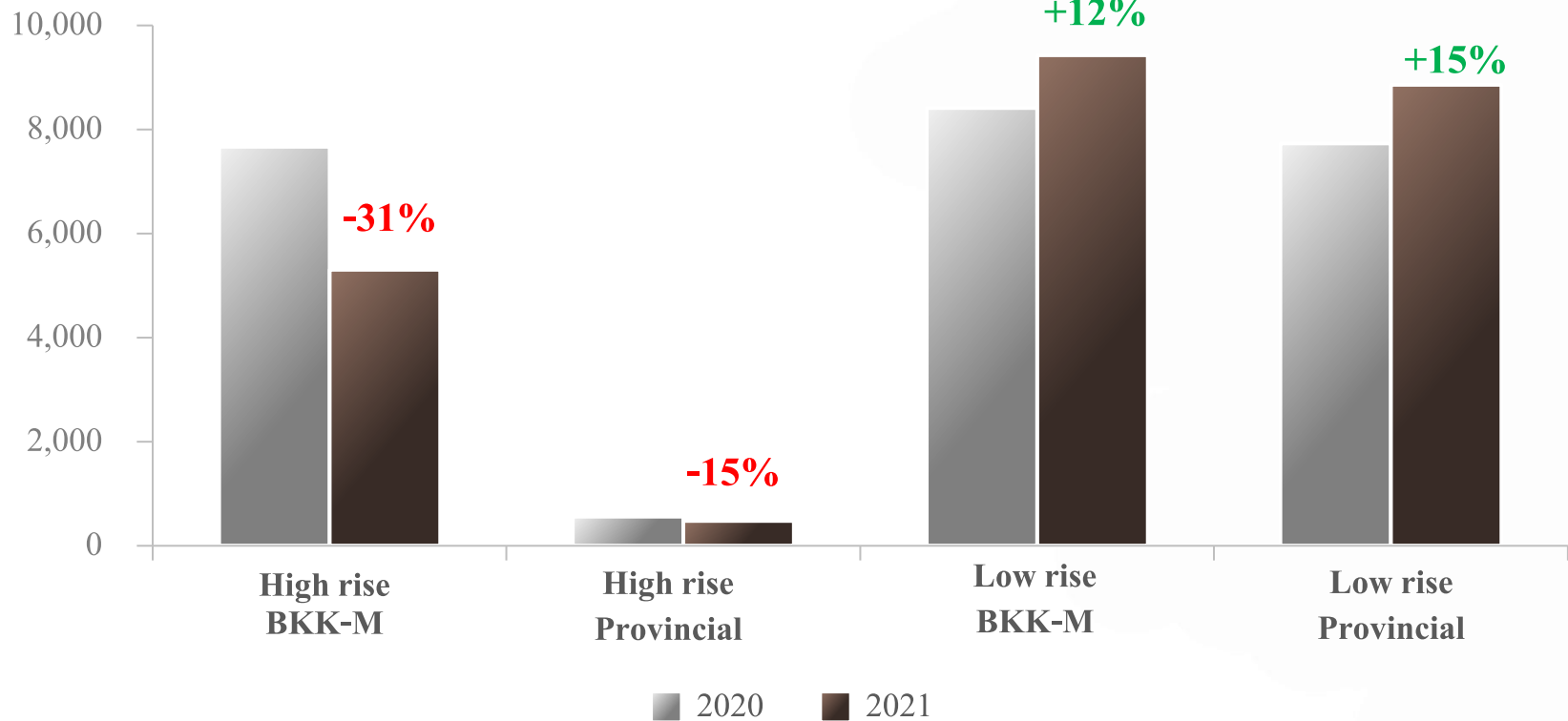
2020 – 2021 Pre-sales Comparison

Million Baht

2020 Pre-sales **24,376** Million Baht

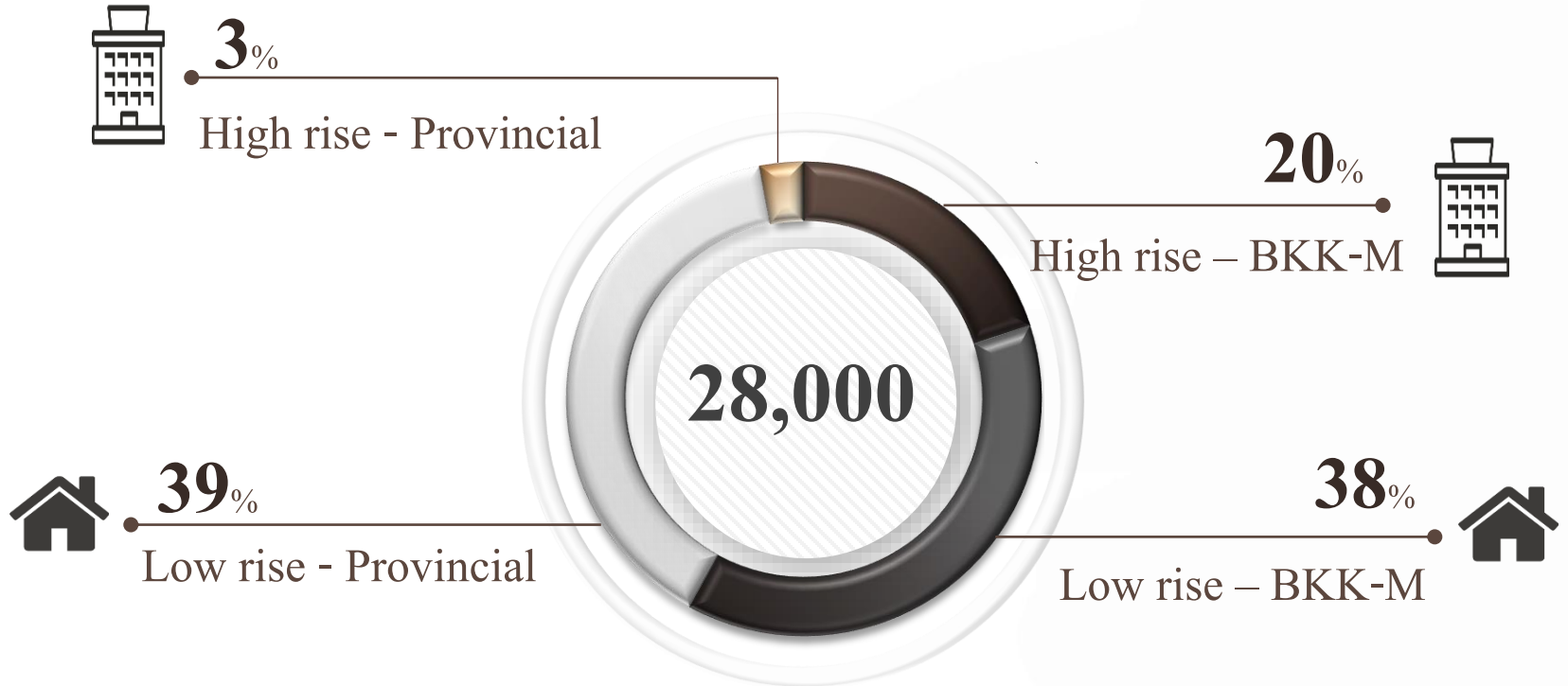
2021 Pre-sales **24,069** Million Baht

YoY Growth **-1%**



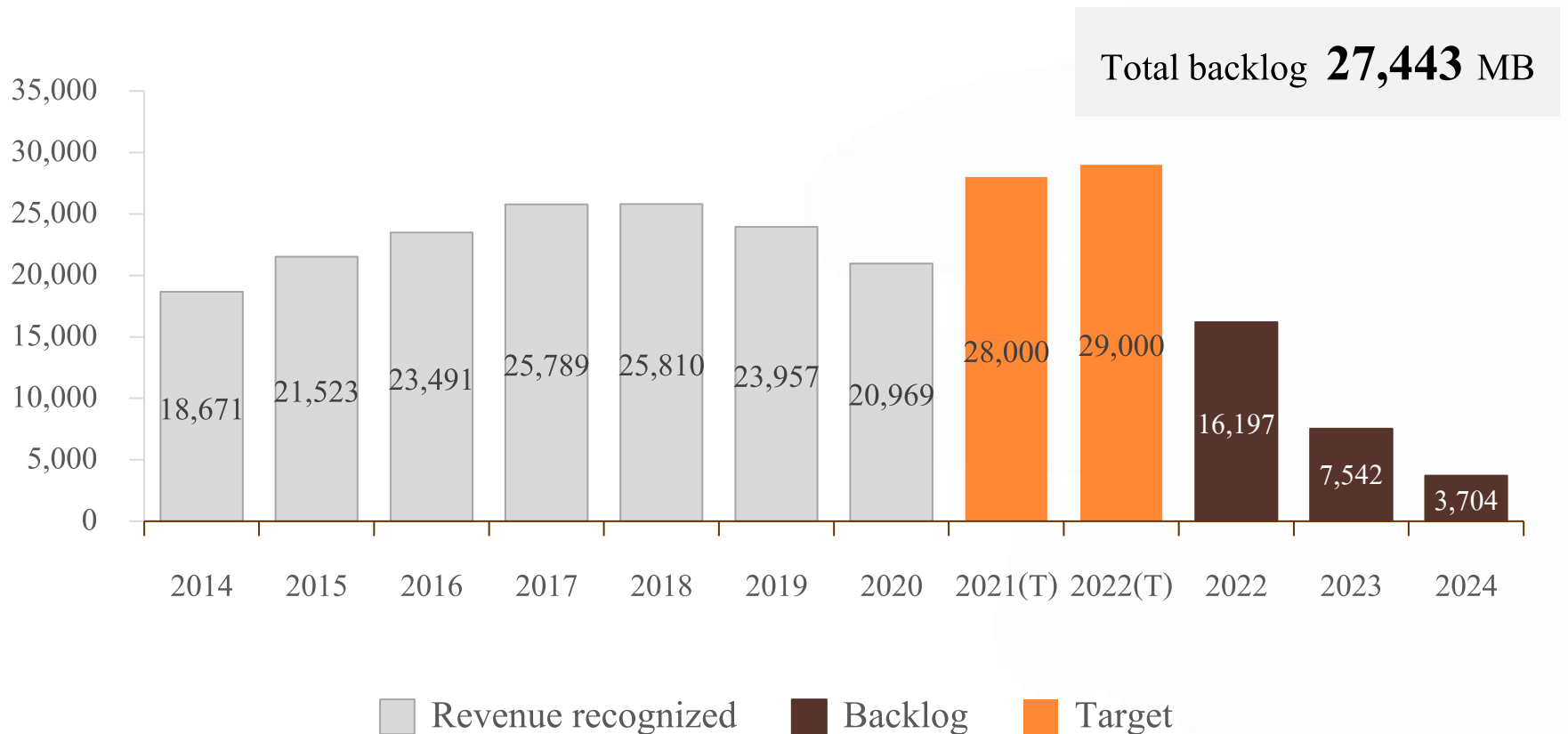
2022 Target Presales

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	
	30Sept21	30Sept20	MB	%
Total Revenues	18,522	12,875	5,647	44%
Revenues from Sale on Real Estate	18,055	12,363	5,692	46%
Gross Margin (%)	39.8%	36.4%		
Selling and Administrative Expenses	2,220	1,680	540	32%
% S&A to Total Revenues	12.0%	13.0%		
Earning before Tax	5,480	3,211	2,269	71%
% EBT to Total Revenues	29.6%	24.9%		
Corporate Tax	1,245	787	458	58%
% Effective Corporate Income Tax Rate	22.7%	24.5%		
Net Profit	4,191	2,387	1,805	76%
Net Profit Margin (%)	22.6%	18.5%		
Basic Earnings Per Share (Baht)	2.15	1.19	0.96	81%

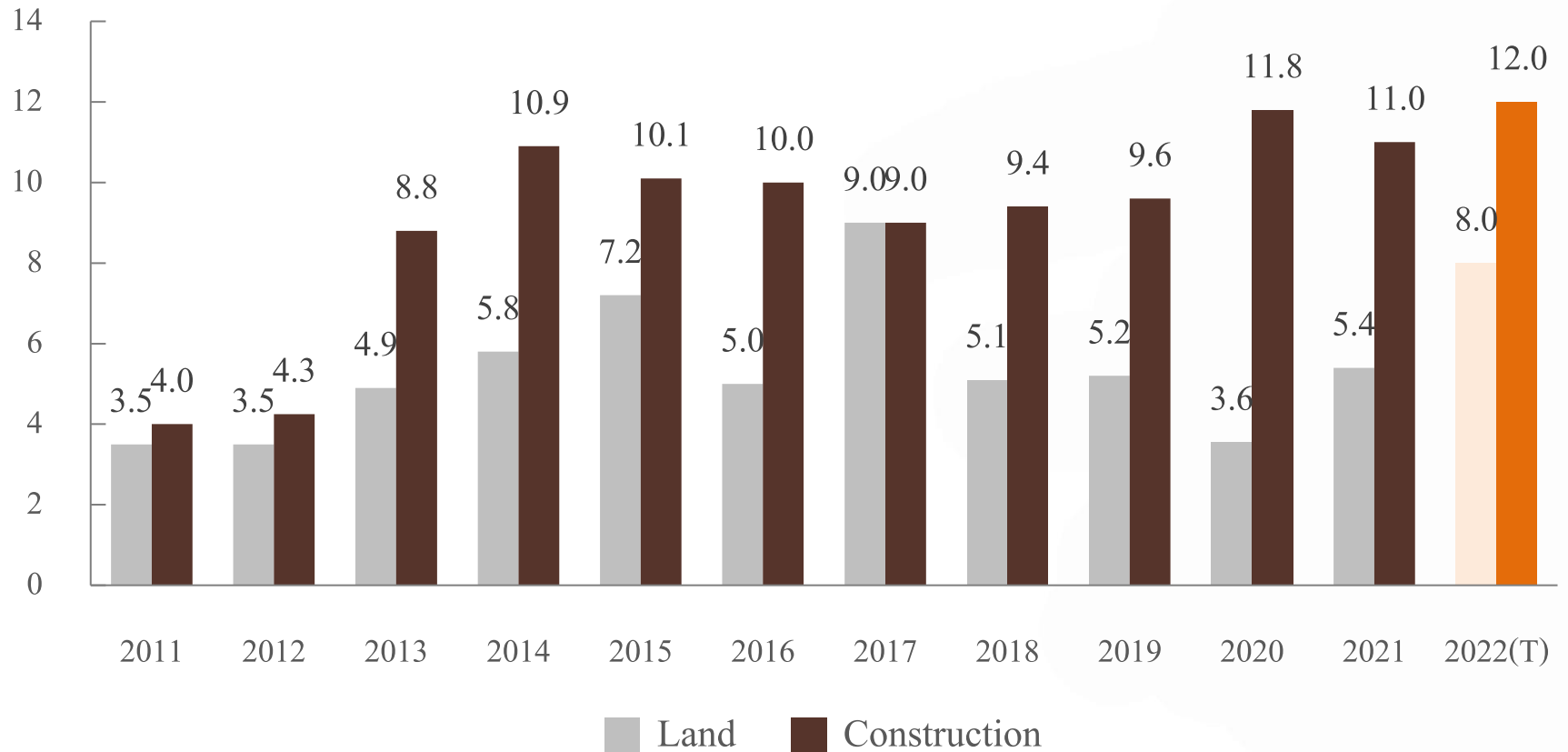
Statement of Financial Position (Consolidated)

(Million Baht)	30Sept21	31Dec20	Change	
			MB	%
Total Assets	72,061	68,206	3,855	6%
Loan from Financial Institutions	23,630	21,332	2,298	11%
- <i>Project Loan</i>	10,312	8,505	1,807	21%
- <i>Debenture</i>	9,335	9,835	(500)	(5%)
- <i>Other</i>	3,983	2,992	991	33%
Deposits & Advances Received From Customers	4,092	4,835	(743)	(15%)
Total Liabilities	32,076	30,811	1,265	4%
Total Shareholder's Equity	39,154	36,579	2,575	7%
Issued and Paid-up Share Capital	2,143	2,143	-	-

- Net Gearing of the company as of 30Sept21 was at 56%
- Average cost of fund for the company as at 30Sept21 was 1.76%

Capital Expenditure Trend

Billion Baht

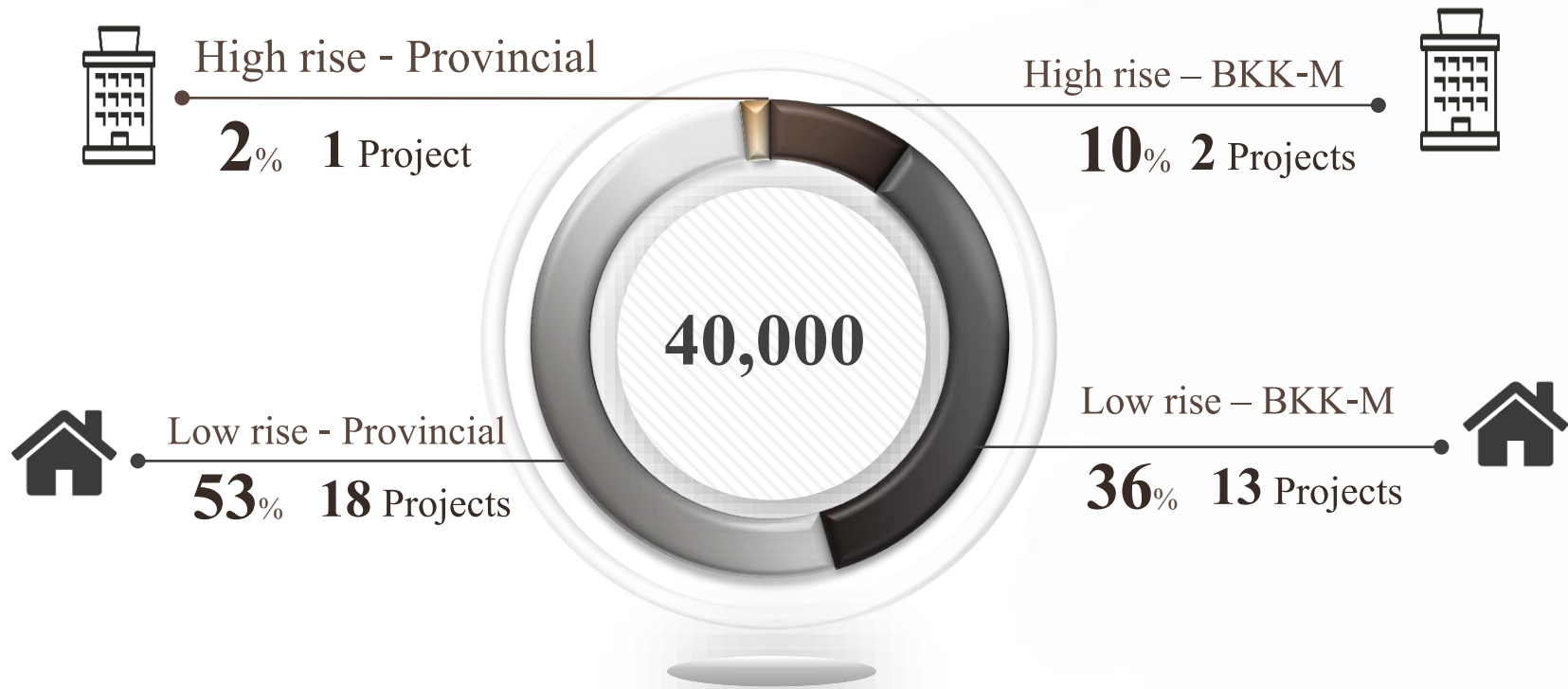


Ongoing Project Status (31Dec21)

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%	

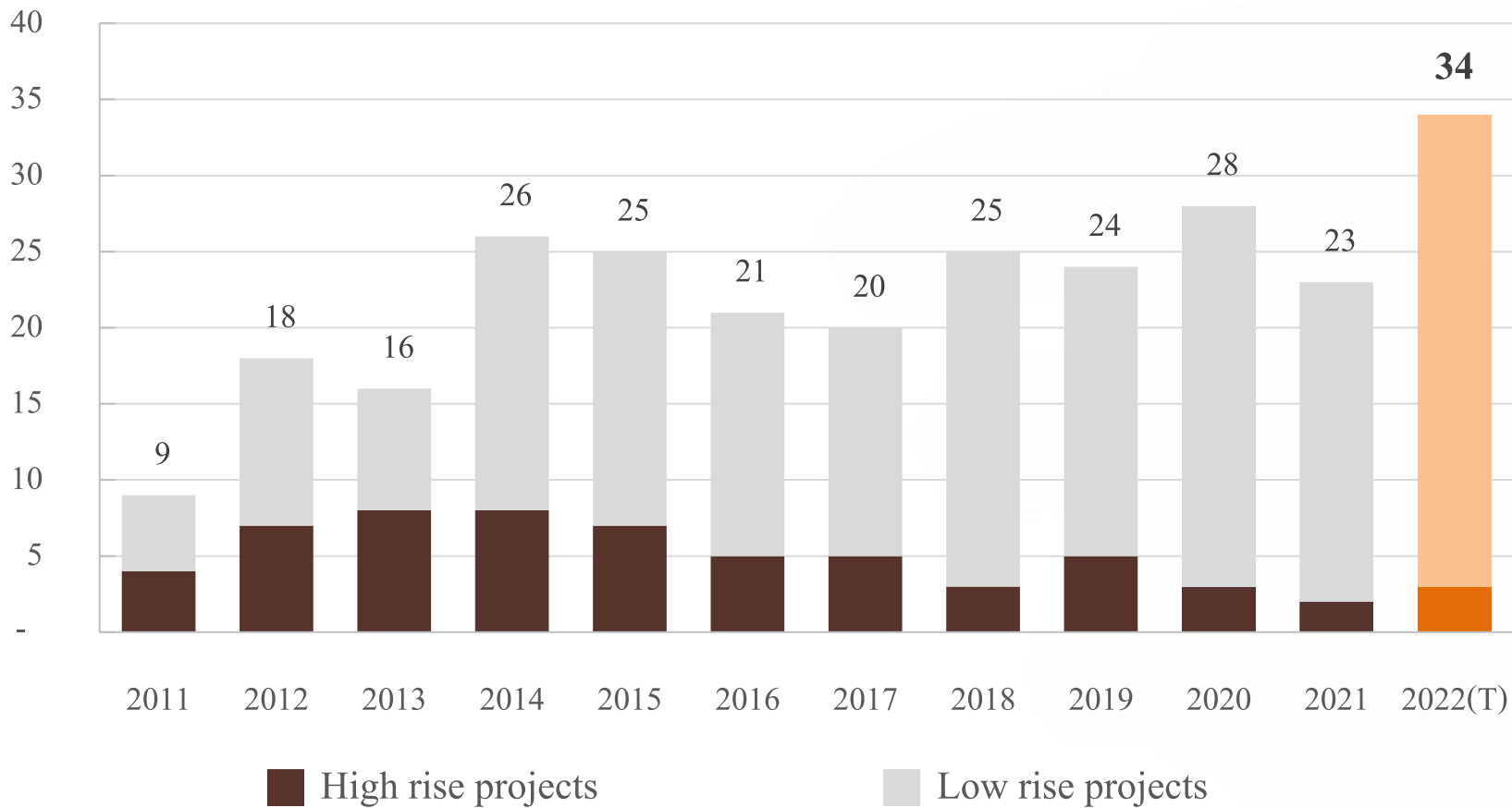
2022 Launch Plan

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



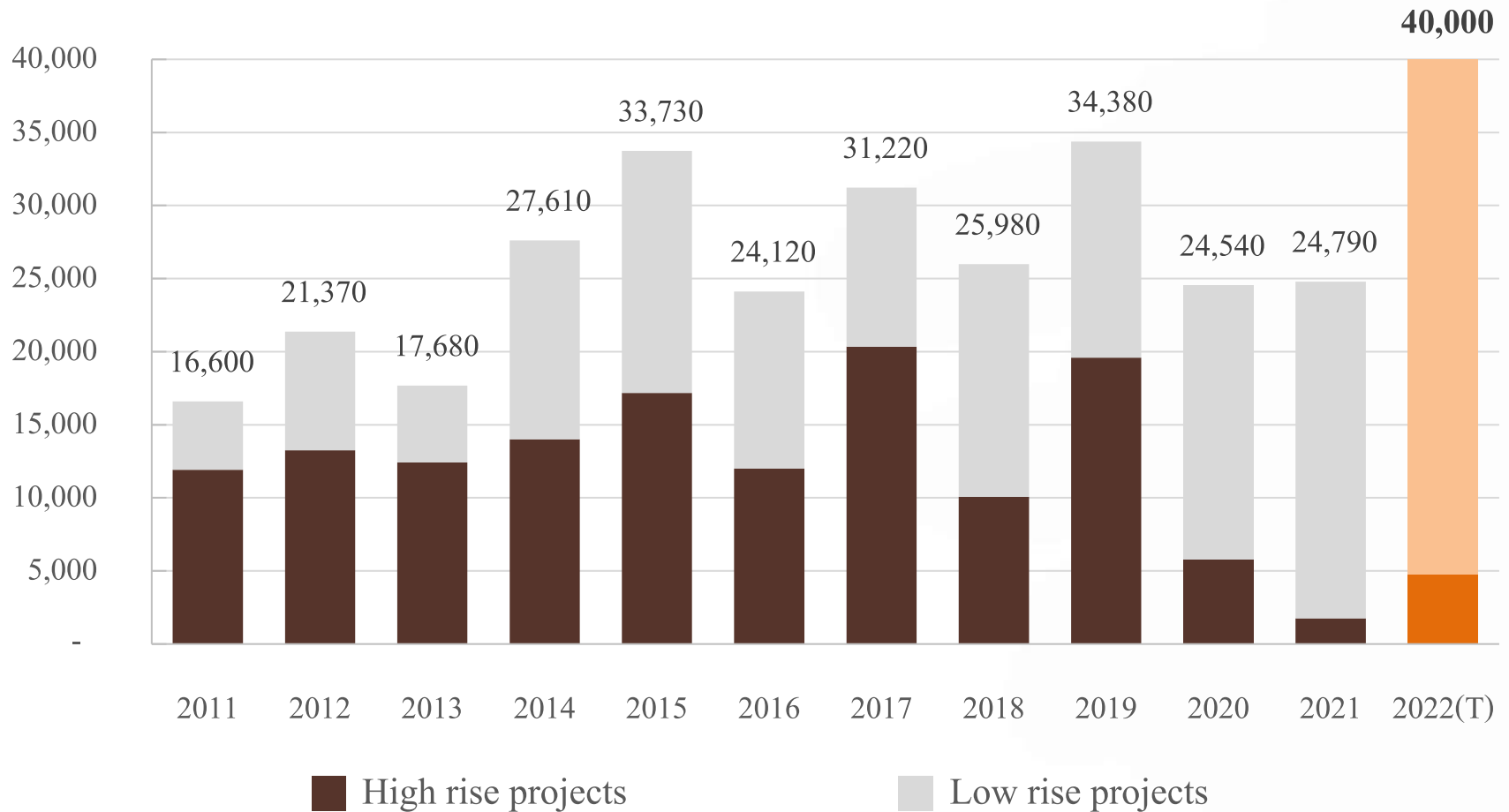
Project Launch Plan by Number of Projects

No. of projects



Project Launch Plan by Launch Value

Million Baht



SUPALAI

LOFT

RATCHADA - WONG SAWANG

EIA
APPROVED

Presales

22 – 23 January 2022

Project Value

3,200 MB

Total Units

1,309 Units

Expected Completion

2024



Thank you



<http://investor.supalai.com>



ir_spali@supalai.com



+662 725 8888 ext. 857

Disclaimer: This presentation material has been prepared solely for informational purposes. Supalai Public Company Limited makes no guaranty on accuracy or completeness of the information provided. By accepting this material, recipient agrees that the company shall not have any liability for any information contained in or for any omission from this presentation.