



SUPALAI

INVESTMENT PRESENTATION

JANUARY 2024

NEW DESIGN



NEW DESIGN

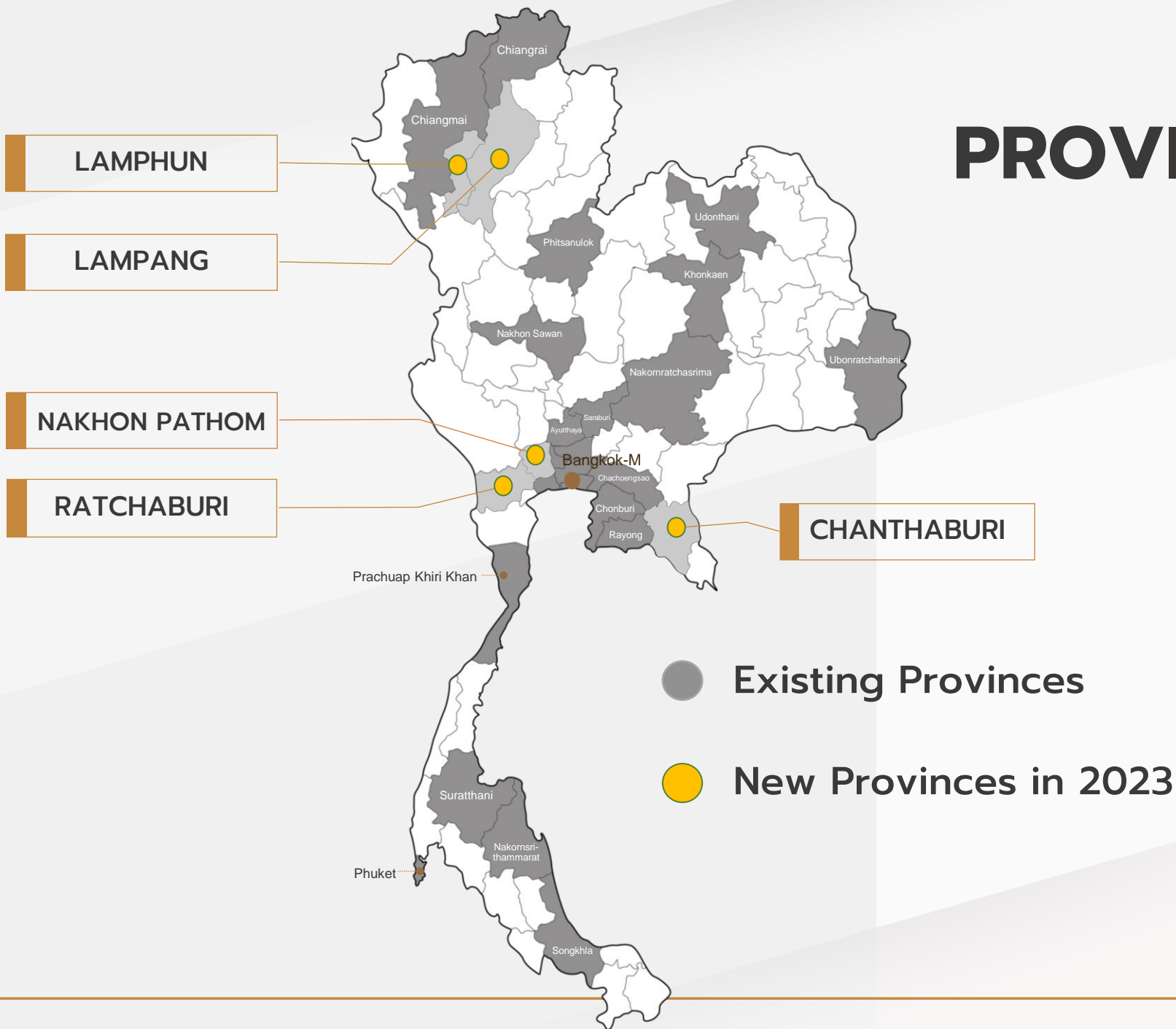
FACILITIES



SUPALAI

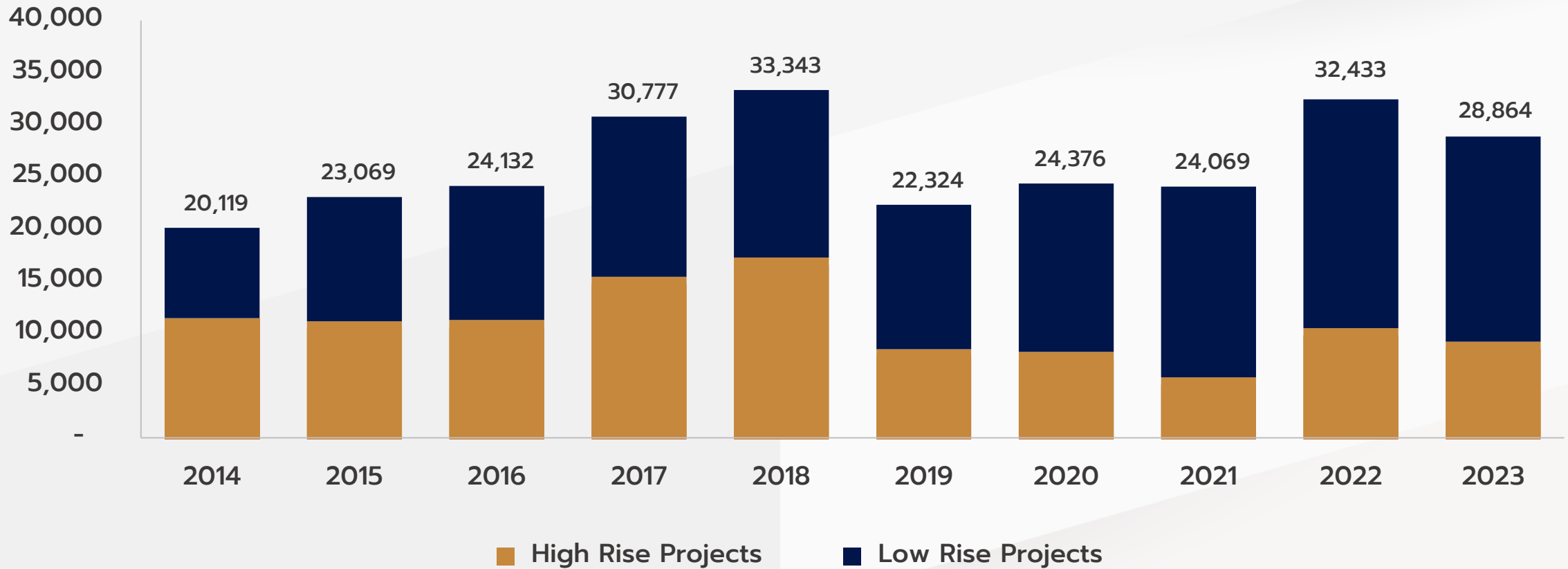
EXPANSION IN PROVINCIAL MARKETS

Total **28**
Provinces in 2023

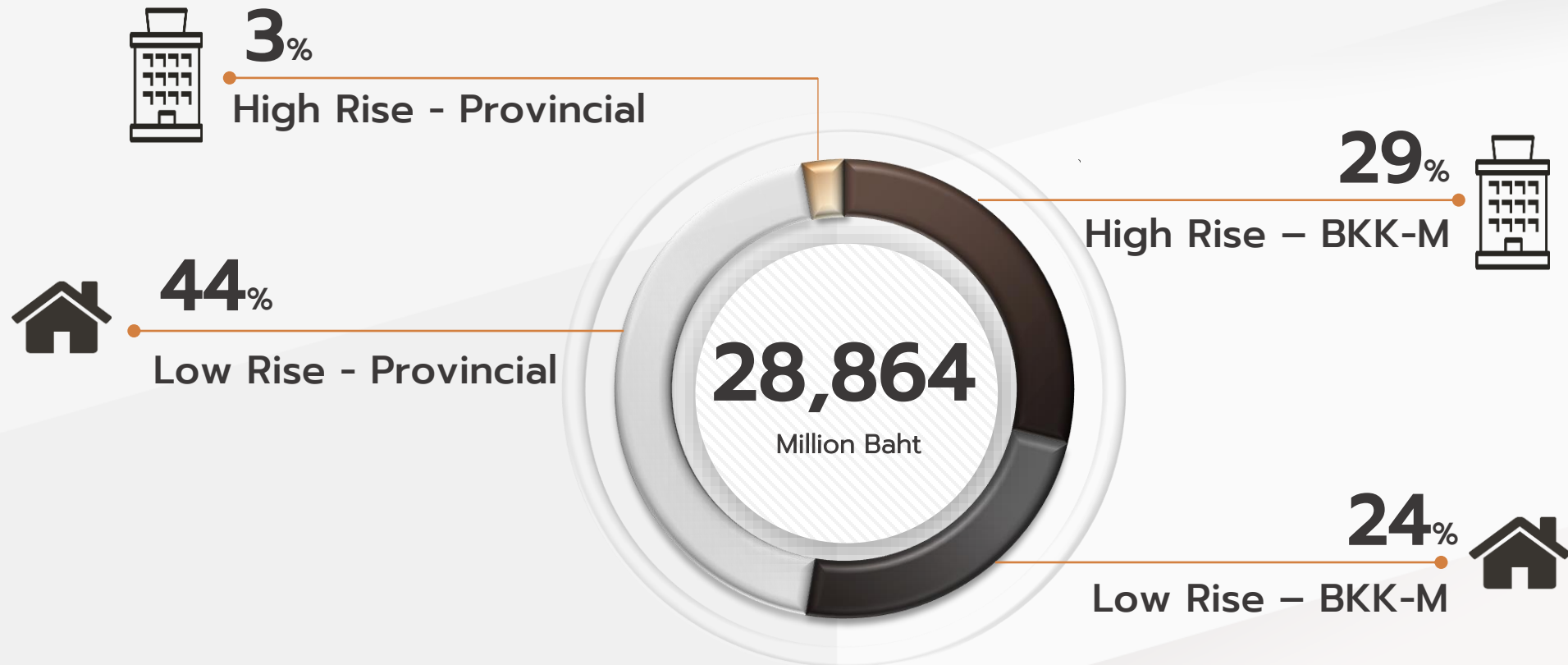


PRE-SALES PERFORMANCE

Million Baht



2023 PRE-SALES BY GEOGRAPHY



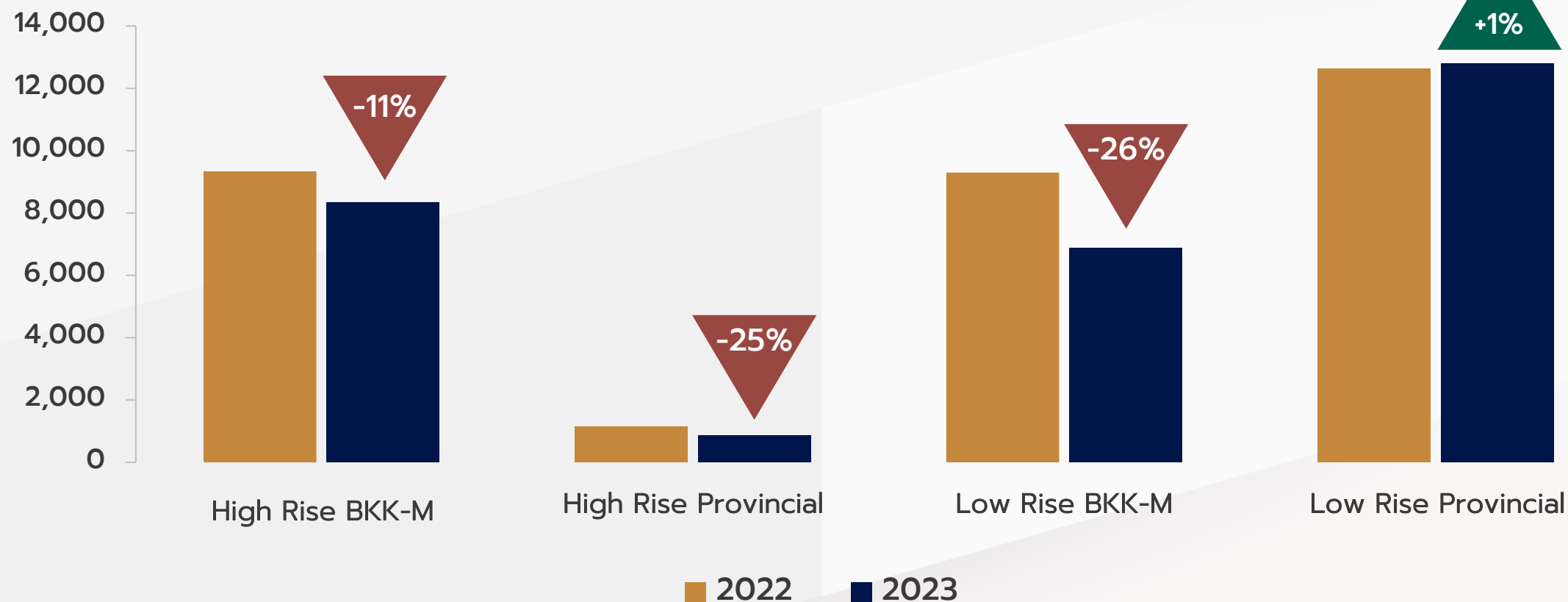
2022 – 2023

PRE-SALES COMPARISON

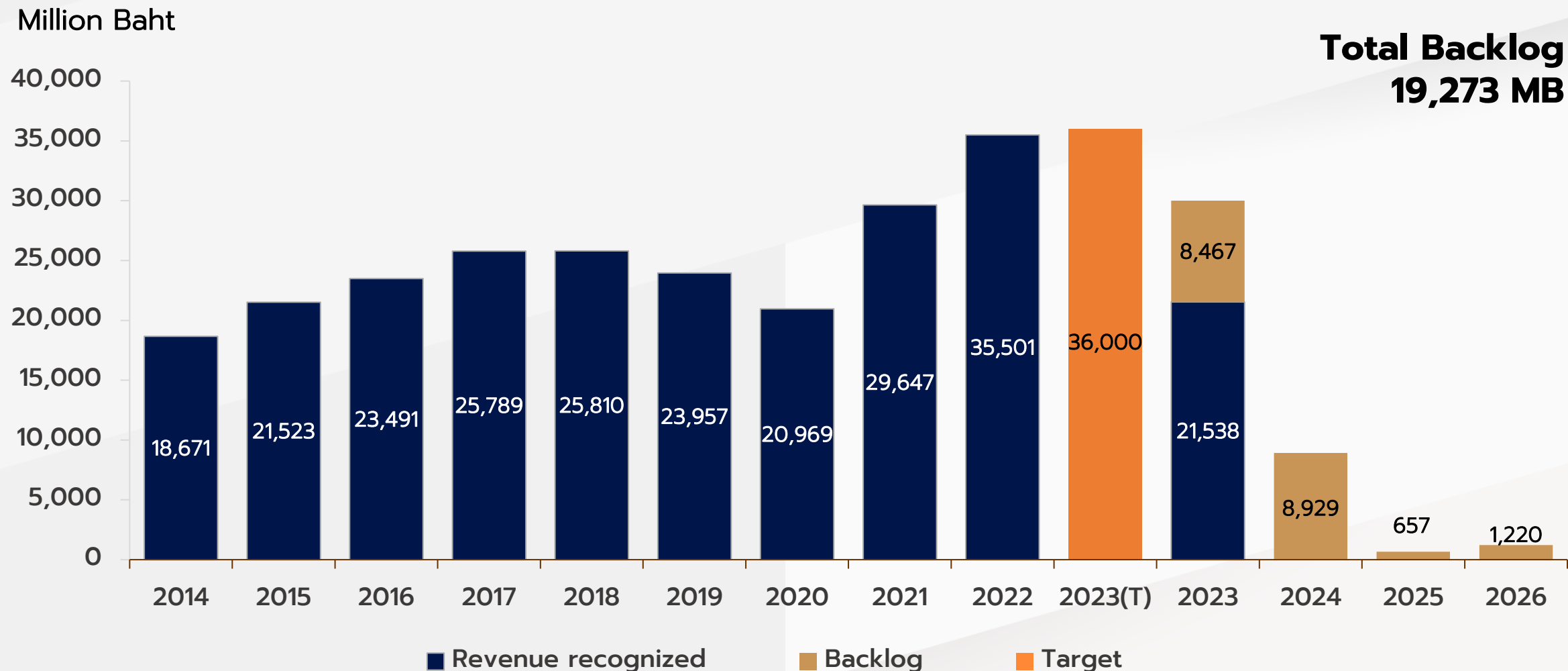
2022	Pre-sales	32,433	Million Baht
2023	Pre-sales	28,864	Million Baht

YoY Growth **-11%**

Million Baht



TOTAL REVENUES & BACKLOG *(CONSOLIDATED)*





2023 PROJECTS

TRANSFER

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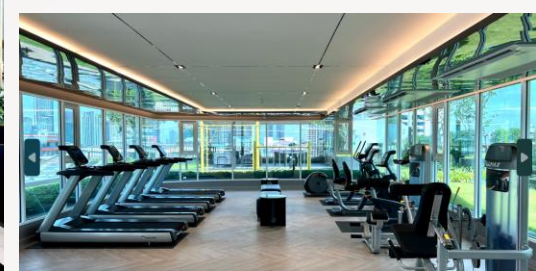
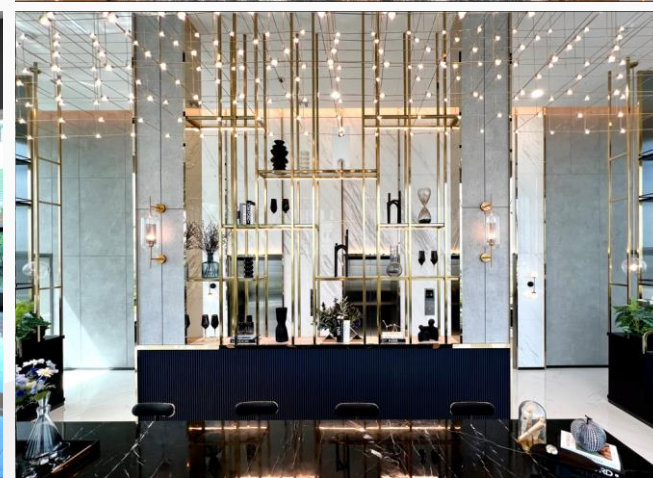
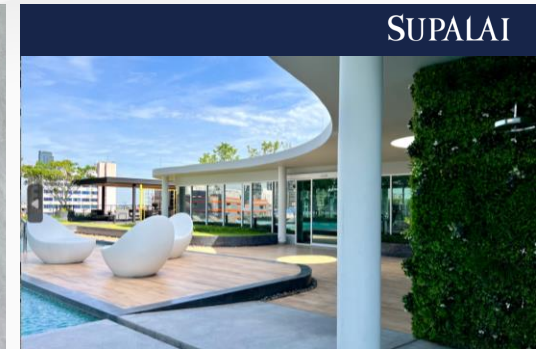
LOFT

SATHORN - RATCHAPRUEK



SUPALAI PREMIER

SI PHRAYA-SAMYAN



CONSOLIDATED INCOME STATEMENT

(Million Baht)	For Year Ended		Change	
	30 Sep 23	30 Sep 22	MB	%
Total Revenues	21,538	25,455	(3,917)	(15%)
Revenues from Sale on Real Estate	20,819	24,576	(3,757)	(15%)
Gross Margin (%)	35.9%	39.5%		
Selling and Administrative Expenses	2,754	2,781	(27)	(1%)
% S&A to Total Revenues	12.8%	10.9%		
Share of profit from investments in joint ventures and associates	197	225	(28)	(12%)
Finance cost	336	196	140	72%
Earning before Tax	5,155	7,704	(2,549)	(33%)
% EBT to Total Revenues	23.9%	30.3%		
Corporate Tax	1,128	1,616	(488)	(30%)
% Effective Corporate Income Tax Rate	21.9%	21.0%		
Net Profit	3,972	6,002	(2,030)	(34%)
Net Profit Margin (%)	18.4%	23.6%		
Basic Earnings Per Share (Baht)	2.03	3.08	(1.05)	(34%)

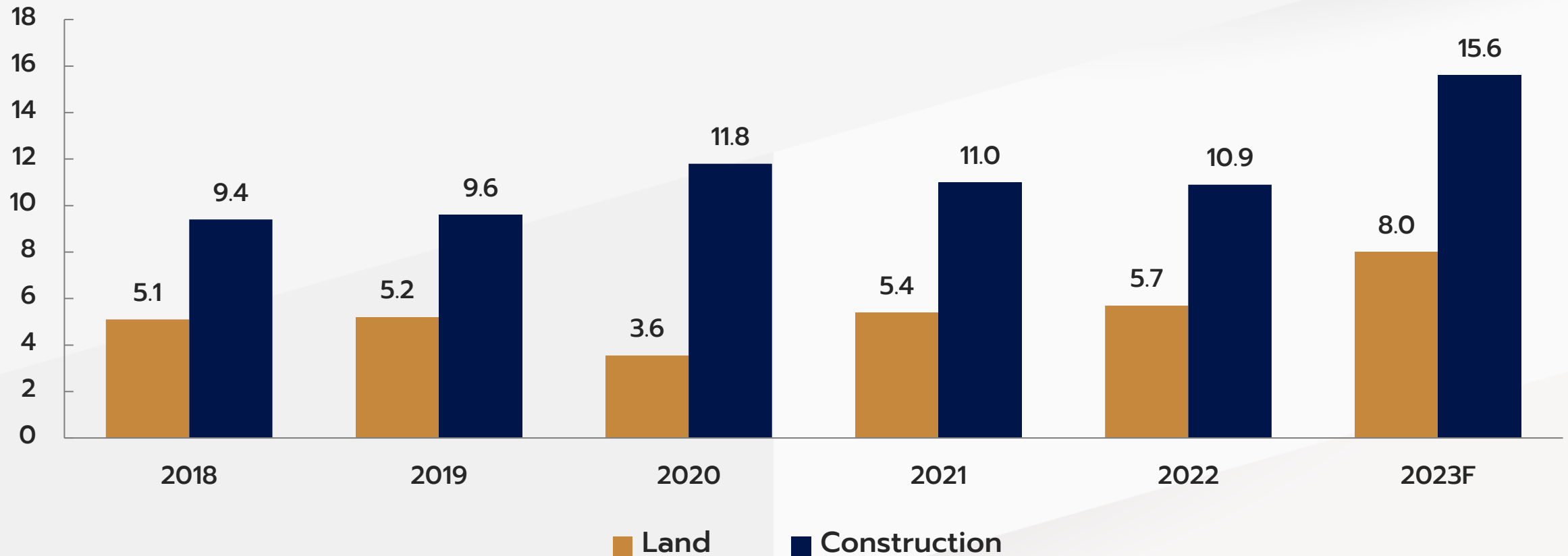
STATEMENT OF FINANCIAL POSITION (CONSOLIDATED)

(Million Baht)	30 Sep 23	31 Dec 22	Change	
			MB	%
Total Assets	85,993	79,924	6,069	8%
Loan from Financial Institutions	28,955	24,536	4,419	18%
- Project Loan	10,406	8,196	2,210	27%
- Debenture	13,602	12,358	1,244	10%
- Other	4,947	3,982	965	24%
Deposits & Advances Received From Customers	1,746	2,004	(258)	(13%)
Total Liabilities	36,772	32,461	4,311	13%
Total Shareholder's Equity	49,222	47,463	1,759	4%
Issued and Paid-up Share Capital	1,953	1,953	-	-

- Net Gearing of the company as of 30 Sep 23 was at 51%
- Average Cost of Fund for the company as of 30 Sep 23 was at 2.74%

CAPITAL EXPENDITURE TREND

Billion Baht

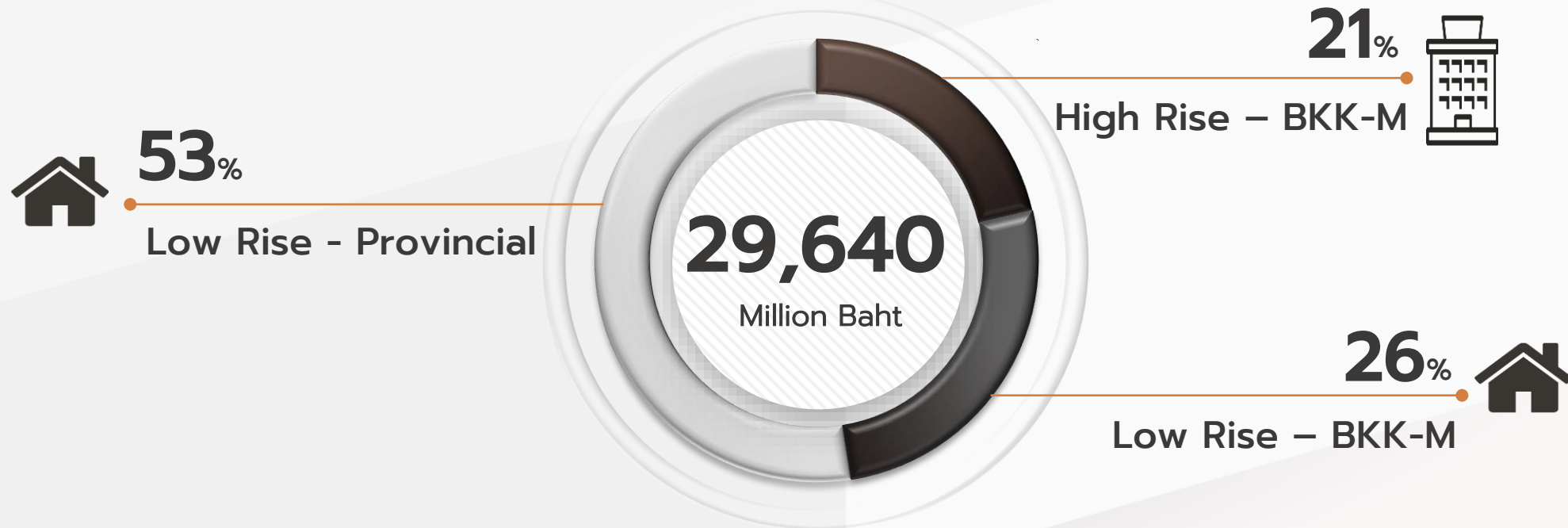


ONGOING PROJECT STATUS (30 SEP 23)

Project Type	Status	Type	Total Active Projects		Available for Sales	
			Units	Million Baht	Million Baht	%
Condominium	Complete	Affordable	32,315	74,805	3,219	4%
		Medium	25,060	80,271	7,932	10%
		Premium	2,153	17,760	3,020	17%
	Total - Complete		59,528	172,836	14,170	8%
	Under Construction	Affordable	792	1,030	744	72%
		Medium	3,851	9,980	7,317	73%
		Premium	1,035	14,940	11,364	76%
	Total - Under Construction		5,678	25,950	19,425	75%
Total - Condominium			65,206	198,786	33,596	17%
Low Rise	Ongoing	Affordable	20,619	48,493	7,808	16%
		Medium	41,675	170,956	47,705	28%
		Premium	2,405	22,634	8,979	40%
	Total - Ongoing		64,699	242,084	64,491	27%
Total - Low Rise			64,699	242,084	64,491	27%
Grand Total			129,905	440,870	98,087	22%

2023 LAUNCHED PROJECTS

New Launches 29,640 Million Baht, 26 Projects



SUPALAI

Reduce greenhouse gases

by 25% within 2024



<http://investor.supalai.com>



ir_spali@supalai.com



+662 725 8888 ext. 82204

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