



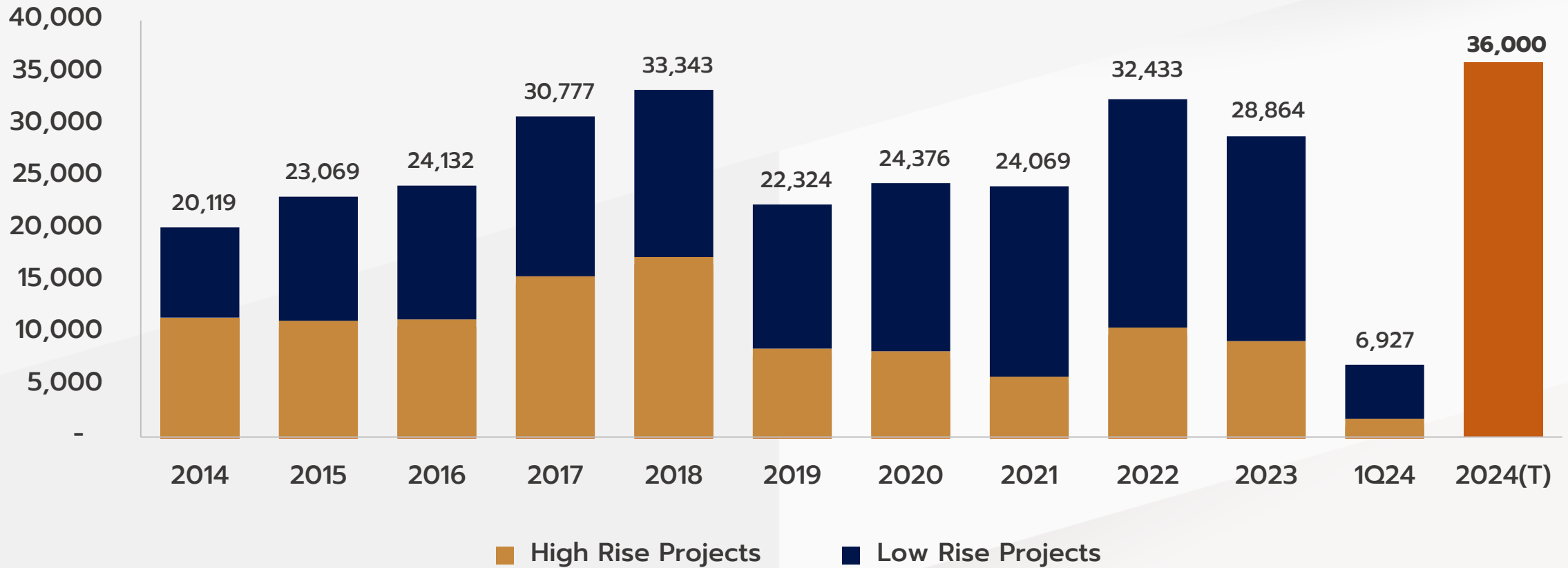
SUPALAI

INVESTMENT PRESENTATION

APRIL 2024

PRE-SALES PERFORMANCE

Million Baht



1Q24 PRE-SALES BY GEOGRAPHY



3%

High Rise – Provincial

22%

High Rise – BKK-M

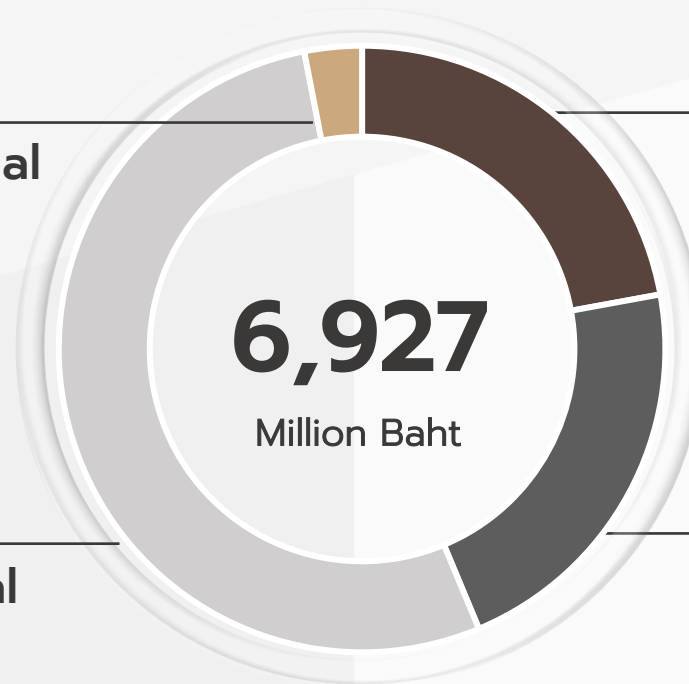


53%

Low Rise - Provincial

22%

Low Rise – BKK-M



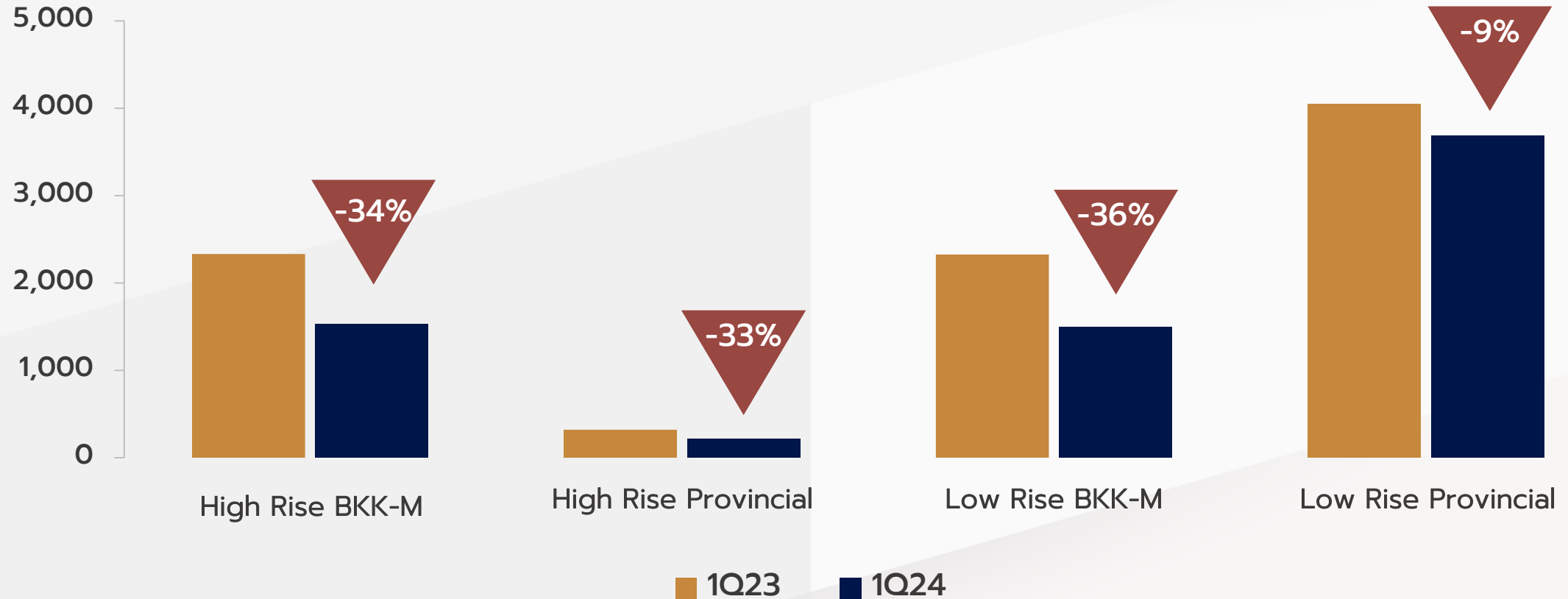
1Q23 – 1Q24

PRE-SALES COMPARISON

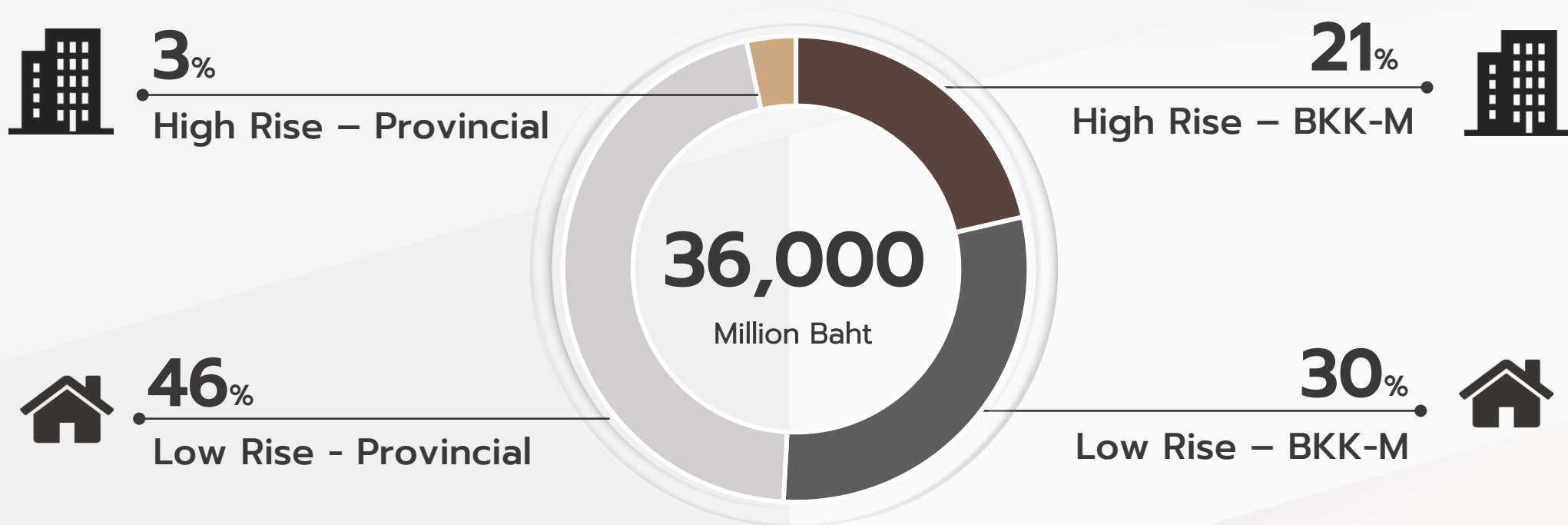
1Q23 Pre-sales	9,029	Million Baht
1Q24 Pre-sales	6,927	Million Baht

YoY Growth **-23%**

Million Baht

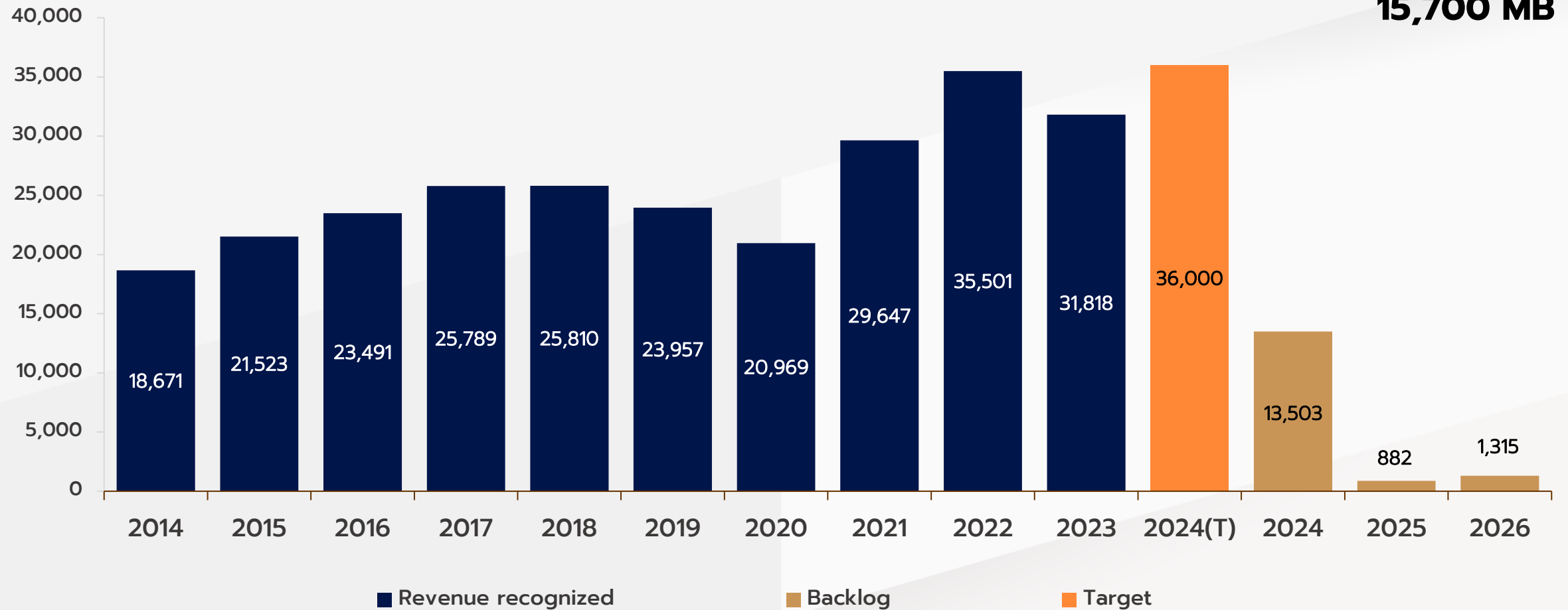


2024 TARGET PRE-SALES



TOTAL REVENUES & BACKLOG *(CONSOLIDATED)*

Million Baht



2024 PROJECTS TRANSFER



**SUPALAI CITY HOME
RAYONG**

PROJECT VALUE : 300 MB
SOLD : 22%
TRANSFER : Q1



**CITY HOME
SANAMBINNAM –
RATTANATHIBET**

PROJECT VALUE : 730 MB
SOLD : 32%
TRANSFER : Q2



**SUPALAI
ICON SATHORN**

PROJECT VALUE : 12,300 MB
SOLD : 22%
TRANSFER : Q2



**SUPALAI PREMIER
SAMSEN - RATCHAWAT**

PROJECT VALUE : 1,600 MB
SOLD : 61%
TRANSFER : Q2



**SUPALAI LOFT
PHASI CHAROEN STATION**

PROJECT VALUE : 1,100 MB
SOLD : 81%
TRANSFER : Q3

CONSOLIDATED INCOME STATEMENT

(Million Baht)	For Year Ended		Change	
	31 Dec 23	31 Dec 22	MB	%
Total Revenues	31,818	35,501	(3,683)	(10%)
Revenues from Sale on Real Estate	30,836	34,222	(3,386)	(10%)
Gross Margin (%)	35.6%	39.0%		
Selling and Administrative Expenses	3,857	4,029	(172)	(4%)
% S&A to Total Revenues	12.1%	11.4%		
Share of profit from investments in joint ventures and associates	247	390	(143)	(37%)
Finance Cost	467	277	190	69%
Earning before Tax	7,670	10,515	(2,845)	(27%)
% EBT to Total Revenues	24.1%	29.6%		
Corporate Tax	1,586	2,212	(626)	(28%)
% Effective Corporate Income Tax Rate	20.7%	21.0%		
Net Profit	5,989	8,173	(2,184)	(27%)
Net Profit Margin (%)	18.8%	23.0%		
Basic Earnings Per Share (Baht)	3.07	4.19	(1.12)	(27%)

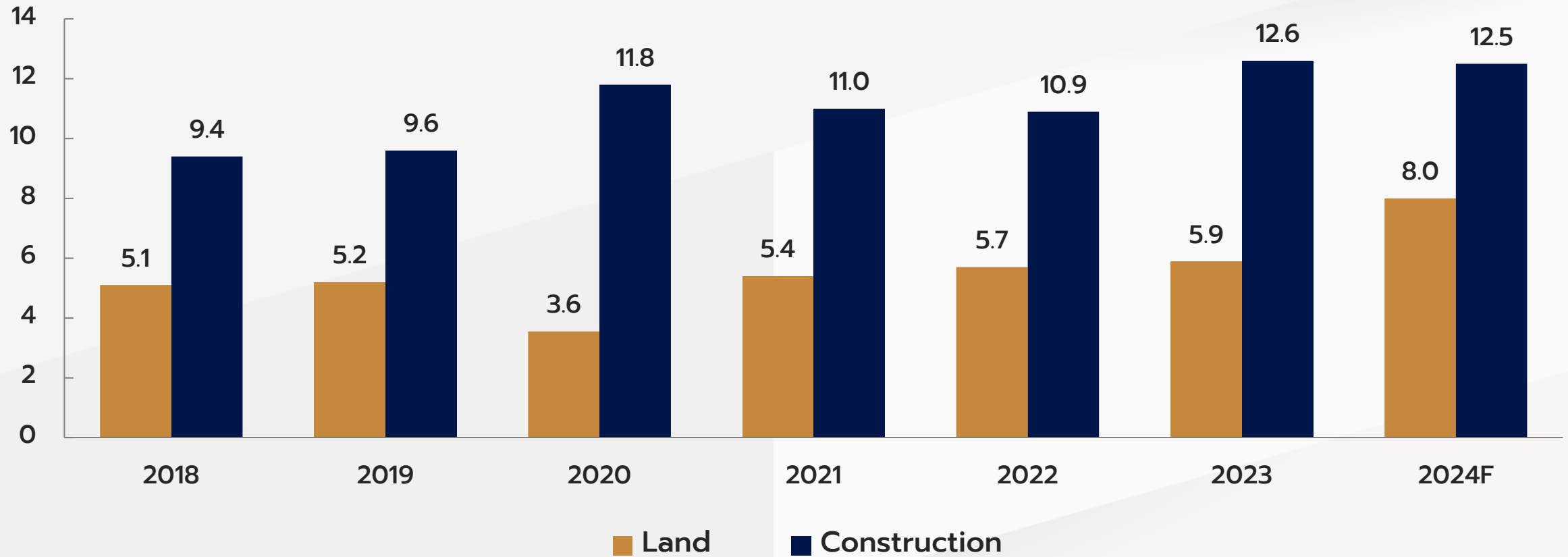
STATEMENT OF FINANCIAL POSITION (CONSOLIDATED)

(Million Baht)	31 Dec 23	31 Dec 22	Change	
			MB	%
Total Assets	86,126	79,924	6,202	8%
Loan from Financial Institutions	27,164	24,536	2,628	11%
- <i>Project Loan</i>	8,523	8,196	327	4%
- <i>Debenture</i>	13,673	12,358	1,315	11%
- <i>Other</i>	4,968	3,982	986	25%
Deposits & Advances Received From Customers	1,446	2,004	(558)	(28%)
Total Liabilities	34,661	32,461	2,200	7%
Total Shareholder's Equity	51,465	47,463	4,002	8%
Issued and Paid-up Share Capital	1,953	1,953		

- Net Gearing of the company as of 31 Dec 23 was at 44%
- Average Cost of Fund for the company as at 31 Dec 23 was 2.78%

CAPITAL EXPENDITURE TREND

Billion Baht



ONGOING PROJECT STATUS (31 DEC 23)

Project Type	Status	Type	Total Active Projects		Available for Sales	
			Units	Million Baht	Million Baht	%
Condominium	Complete	Affordable	32,315	74,685	2,988	4%
		Medium	25,060	80,359	7,399	9%
		Premium	2,153	18,630	3,647	20%
	Total - Complete		59,528	173,674	14,034	8%
	Under Construction	Affordable	792	1,030	729	71%
		Medium	4,328	11,030	7,985	72%
		Premium	968	13,908	10,248	74%
	Total - Under Construction		6,088	25,968	18,962	73%
Total - Condominium			65,616	199,642	32,996	17%
Low Rise	Ongoing	Affordable	20,308	47,690	7,526	16%
		Medium	45,347	194,892	61,781	32%
		Premium	1,163	13,838	5,724	41%
	Total - Ongoing		66,818	256,420	75,031	29%
Total - Low Rise			66,818	256,420	75,031	29%
Grand Total			132,434	456,062	108,027	24%

2024 LAUNCH PLAN

New Launches 50,000 Million Baht, 42 Projects



3%

High Rise – Provincial

10%

High Rise – BKK-M

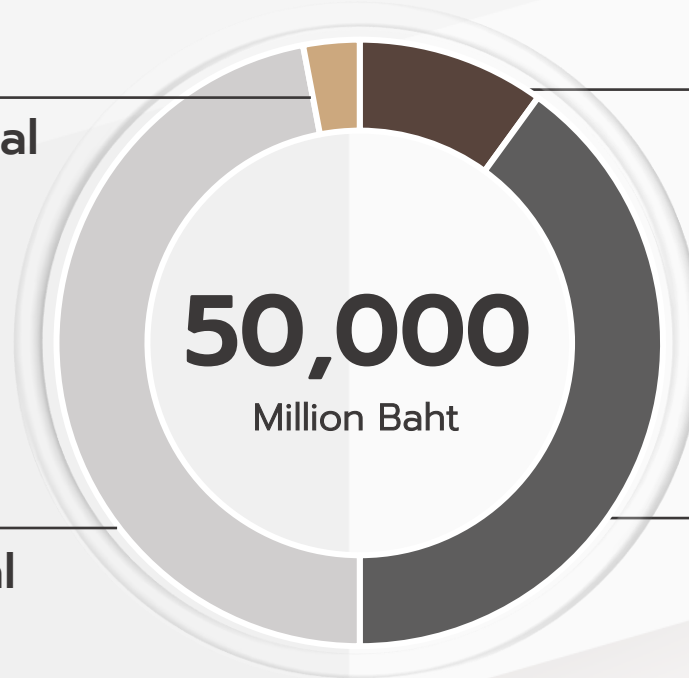


47%

Low Rise - Provincial

40%

Low Rise – BKK-M



REDUCE GREENHOUSE GASES



PLANT
TREES



GREEN
PARTNER

BY 40%
WITHIN
2030



CAMPAIGN
ENERGY REVOLUTION



ORGANIC
FERTILIZER



EV CHARGER



SOLAR ROOF



GREEN LOAN



CHILLER
REPLACEMENT