



# SUPALAI

INVESTMENT PRESENTATION

JULY 2024

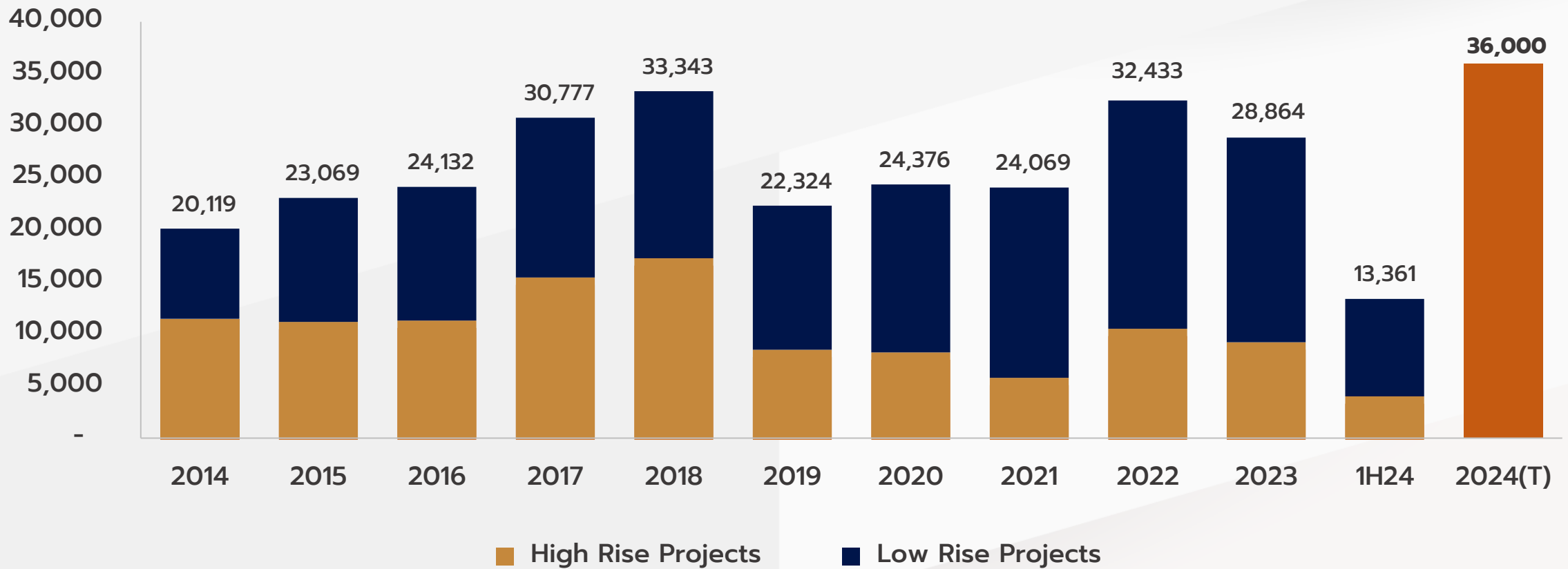
**EXPANSION IN  
BKK-M & PROVINCIAL  
MARKET**



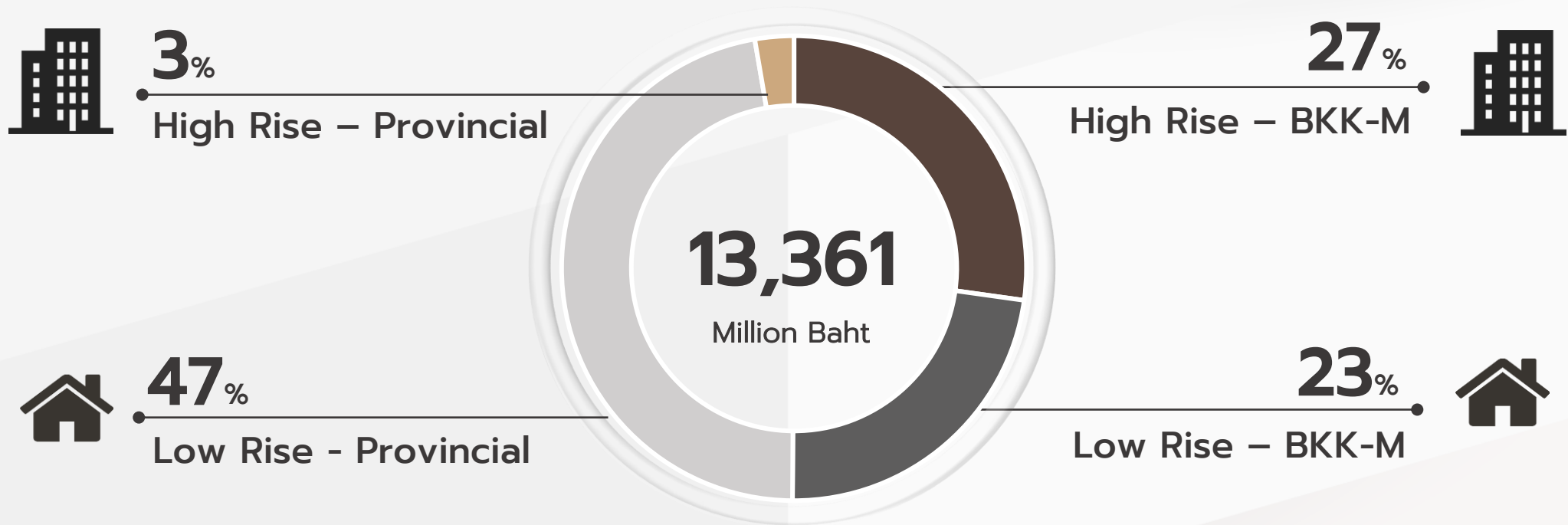
**29**  
**PROVINCES**  
**IN 2024**

# PRE-SALES PERFORMANCE

Million Baht



# 1H24 PRE-SALES BY GEOGRAPHY





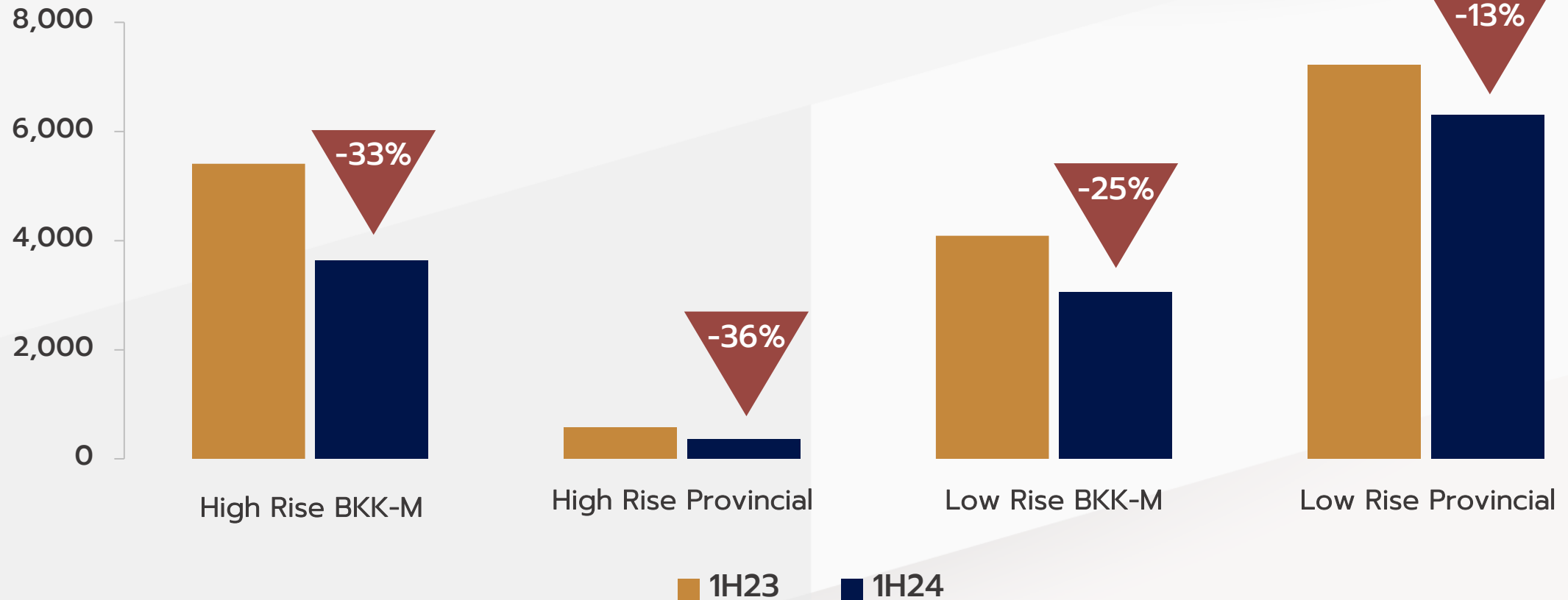
# 1H23 – 1H24

## PRE-SALES COMPARISON

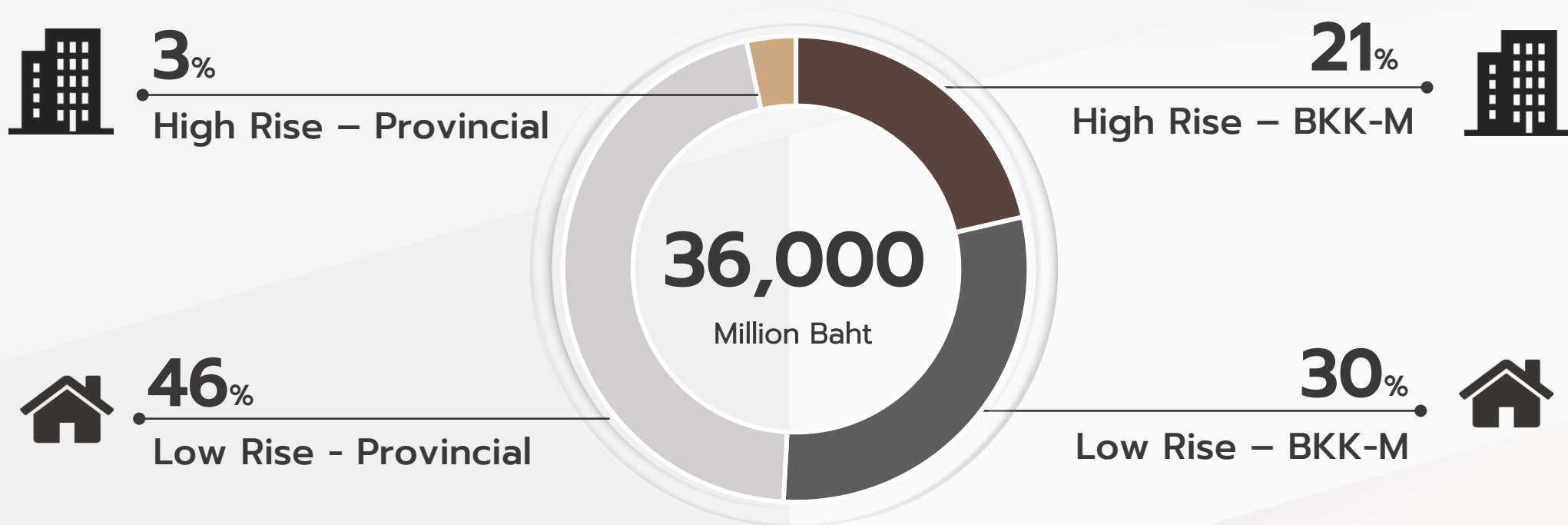
|                |        |              |
|----------------|--------|--------------|
| 1H23 Pre-sales | 17,285 | Million Baht |
| 1H24 Pre-sales | 13,361 | Million Baht |

YoY Growth **-23%**

Million Baht

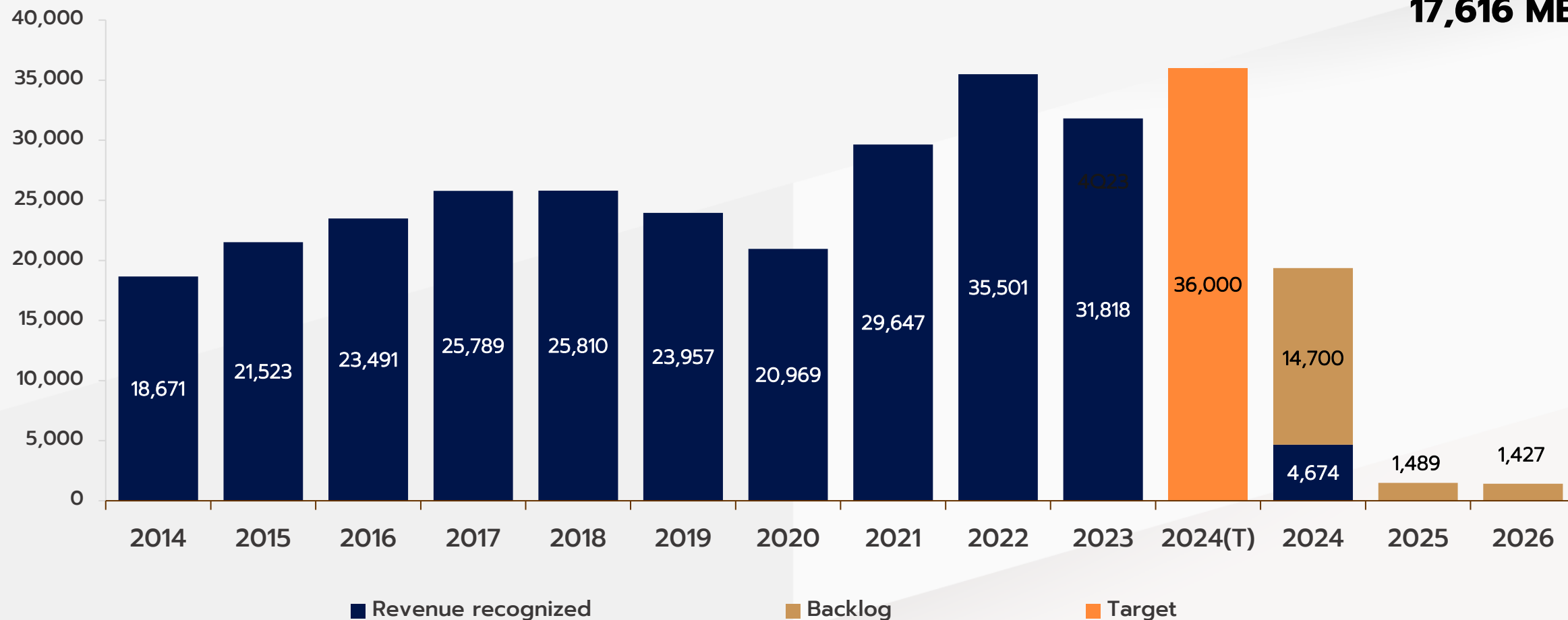


# 2024 TARGET PRE-SALES



# TOTAL REVENUES & BACKLOG *(CONSOLIDATED)*

Million Baht



# 2024 PROJECTS TRANSFER



**SUPALAI CITY HOME  
RAYONG**

PROJECT VALUE : 300 MB  
SOLD : 20%  
TRANSFER : Q1



**CITY HOME  
SANAMBINNAM –  
RATTANATHIBET**

PROJECT VALUE : 730 MB  
SOLD : 37%  
TRANSFER : Q2



**SUPALAI  
ICON SATHORN**

PROJECT VALUE : 12,300 MB  
SOLD : 23%  
TRANSFER : Q2



**SUPALAI PREMIER  
SAMSEN - RATCHAWAT**

PROJECT VALUE : 1,600 MB  
SOLD : 62%  
TRANSFER : Q2



**SUPALAI LOFT  
PHASI CHAROEN STATION**

PROJECT VALUE : 1,100 MB  
SOLD : 88%  
TRANSFER : Q3



# CONSOLIDATED INCOME STATEMENT

| (Million Baht)  | For Year Ended |              | Change       |              |
|---|----------------|--------------|--------------|--------------|
|   | 31 Mar 24      | 31 Mar 23    | MB           | %            |
| Total Revenues  | 4,674          | 5,902        | (1,228)      | (21%)        |
| Revenues from Sale on Real Estate                                 | 4,472          | 5,641        | (1,169)      | (21%)        |
| Gross Margin (%)  | 36.0%          | 36.4%        |              |              |
| Selling and Administrative Expenses                               | 781            | 815          | (34)         | (4%)         |
| % S&A to Total Revenues   | 16.7%          | 13.8%        |              |              |
| Share of profit from investments in joint ventures and associates | 0              | 66           | (66)         | (100%)       |
| Finance Cost  | 145            | 96           | 49           | 51%          |
| Earning before Tax  | 830            | 1,419        | (589)        | (42%)        |
| % EBT to Total Revenues   | 17.7%          | 24.0%        |              |              |
| Corporate Tax   | 199            | 318          | (119)        | (37%)        |
| % Effective Corporate Income Tax Rate                             | 24.0%          | 22.4%        |              |              |
| <b>Net Profit</b>   | <b>614</b>     | <b>1,080</b> | <b>(466)</b> | <b>(43%)</b> |
| Net Profit Margin (%)   | 13.1%          | 18.3%        |              |              |
| Basic Earnings Per Share (Baht)                                   | 0.31           | 0.55         | (0.24)       | (43%)        |

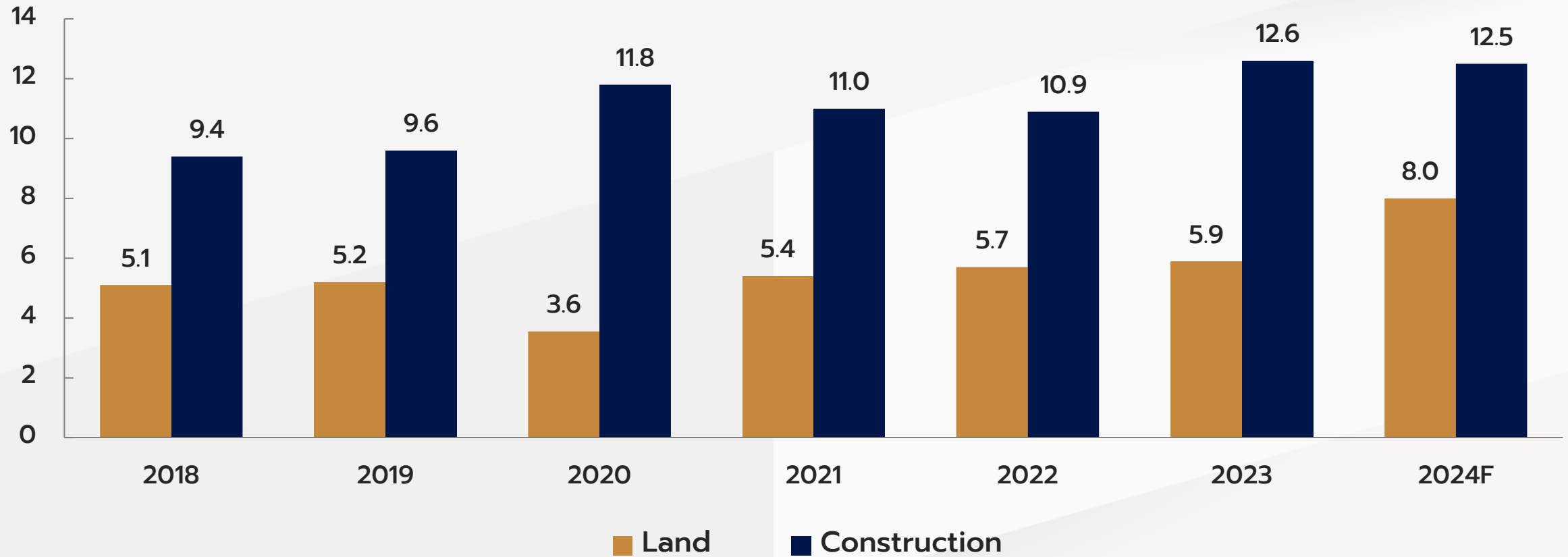
# STATEMENT OF FINANCIAL POSITION (CONSOLIDATED)

| (Million Baht)                              | 31 Mar 24     | 31 Dec 23     | Change       |            |
|---|---------------|---------------|--------------|------------|
|   |               |               | MB           | %          |
| <b>Total Assets</b>                         | <b>90,795</b> | <b>86,126</b> | <b>4,669</b> | <b>5%</b>  |
| Loan from Financial Institutions            | 30,057        | 27,164        | 2,893        | 11%        |
| - <i>Project Loan</i>                       | 10,507        | 8,523         | 1,984        | 23%        |
| - <i>Debenture</i>                          | 14,584        | 13,673        | 911          | 7%         |
| - <i>Other</i>                              | 4,966         | 4,968         | (2)          | 0%         |
| Deposits & Advances Received From Customers | 1,626         | 1,446         | 180          | 12%        |
| <b>Total Liabilities</b>                    | <b>38,336</b> | <b>34,661</b> | <b>3,675</b> | <b>11%</b> |
| <b>Total Shareholder's Equity</b>           | <b>52,459</b> | <b>51,465</b> | <b>994</b>   | <b>2%</b>  |
| Issued and Paid-up Share Capital            | 1,953         | 1,953         | -            |            |

- **Net Gearing of the company as of 31 Mar 24 was at 45%**
- **Average Cost of Fund for the company as of 31 Mar 24 was 2.90%**

# CAPITAL EXPENDITURE TREND

Billion Baht



# ONGOING PROJECT STATUS (31 MAR 24)

| Project Type               | Status                            | Type       | Total Active Projects |                | Available for Sales |            |
|----------------------------|-----------------------------------|------------|-----------------------|----------------|---------------------|------------|
|                            |                                   |            | Units                 | Million Baht   | Million Baht        | %          |
| Condominium                | Complete                          | Affordable | 32,545                | 74,985         | 3,053               | 4%         |
|                            |                                   | Medium     | 25,060                | 80,464         | 6,641               | 8%         |
|                            |                                   | Premium    | 2,153                 | 18,630         | 3,471               | 19%        |
|                            | <b>Total - Complete</b>           |            | <b>59,758</b>         | <b>174,079</b> | <b>13,165</b>       | <b>8%</b>  |
|                            | Under Construction                | Affordable | 562                   | 730            | 459                 | 63%        |
|                            |                                   | Medium     | 4,328                 | 11,030         | 7,732               | 70%        |
|                            |                                   | Premium    | 968                   | 13,908         | 10,129              | 73%        |
|                            | <b>Total - Under Construction</b> |            | <b>5,858</b>          | <b>25,668</b>  | <b>18,320</b>       | <b>71%</b> |
| <b>Total - Condominium</b> |                                   |            | <b>65,616</b>         | <b>199,747</b> | <b>31,485</b>       | <b>16%</b> |
| Low Rise                   | Ongoing                           | Affordable | 20,392                | 47,937         | 7,460               | 16%        |
|                            |                                   | Medium     | 46,060                | 200,695        | 66,171              | 33%        |
|                            |                                   | Premium    | 1,782                 | 17,463         | 6,923               | 40%        |
|                            | <b>Total - Ongoing</b>            |            | <b>68,234</b>         | <b>266,095</b> | <b>80,554</b>       | <b>30%</b> |
| <b>Total - Low Rise</b>    |                                   |            | <b>68,234</b>         | <b>266,095</b> | <b>80,554</b>       | <b>30%</b> |
| <b>Grand Total</b>         |                                   |            | <b>133,850</b>        | <b>465,842</b> | <b>112,039</b>      | <b>24%</b> |



# 2024 LAUNCH PLAN

New Launches 50,000 Million Baht, 42 Projects



3%

High Rise – Provincial

10%

High Rise – BKK-M

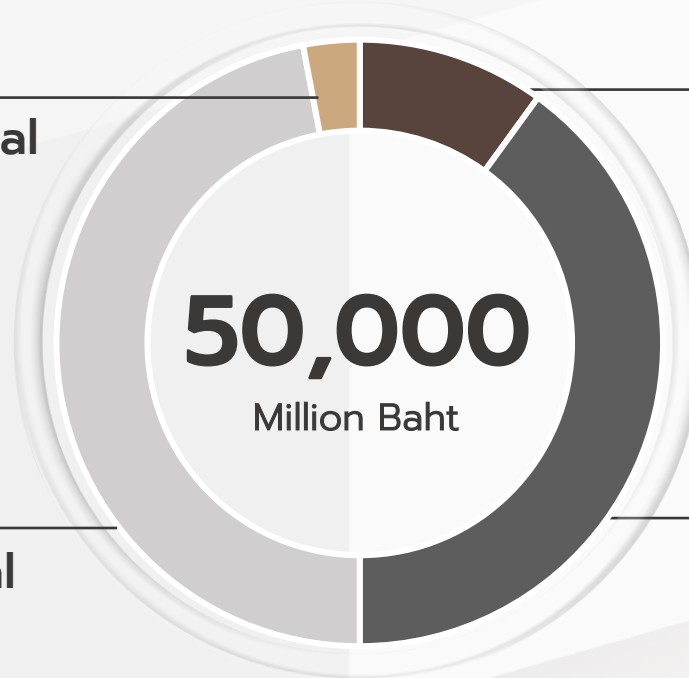


47%

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