



SUPALAI

OPPORTUNITY DAY

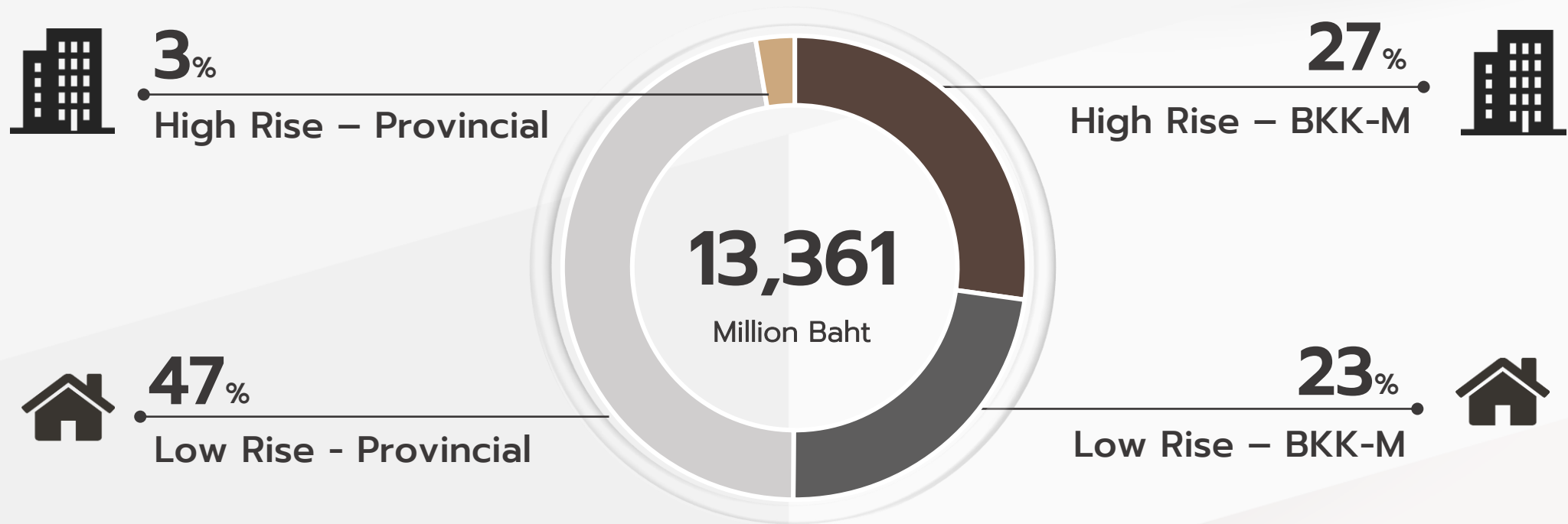
15 AUGUST 2024

PRE-SALES PERFORMANCE

Million Baht



1H24 PRE-SALES BY GEOGRAPHY



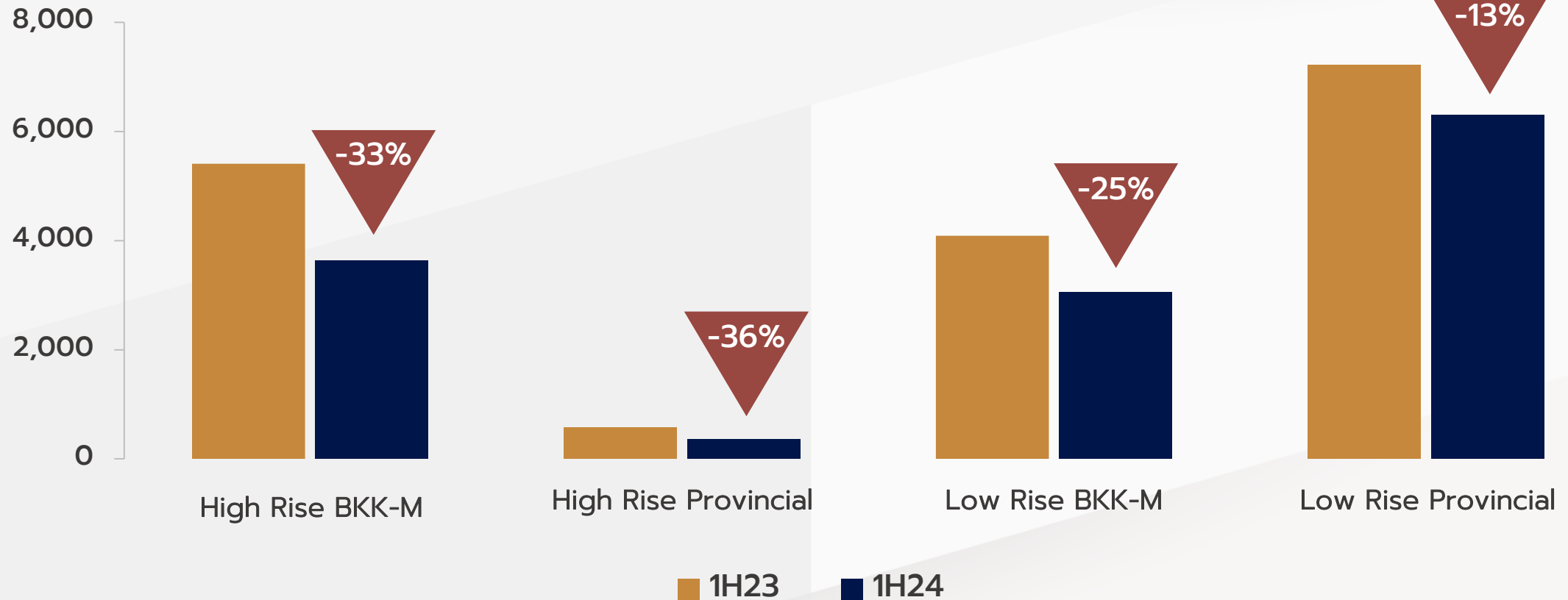
1H23 – 1H24

PRE-SALES COMPARISON

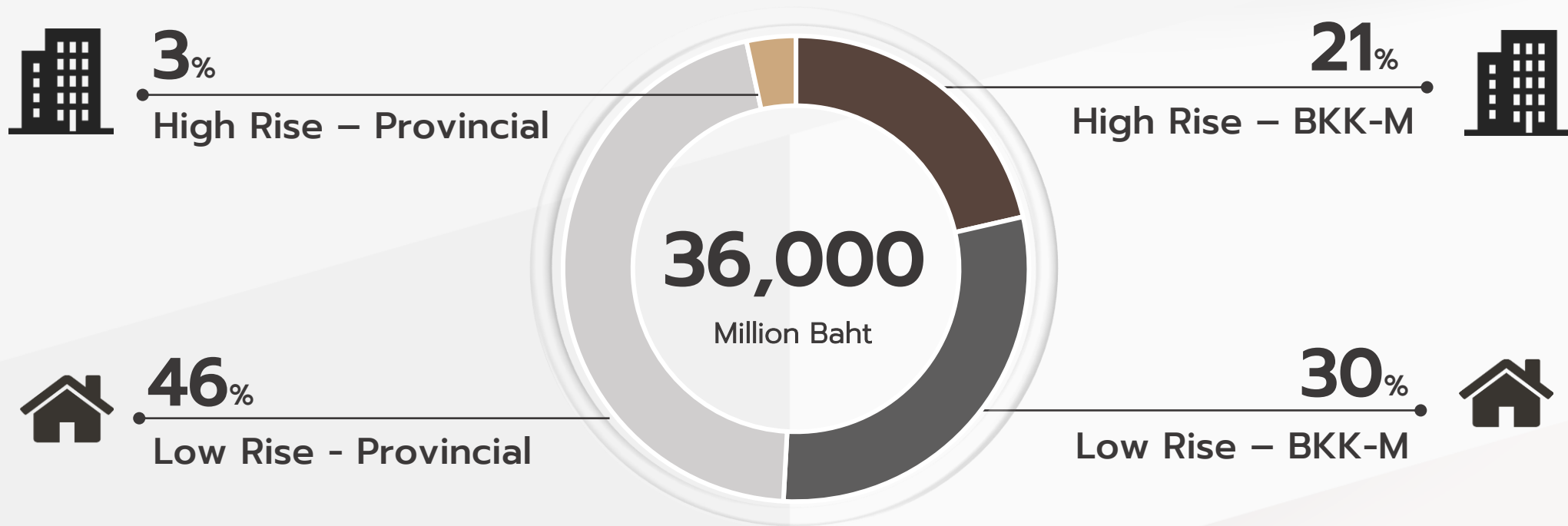
1H23 Pre-sales	17,285	Million Baht
1H24 Pre-sales	13,361	Million Baht

YoY Growth **-23%**

Million Baht

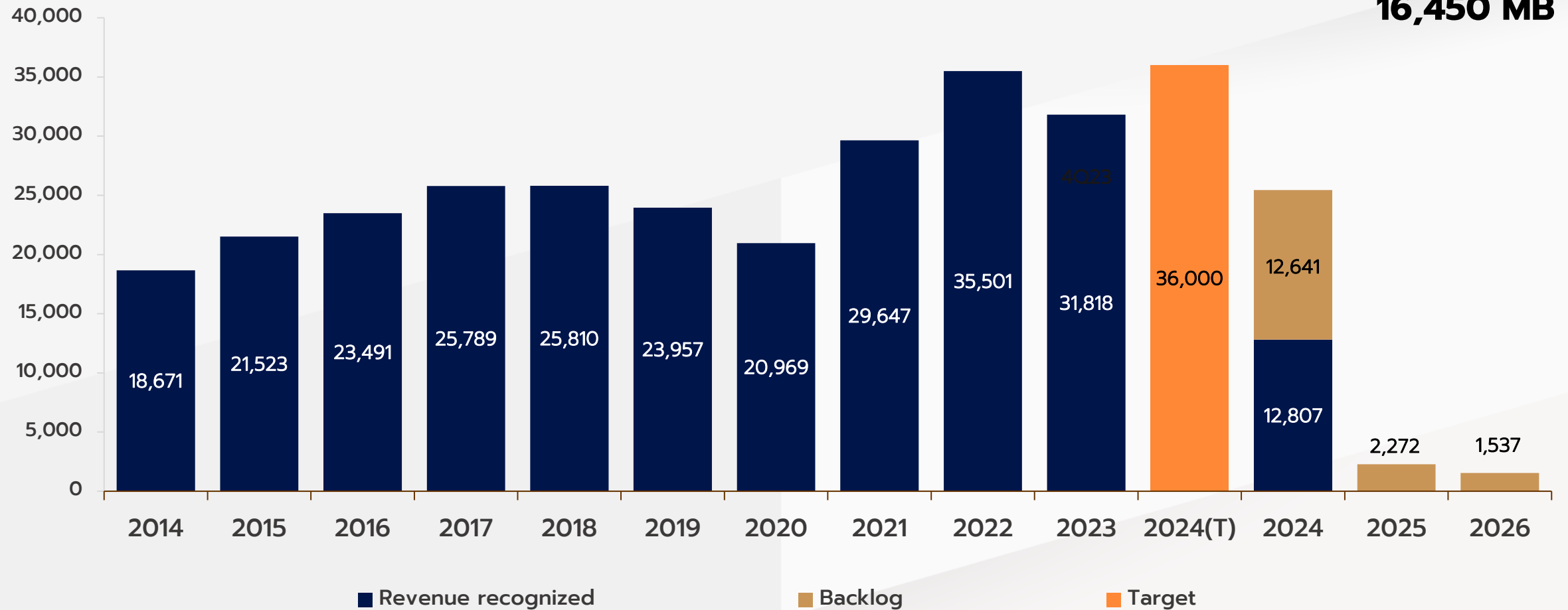


2024 TARGET PRE-SALES



TOTAL REVENUES & BACKLOG *(CONSOLIDATED)*

Million Baht



2024 PROJECTS TRANSFER



**SUPALAI CITY HOME
RAYONG**

PROJECT VALUE : 300 MB
SOLD : 19%
TRANSFER : Q1



**CITY HOME
SANAMBINNAM –
RATTANATHIBET**

PROJECT VALUE : 730 MB
SOLD : 39%
TRANSFER : Q2



**SUPALAI
ICON SATHORN**

PROJECT VALUE : 12,300 MB
SOLD : 25%
TRANSFER : Q2



**SUPALAI PREMIER
SAMSEN - RATCHAWAT**

PROJECT VALUE : 1,600 MB
SOLD : 65%
TRANSFER : Q2



**SUPALAI LOFT
PHASI CHAROEN STATION**

PROJECT VALUE : 1,100 MB
SOLD : 96%
TRANSFER : Q3

CONSOLIDATED INCOME STATEMENT

(Million Baht)	For Year Ended		Change	
	30 Jun 24	30 Jun 23	MB	%
Total Revenues	12,807	14,346	(1,539)	(11%)
Revenues from Sale on Real Estate	12,331	13,731	(1,400)	(10%)
Gross Margin (%)	36.0%	35.6%		
Selling and Administrative Expenses	1,789	1,772	17	1%
% S&A to Total Revenues	14.0%	12.4%		
Share of profit from investments in joint ventures and associates	237	193	44	23%
Finance Cost	303	199	104	52%
Earning before Tax	2,962	3,625	(663)	(18%)
% EBT to Total Revenues	23.1%	25.3%		
Corporate Tax	709	800	(91)	(11%)
% Effective Corporate Income Tax Rate	23.9%	22.1%		
Net Profit	2,213	2,781	(568)	(20%)
Net Profit Margin (%)	17.3%	19.4%		
Basic Earnings Per Share (Baht)	1.13	1.42	(0.29)	(20%)

STATEMENT OF FINANCIAL POSITION (CONSOLIDATED)

(Million Baht)	30 Jun 24	31 Dec 23	Change	
			MB	%
Total Assets	93,502	86,126	7,376	9%
Loan from Financial Institutions	33,138	27,164	5,974	22%
- <i>Project Loan</i>	12,813	8,523	4,290	50%
- <i>Debenture</i>	15,366	13,673	1,693	12%
- <i>Other</i>	4,959	4,968	(9)	0%
Deposits & Advances Received From Customers	1,828	1,446	382	26%
Total Liabilities	40,836	34,661	6,175	18%
Total Shareholder's Equity	52,665	51,465	1,200	2%
Issued and Paid-up Share Capital	1,953	1,953	-	0%

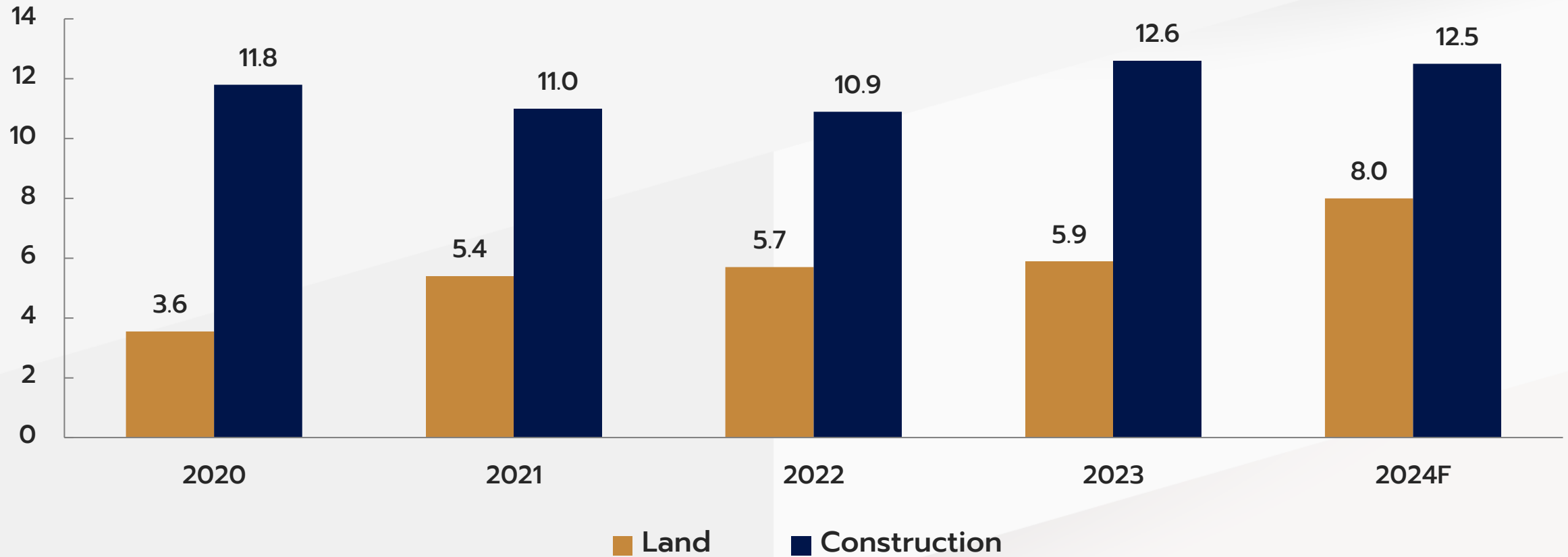
- **Net Gearing of the company as of 30 Jun 24 was at 47%**
- **Average Cost of Fund for the company as of 30 Jun 24 was 2.95%**

INTERIM DIVIDEND

▪ Dividend Policy	To pay at least 35% of net profit
▪ Operation Period	1 January 2024 – 30 June 2024
▪ Dividend Per Share	0.60 Baht
▪ Dividend Payout	67%
▪ Ex-dividend Date (XD)	27 th August 2024
▪ Payment Date	12 nd September 2024

CAPITAL EXPENDITURE TREND

Billion Baht



2024 LAUNCH PLAN

New Launches 50,000 Million Baht, 40 Projects



3%

High Rise – Provincial

10%

High Rise – BKK-M

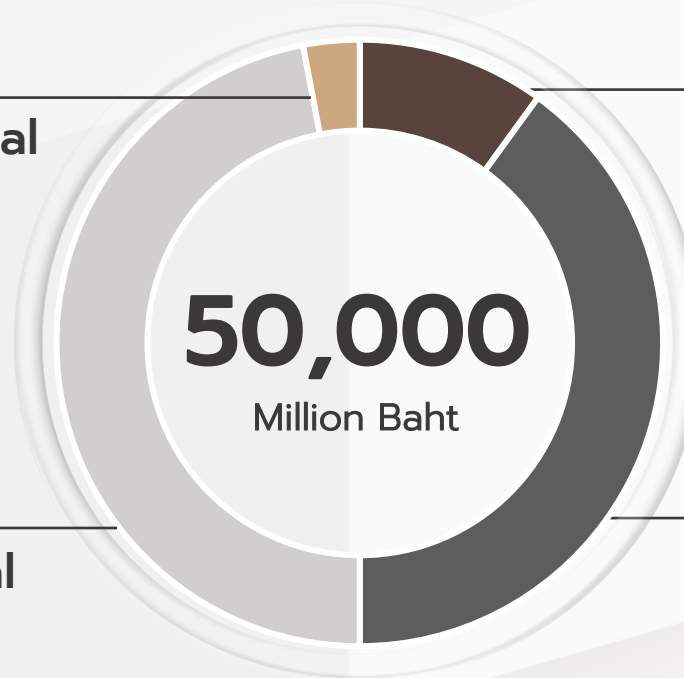


47%

Low Rise - Provincial

40%

Low Rise – BKK-M





PLANT TREES



GREEN PARTNER

REDUCE GREENHOUSE GASES

BY WITHIN 40% 2030



CAMPAIGN ENERGY REVOLUTION



ORGANIC FERTILIZER



EV CHARGER



SOLAR ROOF



GREEN LOAN



CHILLER REPLACEMENT



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