



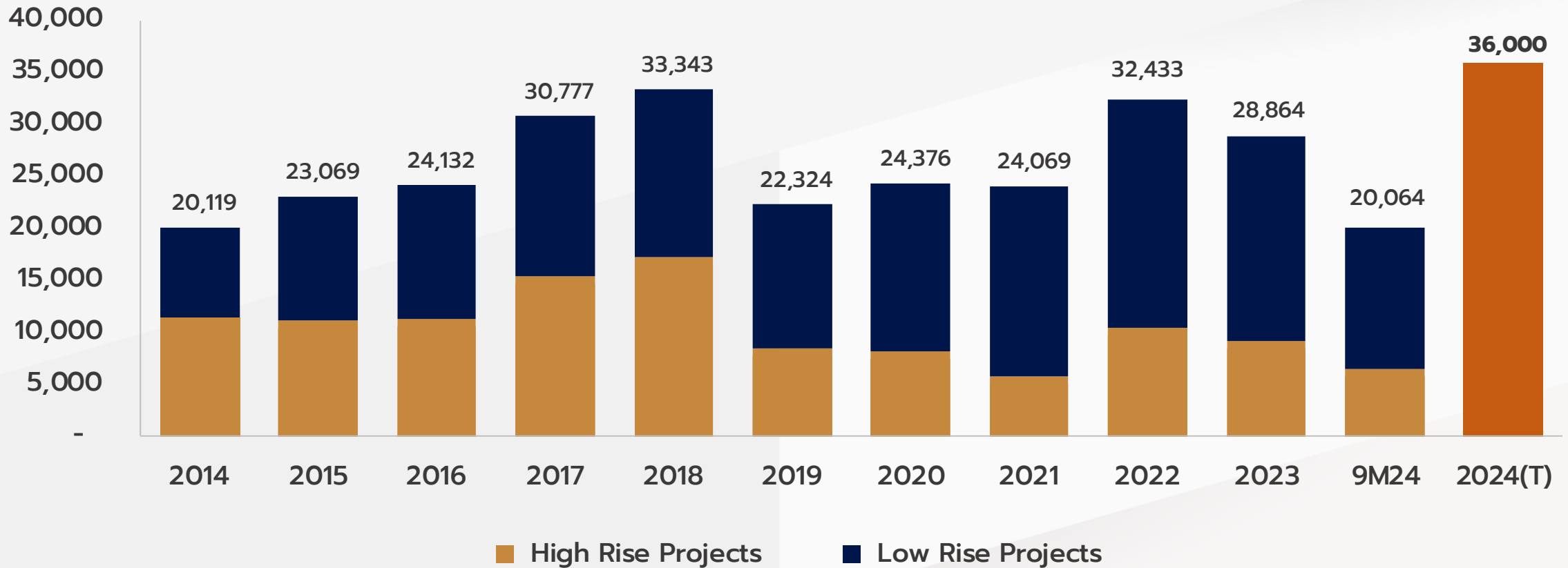
SUPALAI

INVESTMENT PRESENTATION

OCTOBER 2024

PRE-SALES PERFORMANCE

Million Baht



9M24 PRE-SALES BY GEOGRAPHY



2%

High Rise – Provincial

30%

High Rise – BKK-M

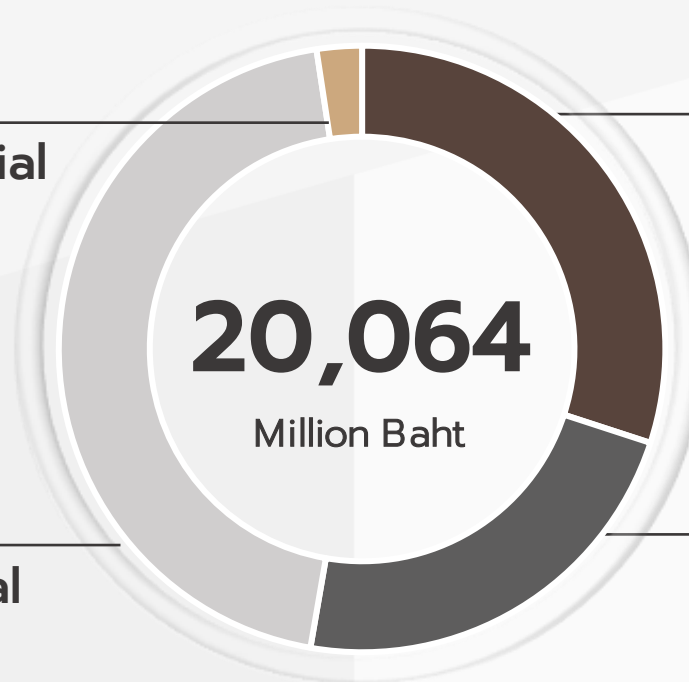


45%

Low Rise - Provincial

23%

Low Rise – BKK-M



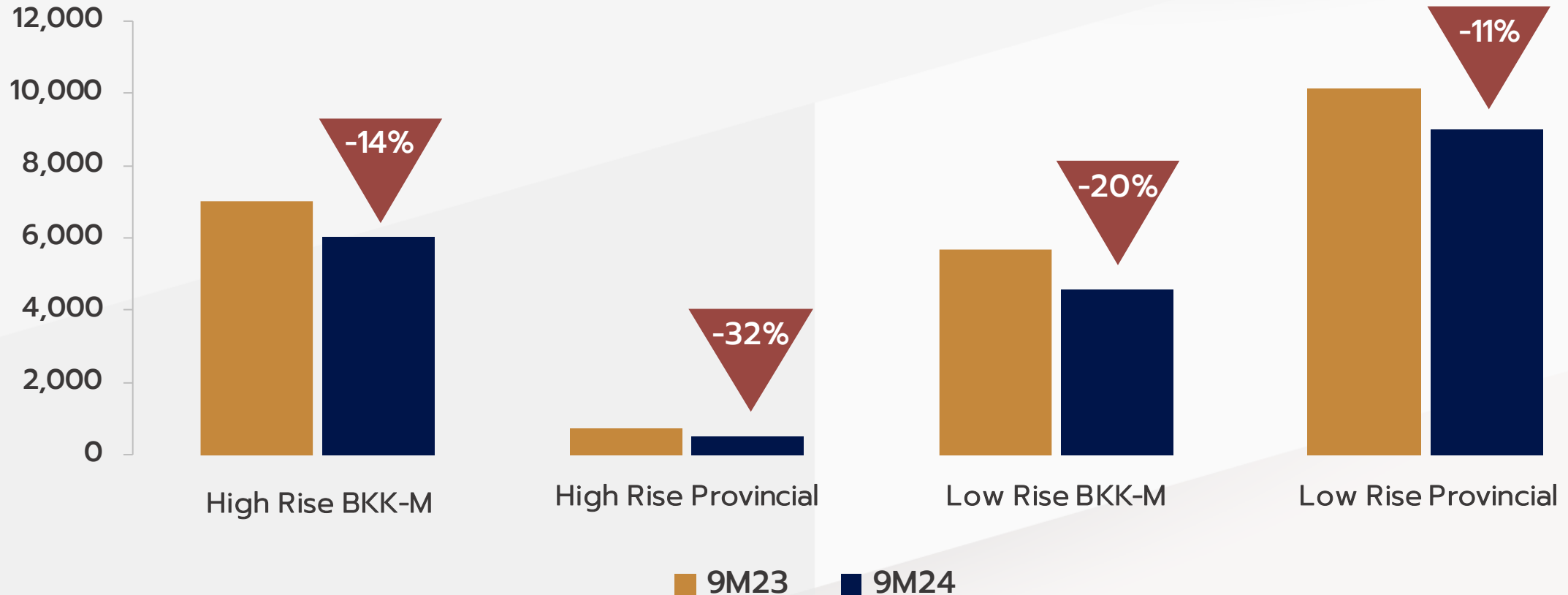
9M23 – 9M24

PRE-SALES COMPARISON

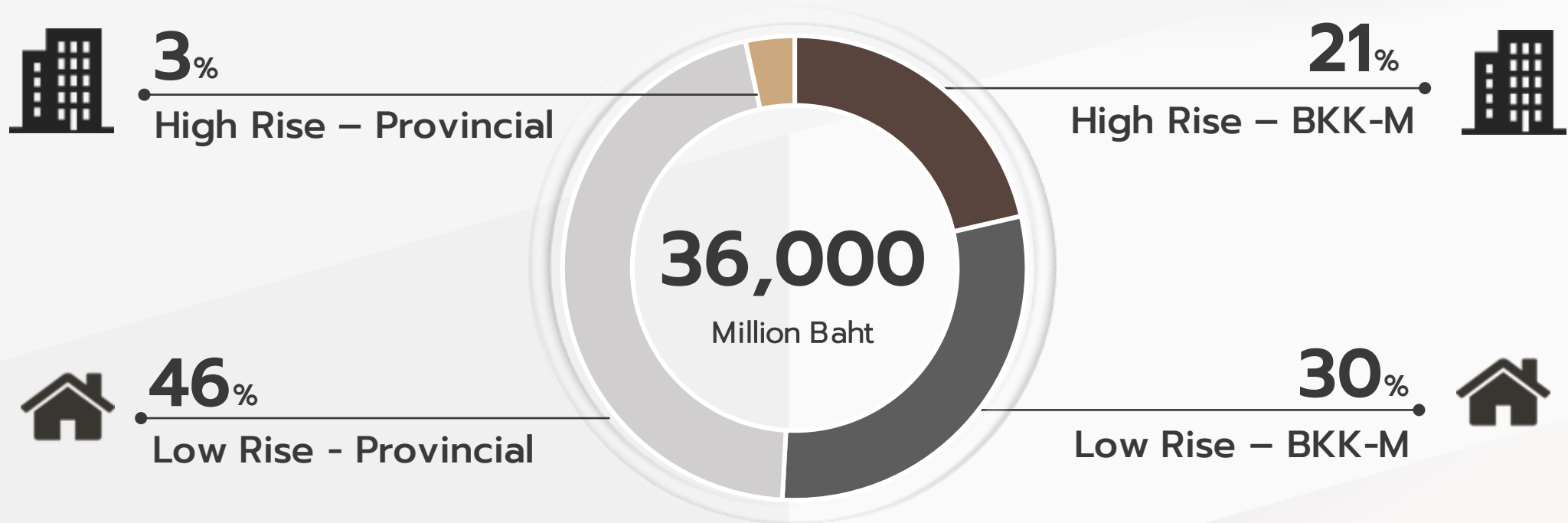
9M23 Pre-sales	23,512	Million Baht
9M24 Pre-sales	20,064	Million Baht

YoY Growth **-15%**

Million Baht

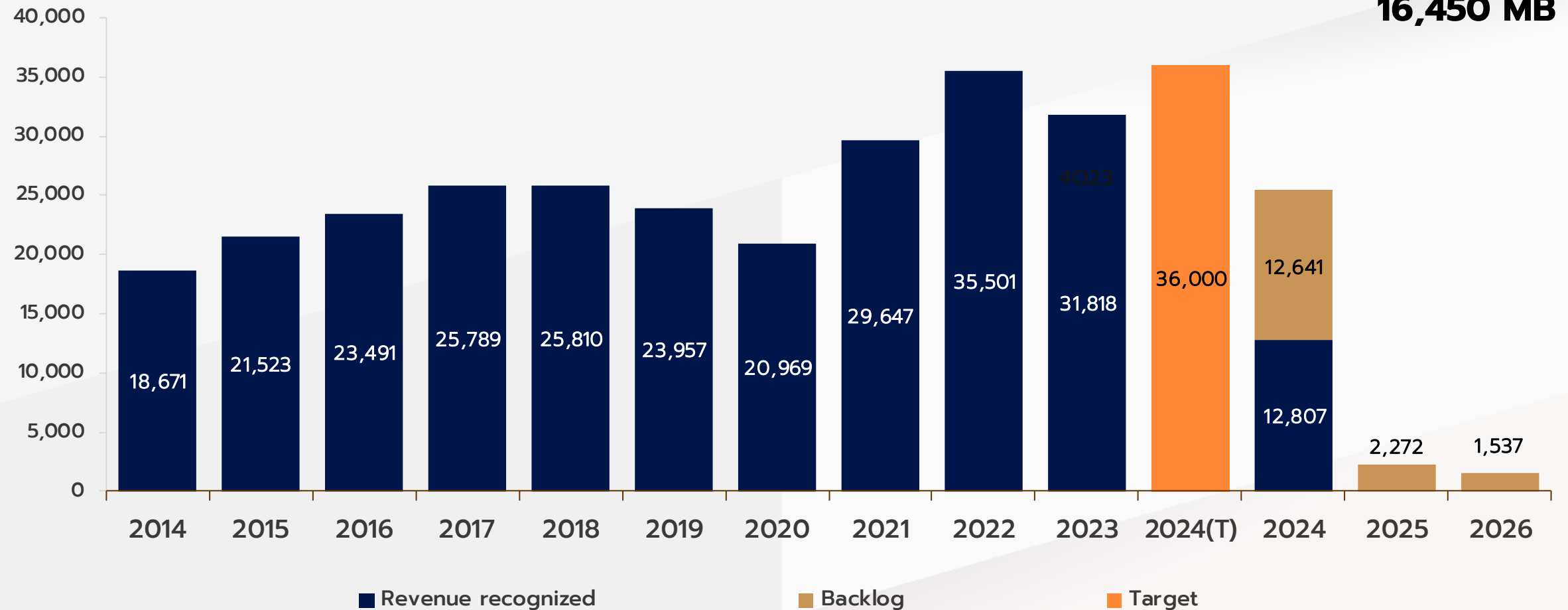


2024 TARGET PRE-SALES



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%)

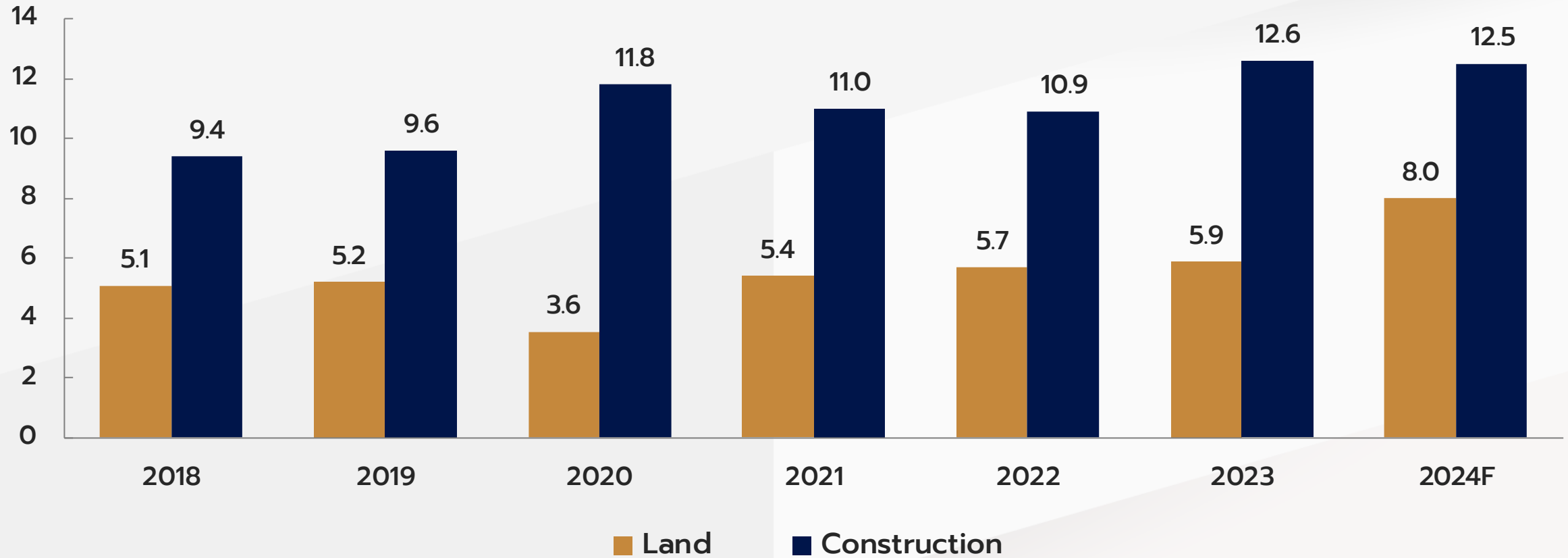
STATEMENT OF FINANCIAL POSITION (CONSOLIDATED)

(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%**

CAPITAL EXPENDITURE TREND

Billion Baht



ONGOING PROJECT STATUS (30 JUN 24)

Project Type	Status	Type	Total Active Projects		Available for Sales	
			Units	Million Baht	Million Baht	%
Condominium	Complete	Affordable	33,107	75,715	3,346	4%
		Medium	25,438	81,554	5,969	7%
		Premium	3,121	32,538	13,055	40%
	Total - Complete		61,666	189,807	22,369	12%
	Under Construction	Affordable	-	-	-	-
		Medium	3,950	9,980	7,402	74%
		Premium	-	-	-	-
	Total - Under Construction		3,950	9,980	7,402	74%
Total - Condominium			65,616	199,787	29,771	15%
Low Rise	Ongoing	Affordable	20,401	47,959	7,165	15%
		Medium	48,369	213,425	73,657	35%
		Premium	1,315	15,583	6,819	44%
	Total - Ongoing		70,085	276,967	87,640	32%
Total - Low Rise			70,085	276,967	87,640	32%
Grand Total			135,701	476,754	117,411	25%

11 NOTE: Available for sales includes inventories, underdeveloped phases and undeveloped phases

2024 LAUNCH PROJECTS

New Launches 50,000 Million Baht, 40 Projects



3%

High Rise – Provincial

9%

High Rise – BKK-M

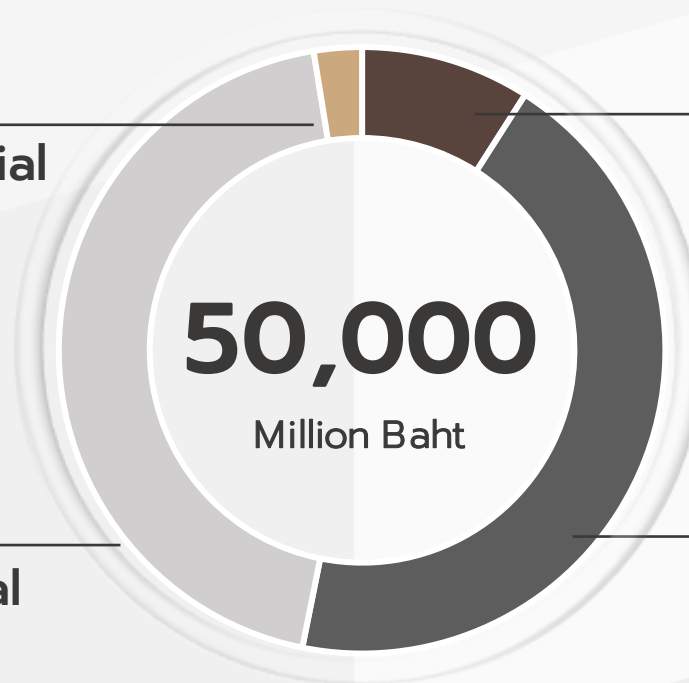


44%

Low Rise - Provincial

44%

Low Rise – BKK-M



SUPALAI

REDUCE GREENHOUSE GASES



PLANT
TREES



GREEN
PARTNER

BY 40%
WITHIN
2030



CAMPAIGN
ENERGY REVOLUTION



ORGANIC
FERTILIZER



EV CHARGER



SOLAR ROOF



GREEN LOAN



CHILLER
REPLACEMENT