

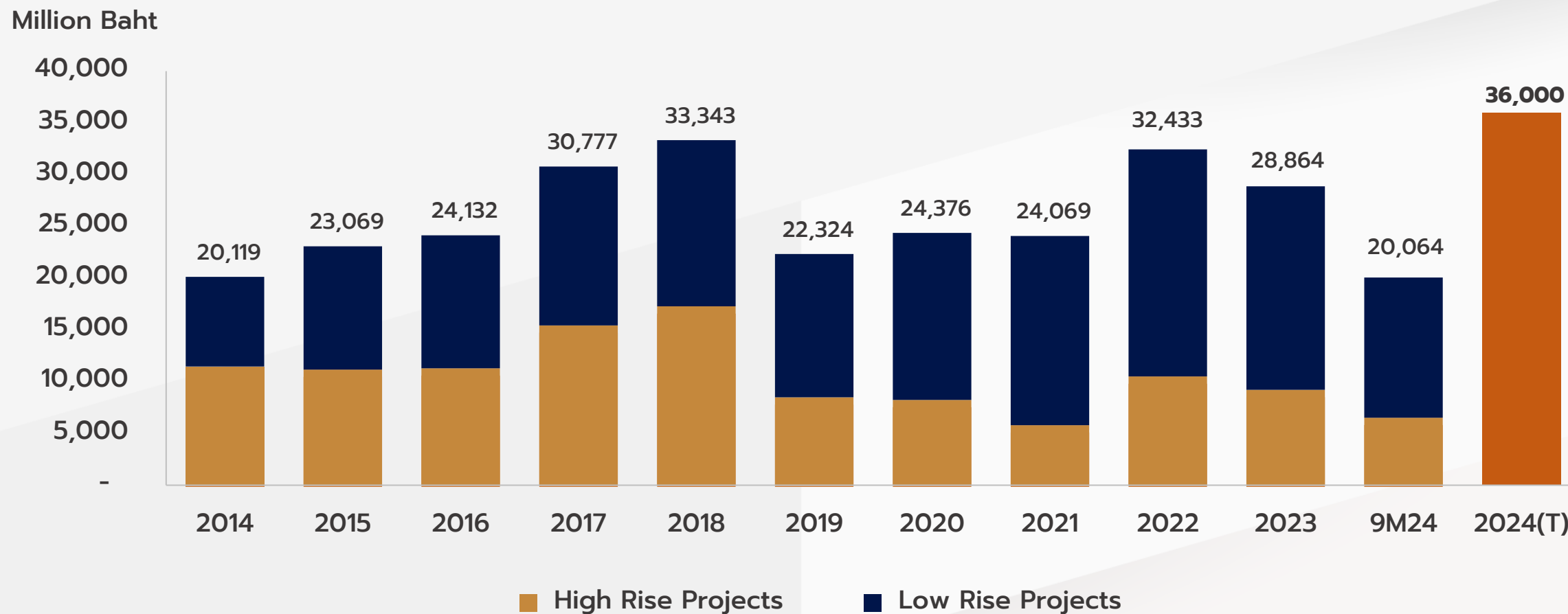


# SUPALAI

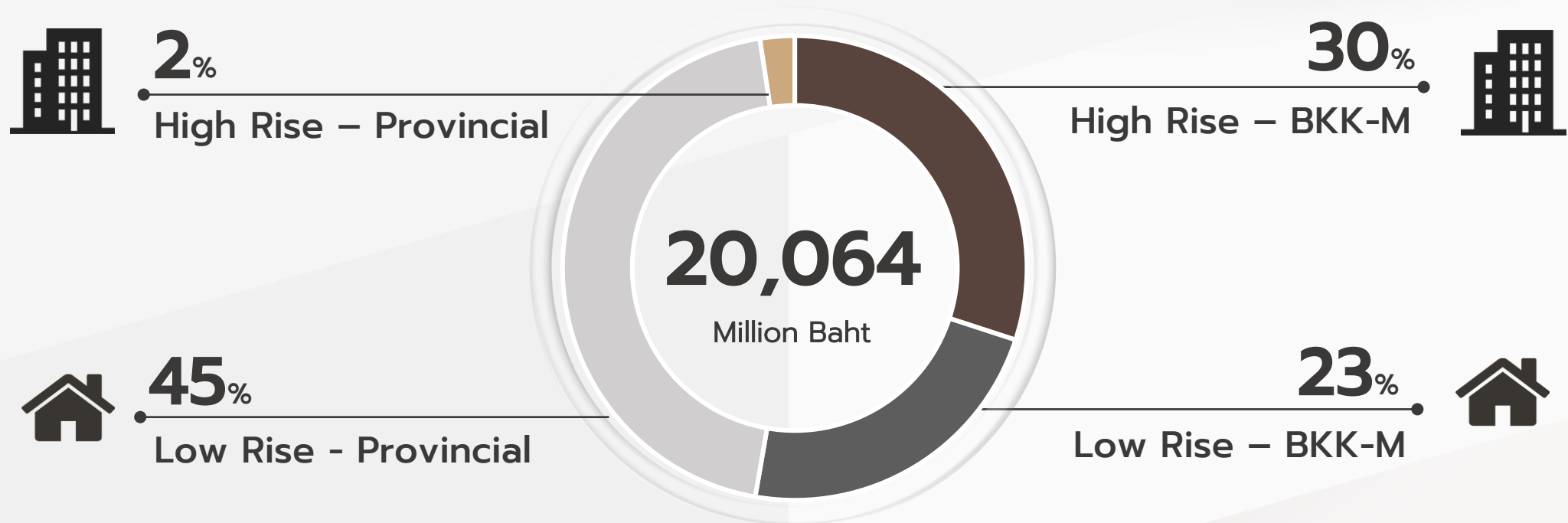
INVESTMENT PRESENTATION

NOVEMBER 2024

# PRE-SALES PERFORMANCE



# 9M24 PRE-SALES BY GEOGRAPHY



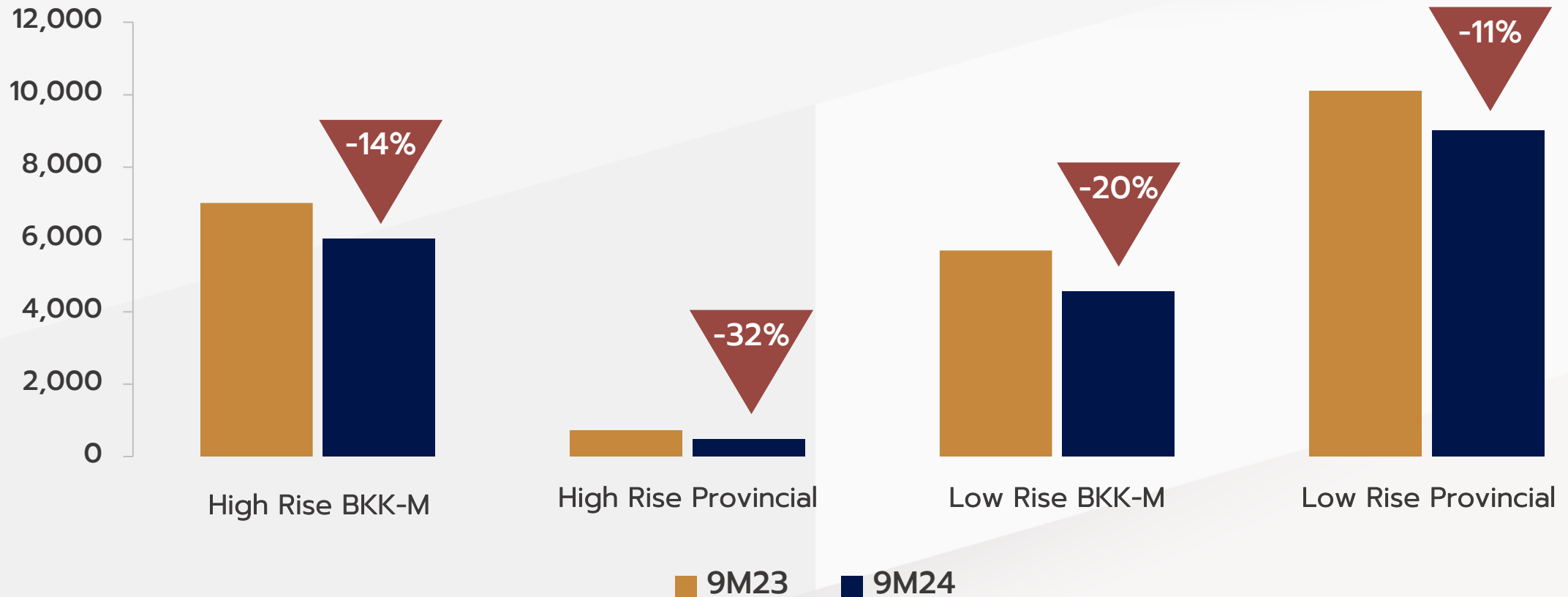
# 9M23 – 9M24

## 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



3%

High Rise – Provincial

21%

High Rise – BKK-M

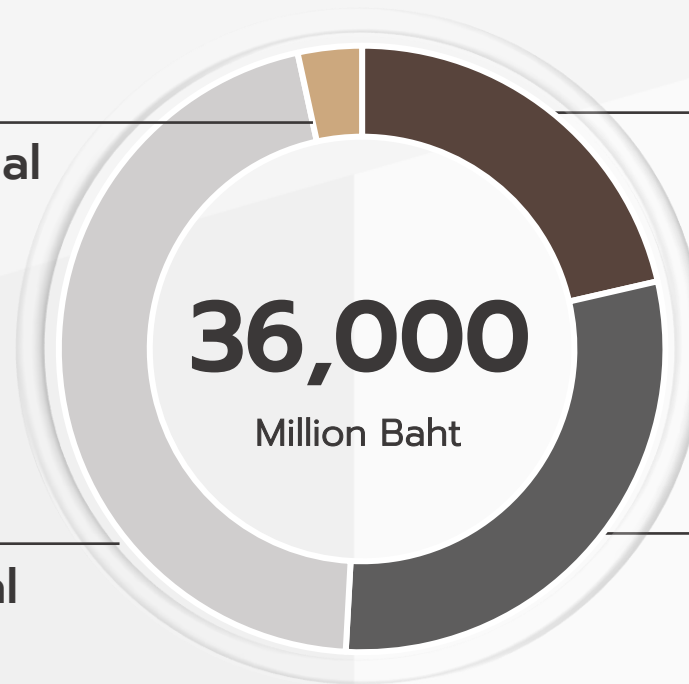


46%

Low Rise - Provincial

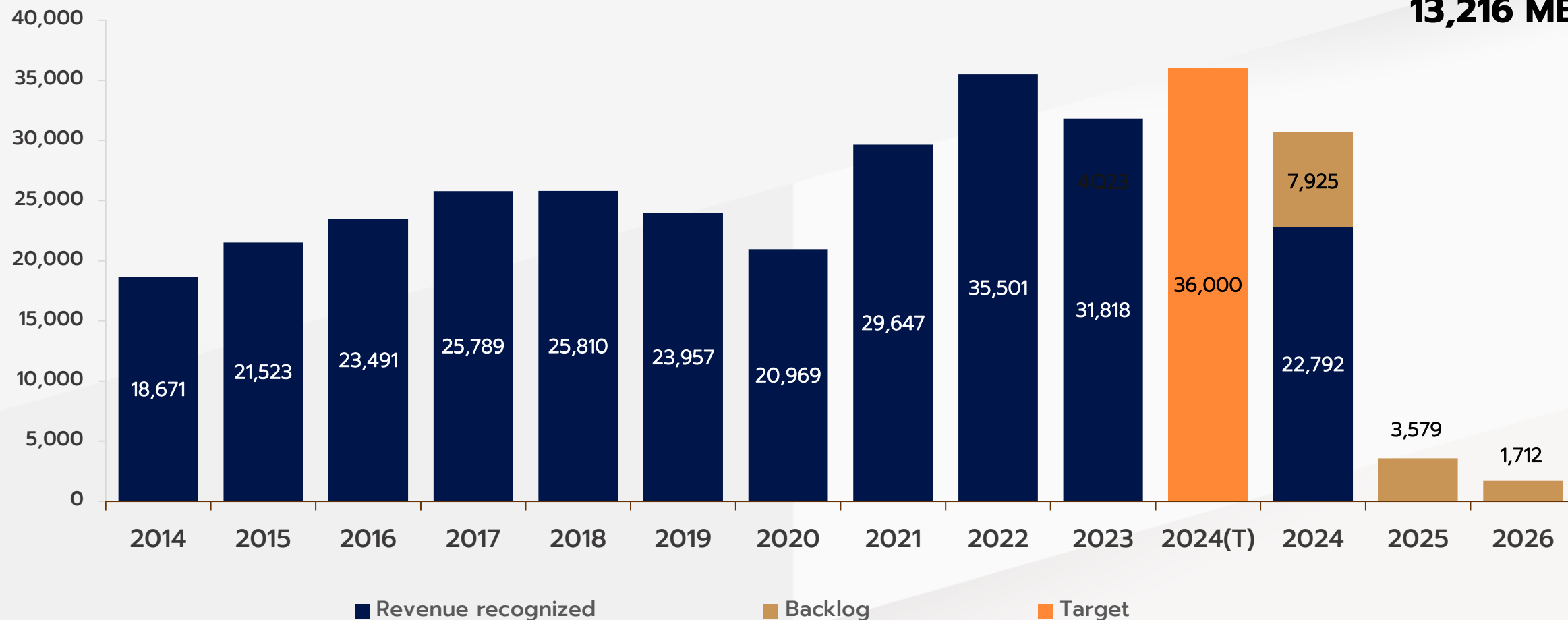
30%

Low Rise – BKK-M



# TOTAL REVENUES & BACKLOG *(CONSOLIDATED)*

Million Baht



# 2024 PROJECTS TRANSFER



**SUPALAI CITY HOME  
RAYONG**

PROJECT VALUE : 300 MB  
SOLD : 23%  
TRANSFER : Q1



**CITY HOME  
SANAMBINNAM –  
RATTANATHIBET**

PROJECT VALUE : 730 MB  
SOLD : 42%  
TRANSFER : Q2



**SUPALAI  
ICON SATHORN**

PROJECT VALUE : 12,500 MB  
SOLD : 30%  
TRANSFER : Q2



**SUPALAI PREMIER  
SAMSEN - RATCHAWAT**

PROJECT VALUE : 1,600 MB  
SOLD : 69%  
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 Sep 24	30 Sep 23	MB	%
Total Revenues	22,792	21,538	1,254	6%
Revenues from Sale on Real Estate	22,083	20,819	1,264	6%
Gross Margin (%)	37.7%	35.9%		
Selling and Administrative Expenses	3,108	2,754	354	13%
% S&A to Total Revenues	13.6%	12.8%		
Share of profit from investments in joint ventures and associates	277	197	80	40%
Finance Cost	504	336	168	50%
Earning before Tax	5,523	5,155	368	7%
% EBT to Total Revenues	24.2%	23.9%		
Corporate Tax	1,266	1,128	138	12%
% Effective Corporate Income Tax Rate	22.9%	21.9%		
<b>Net Profit</b>	<b>4,201</b>	<b>3,972</b>	229	<b>6%</b>
Net Profit Margin (%)	18.4%	18.4%		
Basic Earnings Per Share (Baht)	2.15	2.03	0.12	6%



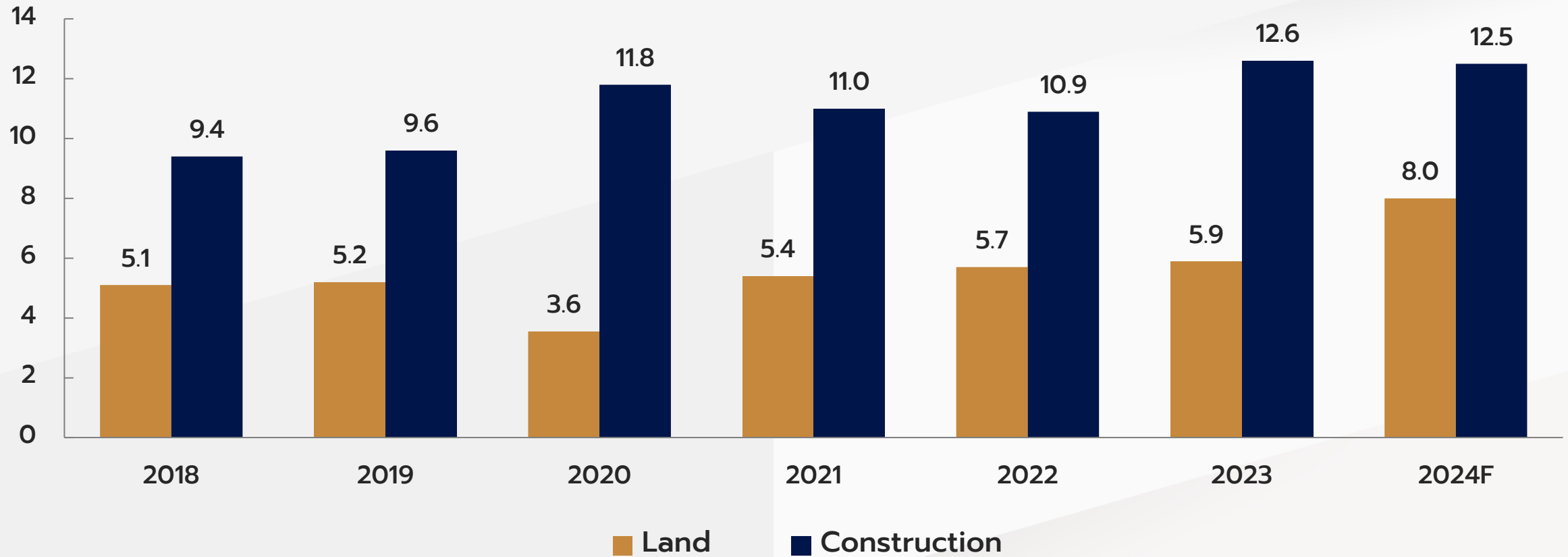
# STATEMENT OF FINANCIAL POSITION (CONSOLIDATED)

(Million Baht)	30 Sep 24	31 Dec 23	Change	
			MB	%
<b>Total Assets</b>	<b>97,876</b>	<b>86,126</b>	<b>11,750</b>	<b>14%</b>
Loan from Financial Institutions	36,923	27,164	9,759	36%
- <i>Project Loan</i>	13,955	8,523	5,432	64%
- <i>Debenture</i>	17,989	13,673	4,316	32%
- <i>Other</i>	4,979	4,968	11	0%
Deposits & Advances Received From Customers	1,329	1,446	(117)	(8%)
<b>Total Liabilities</b>	<b>44,947</b>	<b>34,661</b>	<b>10,286</b>	<b>30%</b>
<b>Total Shareholder's Equity</b>	<b>52,929</b>	<b>51,465</b>	<b>1,464</b>	<b>3%</b>
Issued and Paid-up Share Capital	1,953	1,953	-	0%

- **Net Gearing of the company as of 30 Sep 24 was at 51%**
- **Average Cost of Fund for the company as of 30 Sep 24 was 2.97%**

# CAPITAL EXPENDITURE TREND

Billion Baht

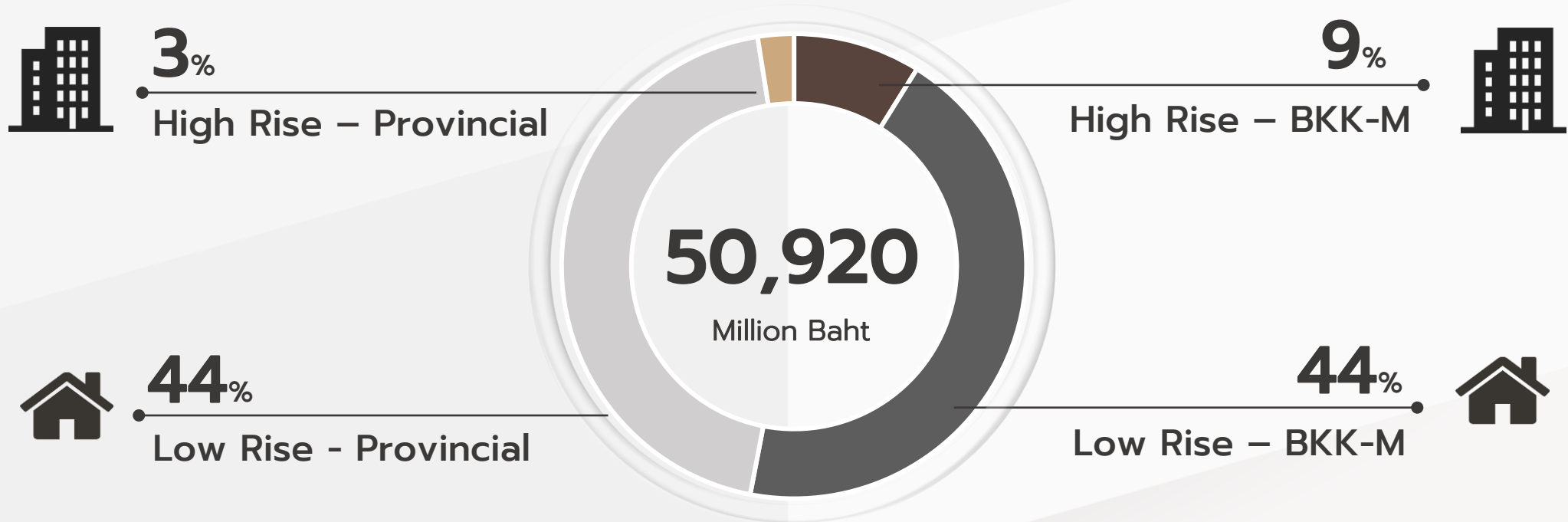


# ONGOING PROJECT STATUS (30 SEP 24)

Project Type	Status	Type	Total Active Projects		Available for Sales	
			Units	Million Baht	Million Baht	%
Condominium	Complete	Affordable	33,107	75,715	3,187	4%
		Medium	25,438	81,538	5,155	6%
		Premium	3,121	32,538	12,226	38%
	<b>Total - Complete</b>		<b>61,666</b>	<b>189,791</b>	<b>20,568</b>	<b>11%</b>
	Under Construction	Affordable	-	-	-	-
		Medium	3,950	9,980	7,190	72%
		Premium	-	-	-	-
	<b>Total - Under Construction</b>		<b>3,950</b>	<b>9,980</b>	<b>7,190</b>	<b>72%</b>
<b>Total - Condominium</b>			<b>65,616</b>	<b>199,771</b>	<b>27,758</b>	<b>14%</b>
Low Rise	Ongoing	Affordable	20,401	47,960	6,900	14%
		Medium	50,693	225,836	83,164	37%
		Premium	1,487	17,174	8,198	48%
	<b>Total - Ongoing</b>		<b>72,581</b>	<b>290,970</b>	<b>98,262</b>	<b>34%</b>
<b>Total - Low Rise</b>			<b>72,581</b>	<b>290,970</b>	<b>98,262</b>	<b>34%</b>
<b>Grand Total</b>			<b>138,197</b>	<b>490,741</b>	<b>126,020</b>	<b>26%</b>

# 2024 LAUNCH PROJECTS

New Launches 50,920 Million Baht, 40 Projects



# REDUCE GREENHOUSE GASES



PLANT TREES



GREEN PARTNER



EV CHARGER



SOLAR ROOF



GREEN LOAN

CAMPAIGN  
ENERGY REVOLUTION



ORGANIC FERTILIZER



CHILLER  
REPLACEMENT

BY 40%  
WITHIN  
2030