



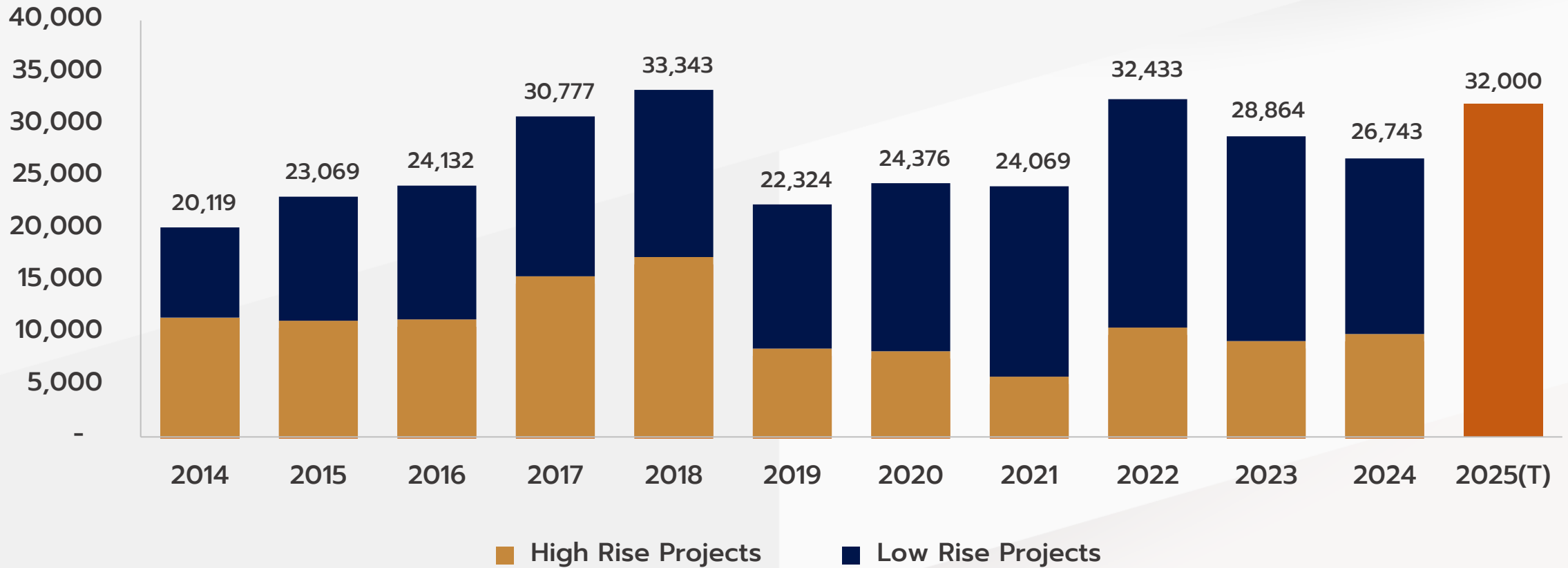
SUPALAI

OPPORTUNITY DAY

27 FEBRUARY 2025

PRE-SALES PERFORMANCE

Million Baht



2024 PRE-SALES BY GEOGRAPHY



4%

High Rise – Provincial

33%

High Rise – BKK-M

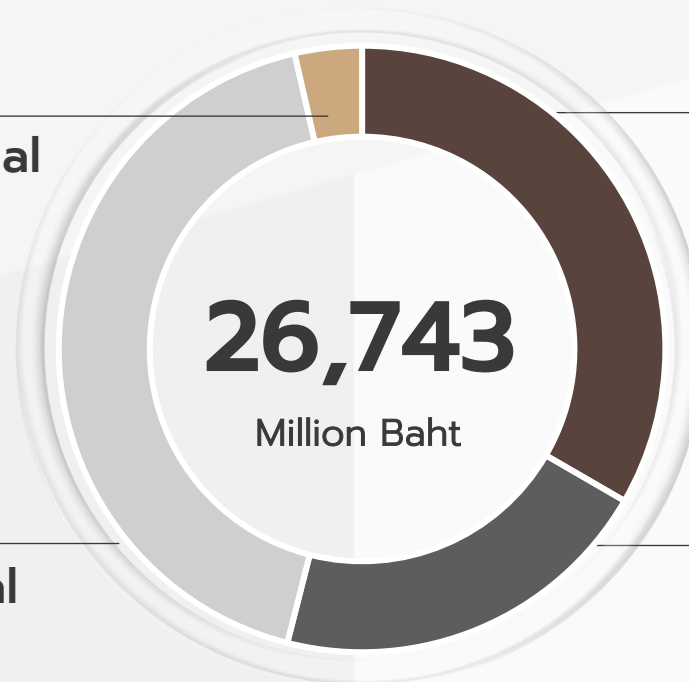


42%

Low Rise - Provincial

21%

Low Rise – BKK-M



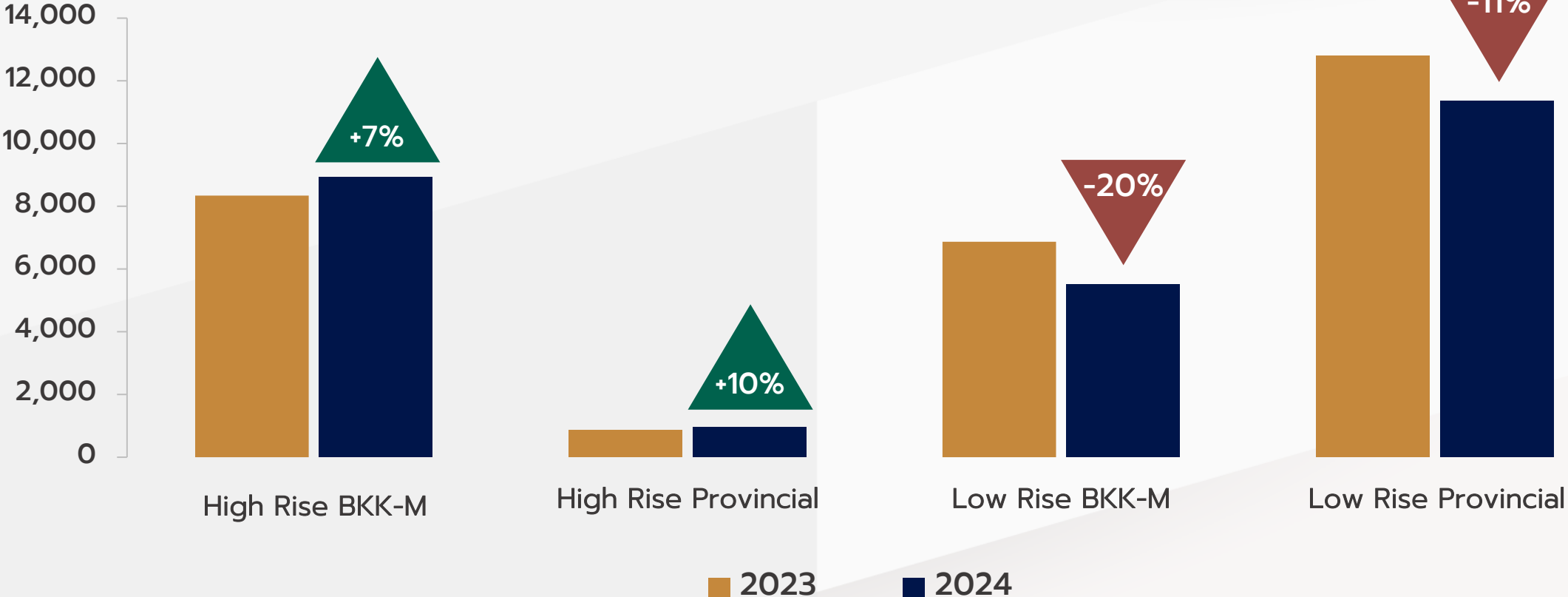
2023 – 2024

PRE-SALES COMPARISON

2023	Pre-sales	28,864	Million Baht
2024	Pre-sales	26,743	Million Baht

YoY Growth **-7%**

Million Baht



2025 PRE-SALES BY GEOGRAPHY



5%

High Rise – Provincial

30%

High Rise – BKK-M

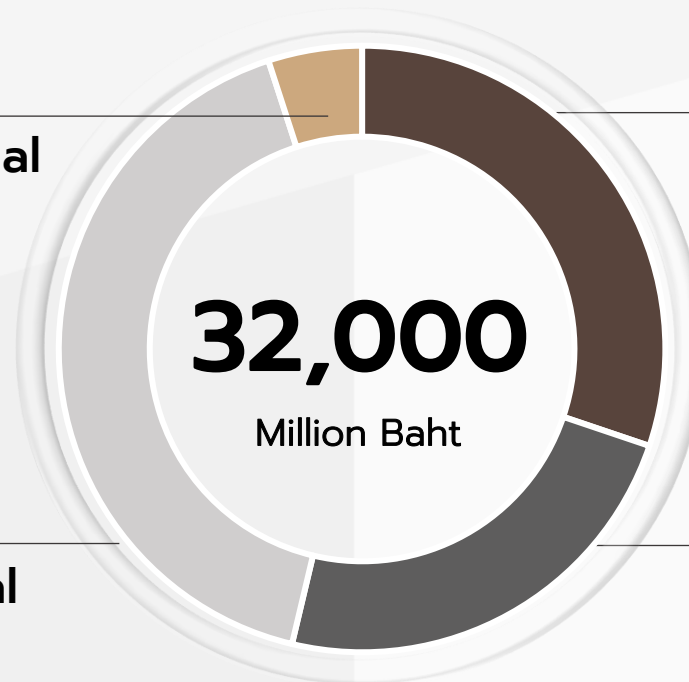


41%

Low Rise - Provincial

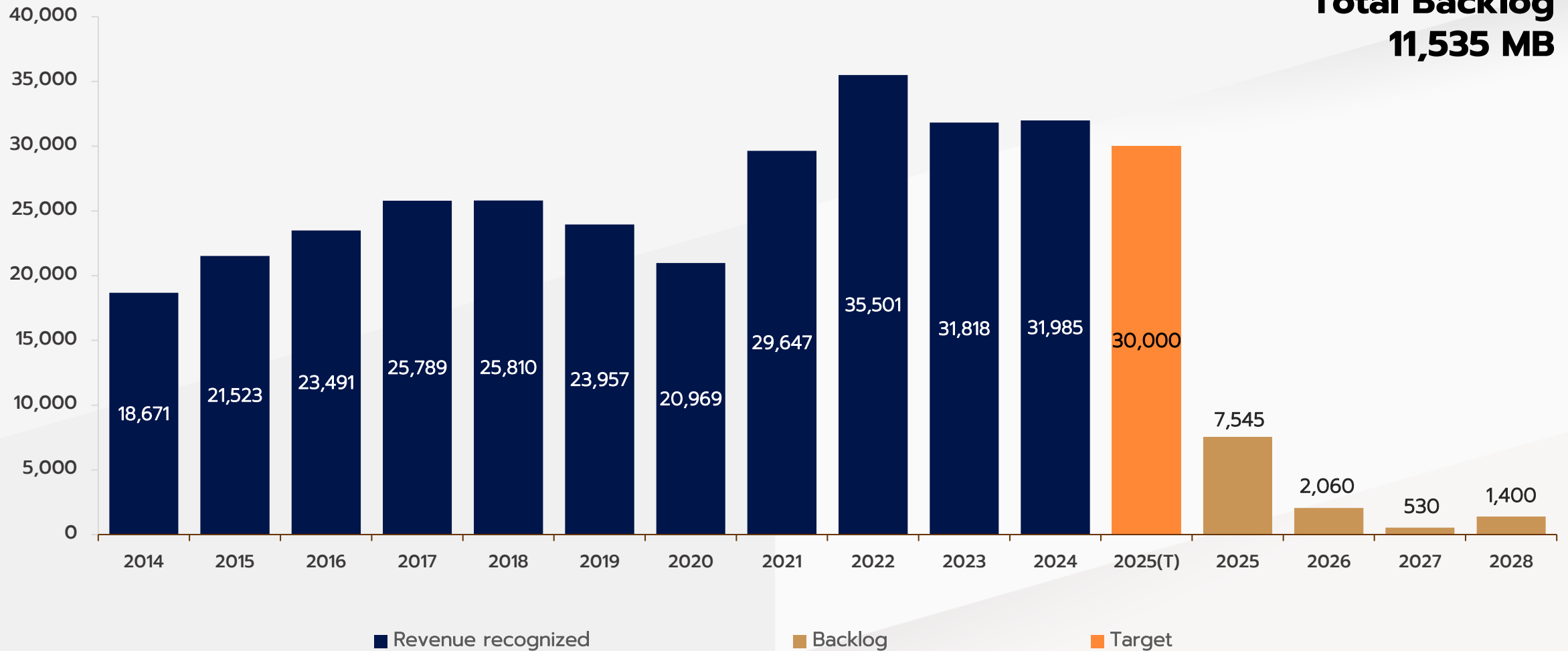
24%

Low Rise – BKK-M



TOTAL REVENUES & BACKLOG *(CONSOLIDATED)*

Million Baht



SUPALAI BLUE WHALE HUAHIN



2025

PROJECT TRANSFER

PROJECT VALUE: 1,200 MB

UNIT: 523 UNITS

SOLD: 72%

TRANSFER: Q3

CONSOLIDATED INCOME STATEMENT

(Million Baht)	For Year Ended		Change	
	31 Dec 24	31 Dec 23	MB	%
Total Revenues	31,985	31,818	167	1%
Revenues from Sale on Real Estate	30,817	30,836	(19)	0%
Gross Margin (%)	37.7%	35.6%		
Selling and Administrative Expenses	4,302	3,857	445	12%
% S&A to Total Revenues	13.4%	12.1%		
Share of profit from investments in joint ventures and associates	394	247	147	59%
Finance Cost	709	467	242	52%
Earning before Tax	7,937	7,670	267	3%
% EBT to Total Revenues	24.8%	24.1%		
Corporate Tax	1,665	1,586	79	5%
% Effective Corporate Income Tax Rate	21.0%	20.7%		
Net Profit	6,190	5,989	201	3%
Net Profit Margin (%)	19.4%	18.8%		
Basic Earnings Per Share (Baht)	3.17	3.07	0.10	3%

STATEMENT OF FINANCIAL POSITION (CONSOLIDATED)

(Million Baht)	31 Dec 24	31 Dec 23	Change	
			MB	%
Total Assets	96,231	86,126	10,105	12%
Loan from Financial Institutions	34,187	27,164	7,023	26%
- <i>Project Loan</i>	11,914	8,523	3,391	40%
- <i>Debenture</i>	17,312	13,673	3,639	27%
- <i>Other</i>	4,961	4,968	(7)	0%
Deposits & Advances Received From Customers	930	1,446	(516)	(36%)
Total Liabilities	42,011	34,661	7,350	21%
Total Shareholder's Equity	54,220	51,465	2,755	5%
Issued and Paid-up Share Capital	1,953	1,953	-	0%

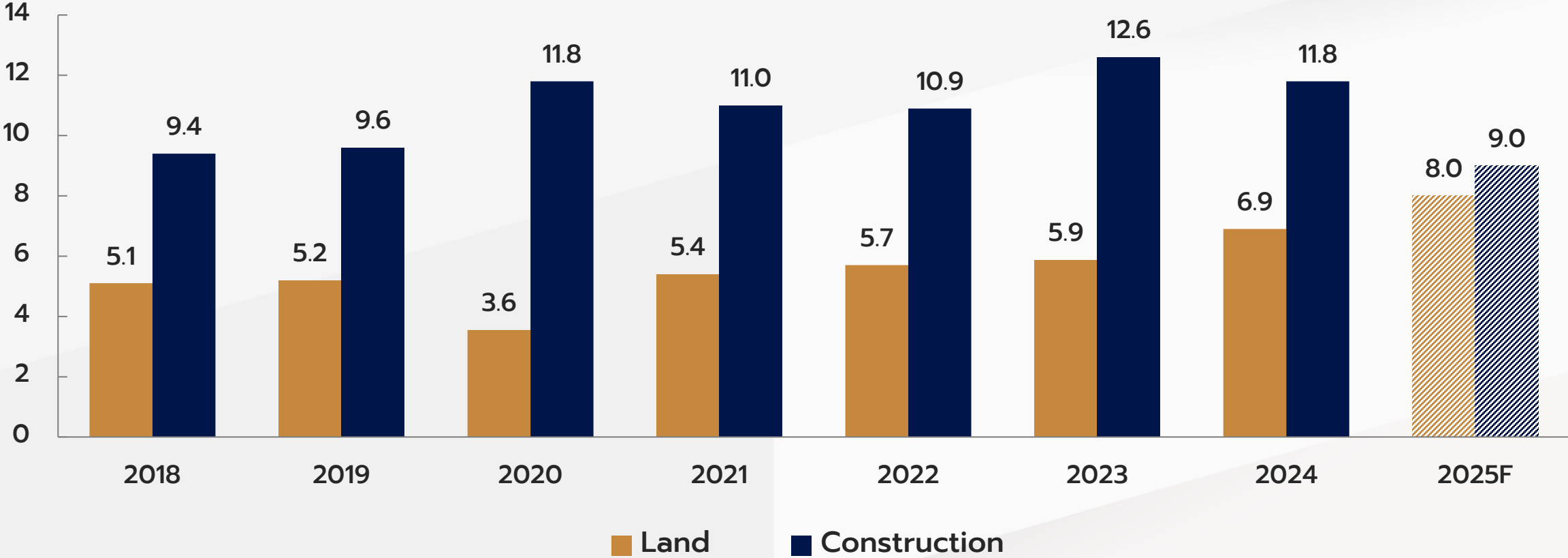
- Net Gearing of the company as of 31 Dec 24 was at 54%
- Average Cost of Fund for the company as of 31 Dec 24 was 2.86%

DIVIDEND PAYMENT

▪ Dividend Policy	To pay at least 35% of net profit
▪ Operation Period	1 January 2024 – 31 December 2024
▪ Dividend Per Share	1.45 Baht (Interim 0.60 Baht and Final 0.85 Baht)
▪ Dividend Payout	51%
▪ Ex-dividend Date (XD)	7 th May 2025
▪ Payment Date	20 nd May 2025

CAPITAL EXPENDITURE TREND

Billion Baht



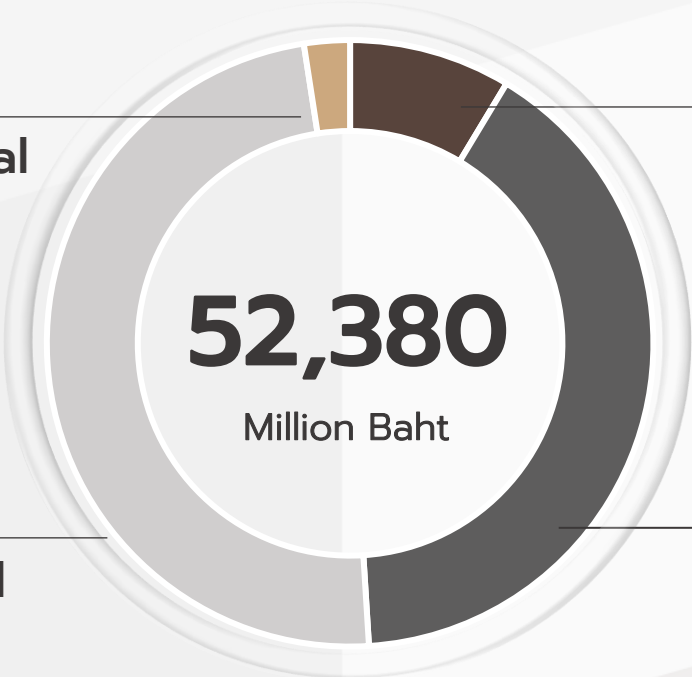
2024 LAUNCH PROJECTS

New Launches 52,380 Million Baht, 41 Projects



2%

High Rise – Provincial



52,380
Million Baht

9%

High Rise – BKK-M



49%

Low Rise - Provincial

40%

Low Rise – BKK-M



2 0 2 5
NEW LAUNCH



36
PROJECTS

46,000 MB
TOTAL VALUE

BKK - M

PROVINCIAL



Low Rise
35%

10 Projects

15,890
MB



High Rise
22 %

5 Projects

10,330
MB



Low Rise
38 %

18 Projects

17,280
MB



High Rise
5%

3 Projects

2,500
MB



PLANT TREES

REDUCE GREENHOUSE GASES

BY WITHIN 40% 2030



CAMPAIGN ENERGY REVOLUTION

GREEN PARTNER



ORGANIC FERTILIZER



EV CHARGER



SOLAR ROOF



GREEN LOAN



CHILLER REPLACEMENT



<http://investor.supalai.com>



ir_spali@supalai.com



+662 725 8888 ext. 82204

Disclaimer: This presentation material has been prepared solely for informational purposes. Supalai Public Company Limited makes no guaranty on accuracy or completeness of the information provided. By accepting this material, recipient agrees that the company shall not have any liability for any information contained in or for any omission from this presentation.