

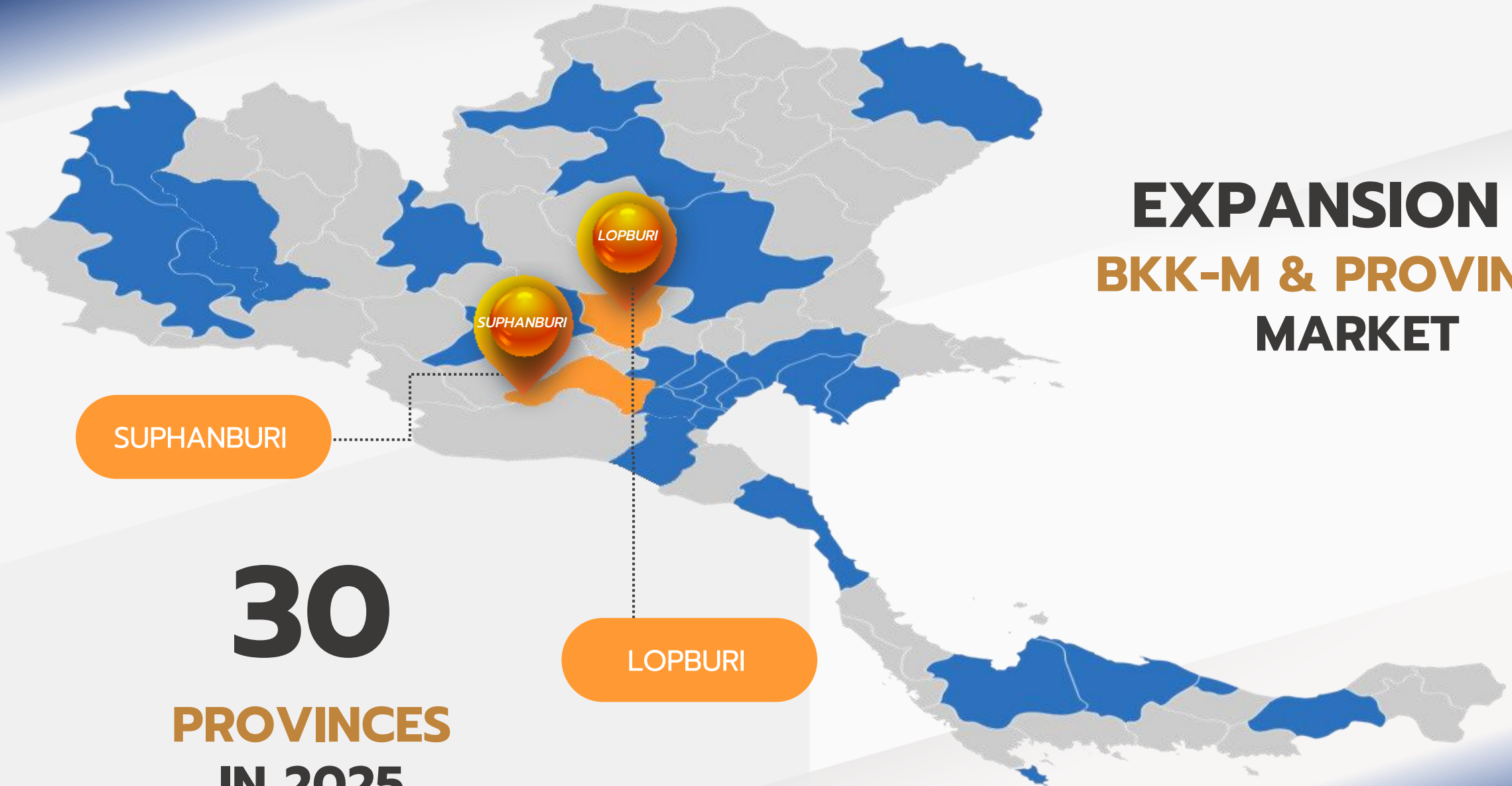


# SUPALAI

INVESTMENT PRESENTATION

APRIL 2025

# EXPANSION IN BKK-M & PROVINCIAL MARKET



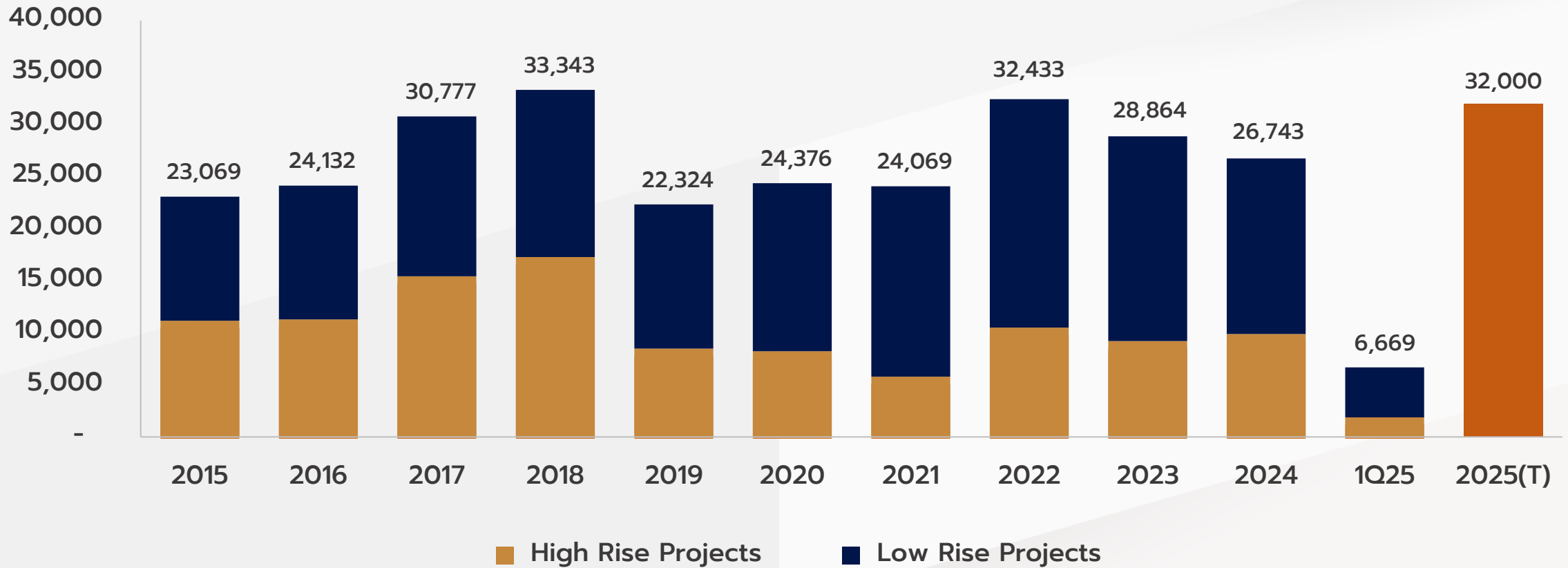
SUPHANBURI

**30**  
**PROVINCES**  
**IN 2025**

LOPBURI

# PRE-SALES PERFORMANCE

Million Baht



# 1Q25 PRE-SALES BY GEOGRAPHY



4%

High Rise – Provincial

25%

High Rise – BKK-M

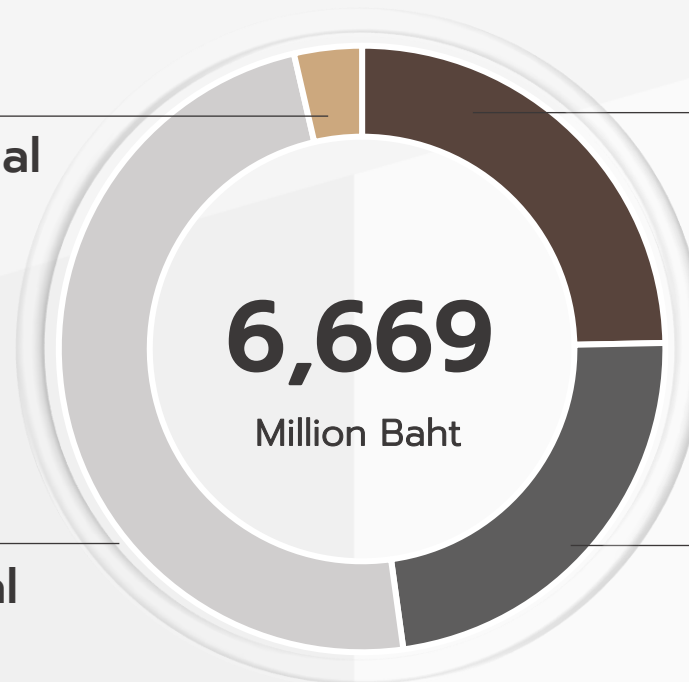


48%

Low Rise - Provincial

23%

Low Rise – BKK-M



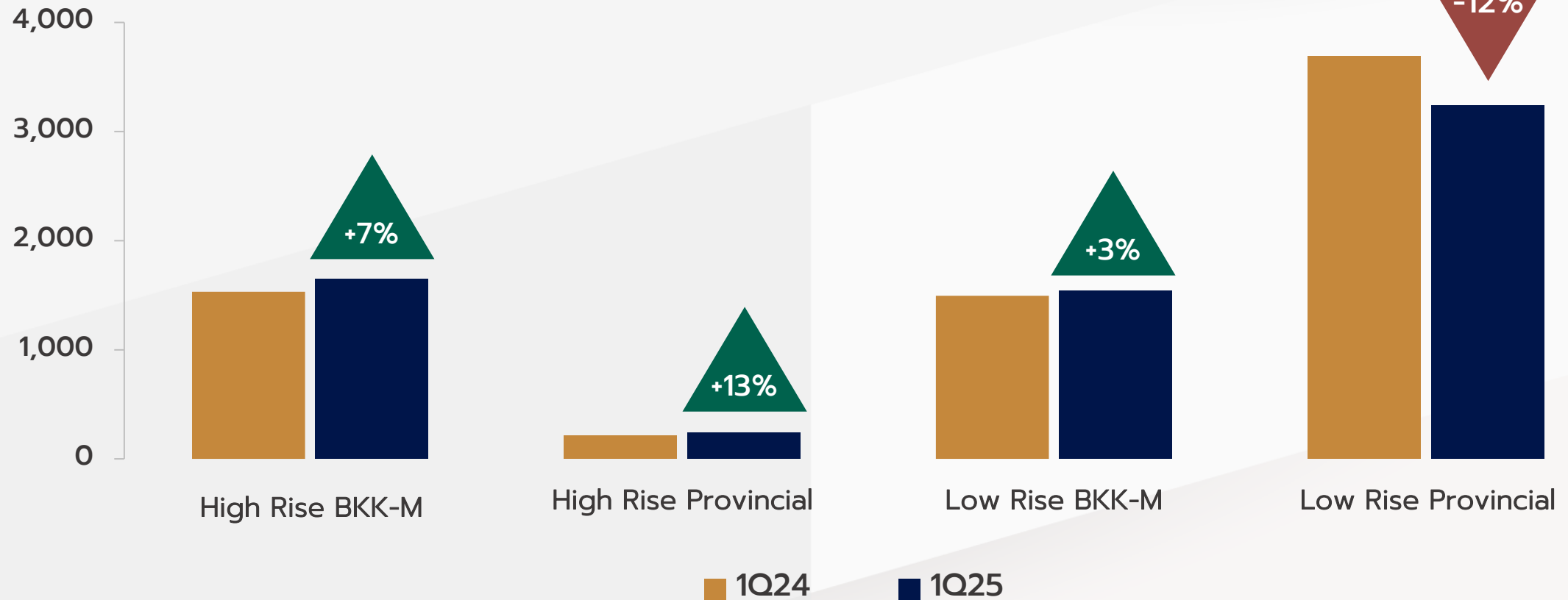
# 1Q24 – 1Q25

## PRE-SALES COMPARISON

1Q24 Pre-sales	6,927	Million Baht
1Q25 Pre-sales	6,669	Million Baht

YoY Growth **-4%**

Million Baht



# 2025 PRE-SALES BY GEOGRAPHY



5%

High Rise – Provincial

30%

High Rise – BKK-M

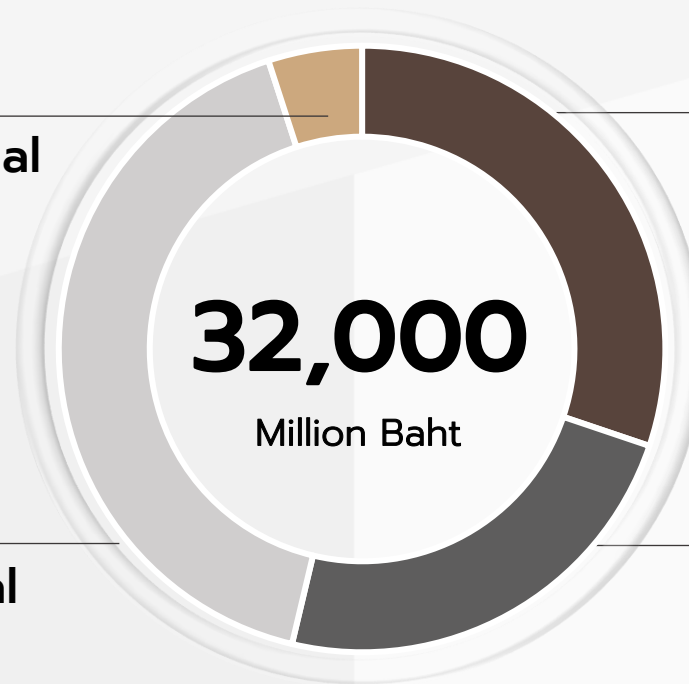


41%

Low Rise - Provincial

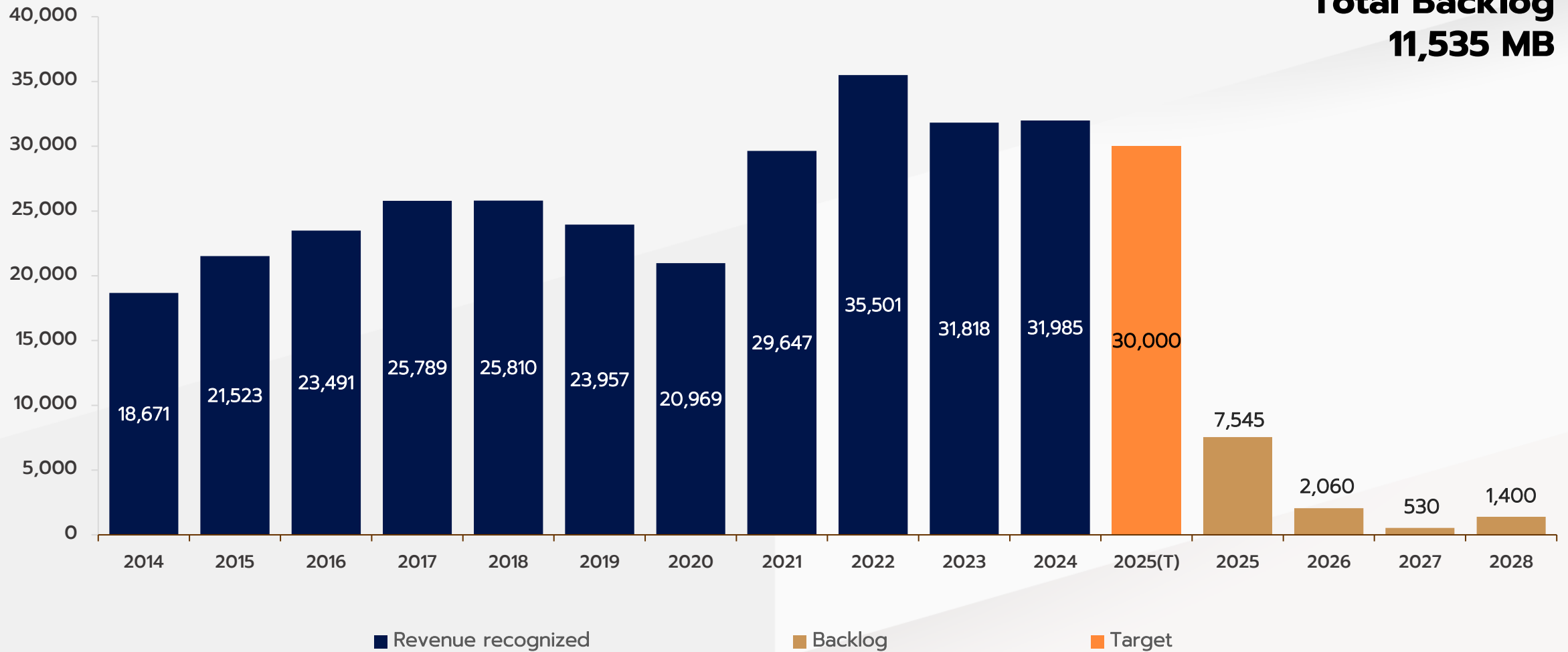
24%

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

NOTE : Data as of 31 Dec 24



# 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%		
<b>Net Profit</b>	<b>6,190</b>	<b>5,989</b>	<b>201</b>	<b>3%</b>
Net Profit Margin (%)	19.4%	18.8%		
Basic Earnings Per Share (Baht)	3.17	3.07	0.10	3%

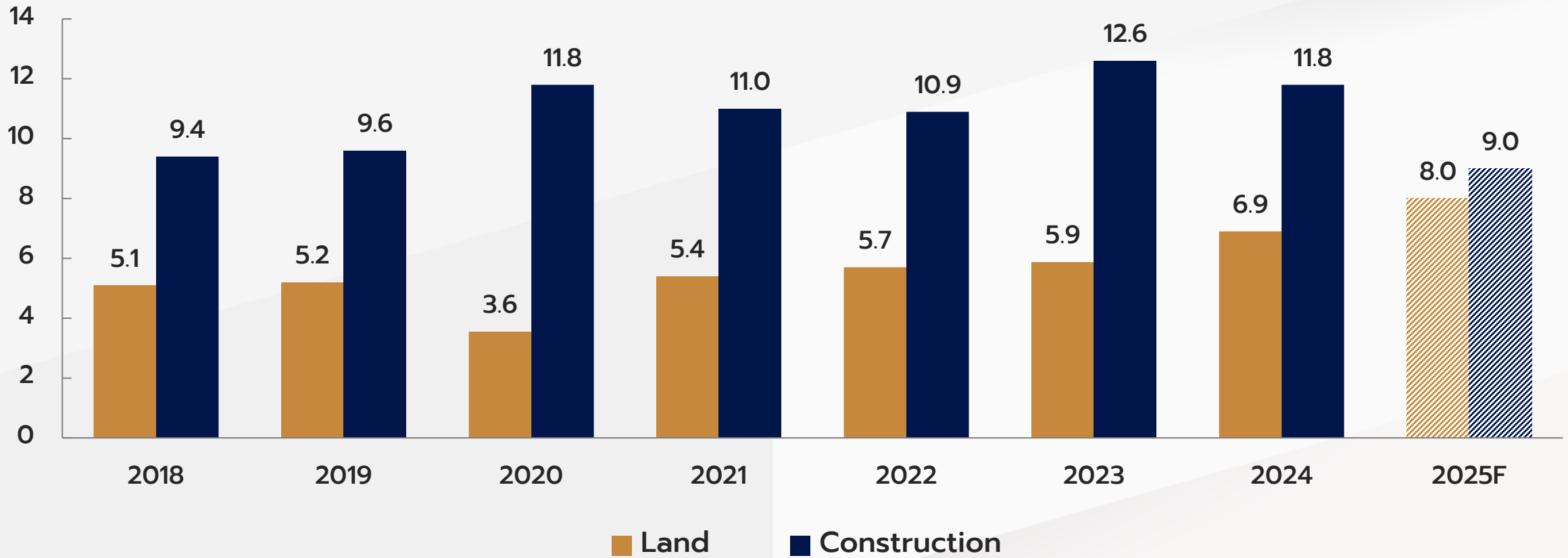
# STATEMENT OF FINANCIAL POSITION (CONSOLIDATED)

(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%

# CAPITAL EXPENDITURE TREND

Billion Baht



# ONGOING PROJECT STATUS (31 DEC 24)

Project Type	Status	Type	Total Active Projects		Available for Sales	
			Units	Million Baht	Million Baht	%
Condominium	Complete	Affordable	33,107	75,642	3,014	4%
		Medium	25,443	81,486	4,586	6%
		Premium	3,122	32,725	11,801	36%
	<b>Total - Complete</b>		<b>61,672</b>	<b>189,853</b>	<b>19,401</b>	<b>10%</b>
	Under Construction	Affordable	-	-	-	-
		Medium	5,460	15,780	10,929	69%
		Premium	-	-	-	-
	<b>Total - Under Construction</b>		<b>5,460</b>	<b>15,780</b>	<b>10,929</b>	<b>69%</b>
<b>Total - Condominium</b>			<b>67,132</b>	<b>205,633</b>	<b>30,330</b>	<b>15%</b>
Low Rise	Ongoing	Affordable	20,180	47,974	6,671	14%
		Medium	52,135	232,979	87,724	38%
		Premium	1,589	19,204	9,858	51%
	<b>Total - Ongoing</b>		<b>73,904</b>	<b>300,157</b>	<b>104,253</b>	<b>35%</b>
<b>Total - Low Rise</b>			<b>73,904</b>	<b>300,157</b>	<b>104,253</b>	<b>35%</b>
<b>Grand Total</b>			<b>141,036</b>	<b>505,790</b>	<b>134,583</b>	<b>27%</b>

# 2 0 2 5 NEW LAUNCH

36  
PROJECTS

46,000 MB  
TOTAL VALUE

## BKK - M



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

## PROVINCIAL

# REDUCE GREENHOUSE GASES



PLANT  
TREES



GREEN  
PARTNER

BY 40%  
WITHIN  
2030



CAMPAIGN  
ENERGY REVOLUTION



ORGANIC  
FERTILIZER



EV CHARGER



SOLAR ROOF



GREEN LOAN



CHILLER  
REPLACEMENT