



SUPALAI

INVESTMENT PRESENTATION

MARCH 2023

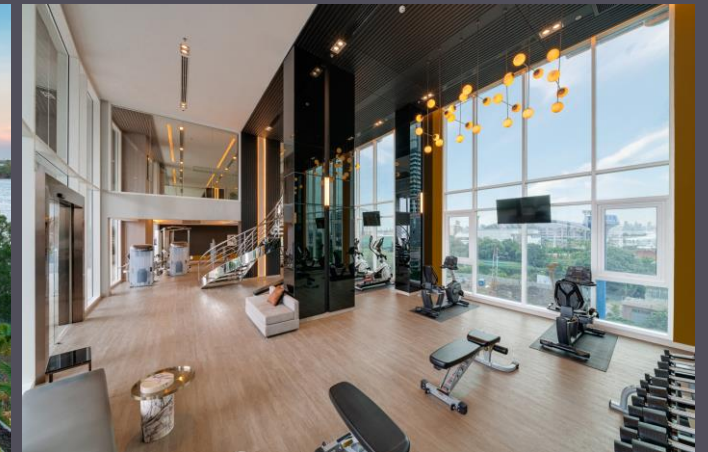
NEW DESIGN



SUPALAI

NEW DESIGN

FACILITIES



SUPALAI

NEW BRANDS & PRODUCTS



SUPALAI
GRAND ESSENCE



**SUPALAI GRAND ESSENCE
@ THA PHRA INTERCHANGE**



SUPALAI
ELEGANCE



**SUPALAI ELEGANCE
BOROMRATCHACHONNANI 121**



SUPALAI
TUSCANY
VALLEY



**SUPALAI TUSCANY
DONKAEW – MAERIM**

EXPANSION IN PROVINCIAL MARKETS

LAMPHUN

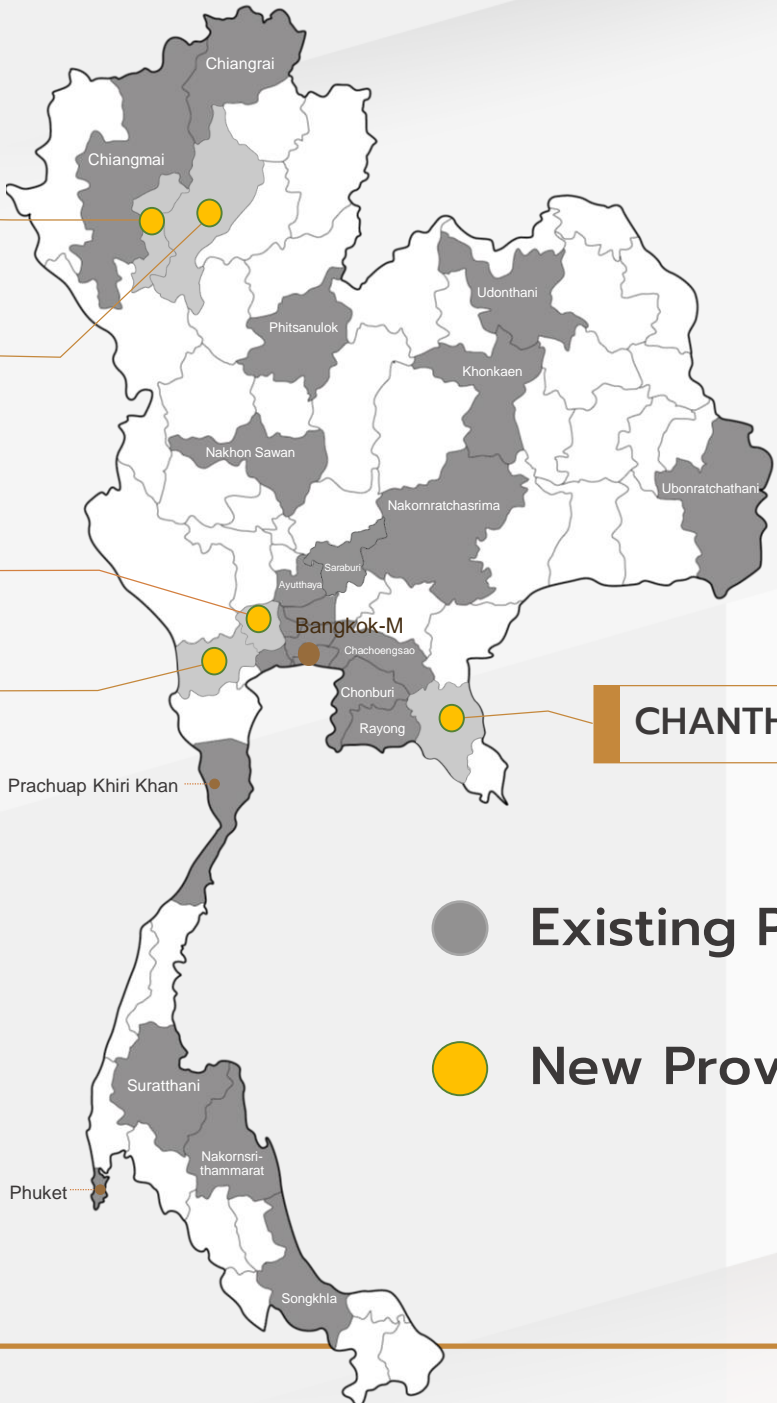
LAMPANG

NAKHON PATHOM

RATCHABURI

CHANTHABURI

Total **28**
Provinces in 2023

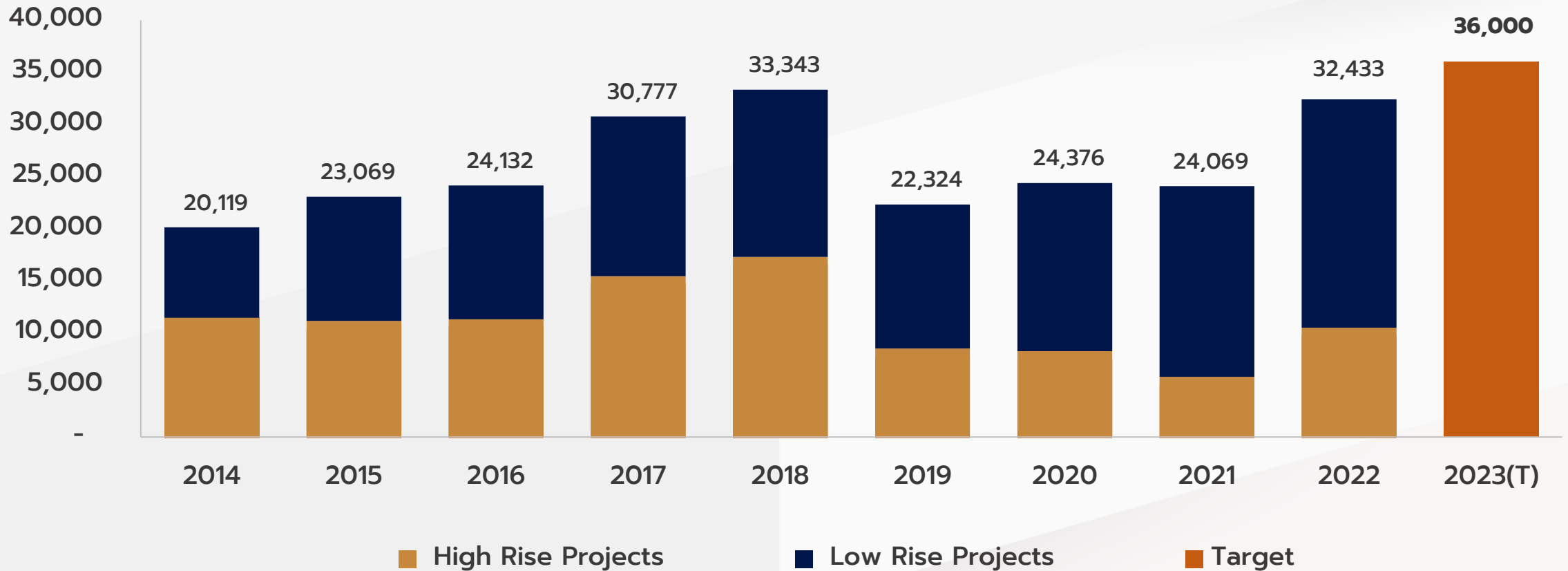


● Existing Provinces

● New Provinces in 2023

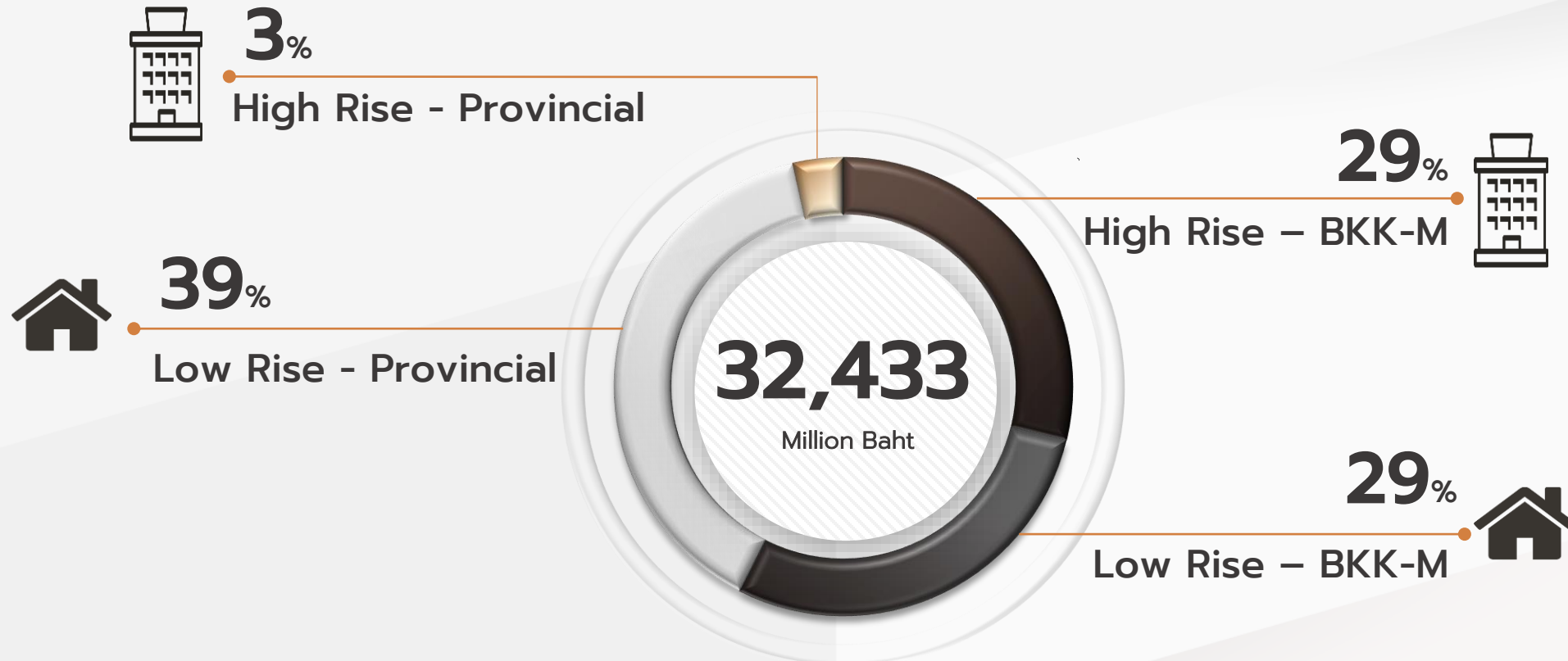
PRE-SALES PERFORMANCE AND TARGET

Million Baht

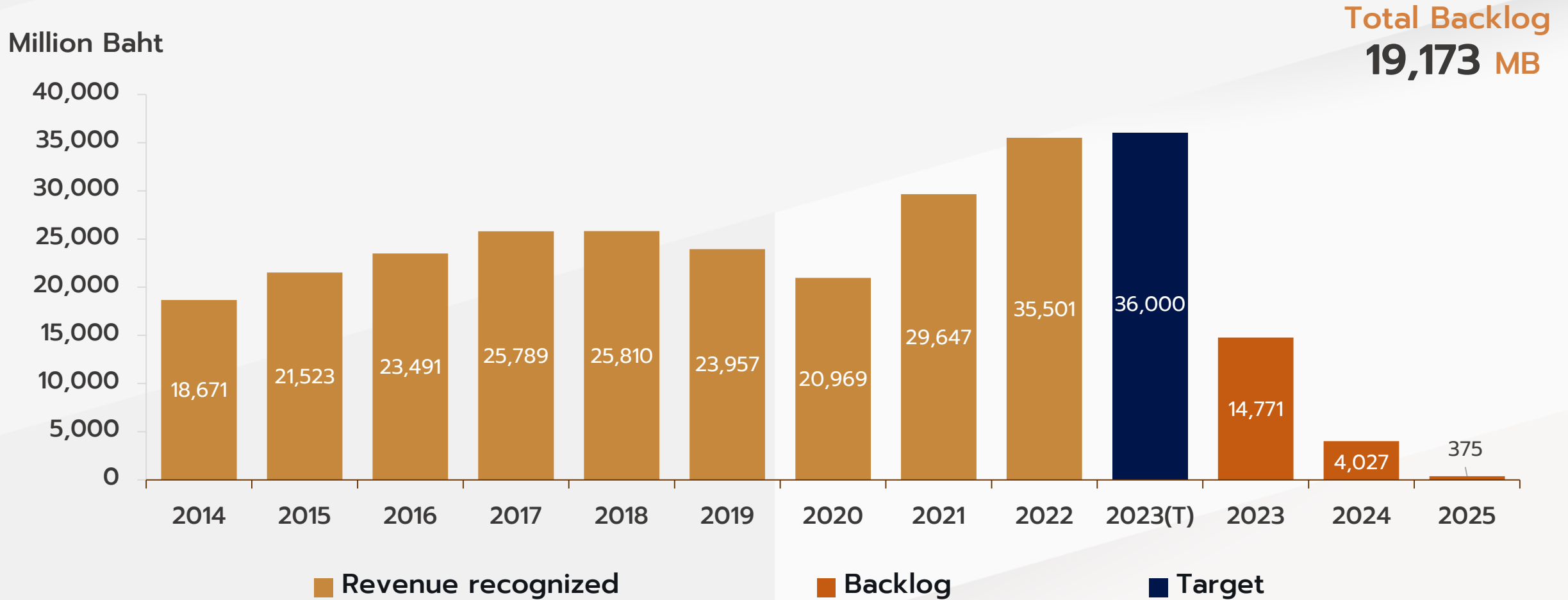


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2022 PRE-SALES BY GEOGRAPHY



TOTAL REVENUES & BACKLOG *(CONSOLIDATED)*



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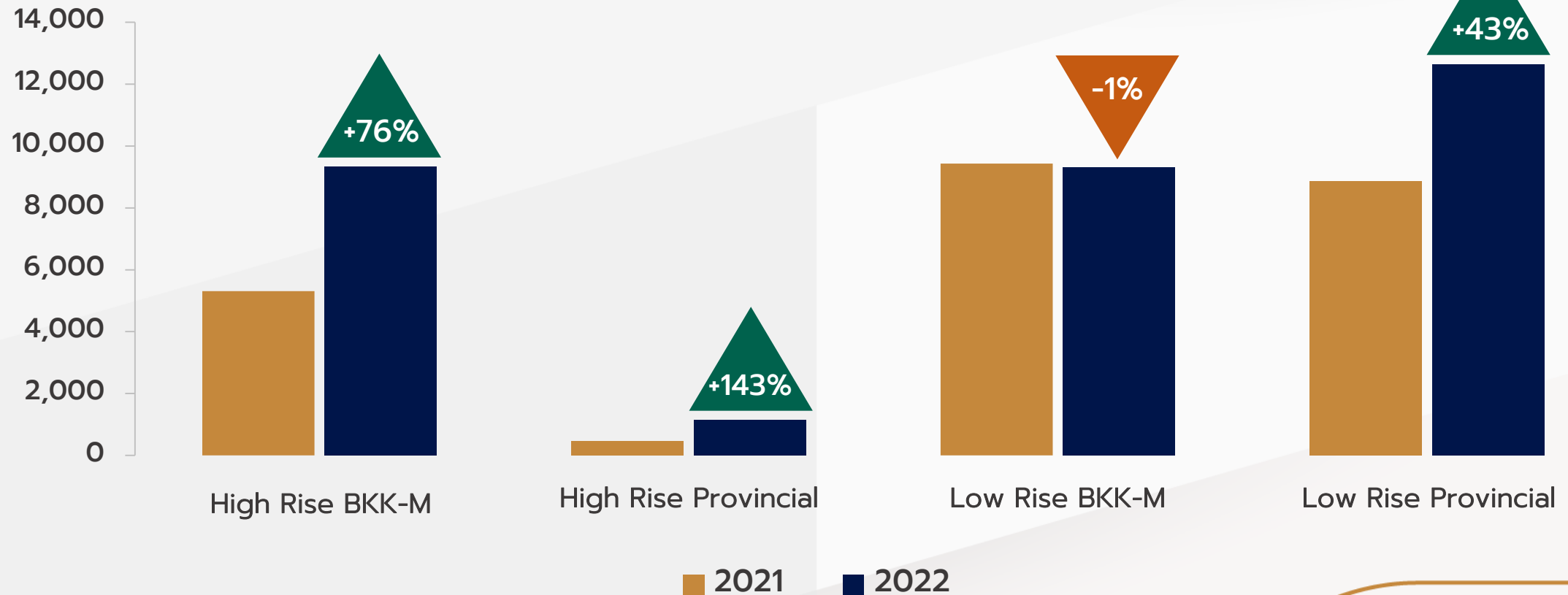
2021 – 2022

PRE-SALES COMPARISON

2021 Pre-sales	24,069	Million Baht
2022 Pre-sales	32,433	Million Baht

YoY Growth **+35%**

Million Baht



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2023 PROJECTS TRANSFER

SUPALAI LOFT SATHORN-RATCHAPRUEK



VALUE : 1,465 MB
SOLD : 97%
TRANSFER : Q2

SUPALAI PREMIER SI PHRAYA-SAMYAN



VALUE : 2,300 MB
SOLD : 100%
TRANSFER : Q3

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CONSOLIDATED INCOME STATEMENT

(Million Baht)	For Year Ended		Change	
	31 Dec 22	31 Dec 21	MB	%
Total Revenues	35,501	29,647	5,854	20%
Revenues from Sale on Real Estate	34,222	28,938	5,284	18%
Gross Margin (%)	39.0%	40.0%		
Selling and Administrative Expenses	4,029	3,321	708	21%
% S&A to Total Revenues	11.4%	11.2%		
Share of profit from investments in joint ventures and associates	390	533	(143)	(27%)
Earning before Tax	10,515	9,083	1,432	16%
% EBT to Total Revenues	29.6%	30.6%		
Corporate Tax	2,212	1,943	269	14%
% Effective Corporate Income Tax Rate	21.0%	21.4%		
Net Profit	8,173	7,070	1,103	16%
Net Profit Margin (%)	23.0%	23.8%		
Basic Earnings Per Share (Baht)	4.19	3.63	0.56	15%

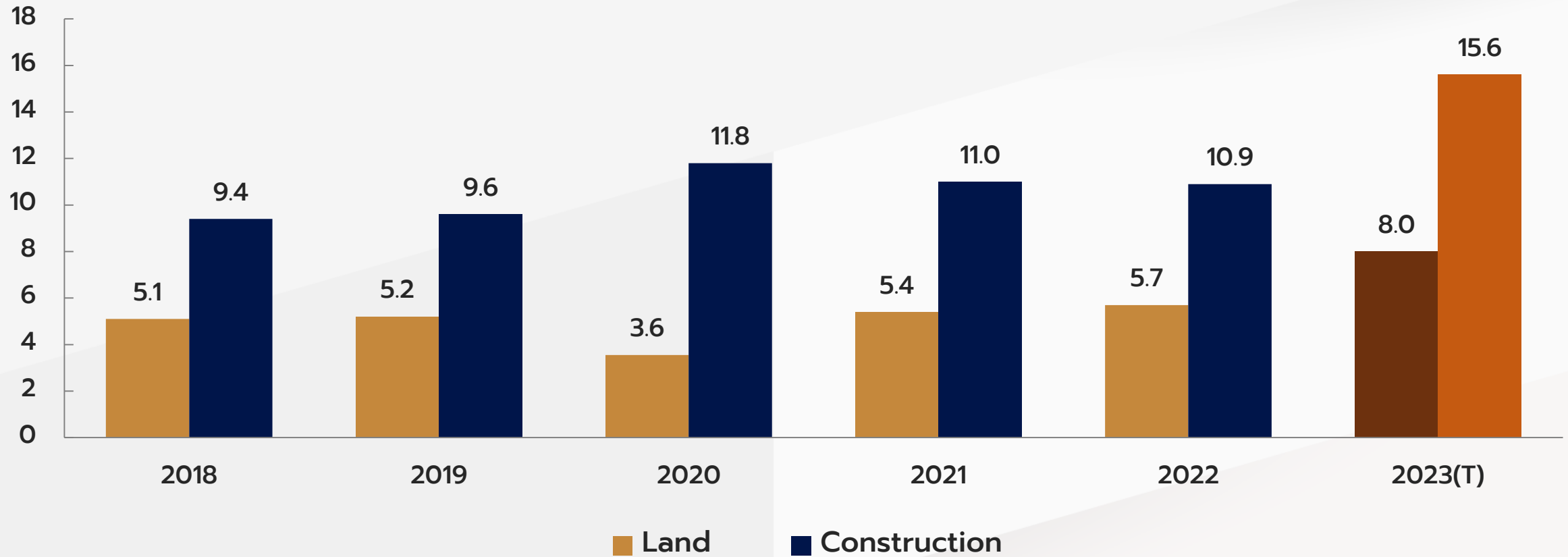
STATEMENT OF FINANCIAL POSITION (CONSOLIDATED)

(Million Baht)	31 Dec 22	31 Dec 21	Change	
			MB	%
Total Assets	79,924	71,432	8,492	12%
Loan from Financial Institutions	24,536	19,890	4,646	23%
- <i>Project Loan</i>	8,196	6,536	1,660	25%
- <i>Debenture</i>	12,358	9,373	2,986	32%
- <i>Other</i>	3,982	3,981	1	0%
Deposits & Advances Received From Customers	2,004	3,288	(1,284)	(39%)
Total Liabilities	32,461	28,506	3,955	14%
Total Shareholder's Equity	47,463	42,926	4,537	11%
Issued and Paid-up Share Capital	1,953	2,143	(190)	(9%)

- Net Gearing of the company as of 31 Dec 22 was at 49%
- Average Cost of Fund for the company as at 31 Dec 22 was 1.78%

CAPITAL EXPENDITURE TREND

Billion Baht

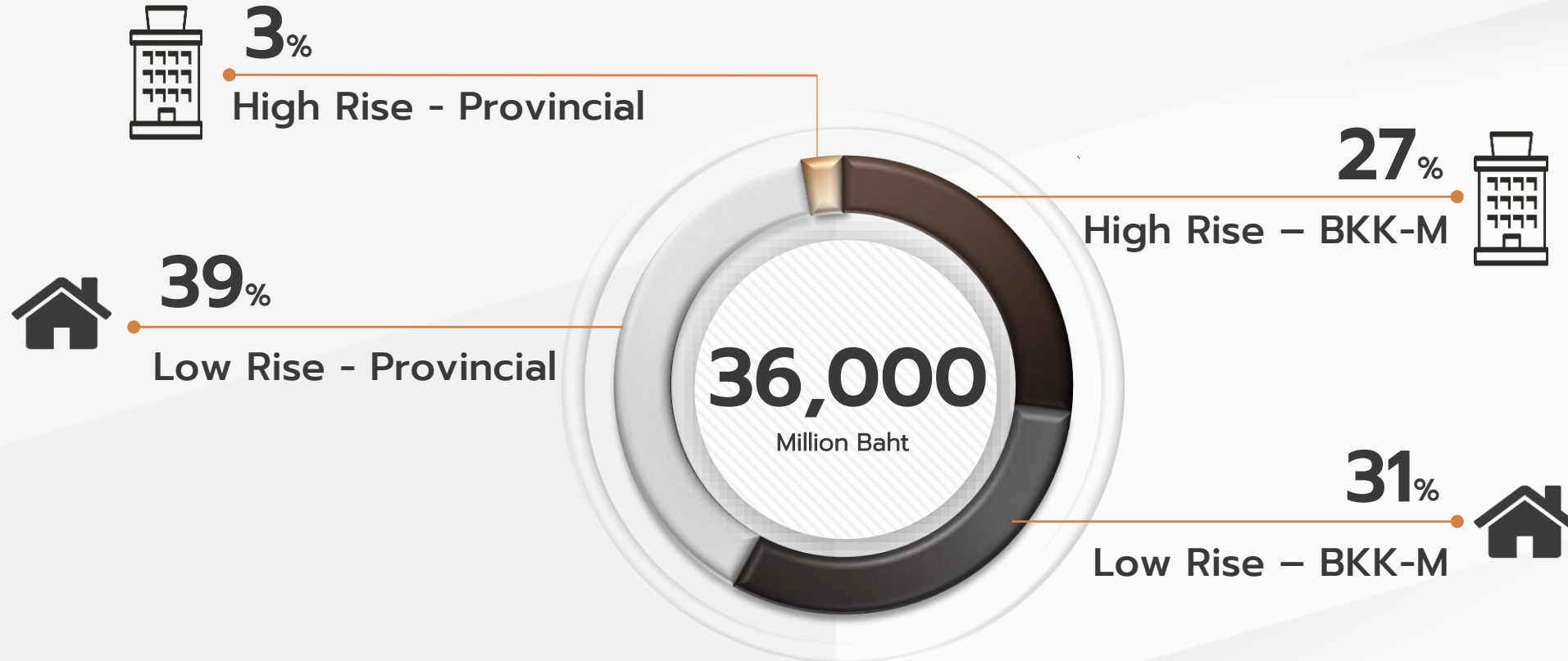


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ONGOING PROJECT STATUS (31 Dec 22)

Project Type	Status	Type	Total Active Projects		Available for Sales	
			Units	Million Baht	Million Baht	%
Condominium	Complete	Affordable	7,445	15,558	3,617	23%
		Medium	17,152	55,204	10,535	19%
		Premium	1,331	12,235	3,667	30%
	Total - Complete		25,928	82,997	17,819	21%
	Under Construction	Affordable	230	300	263	88%
		Medium	2,774	6,845	4,135	60%
		Premium	1,419	17,240	11,870	69%
	Total - Under Construction		4,423	24,385	16,268	67%
Total - Condominium			30,351	107,382	34,086	32%
Low Rise	Ongoing	Affordable	10,609	26,494	10,048	38%
		Medium	22,436	93,359	40,840	44%
		Premium	1,250	12,868	7,674	60%
	Total - Ongoing		34,295	132,722	58,562	44%
Total - Low Rise			34,295	132,722	58,562	44%
Grand Total			64,646	240,104	92,648	39%

2023 TARGET PRE-SALES



2023 LAUNCH PLAN

New Launches 41,000 Million Baht, 37 Projects



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**Reduce
greenhouse gases**

**by 25%
within 2024**



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