



# SUPALAI

OPPORTUNITY DAY

21 FEBRUARY 2024

LAMPANG

LAMPANG

LOPBURI

RATCHA  
BURI

RATCHABURI

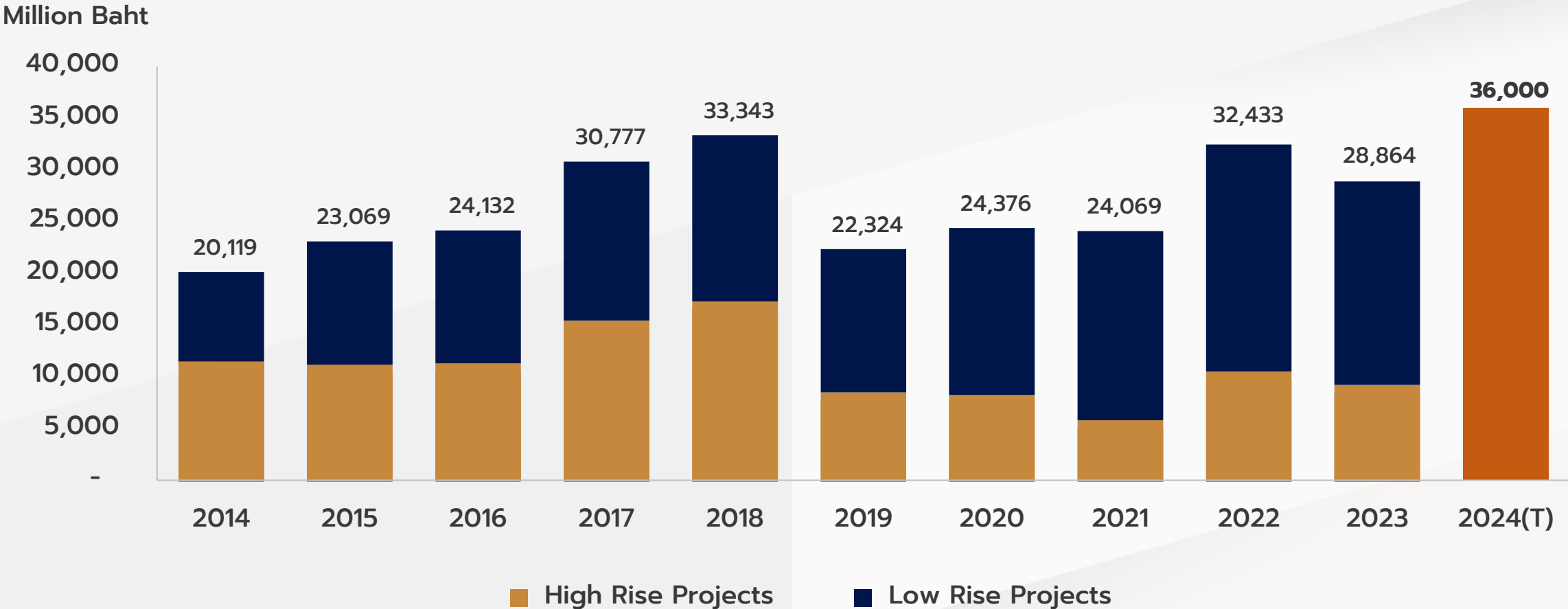
LOPBURI

## EXPANSION IN BKK-M & PROVINCIAL MARKET

29

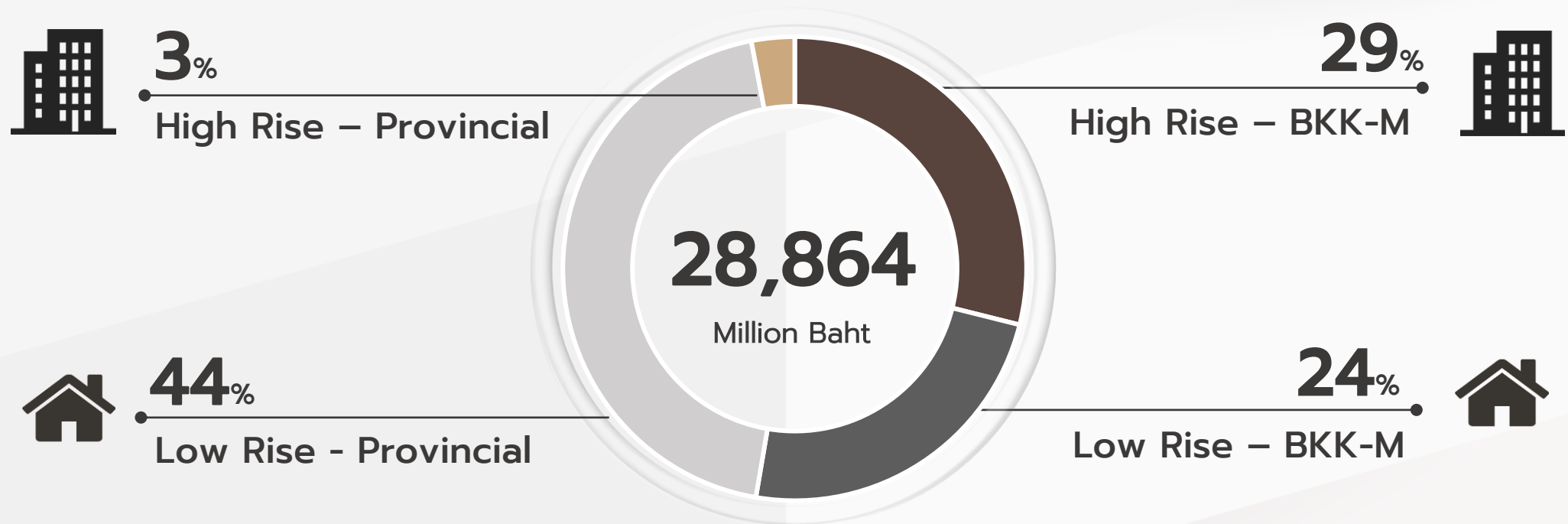
PROVINCES  
IN 2024

# PRE-SALES PERFORMANCE AND TARGET



3 NOTE : Pre-sales shown are value of total pre-sales signed minus all cancellations

# 2023 PRE-SALES BY GEOGRAPHY



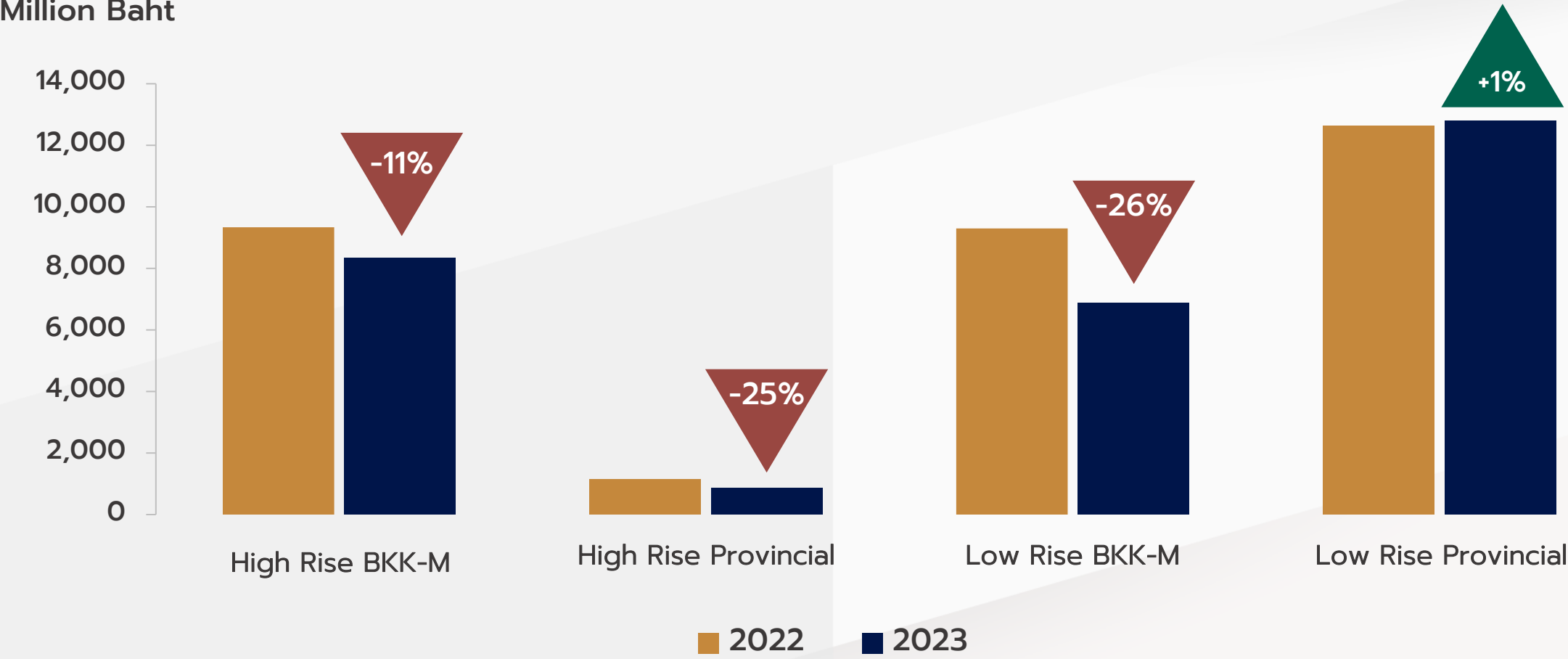


# 2022 – 2023

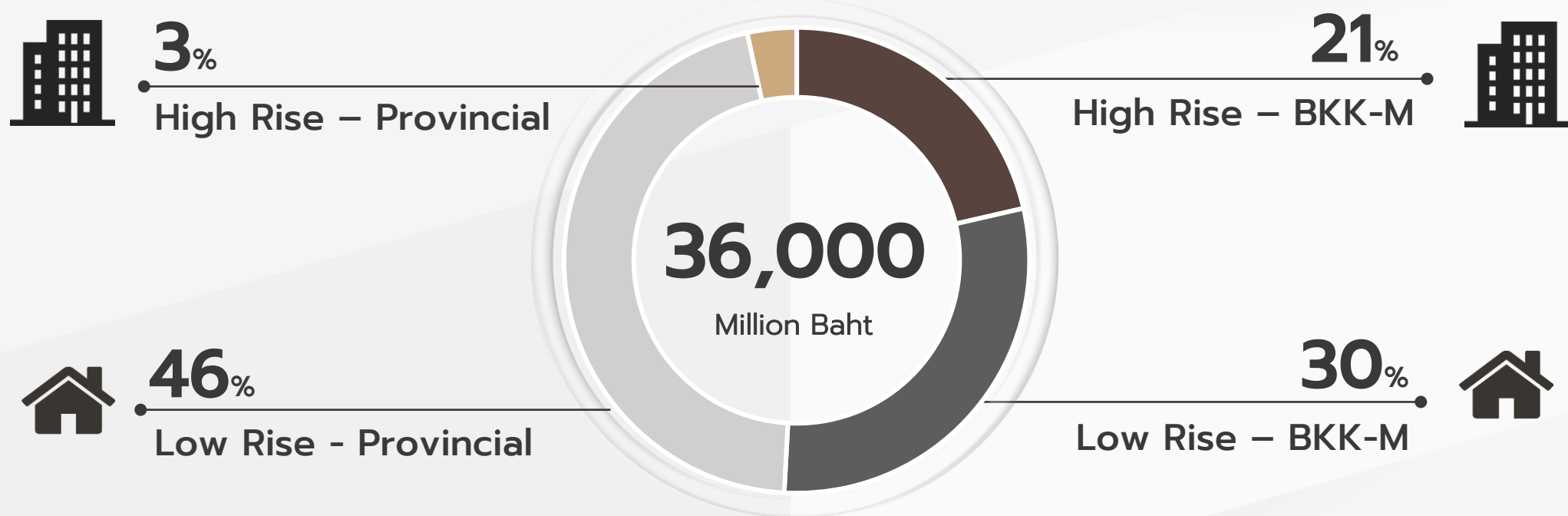
## PRE-SALES COMPARISON

2022	Pre-sales	32,433	Million Baht
2023	Pre-sales	28,864	Million Baht
YoY Growth <b>-11%</b>			

Million Baht

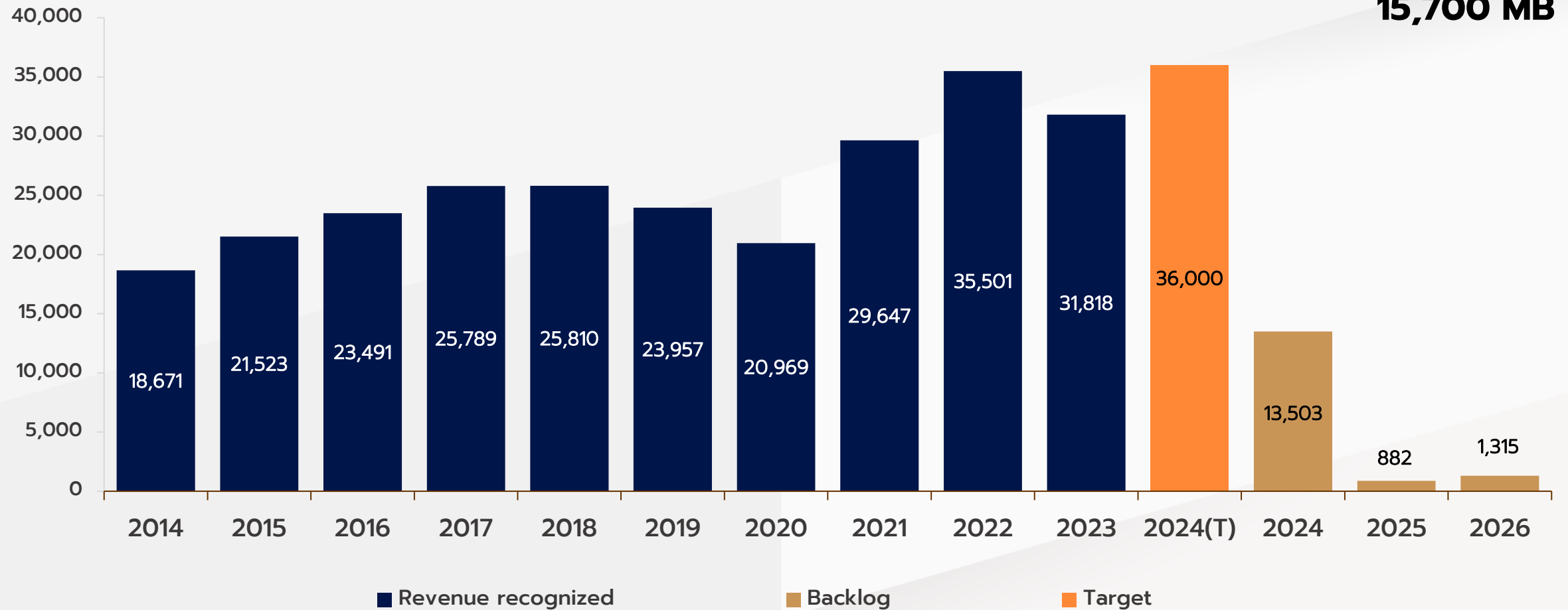


# 2024 TARGET PRE-SALES



# TOTAL REVENUES & BACKLOG *(CONSOLIDATED)*

Million Baht



# 2024 PROJECTS **TRANSFER**



**SUPALAI CITY HOME  
RAYONG**

PROJECT VALUE : 300 MB  
SOLD : 22%  
TRANSFER : Q1



**CITY HOME  
SANAMBINNAM –  
RATTANATHIBET**

PROJECT VALUE : 730 MB  
SOLD : 32%  
TRANSFER : Q2



**SUPALAI  
ICON SATHORN**

PROJECT VALUE : 12,300 MB  
SOLD : 22%  
TRANSFER : Q2



**SUPALAI PREMIER  
SAMSEN - RATCHAWAT**

PROJECT VALUE : 1,600 MB  
SOLD : 61%  
TRANSFER : Q2



**SUPALAI LOFT  
PHASI CHAROEN STATION**

PROJECT VALUE : 1,100 MB  
SOLD : 81%  
TRANSFER : Q3



# CONSOLIDATED INCOME STATEMENT

(Million Baht)	For Year Ended		Change	
	31 Dec 23	31 DEC 22	MB	%
Total Revenues	31,818	35,501	(3,683)	(10%)
Revenues from Sale on Real Estate	30,836	34,222	(3,386)	(10%)
Gross Margin (%)	35.6%	39.0%		
Selling and Administrative Expenses	3,857	4,029	(172)	(4%)
% S&A to Total Revenues	12.1%	11.4%		
Share of profit from investments in joint ventures and associates	247	390	(143)	(37%)
Finance Cost	467	277	190	69%
Earning before Tax	7,670	10,515	(2,845)	(27%)
% EBT to Total Revenues	24.1%	29.6%		
Corporate Tax	1,586	2,212	(626)	(28%)
% Effective Corporate Income Tax Rate	20.7%	21.0%		
<b>Net Profit</b>	<b>5,989</b>	<b>8,173</b>	<b>(2,184)</b>	<b>(27%)</b>
Net Profit Margin (%)	18.8%	23.0%		
Basic Earnings Per Share (Baht)	3.07	4.19	(1.12)	(27%)

# STATEMENT OF FINANCIAL POSITION (CONSOLIDATED)

(Million Baht)	31 Dec 23	31 Dec 22	Change	
			MB	%
Total Assets	86,126	79,924	6,202	8%
Loan from Financial Institutions	27,164	24,536	2,628	11%
- <i>Project Loan</i>	8,523	8,196	327	4%
- <i>Debenture</i>	13,673	12,358	1,315	11%
- <i>Other</i>	4,968	3,982	986	25%
Deposits & Advances Received From Customers	1,446	2,004	(558)	(28%)
Total Liabilities	34,661	32,461	2,200	7%
Total Shareholder's Equity	51,465	47,463	4,002	8%
Issued and Paid-up Share Capital	1,953	1,953		

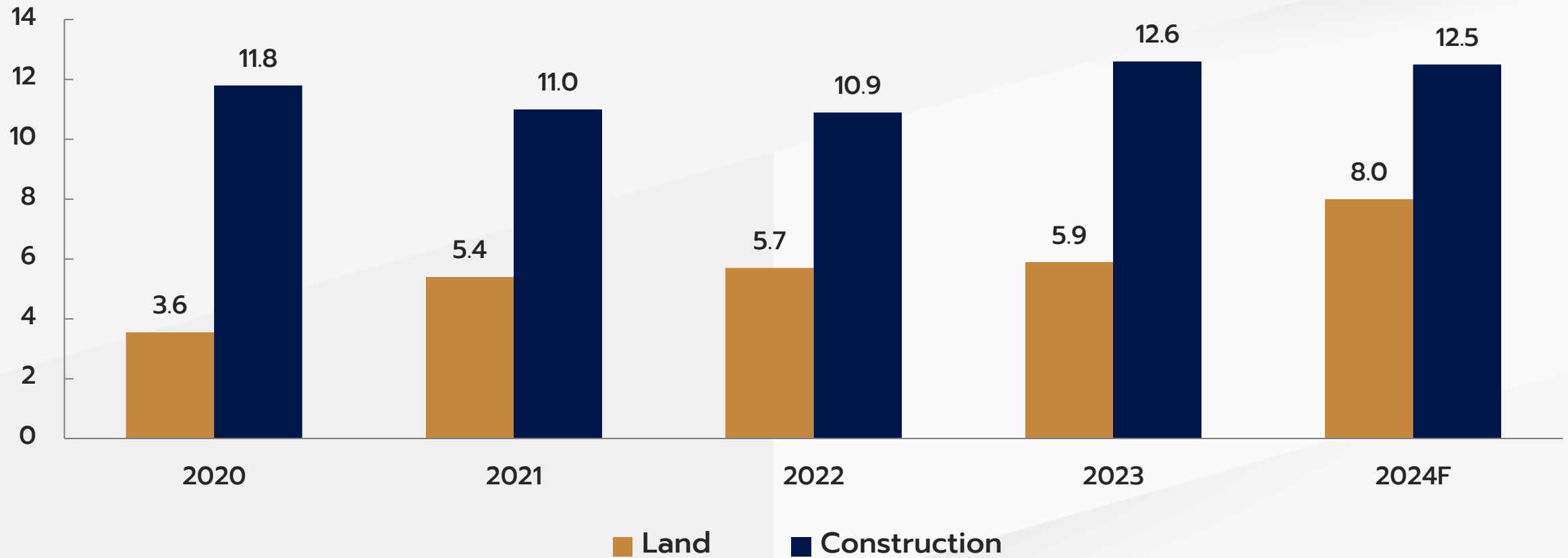
- Net Gearing of the company as of 31 Dec 23 was at 44%
- Average Cost of Fund for the company as at 31 Dec 23 was 2.78%

# DIVIDEND PAYMENT

▪ Dividend Policy	To pay at least 35% of net profit
▪ Operation Period	1 January 2023 – 31 December 2023
▪ Dividend Per Share	1.45 Baht (Interim 0.70 Baht and Final 0.75 Baht)
▪ Dividend Payout	53%
▪ Ex-dividend Date (XD)	7 <sup>th</sup> May 2024
▪ Payment Date	21 <sup>st</sup> May 2024

# CAPITAL EXPENDITURE TREND

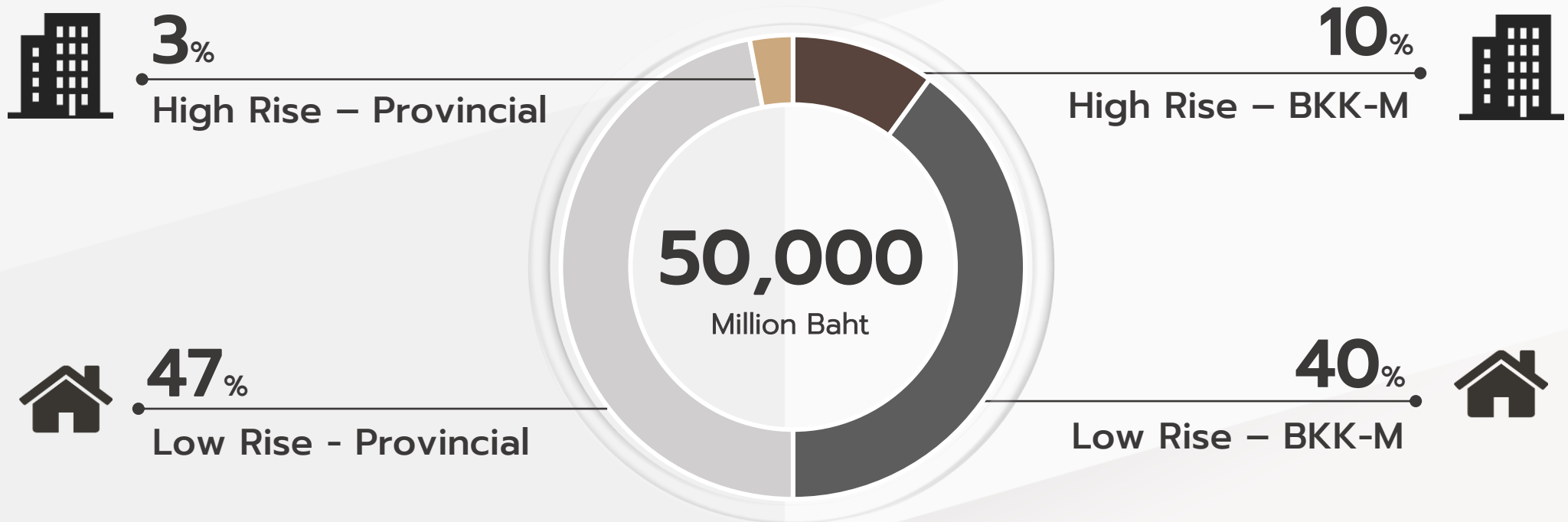
Billion Baht





# 2024 LAUNCH PLAN

New Launches 50,000 Million Baht, 42 Projects



# REDUCE GREENHOUSE GASES



PLANT  
TREES

GREEN  
PARTNER



EV CHARGER



SOLAR ROOF



GREEN LOAN



CAMPAIGN  
ENERGY REVOLUTION



ORGANIC  
FERTILIZER



CHILLER  
REPLACEMENT

# THANK YOU



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