

# SUPALAI

## SUPALAI PUBLIC COMPANY LIMITED

SPL.079/2023

May 9, 2023

Subject: Report of operating results for the three-month period ended March 31, 2023

To Director and Manager  
The Stock Exchange of Thailand

Supalai Public Company Limited would like to inform the operating results for the three-month period ended March 31, 2023.

Detailed explanations are as follows:

The Company and its subsidiaries' operating results for the three-month period ended March 31, 2023 and 2022.

(Unit: Million Baht)						
	Consolidated financial statements			Separate financial statements		
	Quarter 1 2023	Quarter 1 2022	Increase / (Decrease) %	Quarter 1 2023	Quarter 1 2022	Increase / (Decrease) %
Total revenues	5,901.71	5,537.31	7%	5,319.82	5,188.52	3%
Revenue from sales of real estate	5,641.42	5,372.24	5%	5,101.94	5,037.47	1%
Selling and administrative expenses	815.26	717.19	14%	741.87	638.28	16%
% Selling and administrative expenses / Total revenue	13.8%	13.0%	-	13.9%	12.3%	-
Share of profit from investments in joint ventures and associates	66.05	57.72	14%	-	-	-
Finance cost	95.81	59.02	62%	91.92	58.44	57%
Profit before income tax expenses	1,418.73	1,515.40	(6%)	1,231.76	1,431.42	(14%)
Income tax expenses	317.56	322.25	(1%)	251.44	290.90	(14%)
Effective corporate income tax rate (%)	22.4%	21.3%	-	20.4%	20.3%	-
Profit for the period	1,080.41	1,177.82	(8%)	980.32	1,140.52	(14%)
Net profit margin (%)	18.3%	21.3%	-	18.4%	22.0%	-
Basic earnings per share (Baht)	0.55	0.60	(8%)	0.50	0.59	(15%)
	Consolidated financial statements			Separate financial statements		
	31 March 2023	31 December 2022	Increase / (Decrease) %	31 March 2023	31 December 2022	Increase / (Decrease) %
Net gearing ratio (%)	50%	49%	-	55%	55%	-
Book value per share (Baht)	24.80	24.30	2%	22.95	22.37	3%

1. The revenue from sales of real estate in the amounting of Baht was 5,641.42 million or increased of Baht 269.18 million or 5% from the same period of the last year, divided into the revenue of 69% from the transfer of ownership of detached houses and townhouses and the remaining 31% from the transfer of ownership of condominiums. The reason for the increase in revenue is that the Company can transfer more ownership of low-rise projects. In this year, the Company has 2 finished condominium projects that will begin to be transferred from the second quarter of 2023 onwards. In this regard, the proportion of the transfer of ownership of detached houses and townhouses as mentioned above was higher compared to the first quarter of 2022, in which the proportion of the transfer of ownership of detached houses and townhouses was 56%. As a result, the gross margin was lower in the first quarter of 2023 compared to the same period of the last year.
2. Selling and administrative expenses was Baht 815.26 million or increased of Baht 98.07 million or 14% from the same period of the last year, mainly due to the increase in the revenue from sales of real estate as stated in No. 1. However, the selling and administrative expenses / total revenue was 13.8% that was slightly increased from 13.0% compared to the same period of the last year.
3. Share of profit from investments in joint ventures and associates amounted to Baht 66.05 million, an increase of Baht 8.33 million or 14% from the same period of the last year. This was mainly due to an increase in revenue from sales of real estate of projects in Australia, which have postponed the transfer of ownership to 2023.
4. Finance costs was Baht 95.81 million, an increase of Baht 36.79 million from the same period last year, representing an increase of 62% due to the policy rate increase since mid-2022.
5. Net profit was Baht 1,080.41 million, decreased of Baht 97.41 million from the same period of last year, representing an decrease of 8%, although the revenue from sales of real estate increased, the gross profit margin decreased as stated in No.1. Moreover, the selling and administrative expenses increased as stated in No.2 and the finance cost increased as stated in No.4. Therefore, basic earnings per share was Baht 0.55 per share or decreased from Baht 0.60 per share of the same period of the last year.
6. The net gearing ratio was 50% as at March 31, 2023, which was slightly increased from the level of 49% as at December 31, 2022.

As of 31 March 2023, the Company and its subsidiaries have backlog revenue from waiting to be transferred the ownership of house and/or condominium Baht 20,220 million. The Company and its subsidiaries expect to transfer additional Baht 15,340 million of these backlogs over 9 months in the year 2023, and Baht 4,880 million over the next 2 years. The backlog means total value of house and/or condominium sold but awaiting to be transferred, then the Company and its subsidiaries could recognize the revenue according to the Thai Accounting Standard, recognizing in full when ownership is transferred.

Please be informed and publicize to public accordingly.

(Mrs. Siriporn Wangsapar)

Assistant Managing Director of Accounting and Finance