

SUPALAI

SUPALAI PUBLIC COMPANY LIMITED

SPL.022/2024

February 20, 2024

Subject: Report of operating results for the year ended December 31, 2023

To Director and Manager
The Stock Exchange of Thailand

Supalai Public Company Limited would like to inform the operating results for the year ended December 31, 2023.

Detailed explanations are as follows:

The Company and its subsidiaries' operating results for the year ended December 31, 2023 and 2022.

(Unit: Million Baht)						
	Consolidated financial statements			Separate financial statements		
	Year 2023	Year 2022	Increase / (Decrease) %	Year 2023	Year 2022	Increase / (Decrease) %
Total revenues	31,818.08	35,500.71	(10%)	27,323.44	32,633.14	(16%)
Revenue from sales of real estate	30,836.44	34,221.84	(10%)	26,538.74	31,488.60	(16%)
Selling and administrative expenses	3,857.09	4,029.39	(4%)	3,412.12	3,624.67	(6%)
% Selling and administrative expenses / Total revenue	12.1%	11.4%	-	12.5%	11.1%	-
Share of profit from investments in joint ventures and associates	246.87	390.48	(37%)	-	-	-
Finance cost	467.39	276.79	69%	458.31	271.49	69%
Profit before income tax expenses	7,669.77	10,515.45	(27%)	6,693.15	9,590.38	(30%)
Income tax expenses	1,586.38	2,212.14	(28%)	1,380.94	1,968.66	(30%)
Effective corporate income tax rate (%)	20.7%	21.0%	-	20.6%	20.5%	-
Profit for the year	5,989.43	8,173.26	(27%)	5,312.21	7,621.72	(30%)
Net profit margin (%)	18.8%	23.0%	-	19.4%	23.4%	-
Basic earnings per share (Baht)	3.07	4.19	(27%)	2.72	3.91	(30%)
Net gearing ratio (%)	44%	49%	-	56%	55%	-
Book value per share (Baht)	26.35	24.30	8%	23.98	22.37	7%

1. The revenue from sales of real estate was 30,836.44 million Baht, decreased by 3,385.40 million Baht from the previous year, representing a decrease of 10%. It was divided into the revenue of 66% from the transfer of ownership of detached houses and townhouses and the remaining 34% from the transfer of ownership of condominiums. This year, the Company has 2 completed condominium projects which are due for ownership transfer. The ownership had been gradually transferred from the second quarter of 2023. In 2022, the Company had 7 completed condominium projects which were due for ownership transfer. The ownership had been gradually transferred from the end of the first quarter of 2022. However, according to the above increased proportion of low-rise ownership transfer compared the same period of the previous year with the proportion of low-rise ownership transfer of 54%, this resulted in the decreased gross margin compared with the same period of the previous year.
2. Selling and administrative expenses were 3,857.09 million Baht, decreased by 172.30 million Baht from the previous year or a decrease of 4%, due to a decrease in revenue from ownership transfer as mentioned in Clause 1, However, selling and administrative expenses of the Company and its subsidiaries were 12.1% compared with the total revenue, which increased from the previous year at 11.4%.
3. Share of profit from investments in joint ventures and associates amounted to 246.87 million Baht, a decrease of 143.61 million Baht from the previous year or a decrease of 37%. This was mainly due to the decline in revenue from sales of real estate of projects in Australia, which the transfers of ownership have been postponed to early 2024.
4. Finance costs amounted to 467.39 million Baht, increased by 190.60 million Baht from the previous year or an increase of 69%, because the policy rate increased since mid-2022.
5. Profit for the period amounted to 5,989.43 million Baht, decreased by 2,183.83 million Baht from the previous year, representing a decrease of 27%, due to a decrease in revenue from ownership transfer as mentioned in Clause 1, a decrease in gross margin as well as a decrease in the share of profit from investments in joint ventures and associates as mentioned in Clause 3 and an increase in finance costs as mentioned in Clause 4. As a result, basic earnings per share amounted to 3.07 Baht per share, which decreased from the previous year at 4.19 baht per share.
6. The net gearing ratio remains at the level of 44% as at December 31, 2023, a decrease from the level of 49% as of December 31, 2022.

As at December 31, 2023, the Company and its subsidiaries have house and/or condominium backlogs of 15,700 million Baht. The Company expected to transfer 13,503 million Baht of these backlogs in 2024, and the remaining of 2,197 million Baht over the next 2 years. The backlog means the 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, which will be recognized in full when ownership is transferred.

Please be informed and publicize to public accordingly.

(Mrs. Siriporn Wangsapar)

Assistant Managing Director of Accounting and Finance