

SUPALAI

SUPALAI PUBLIC COMPANY LIMITED

SPL.071/2024

May 14, 2024

Subject: Report of operating results for the three-month period ended March 31, 2024

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, 2024.

Detailed explanations are as follows:

The Company and its subsidiaries' operating results for the three-month period ended March 31, 2024 and 2023.

(Unit: Million Baht)						
	Consolidated financial statements			Separate financial statements		
	Quarter 1 2024	Quarter 1 2023	Increase / (Decrease) %	Quarter 1 2024	Quarter 1 2023	Increase / (Decrease) %
Total revenues	4,674.33	5,901.71	(21%)	3,681.97	5,319.82	(31%)
Revenue from sales of real estate	4,472.31	5,641.42	(21%)	3,502.32	5,101.94	(31%)
Selling and administrative expenses	781.09	815.26	(4%)	679.01	741.87	(8%)
% Selling and administrative expenses / Total revenue	16.7%	13.8%	-	18.4%	13.9%	-
Share of profit from investments in joint ventures and associates	0.26	66.05	(100%)	-	-	-
Finance cost	145.00	95.81	51%	144.28	91.92	57%
Profit before income tax expenses	829.51	1,418.73	(42%)	665.12	1,231.76	(46%)
Income tax expenses	199.02	317.56	(37%)	124.78	251.44	(50%)
Effective corporate income tax rate (%)	24.0%	22.4%	-	18.8%	20.4%	-
Profit for the period	613.64	1,080.41	(43%)	540.34	980.32	(45%)
Net profit margin (%)	13.1%	18.3%	-	14.7%	18.4%	-
Basic earnings per share (Baht)	0.31	0.55	(44%)	0.28	0.50	(44%)
	Consolidated financial statements			Separate financial statements		
	31 March 2024	31 December 2023	Increase / (Decrease) %	31 March 2024	31 December 2023	Increase / (Decrease) %
Net gearing ratio (%)	45%	44%	-	61%	56%	-
Book value per share (Baht)	26.86	26.35	2%	24.40	23.98	2%

1. The revenue from sales of real estate was 4,472.31 million Baht, decreased by 1,169.11 million Baht from the same period of the previous year, representing a decrease of 21%. It was divided into the revenue of 77% from the transfer of ownership of detached houses and townhouses and the remaining 23% from the transfer of ownership of condominiums. The reason for the decrease in revenue is that the Company transferred ownership of low-rise projects and condominiums less than the previous year. In this year, the Company has 5 finished condominium projects that a project will begin to be transferred in the first quarter and 4 projects will begin to be transferred in the second and third quarter onwards. However, according to the above increased proportion of low-rise ownership transfer compared with the first quarter of 2023 with the proportion of low-rise ownership transfer of 69%, this resulted in the decreased gross margin in the first quarter of 2024 compared with the same period of the previous year.
2. Selling and administrative expenses were 781.09 million Baht, decreased by 34.17 million Baht from the same period of the previous year or a decrease of 4%. This is mainly due to the decrease in the revenue from sales of real estate as stated in No. 1. However, selling and administrative expenses of the Company and its subsidiaries were 16.7% compared with the total revenue, which increased from the same period of the previous year at 13.8%. This is mainly due to a decrease in the total revenue, resulting in the increased ratio of such expenses to the total revenue.
3. Share of profit from investments in joint ventures and associates amounted to 0.26 million Baht, a decrease of 65.79 million Baht from the same period of the previous year or a decrease of 100%, because, in 2024, the ownership transfers of projects in Australia will be due in the second quarter and the third quarter of the year.
4. Finance costs amounted to 145.00 million Baht, increased by 49.19 million Baht from the same period of the previous year or an increase of 51%, because the policy rate increased.
5. Profit for the period amounted to 613.64 million Baht, increased by 466.77 million Baht from the same period of the previous year, representing a decrease of 43%, 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 0.31 Baht per share, which decreased from the previous year at 0.55 baht per share.
6. The Net Gearing Ratio remains at the level of 45% as at March 31, 2024, a slight increase from the level of 44% as of December 31, 2023.

As at March 31, 2024, the Company and its subsidiaries have house and/or condominium backlogs of 17,616 million Baht. The Company expected to transfer 14,700 million Baht of these backlogs over the next 9 months in 2024, and the remaining of 2,916 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