



Q2 2022 Presales Update

Investor Relations Department

ใช้ได้ดี ที่เลือกเองได้



Q2 2022 Launch Summary: 10 Projects (12,140 MB)

1 Project of SDH (3,500 MB)

26%
SOLD



Centro Bangna : 3,500 MB

1 Project of CONDO (1,400 MB)

38%
SOLD



Aspire Ratchayothin : 1,400 MB

8 Projects of TH (7,240 MB)

17%
SOLD



**BKM Vibhavadi Chaengwattana
1,250 MB**

82%
SOLD



**BKM The Edition Pinklao Borom
350 MB**

15%
SOLD



**Grand Pleno Salaya - Borom
950 MB**

31%
SOLD



**Pleno Sukhumvit BangNa 2
1,300 MB**

14%
SOLD



**Pleno Suksawat Phachautid 76
940 MB**

13%
SOLD



**Pleno Phahonyothin Saimai 2
750 MB**

35%
SOLD



**Pleno Phetkasem Sai4
600 MB**

8%
SOLD

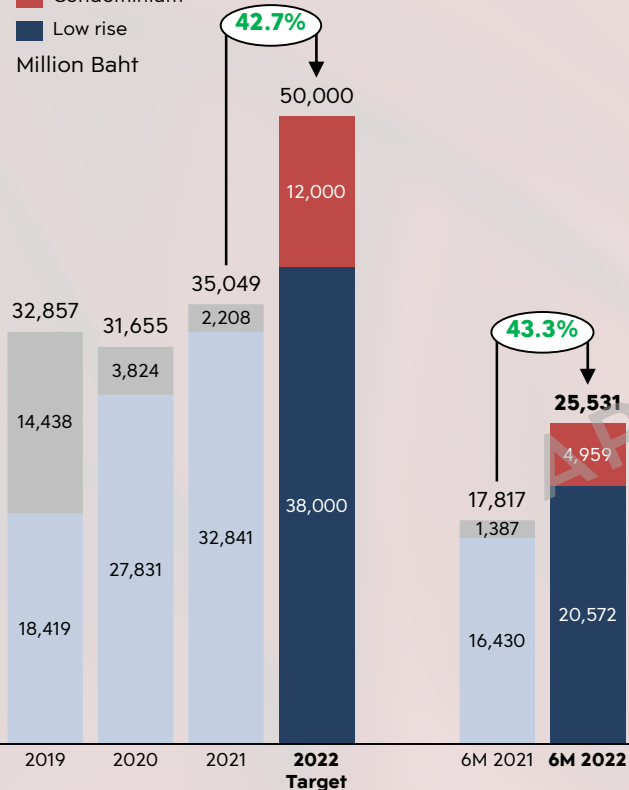


**Pleno Town Pinklao Sai5
1,100 MB**

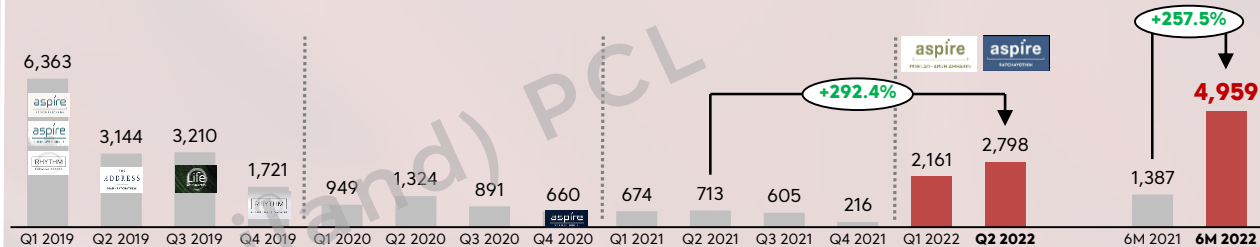


6M 2022 Net Presales Performance : 25,531 MB

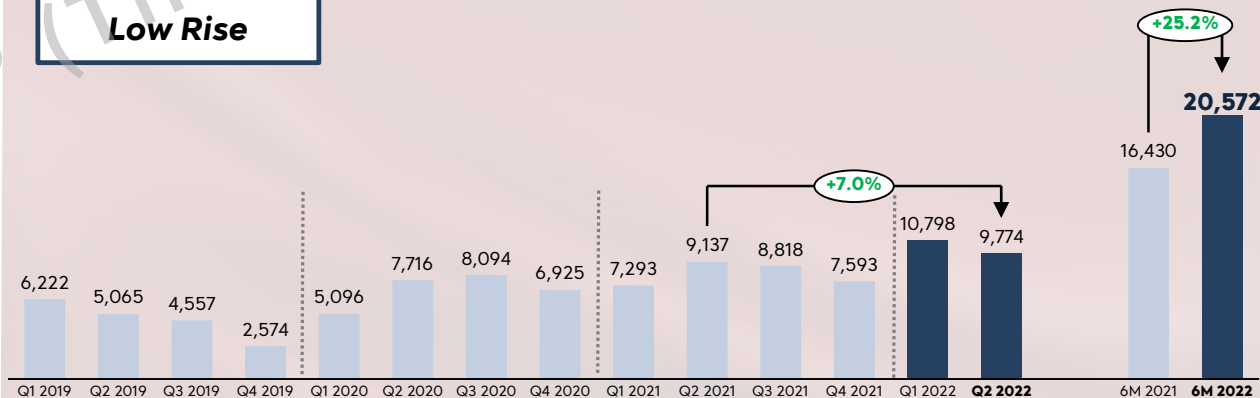
Condominium
Low rise
Million Baht



Condominium



Low Rise



Note: Data as of 30th June 2022

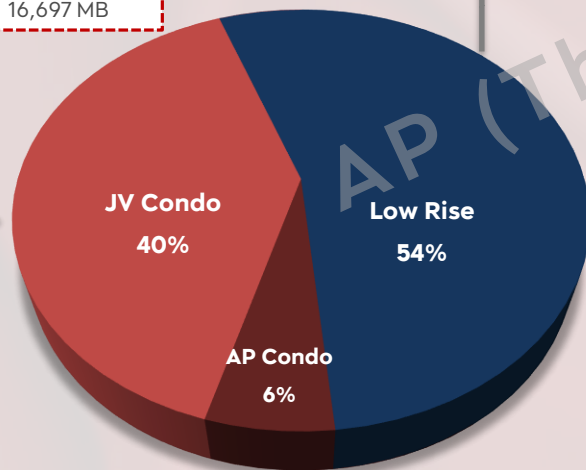
AP Backlog by Segment: THB 41.3 Billion

Total Backlog = 41,320 MB

Condo = 19,061 MB

- AP Condo = 2,364 MB
- JV Condo = 16,697 MB

Low rise = 22,259 MB



**Backlog includes Q2 2022 transfer value which is not yet announced.*

AP	Q2 2022	Q1 2022	2021	Q4 2021	Q3 2021	Q2 2021	Q1 2021	2020
Beginning Backlog	13,817	12,844	10,121	12,472	10,296	8,745	10,121	8,966
Gross sales booking	17,865	17,761	59,634	15,452	15,251	15,242	13,689	55,055
Cancellation	(7,060)	(6,047)	(25,604)	(7,730)	(6,062)	(5,753)	(6,059)	(24,530)
Net sales booking (excl. JV)	10,806	11,714	34,030	7,721	9,189	9,489	7,631	30,525
Ending Backlog (excl. JV)	24,623	13,817	12,844	12,844	12,472	10,296	8,745	10,121
- from Low Rise	22,259	12,485	11,568	11,568	11,082	9,026	7,499	8,354
- from Condo	2,364	1,332	1,276	1,276	1,390	1,269	1,246	1,767
Net Sales Booking (excl. JV)	10,806	11,714	34,030	7,721	9,189	9,489	7,631	30,525
- from Low Rise	9,774	10,798	32,841	7,593	8,818	9,137	7,293	27,831
- from Condo	1,032	916	1,189	128	371	352	338	2,694
Net Sales Booking (inc. JV)	12,571	12,959	35,049	7,809	9,424	9,851	7,966	31,655
- from Low Rise	9,774	10,798	32,841	7,593	8,818	9,137	7,293	27,831
- from Condo	2,798	2,161	2,208	216	605	713	674	3,824

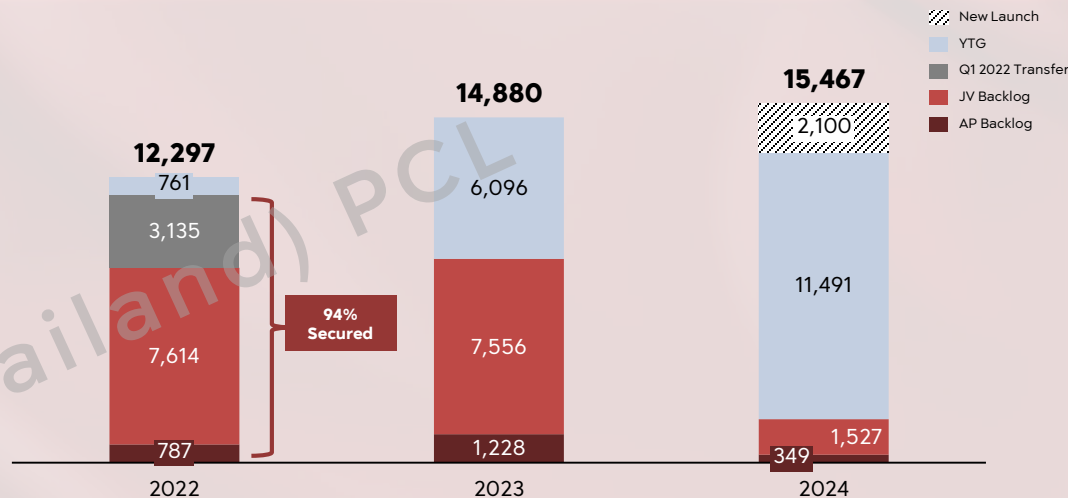
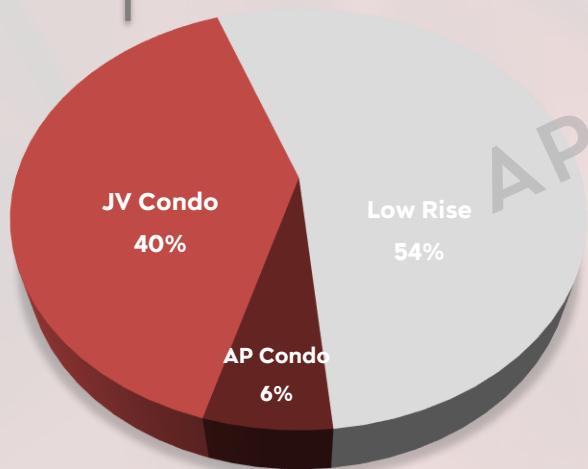
JV	Q2 2022	Q1 2022	2021	Q4 2021	Q3 2021	Q2 2021	Q1 2021	2020
Beginning Backlog	14,931	15,960	23,316	18,104	20,589	21,957	23,316	38,791
Gross sales booking	3,218	2,988	9,621	4,070	1,675	2,029	1,847	8,868
Cancellation	(1,452)	(1,743)	(8,602)	(3,982)	(1,441)	(1,668)	(1,511)	(7,738)
Net sales booking - JV	1,766	1,245	1,019	87	234	361	336	1,130
Ending Backlog - JV	16,697	14,931	15,960	15,960	18,104	20,589	21,957	23,316



Condo Backlog: 2022 - 2024 Transfer Schedule

Condo = 19,061 MB

- AP Condo = 2,364 MB
- JV Condo = 16,697 MB



Total Condo Portfolio:		2022F	2023F	2024F
Condo AP projects		1,802	2,604	2,774
100% JV Condo		10,495	12,276	12,693
Based on project completion		12,297	14,880	15,467
AP Condo Backlog	2,364	787	1,228	349
JV Condo Backlog	16,697	7,614	7,556	1,527
	19,061	8,401	8,784	1,876
% Secure		94%	59%	12%

Note: Data as of 30th June 2022



Ongoing Project

Brand	No of Projects	No of Units	Project Value (MB)	% Sold Unit (as of 30/06/22)	Available for Sales (MB)
Single Detached House					
Palazzo	1	45	1,502	91%	134
Baan Klang Krung	1	13	356	92%	27
Mind	1	6	29	0%	29
City	14	1,434	19,801	79%	3,927
Centro	21	4,363	30,723	68%	11,120
SDH - Available for Sales	38		52,412		15,237
Townhouse					
Baan Klang Muang	22	4,644	25,065	56%	10,282
Pleno	38	11,012	33,249	60%	13,707
District	1	40	177	83%	31
Sonne	1	56	675	98%	12
TH-Available for Sales	62		59,165		24,033
UPC					
Api Town	5	1,285	4,928	37%	3,154
UPC-Available for sales	5		4,928		3,154
Condominium (AP)					
Aspire	5	3,710	8,900	44%	4,759
Condo-Available for Sales (exc. JV)	5		8,900		4,759
Total ongoing projects available for sales (exc. JV)	110		125,405		47,183
Brand	No of Projects	No of Units	Project Value (MB)	% Sold Unit (as of 30/06/22)	Available for Sales (MB)
The Address	1	880	8,800	29%	6,270
Rhythm	2	724	8,050	52%	3,873
Life	7	10,808	50,880	75%	11,403
JV-Available for Sales	10		67,730		21,547

Note: Data as of 30th June 2022



Total Portfolio

AP	Total Value on Hand (MB)					
	SDH	TH	UPC	Low Rise	Condo	Total
Backlog	13,300	8,213	746	22,259	2,364	24,623
Existing Projects - Available for Sales	15,237	24,033	3,154	42,423	4,759	47,183
Remaining Projects to be Launched in 2022	24,030	16,440	2,750	43,220	-	43,220
Total Value of Our Portfolio	52,567	48,686	6,650	107,902	7,124	115,026
JV	Total Value on Hand (MB)					
	SDH	TH	UPC	Low Rise	Condo	Total
Backlog					16,697	16,697
Existing Projects - Available for Sales					21,547	21,547
Remaining Projects to be Launched in 2022					10,400	10,400
Total Value of Our Portfolio				-	48,643	48,643
Total Portfolio (AP&JV)	52,567	48,686	6,650	107,902	55,767	163,669

Note: Data as of 30th June 2022

Disclaimer:

This presentation may include information which is forward-looking in nature. Forward-looking information involves known and unknown risks, uncertainties, and other factors including economic condition of the industry that AP (Thailand) operates which may impact the actual outcome and general achievement of AP (Thailand) business forecast and may cause the actual results, performance, or achievement of AP (Thailand) to differ, perhaps materially, from the results, performance, or achievement expressed or implied in this presentation.

Thank You

For more information, please visit www.apthai.com

IR Contact: investor@apthai.com

Tel: +66-2261-2518

ชีวิตดี ๆ ที่เลือกเองได้