



# Q2 2024 Presales Update

## Investor Relations Department

**ใช้ได้ดี ที่เลือกเองได้**

# Q2 2024 NEW PROJECTS LAUNCHED

## 19 PROJECTS (THB 25,460 million)

### DETACHED HOUSE

( 5 PROJECTS THB 8,550 million)

THE  
**CITY**  
บางนา 2

THE  
**CITY**  
พระราม 5 - นครินทร์ 2

THE  
**CITY**  
ดอนเมือง - แจ้งวัฒนะ

THE  
**CITY**  
กาญจนาฯ - บางแค

**MODEN**  
ประชาอุทิศ 90

### SEMI DETACHED HOUSE TOWNHOUSE

( 11 PROJECTS THB 9,110 million)

บ้านกลางเมือง  
THE EDITION  
โยธินพัฒนา

บ้านกลางเมือง  
THE EDITION  
บางนา

บ้านกลางเมือง  
นอร์ธ ราชพฤกษ์

Grande  
**Pleno**  
แจ้งวัฒนะ - ราชพฤกษ์

Grande  
**Pleno**  
วีรพล-จตุโชติ 10

Grande  
**Pleno**  
รามอินทรา-วงแหวน 2

**Pleno**  
สุขุมวิท - บางนา 3

**Pleno**  
ดอนเมือง

**Pleno**  
สุขสวัสดิ์-ประชาอุทิศ 60

**Pleno**  
TOWN  
เพชรเกษม 81

**Pleno**  
TOWN  
ประชาอุทิศ 90

### CONDOMINIUM

(3 PROJECTS THB 7,800 million)

**aspire**  
HUAI KHWANG

**aspire**  
ARUN PRIVÉ

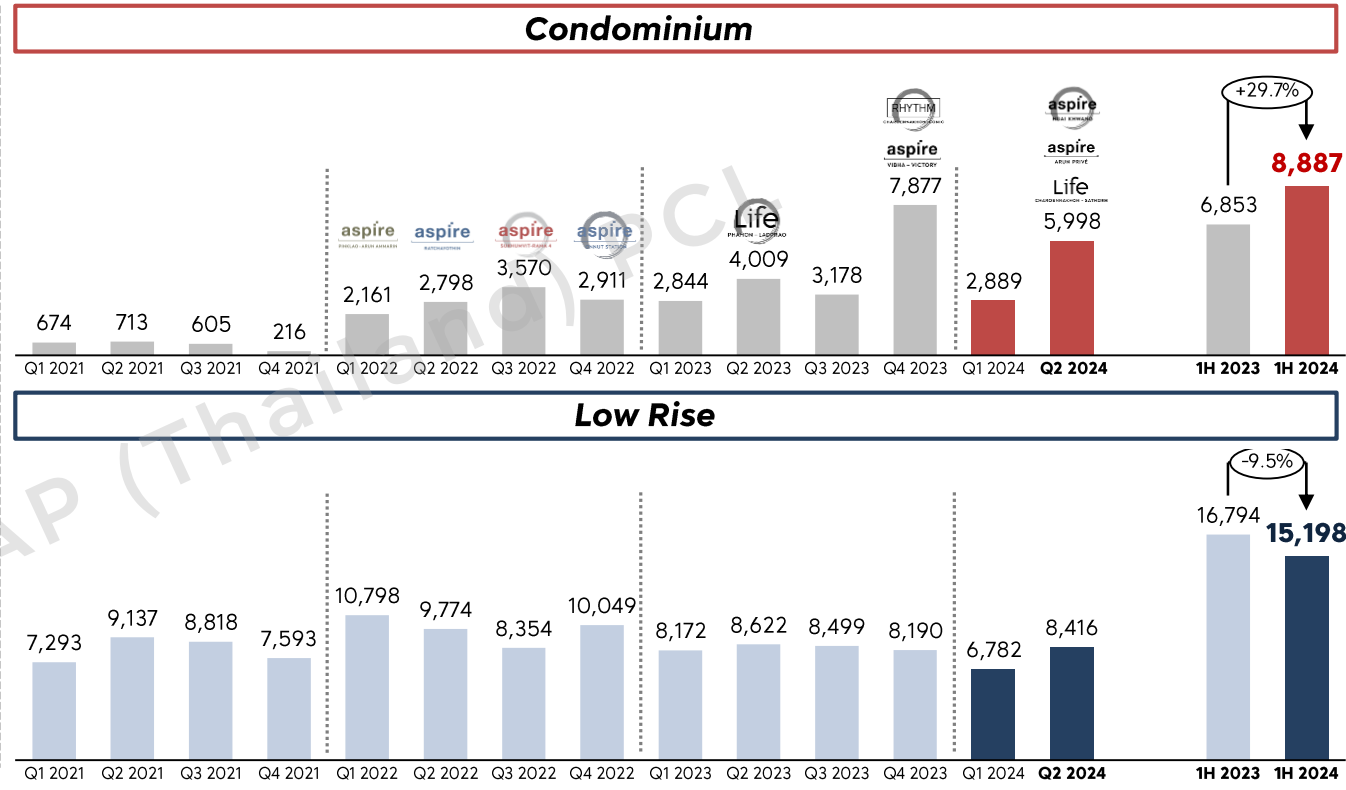
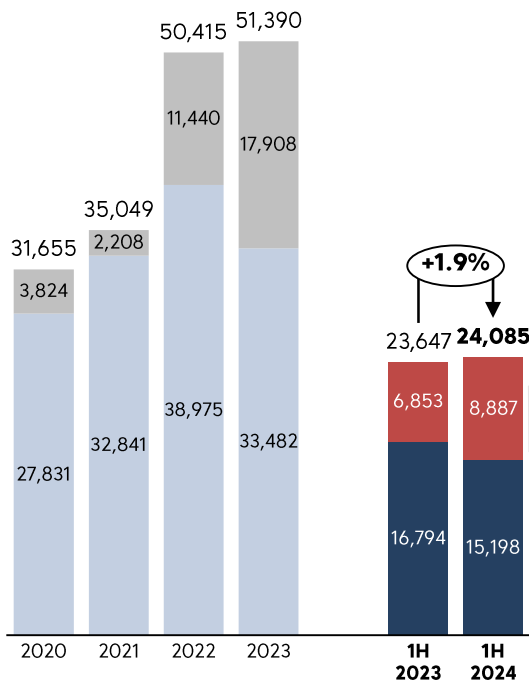
**Life**  
CHAROENNAKHON - SATHORN

AP Condo THB 3,000 million | JV Condo 4,800 million



# Q2 2024 Net Presales : 14.4 THB Billion

■ Condominium  
■ Low rise  
 THB million



Note: Data as of 30<sup>th</sup> June 2024



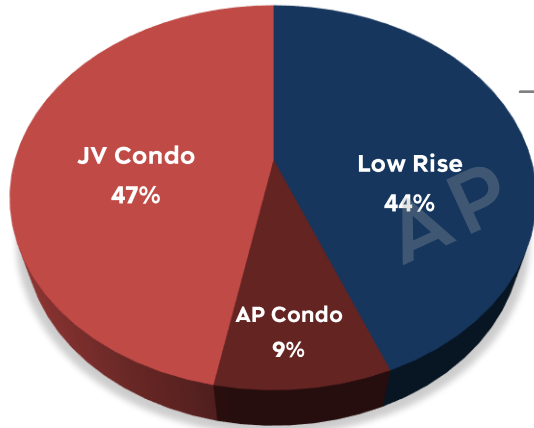
# Backlog by Segment : 48.4 THB Billion

**Total Backlog = 48,408 MB**

**Condo = 27,117 MB**

**Low rise = 21,291 MB**

AP Condo = 4,381 MB  
JV Condo = 22,737 MB



| AP                                  | Q2 2024       | Q1 2024       | 2023          | Q4 2023       | Q3 2023       | Q2 2023       | Q1 2023       | 2022          |
|-------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| <b>Beginning Backlog</b>            | <b>16,314</b> | <b>16,364</b> | <b>16,783</b> | <b>15,519</b> | <b>16,331</b> | <b>16,335</b> | <b>16,783</b> | <b>12,844</b> |
| Gross sales booking                 | 18,656        | 14,755        | 64,468        | 16,343        | 17,159        | 16,195        | 14,771        | 71,208        |
| Cancellation                        | (9,298)       | (7,149)       | (27,544)      | (6,406)       | (8,090)       | (7,075)       | (5,973)       | (29,447)      |
| <b>Net sales booking (excl. JV)</b> | <b>9,357</b>  | <b>7,606</b>  | <b>36,924</b> | <b>9,936</b>  | <b>9,069</b>  | <b>9,121</b>  | <b>8,798</b>  | <b>41,761</b> |
| <b>Ending Backlog (excl. JV)</b>    | <b>25,671</b> | <b>16,314</b> | <b>16,364</b> | <b>16,364</b> | <b>15,519</b> | <b>16,331</b> | <b>16,335</b> | <b>16,783</b> |
| - from Low Rise                     | 21,291        | 12,874        | 13,269        | 13,269        | 13,619        | 13,897        | 14,085        | 14,664        |
| - from Condo                        | 4,381         | 3,440         | 3,096         | 3,096         | 1,900         | 2,434         | 2,251         | 2,119         |
| <b>Net Sales Booking (excl. JV)</b> | <b>9,357</b>  | <b>7,606</b>  | <b>36,924</b> | <b>9,936</b>  | <b>9,069</b>  | <b>9,121</b>  | <b>8,798</b>  | <b>41,761</b> |
| - from Low Rise                     | 8,416         | 6,782         | 33,482        | 8,190         | 8,499         | 8,622         | 8,172         | 38,974        |
| - from Condo                        | 941           | 824           | 3,442         | 1,746         | 570           | 499           | 626           | 2,786         |
| <b>Net Sales Booking (inc. JV)</b>  | <b>14,414</b> | <b>9,671</b>  | <b>51,390</b> | <b>16,067</b> | <b>11,677</b> | <b>12,631</b> | <b>11,016</b> | <b>50,415</b> |
| - from Low Rise                     | 8,416         | 6,782         | 33,482        | 8,190         | 8,499         | 8,622         | 8,172         | 38,974        |
| - from Condo                        | 5,998         | 2,889         | 17,908        | 7,877         | 3,178         | 4,009         | 2,844         | 11,440        |

| JV                            | Q2 2024       | Q1 2024       | 2023          | Q4 2023       | Q3 2023       | Q2 2023       | Q1 2023       | 2022          |
|-------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| <b>Beginning Backlog</b>      | <b>17,679</b> | <b>17,269</b> | <b>13,619</b> | <b>13,494</b> | <b>14,134</b> | <b>13,417</b> | <b>13,619</b> | <b>15,960</b> |
| Gross sales booking           | 6,063         | 2,771         | 19,683        | 7,415         | 3,733         | 4,909         | 3,627         | 13,860        |
| Cancellation                  | (1,005)       | (707)         | (5,217)       | (1,284)       | (1,126)       | (1,398)       | (1,409)       | (5,206)       |
| <b>Net sales booking - JV</b> | <b>5,057</b>  | <b>2,065</b>  | <b>14,466</b> | <b>6,130</b>  | <b>2,607</b>  | <b>3,510</b>  | <b>2,218</b>  | <b>8,654</b>  |
| <b>Ending Backlog - JV</b>    | <b>22,737</b> | <b>17,679</b> | <b>17,269</b> | <b>17,269</b> | <b>13,494</b> | <b>14,134</b> | <b>13,417</b> | <b>13,619</b> |

\*Backlog includes Q2 2024 transfer value which is not yet announced.

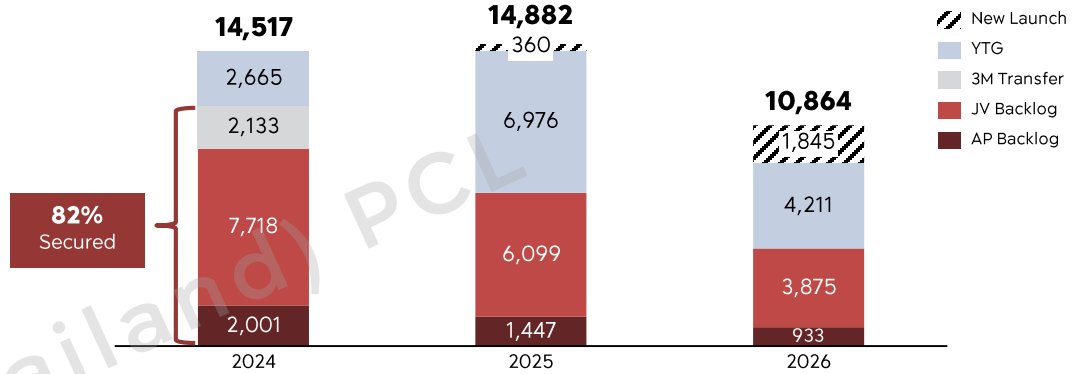
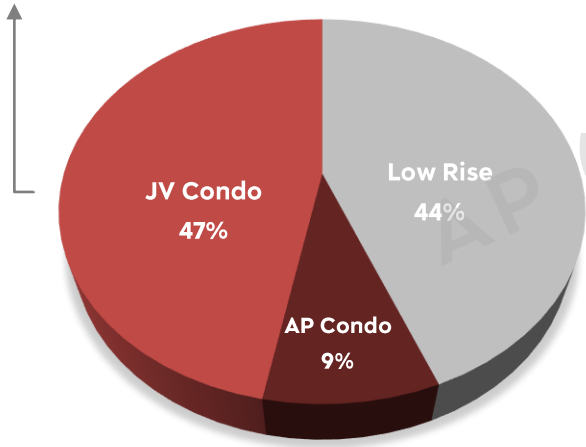


# Condo Backlog: 2024F – 2026F Transfer Schedule

**Condo Backlog = 27,117 MB**

AP Condo = **4,381 MB**

JV Condo = **22,737 MB**



| Total Condo Portfolio:      | 2024F      | 2025F      | 2026F      |       |
|-----------------------------|------------|------------|------------|-------|
| Condo AP projects           | 3,009      | 2,300      | 2,210      |       |
| 100% JV Condo               | 11,508     | 12,582     | 8,654      |       |
| Based on project completion | 14,517     | 14,882     | 10,864     |       |
| AP Condo Transfer: 3M 2024  | 479        |            |            |       |
| JV Condo Transfer: 3M 2024  | 1,654      |            |            |       |
| AP Condo Backlog            | 4,381      | 2,001      | 1,447      | 933   |
| JV Condo Backlog            | 22,737     | 7,718      | 6,099      | 3,875 |
|                             | 27,117     | 9,719      | 7,546      | 4,808 |
| <b>% Secure</b>             | <b>82%</b> | <b>51%</b> | <b>44%</b> |       |

Note: Data as of 30<sup>th</sup> June 2024



# Ongoing

## 177 PROJECTS\*

\*Included 11 JV Projects

| Brand   | No of Projects | No of Units | Project Value<br>(MB) | % Sold Unit<br>(as of 30/6/24) | Available for<br>Sales (MB) |
|---|----------------|-------------|-----------------------|--------------------------------|-----------------------------|
| <b>Single Detached House</b>                                |                |             |                       |                                |                             |
| City  | 22             | 2,017       | 36,486                | 52%                            | 18,448                      |
| Centro  | 27             | 4,960       | 45,076                | 44%                            | 26,328                      |
| Moden   | 8              | 1,901       | 11,070                | 18%                            | 9,096                       |
| <b>SDH - Available for Sales</b>                            | <b>57</b>      |             | <b>92,633</b>         |                                | <b>53,872</b>               |
| <b>Townhouse</b>  |                |             |                       |                                |                             |
| Baan Klang Muang  | 27             | 5,033       | 30,843                | 60%                            | 13,938                      |
| Pleno   | 61             | 16,743      | 57,861                | 52%                            | 29,758                      |
| District  | 1              | 40          | 171                   | 93%                            | 13                          |
| <b>TH-Available for Sales</b>                               | <b>89</b>      |             | <b>88,875</b>         |                                | <b>43,709</b>               |
| <b>UPC</b>  |                |             |                       |                                |                             |
| Api Town  | 11             | 2,748       | 11,040                | 44%                            | 6,347                       |
| <b>UPC-Available for sales</b>                              | <b>11</b>      |             | <b>11,040</b>         |                                | <b>6,347</b>                |
| <b>Condominium (AP)</b>                                     |                |             |                       |                                |                             |
| Life  | 1              | 580         | 2,500                 | 5%                             | 2,384                       |
| Aspire  | 8              | 3,893       | 10,800                | 80%                            | 2,457                       |
| <b>Condo-Available for Sales (exc. JV)</b>                  | <b>9</b>       |             | <b>13,300</b>         |                                | <b>4,841</b>                |
| <b>Total ongoing projects available for sales (exc. JV)</b> | <b>166</b>     |             | <b>205,848</b>        |                                | <b>108,769</b>              |
| <b>JV Projects</b>  |                |             |                       |                                |                             |
| Brand   | No of Projects | No of Units | Project Value<br>(MB) | % Sold Unit<br>(as of 30/6/24) | Available for<br>Sales (MB) |
| The Address   | 1              | 880         | 8,600                 | 48%                            | 4,505                       |
| Rhythm  | 3              | 1,301       | 13,250                | 80%                            | 2,697                       |
| Life  | 4              | 4,946       | 22,550                | 73%                            | 4,912                       |
| Aspire  | 3              | 3,293       | 12,400                | 70%                            | 3,088                       |
| <b>JV-Available for Sales</b>                               | <b>11</b>      |             | <b>56,800</b>         |                                | <b>15,202</b>               |



# Total Portfolio

| AP  | Total Value on Hand (MB) |               |               |                |               |                |
|---|--------------------------|---------------|---------------|----------------|---------------|----------------|
|   | SDH                      | TH            | UPC           | Low Rise       | Condo         | Total          |
| Backlog                                   | 11,032                   | 9,166         | 1,092         | 21,291         | 4,381         | 25,671         |
| Existing Projects - Available for Sales   | 53,872                   | 43,709        | 6,347         | 103,928        | 4,841         | 108,769        |
| Remaining Projects to be Launched in 2024 | 11,350                   | 8,190         | 3,200         | 22,740         | 2,300         | 25,040         |
| <b>Total Value of Our Portfolio</b>       | <b>76,255</b>            | <b>61,065</b> | <b>10,639</b> | <b>147,959</b> | <b>11,522</b> | <b>159,480</b> |
|   |                          |               |               |                |               |                |
| JV  | Total Value on Hand (MB) |               |               |                |               |                |
|   | SDH                      | TH            | UPC           | Low Rise       | Condo         | Total          |
| Backlog                                   |                          |               |               |                | 22,737        | 22,737         |
| Existing Projects - Available for Sales   |                          |               |               |                | 15,202        | 15,202         |
| Remaining Projects to be Launched in 2024 |                          |               |               |                | 2,400         | 2,400          |
| <b>Total Value of Our Portfolio</b>       |                          |               |               | -              | <b>40,338</b> | <b>40,338</b>  |
| <b>Total Portfolio (AP&amp;JV)</b>        | <b>76,255</b>            | <b>61,065</b> | <b>10,639</b> | <b>147,959</b> | <b>51,860</b> | <b>199,819</b> |

\*Backlog includes Q2 2024 transfer value which is not yet announced.



# AP (THAILAND) PUBLIC COMPANY LIMITED

IS SELECTED AS A MEMBER OF **SET ESG RATINGS 2023**

## E (Environment)

ลดการปล่อยก๊าซเรือนกระจก เพื่อสร้างความเป็นกลางทางคาร์บอนในปี 2050

## S (Social)

ลดความเหลื่อมล้ำ สร้างโอกาสเพื่อคุณภาพชีวิตที่ดีขึ้นด้วยการยืนอยู่ได้ด้วยตัวเอง อย่างมีศักยภาพ

## G (Governance)

องค์กรที่โปร่งใส ตรวจสอบได้ และเติบโตอย่างยั่งยืน เพื่อส่งมอบชีวิตดีๆ ให้กับผู้คนในสังคม





### **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.*

**ชีวิตดี ๆ ที่เลือกเองได้**



# THANK YOU

For more information, please visit [www.apthai.com](http://www.apthai.com)

IR Contact: [investor@apthai.com](mailto:investor@apthai.com)

Tel: +66-2261-2518 Ext.149

## ชีวิตดี ๆ ที่เลือกเองได้