



Q3 2024 Presales Update

Investor Relations Department

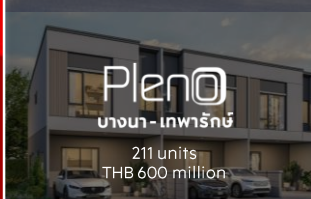
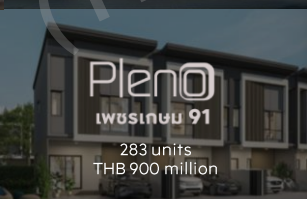
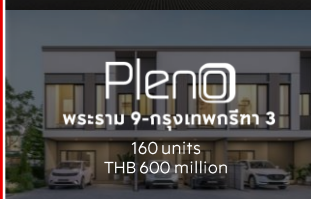
ใช้ได้ดี ที่เลือกเองได้

Q3 2024 NEW PROJECTS LAUNCHED

12 PROJECTS (THB 9,850 million)

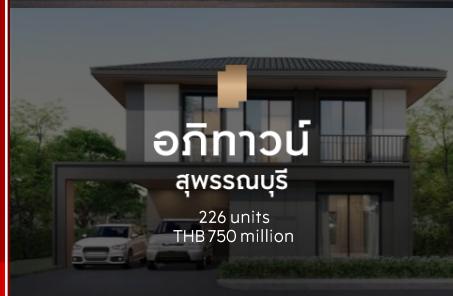
SEMI DETACHED & TOWNHOUSE

(9 PROJECTS THB 7,200 million)



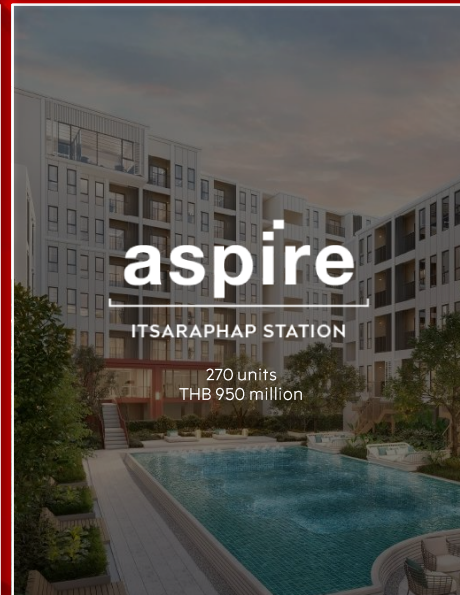
UPCOUNTRY

(2 PROJECTS THB 1,700 million)



CONDOMINIUM

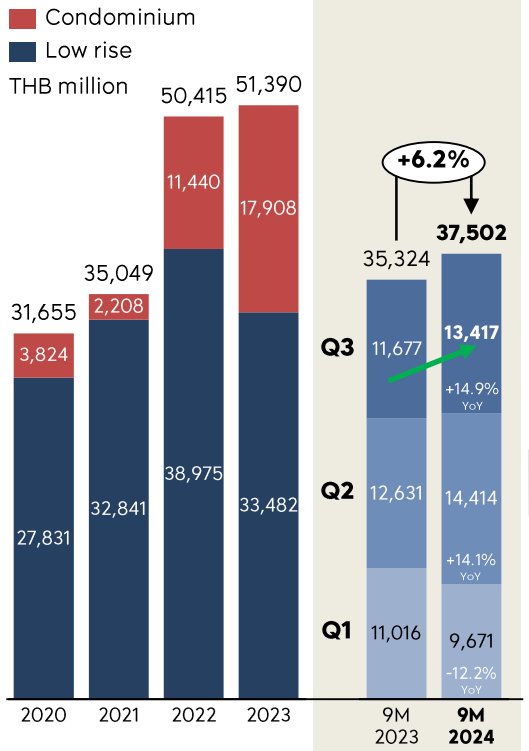
(1 AP - PROJECT THB 950 million)



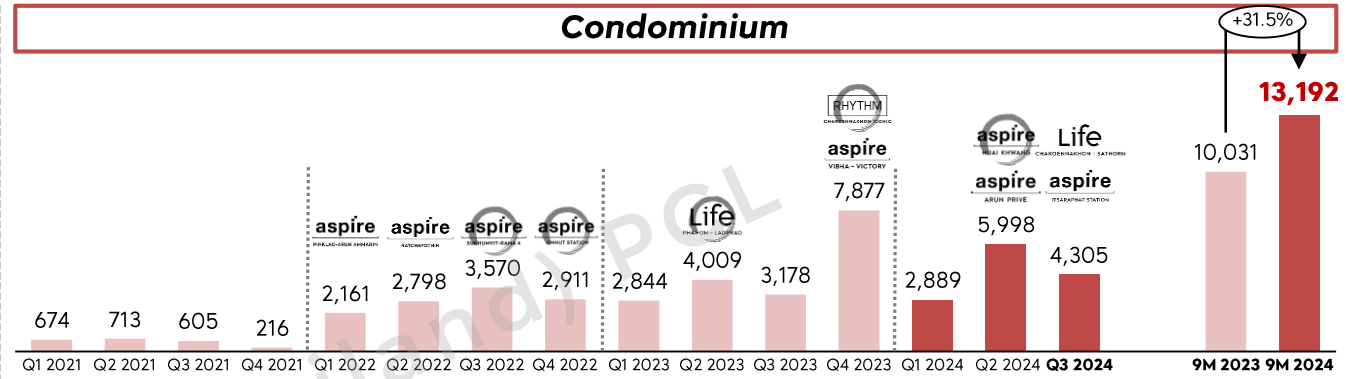


Q3 2024 Net Presales : THB 13.4 Billion

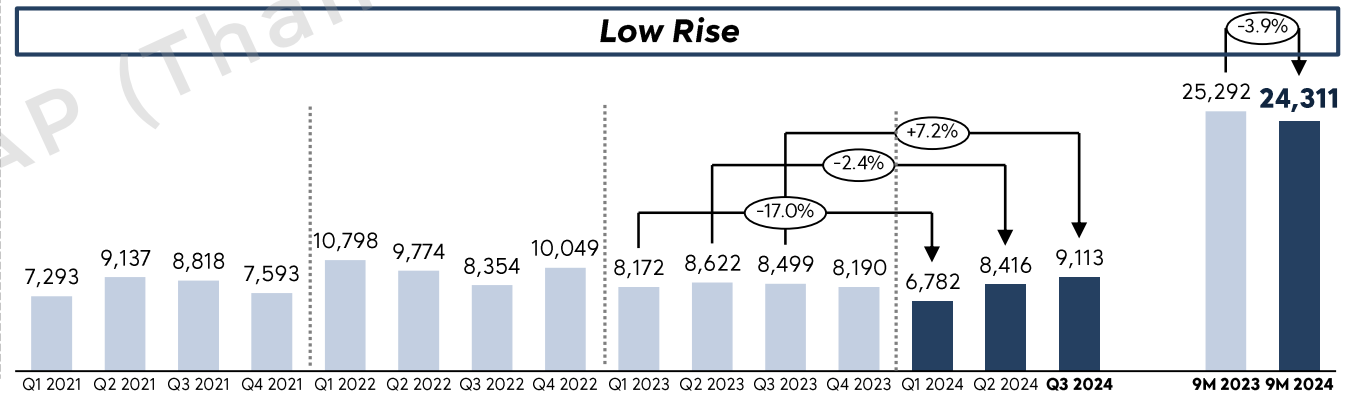
Total Net Presales



Condominium



Low Rise



Note: Data as of 30th September 2024



Backlog by Segment : THB 50.5 Billion

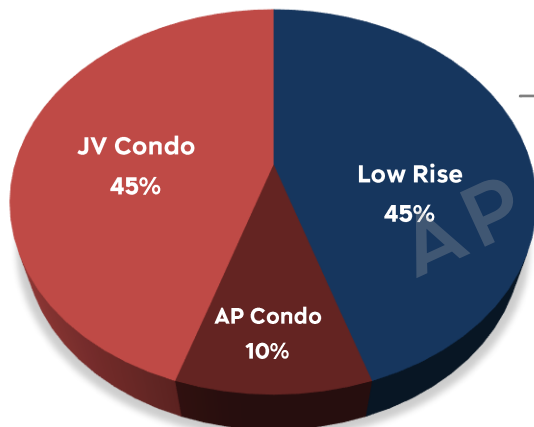
Total Backlog = 50,556 MB

Condo = 27,920 MB

Low rise = 22,637 MB

AP Condo = 4,950 MB

JV Condo = 22,970 MB



AP	Q3 2024	Q2 2024	Q1 2024	2023	Q4 2023	Q3 2023	Q2 2023	Q1 2023	2022
Beginning Backlog	16,202	16,314	16,364	16,783	15,519	16,331	16,335	16,783	12,844
Gross sales booking	20,238	18,656	14,755	64,468	16,343	17,159	16,195	14,771	71,208
Cancellation	(8,854)	(9,298)	(7,149)	(27,544)	(6,406)	(8,090)	(7,075)	(5,973)	(29,447)
Net sales booking (excl. JV)	11,384	9,357	7,606	36,924	9,936	9,069	9,121	8,798	41,761
Ending Backlog (excl. JV)	27,586	16,202	16,314	16,364	16,364	15,519	16,331	16,335	16,783
- from Low Rise	22,637	13,524	12,874	13,269	13,269	13,619	13,897	14,085	14,664
- from Condo	4,950	2,678	3,440	3,096	3,096	1,900	2,434	2,251	2,119
Net Sales Booking (excl. JV)	11,384	9,357	7,606	36,924	9,936	9,069	9,121	8,798	41,761
- from Low Rise	9,113	8,416	6,782	33,482	8,190	8,499	8,622	8,172	38,974
- from Condo	2,272	941	824	3,442	1,746	570	499	626	2,786
Net Sales Booking (inc. JV)	13,417	14,414	9,671	51,390	16,067	11,677	12,631	11,016	50,415
- from Low Rise	9,113	8,416	6,782	33,482	8,190	8,499	8,622	8,172	38,974
- from Condo	4,305	5,998	2,889	17,908	7,877	3,178	4,009	2,844	11,440

JV	Q3 2024	Q2 2024	Q1 2024	2023	Q4 2023	Q3 2023	Q2 2023	Q1 2023	2022
Beginning Backlog	20,937	17,679	17,269	13,619	13,494	14,134	13,417	13,619	15,960
Gross sales booking	3,069	6,063	2,771	19,683	7,415	3,733	4,909	3,627	13,860
Cancellation	(1,035)	(1,005)	(707)	(5,217)	(1,284)	(1,126)	(1,398)	(1,409)	(5,206)
Net sales booking - JV	2,033	5,057	2,065	14,466	6,130	2,607	3,510	2,218	8,654
Ending Backlog - JV	22,970	20,937	17,679	17,269	17,269	13,494	14,134	13,417	13,619

**Backlog includes Q3 2024 transfer value which is not yet announced.*

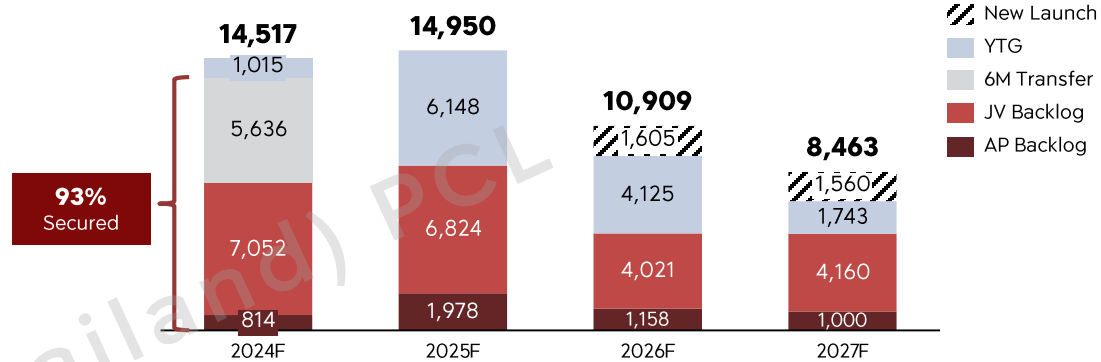
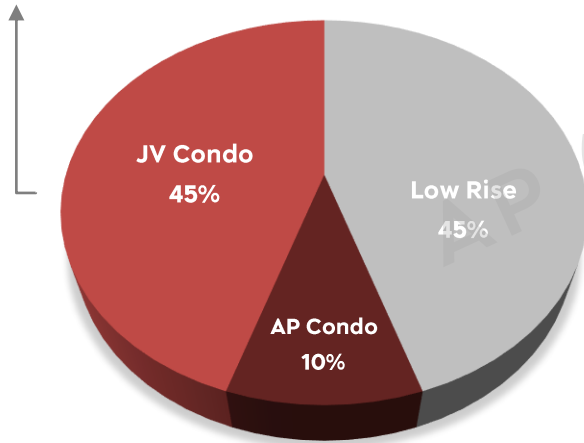


Condo Backlog: 2024F – 2027F Transfer Schedule

Condo Backlog = 27,920 MB

AP Condo = **4,950 MB**

JV Condo = **22,970 MB**



Total Condo Portfolio:	2024F	2025F	2026F	2027F	
Condo AP projects	3,009	2,367	2,255	2,423	
100% JV Condo	11,508	12,582	8,654	6,040	
Based on project completion	14,517	14,950	10,909	8,463	
AP Condo Transfer: 6M 2024	2,182				
JV Condo Transfer: 6M 2024	3,454				
AP Condo Backlog	4,950	814	1,978	1,158	1,000
JV Condo Backlog	22,970	7,052	6,824	4,021	4,160
	27,920	7,866	8,802	5,178	5,160
% Secure	93%	59%	47%	61%	

*Backlog includes Q3 2024 transfer value which is not yet announced.

Ongoing

182 PROJECTS*

*Included 11 JV Projects

Brand	No of Projects	No of Units	Project Value (MB)	% Sold Unit (as of 30/9/24)	Available for Sales (MB)
Single Detached House					
City	20	1,865	33,351	53%	16,805
Centro	27	4,960	45,173	48%	24,597
Moden	8	1,901	11,071	21%	8,735
SDH - Available for Sales	55		89,594		50,137
Townhouse					
Baan Klang Muang	29	5,368	33,327	60%	14,982
Grande Pleno	17	3,263	17,181	46%	10,117
Pleno	27	6,920	23,250	61%	9,803
Pleno Town	18	6,426	17,213	36%	10,968
District	2	66	827	55%	673
TH-Available for Sales	93		91,799		46,544
UPC					
Api Town	13	3,231	12,770	44%	7,284
UPC-Available for sales	13		12,770		7,284
Condominium (AP)					
Life	1	580	2,500	55%	1,125
Aspire	9	4,163	11,750	80%	2,724
Condo-Available for Sales (exc. JV)	10		14,250		3,849
Total ongoing projects available for sales (exc. JV)	171		208,412		107,814
JV Projects					
Brand	No of Projects	No of Units	Project Value (MB)	% Sold Unit (as of 30/9/24)	Available for Sales (MB)
The Address	1	880	8,600	54%	3,997
Rhythm	3	1,301	13,250	82%	2,353
Life	4	4,946	22,550	77%	3,930
Aspire	3	3,293	12,400	72%	2,888
JV-Available for Sales	11		56,800		13,168

Total Portfolio

AP	Total Value on Hand (MB)					
	SDH	TH	UPC	Low Rise	Condo	Total
Backlog	11,081	9,886	1,669	22,637	4,950	27,586
Existing Projects - Available for Sales	50,137	46,544	7,284	103,965	3,849	107,814
Remaining Projects to be Launched in 2024	11,350	990	1,500	13,840	1,350	15,190
Total Value of Our Portfolio	72,569	57,420	10,453	140,442	10,148	150,590
JV						
	Total Value on Hand (MB)					
	SDH	TH	UPC	Low Rise	Condo	Total
Backlog					22,970	22,970
Existing Projects - Available for Sales					13,168	13,168
Remaining Projects to be Launched in 2024					2,400	2,400
Total Value of Our Portfolio				-	38,538	38,538
Total Portfolio (AP&JV)	72,569	57,420	10,453	140,442	48,687	189,128

*Backlog includes Q3 2024 transfer value which is not yet announced.

ชีวิต
ที่ดีๆ
เลือก
เองได้

8



เอพี ไทยแลนด์ มุ่งสู่การพัฒนาอย่างยั่งยืน พร้อมส่งมอบชีวิตดีๆ ที่เลือกเองได้

เพราะเอพีเชื่อว่า ชีวิตที่ดีๆ ที่เลือกเองได้ คือการพัฒนาการอยู่อาศัยให้ตอบสนองความต้องการของคนรุ่นปัจจุบัน โดยไม่กระทบการตอบสนองความต้องการของคนรุ่นต่อไป ซึ่งสิ่งนี้จะเกิดขึ้นได้ต้องมาจากการดำเนินงานบนพื้นฐานความรับผิดชอบต่อสิ่งแวดล้อม สังคม และองค์กรควบคู่ไปกับการสร้างคุณค่าแบบยั่งยืน

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