



# Opportunity Day

**FY2020**

March 19, 2021

N.C. Housing Public Company Limited



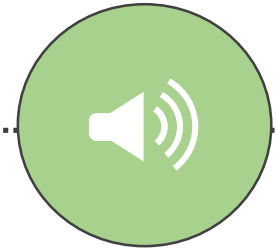
➤ **PROJECT  
UPDATE**



➤ **FINANCIAL  
PERFORMANCE**



➤ **OUTLOOK  
2021**



➤ **Q & A**



# PROJECT UPDATE

# Successfully Developed

**Chiang Mai**  
Diamant  
Diamant  
Diamant

**Khon Kaen**

**Chon Buri**  
NATUREZA Art  
North Pattaya  
GREEN PARK  
NATUREZA  
North Pattaya

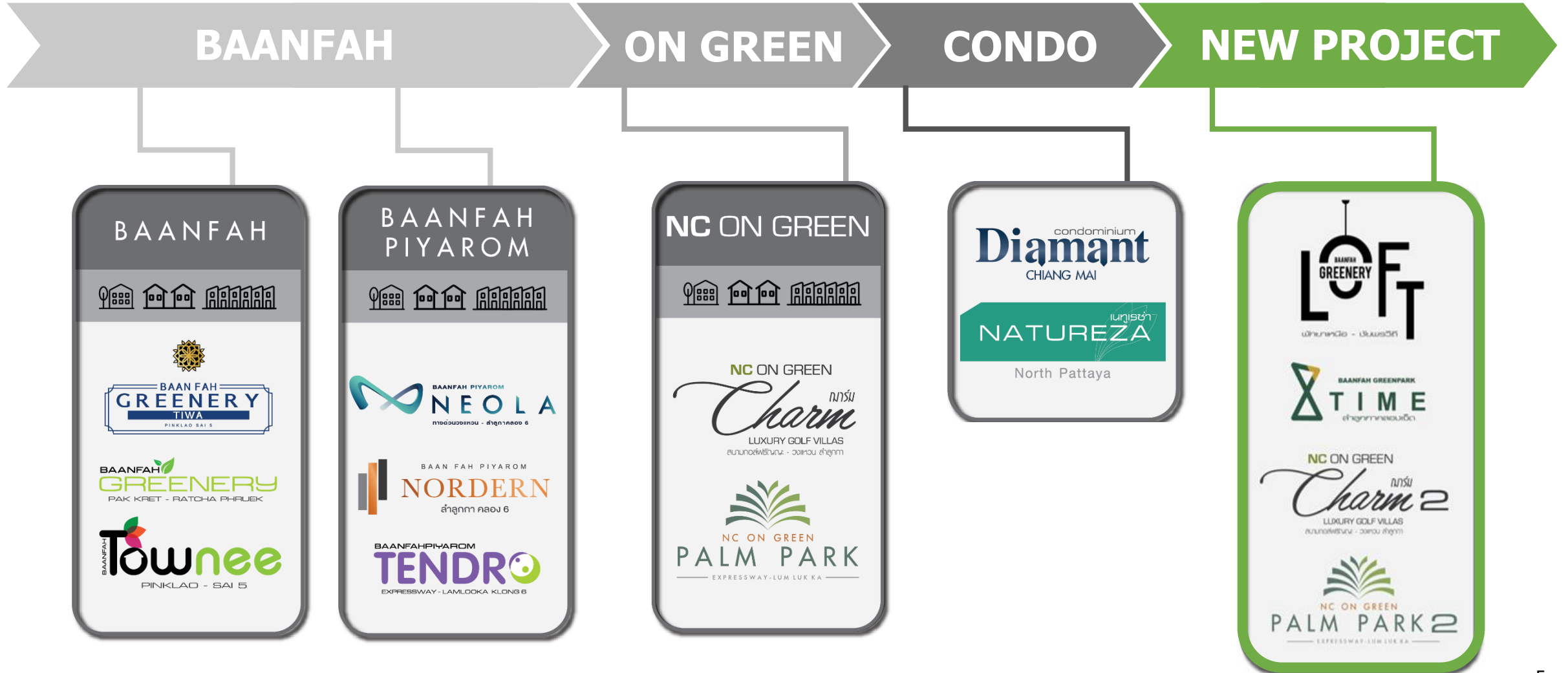
**Northern Bangkok**  
Rangsit, Ongkarak, LumLookka  
NEOLA  
NORDEEN  
PALM PARK  
Charm  
INNOVAT  
GREEN  
INNOVAT  
INNOVAT  
INNOVAT  
INNOVAT  
INNOVAT  
INNOVAT  
INNOVAT

**Western Bangkok**  
Pinklao/Phutha monthon  
BAAN FAH  
GREENERY  
INNOVAT  
INNOVAT  
NC ROYAL  
INNOVAT  
INNOVAT

**Southern Bangkok**  
Pracha-Uthit  
INNOVAT  
INNOVAT

**Inner Bangkok**  
Lat Phrao  
INNOVAT

**Eastern Bangkok**  
Srinakarn  
INNOVAT



# Active Projects

as of Dec 31, 2020

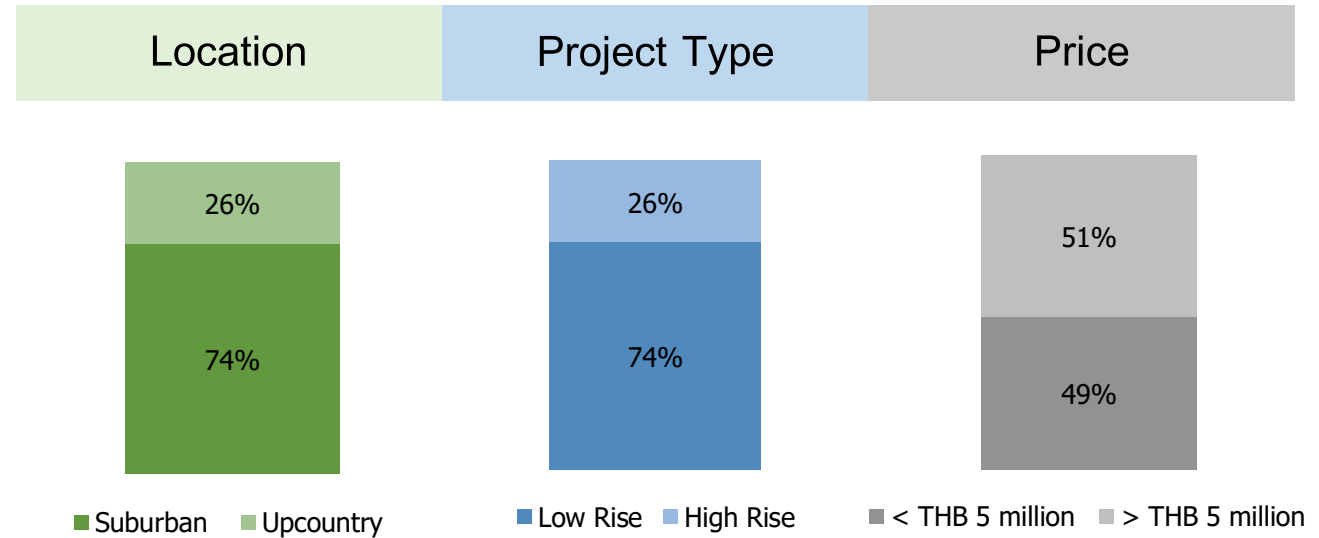
Project	Total	Project	Sales			Transferred			Inventory			Backlog		
	Units	Value (MB.)	Units	Value (MB.)	%	Units	Value (MB.)	%	Units	Value (MB.)	%	Units	Value (MB.)	%
<b>Northern Bangkok</b>														
1 Baan Pha Piyarom Tendro (P15)	422	1,124	379	1,025	91%	357	971	86%	43	99	9%	22	54	5%
2 Baan Pha Piyarom Nordern (P16)	141	838	25	188	22%	16	128	15%	116	650	78%	9	60	7%
3 Baan Pha Piyarom Neola (P17)	318	944	29	113	12%	0	0	0%	289	831	88%	29	113	12%
4 NC on Green Palm Park	108	352	68	216	61%	55	171	49%	40	136	39%	13	45	13%
5 NC on Green Charm	109	937	92	782	83%	87	747	80%	17	155	17%	5	35	4%
<b>Western Bangkok</b>														
6 Baan Pha Greenery Pakkret-Ratchapruek	129	697	100	560	80%	95	525	75%	29	138	20%	5	35	5%
7 Baan Pha Townee Pinklao-Sai 5 (P1)	328	954	236	700	73%	218	644	68%	92	254	27%	18	56	6%
8 Baan Pha Tiwa Pinklao-Sai 5 (P2)	130	724	61	372	51%	49	303	42%	69	352	49%	12	69	10%
<b>Other Areas</b>														
9 Natureza North Pattaya (P1)	406	623	402	608	98%	401	607	97%	4	15	2%	1	2	0%
10 Natureza North Pattaya (P2)	406	668	397	642	96%	397	642	96%	9	26	4%	0	0	0%
11 Diamant Condominium	77	180	72	167	93%	71	165	91%	5	13	7%	1	3	2%
<b>Total</b>	<b>2,574</b>	<b>8,041</b>	<b>1,861</b>	<b>5,374</b>	<b>67%</b>	<b>1,746</b>	<b>4,902</b>	<b>61%</b>	<b>713</b>	<b>2,668</b>	<b>33%</b>	<b>115</b>	<b>472</b>	<b>6%</b>

# Sales / Inventory & Backlog Breakdown

as of Dec 31, 2020 (Unit: MB)

## Sales Breakdown

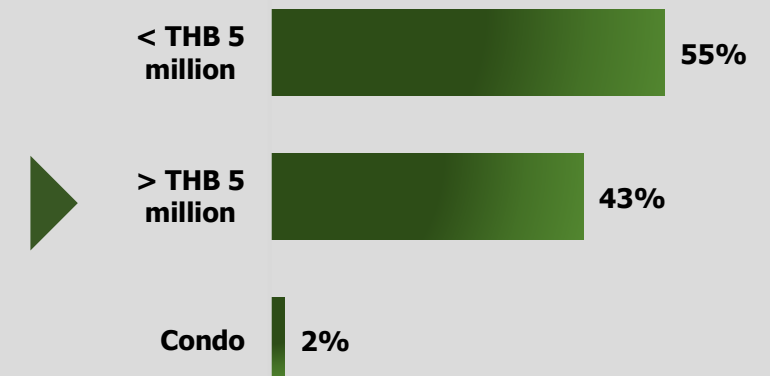
<b>Location</b>	Suburban	<b>3,956</b>
	Upcountry	<b>1,418</b>
<b>Project Type</b>	Low Rise	<b>3,956</b>
	High Rise	<b>1,418</b>
<b>Price</b>	< THB 5 million	<b>2,614</b>
	> THB 5 million	<b>2,760</b>



## Inventory & Backlog Breakdown

Project	Total Project		Backlog		Inventory	
	Units	(MB.)	Units	(MB.)	Units	(MB.)
< THB 5 million	1,305	4,071	87	303	493	1,457
> THB 5 million	380	2,499	26	164	202	1,157
Condomium	889	1,472	2	5	18	54
<b>Total</b>	<b>2,574</b>	<b>8,041</b>	<b>115</b>	<b>472</b>	<b>713</b>	<b>2,668</b>

## INVENTORY





# FINANCIAL PERFORMANCE

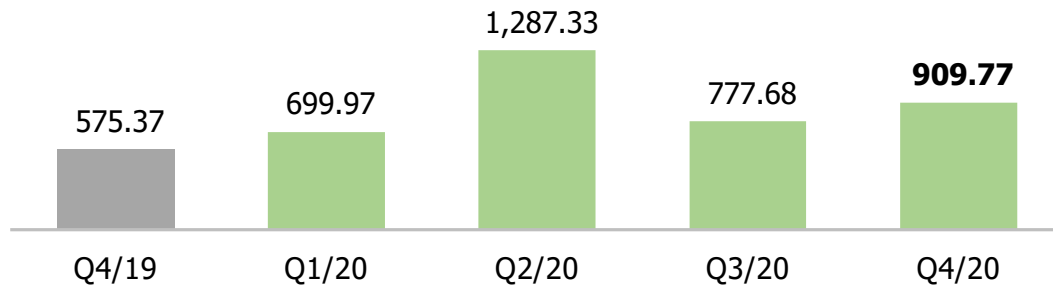


# Sales and Revenues

(Unit: MB)

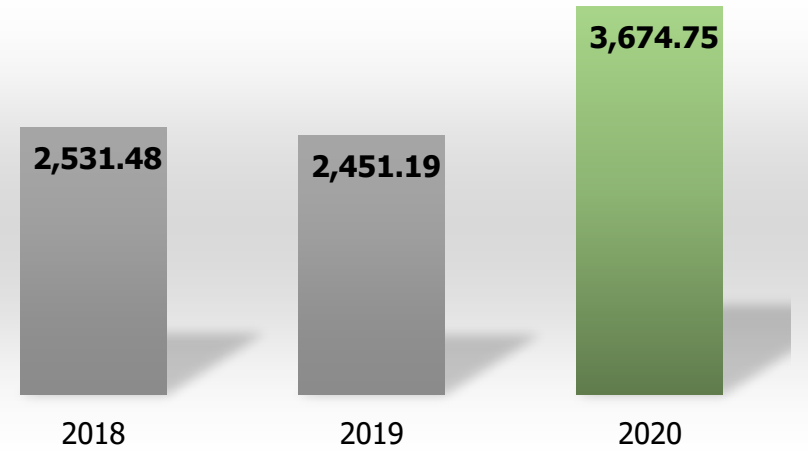
## Quarterly Sale

QoQ 16.99%, YoY 58.12%



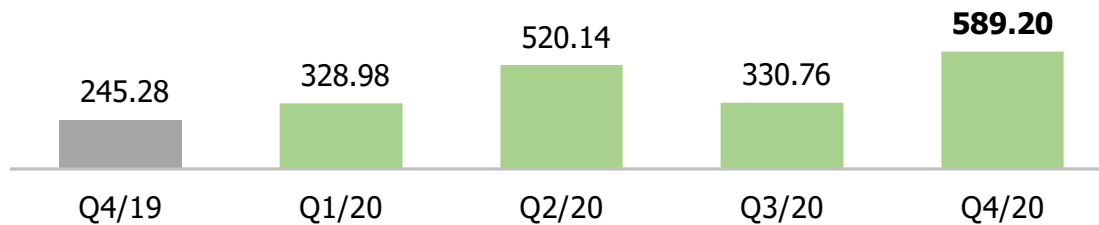
## Full Year Sale

YoY 49.92%



## Quarterly Revenue

QoQ 78.12%, YoY 140.22%



## Full Year Revenue

YoY 46.02%

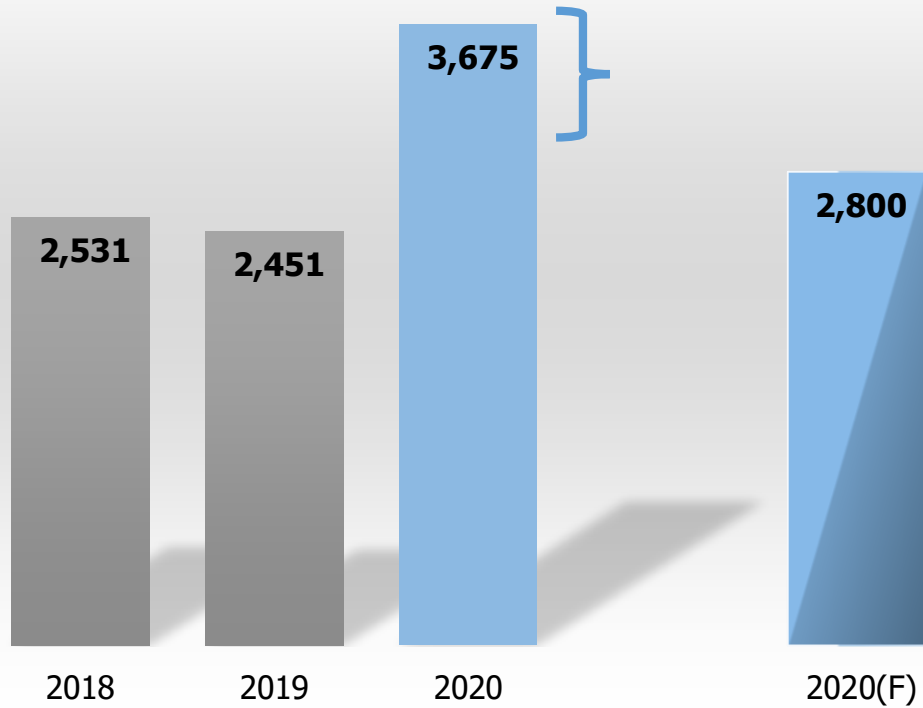


# 2020 Sales and Revenues vs Target

(Unit: MB)

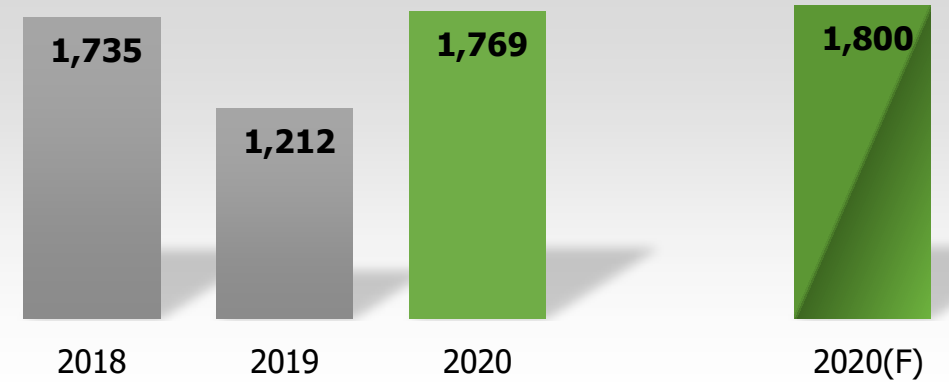
## Sale Target

YoY 49.94%,  
31.25% exceeded target



## Revenue Target

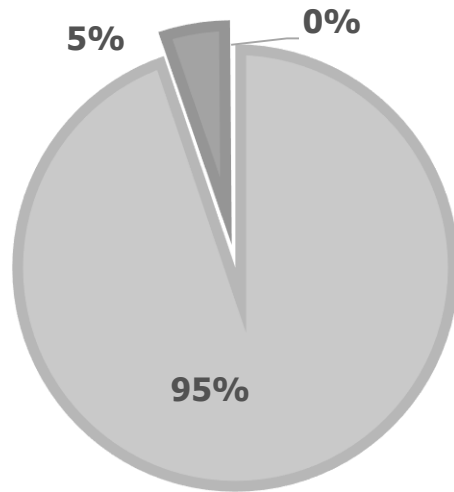
YoY 46.02%,  
1.72% to target



# 2020 Revenues from Sales Breakdown

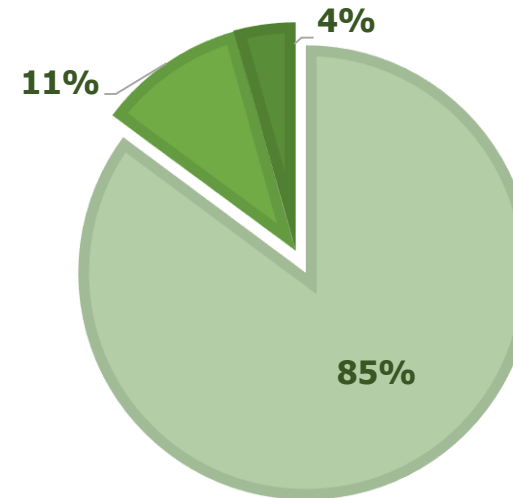
by Purchase Preference

2019



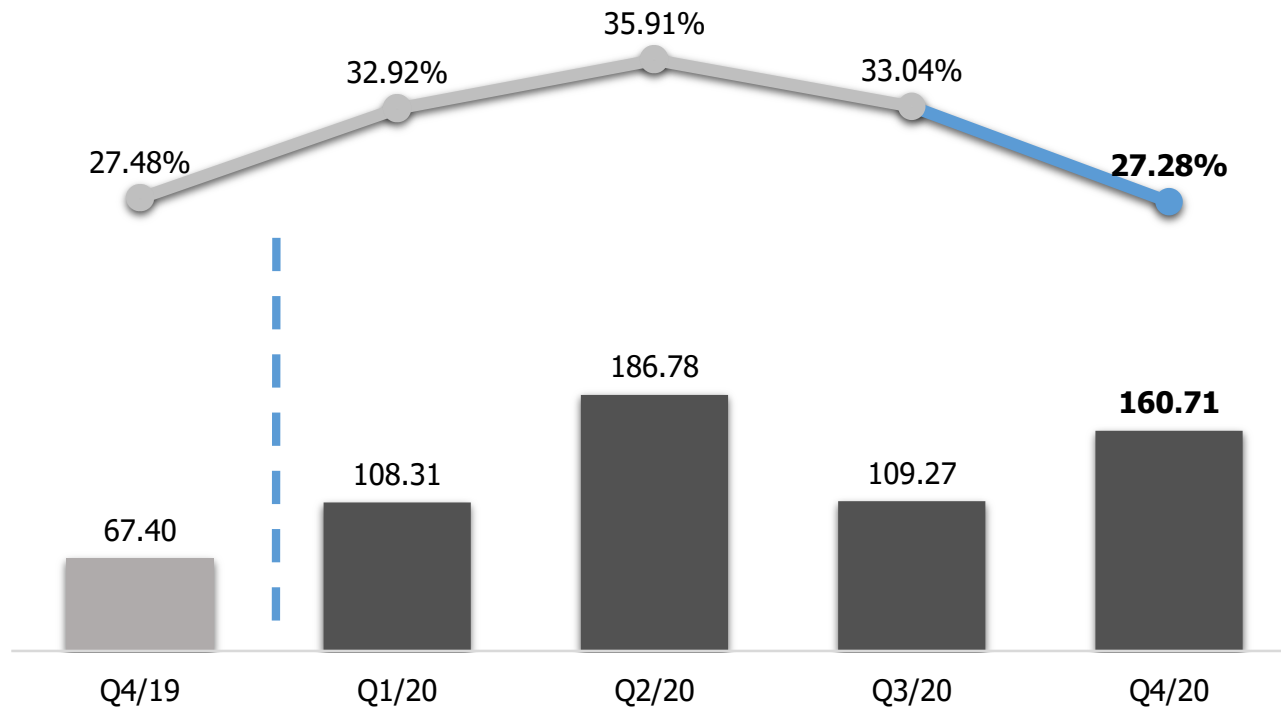
■ Pre Built ■ Semi Pre Built ■ By Order

2020

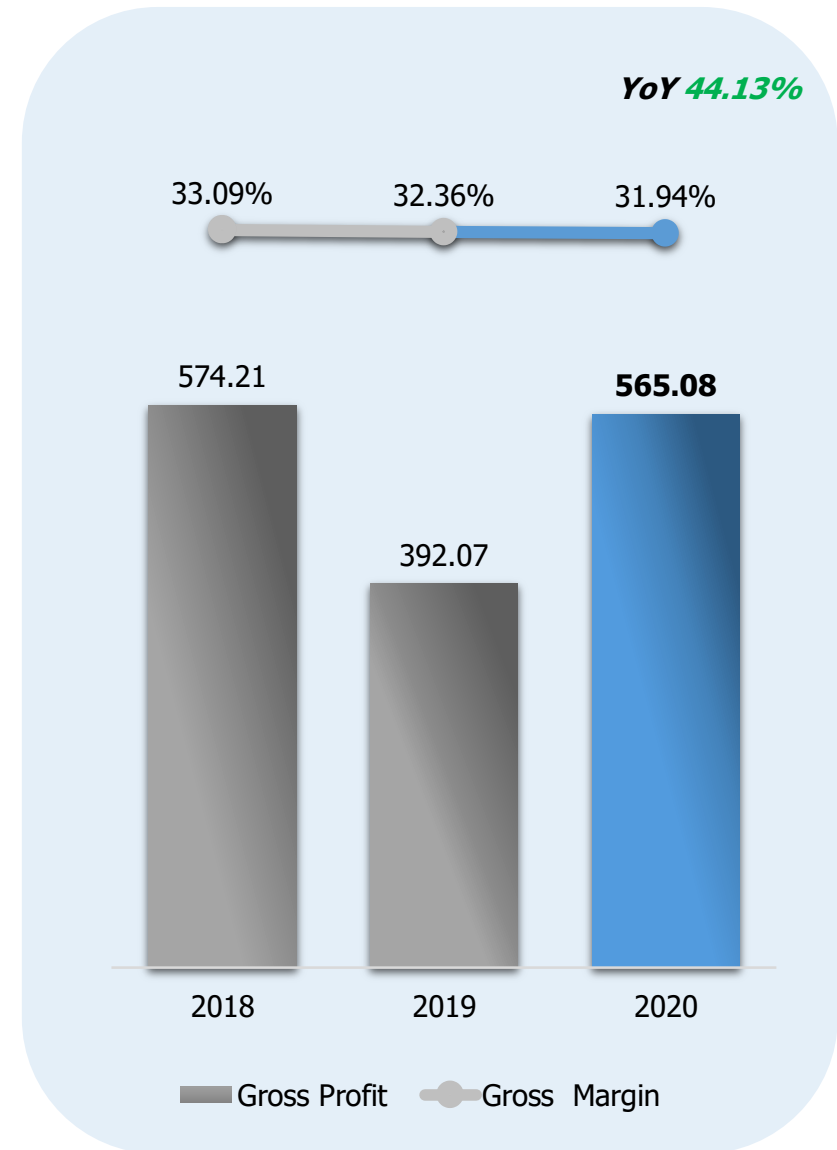


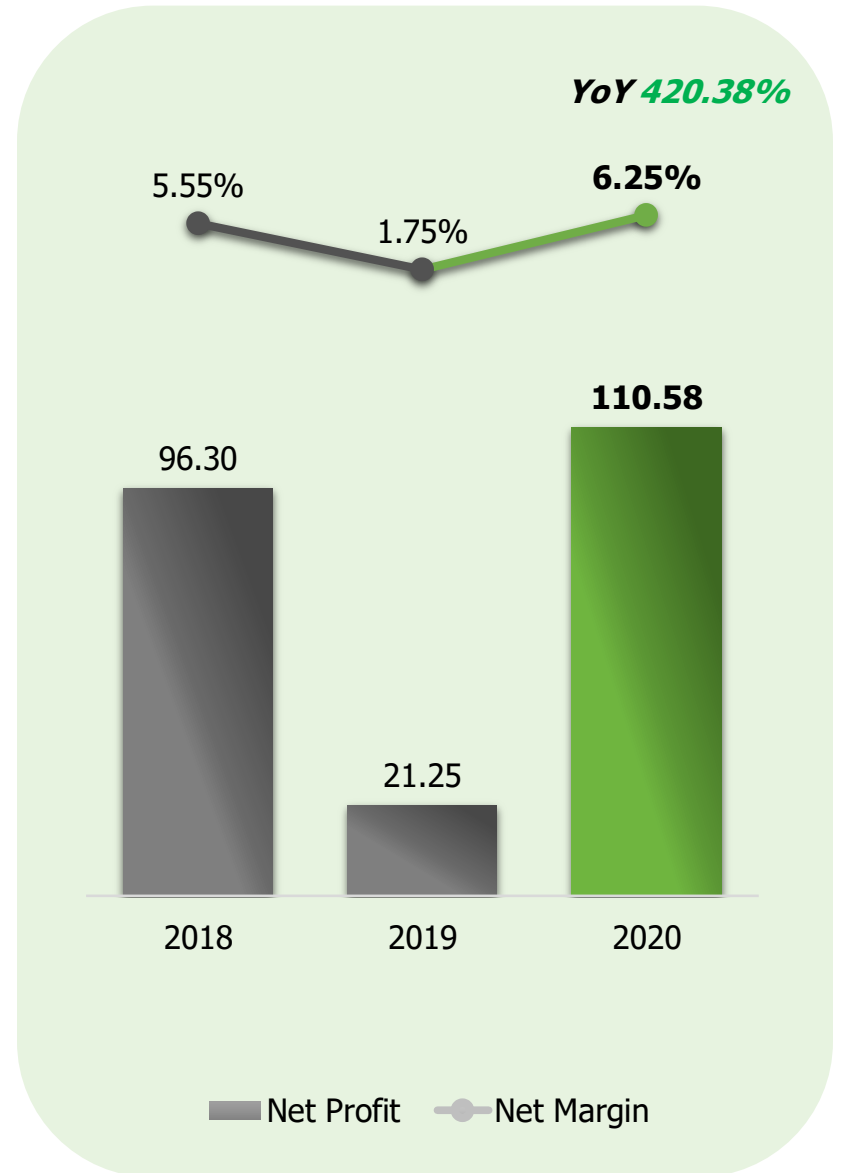
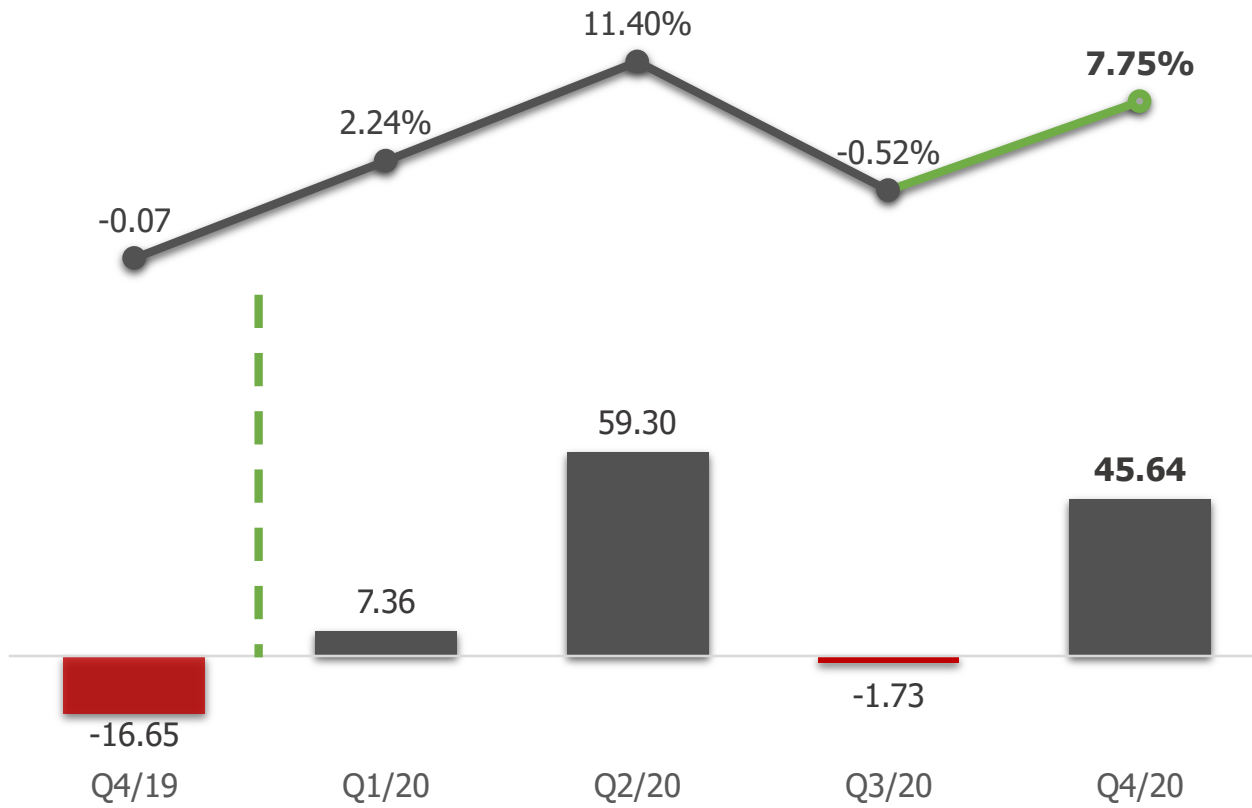
■ Pre Built ■ Semi Pre Built ■ By Order

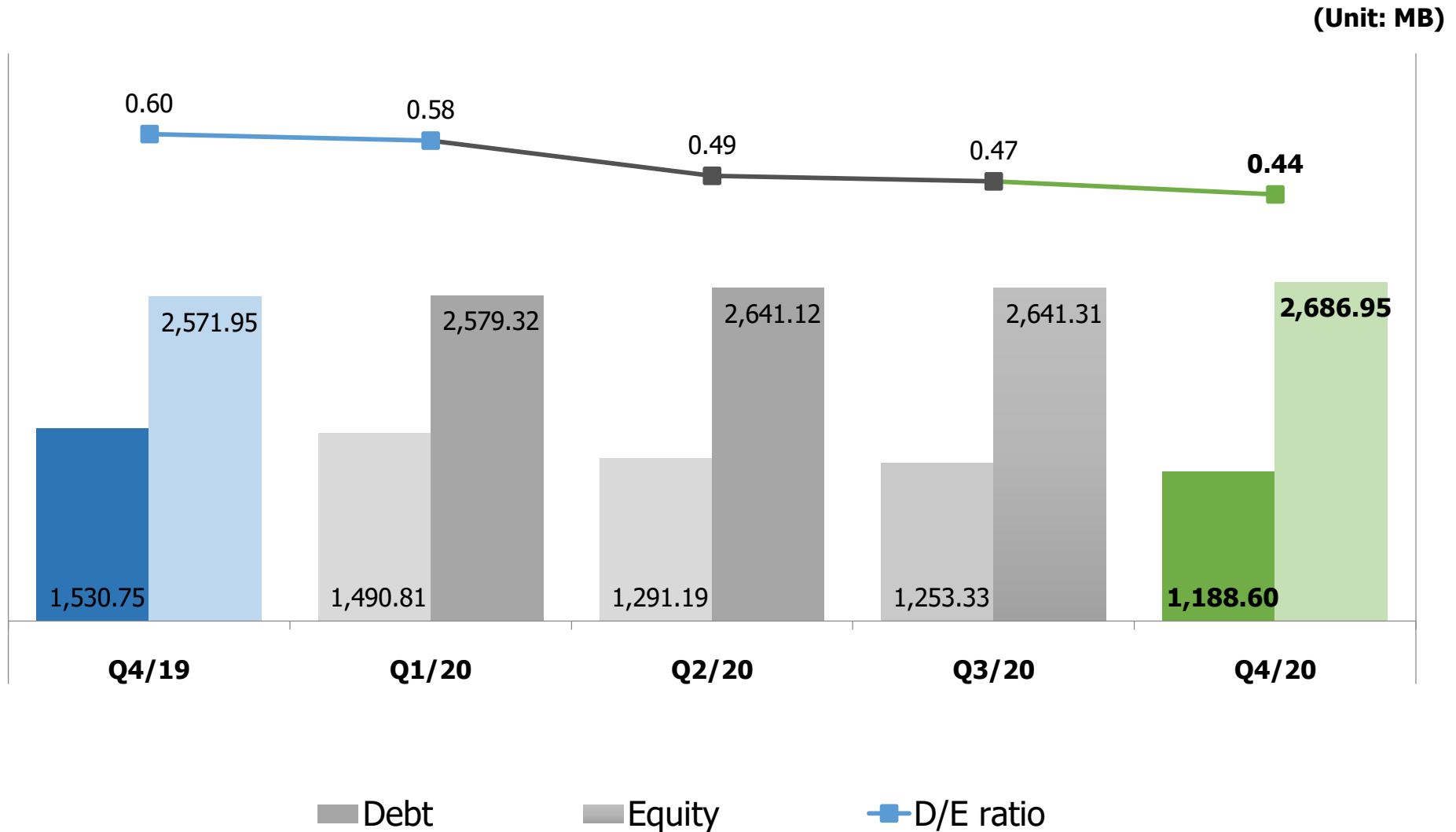
QoQ 47.08%, YoY 138.44%



YoY 44.13%









# OUTLOOK 2021

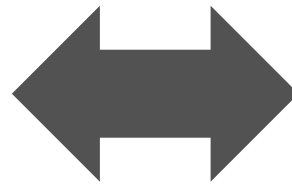
# 2021 Sales and Revenues Target

(Unit: MB)

## Sales Target



**3,200 MB**



## Revenues Target



**2,000 MB**



**BAANFAH**



**LOFT**  
BAANFAH GREENERY

**TIME**  
BAANFAH GREENPARK  
อำเภอหาดสอง 7



**P1, P2, P3**

**NC ON GREEN**



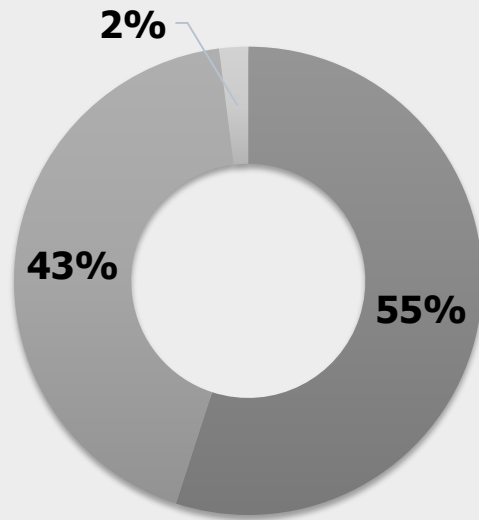
**NC ON GREEN**  
*Charm 2*  
LUXURY GOLF VILLAS  
อำเภอศรีนครินทร์ - ภูเก็ต อำเภอ



**NC ON GREEN**  
**PALM PARK 2**  
— EXPRESSWAY-LUM LUK KA —

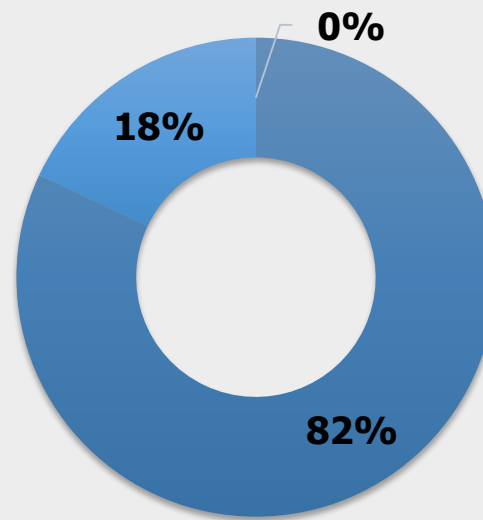
**7 New  
Projects  
5,000 MB**

**Inventory 2020**



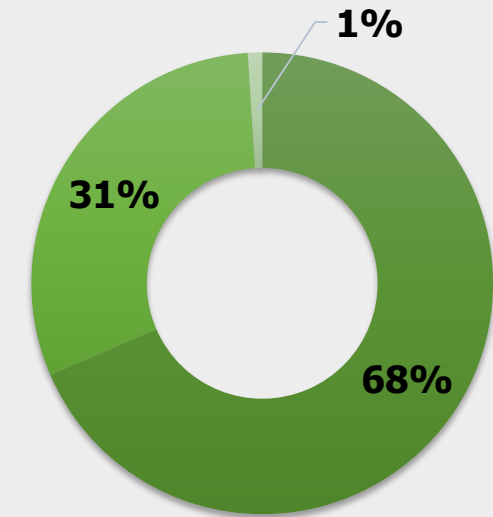
■ <THB 5 MB ■ >THB 5 MB ■ Condo

**New Launch 2021**



■ <THB 5 MB ■ >THB 5 MB ■ Condo

**Total 2021**



■ <THB 5 MB ■ >THB 5 MB ■ Condo



# NCPM



# QLM



# SIRI ARUN

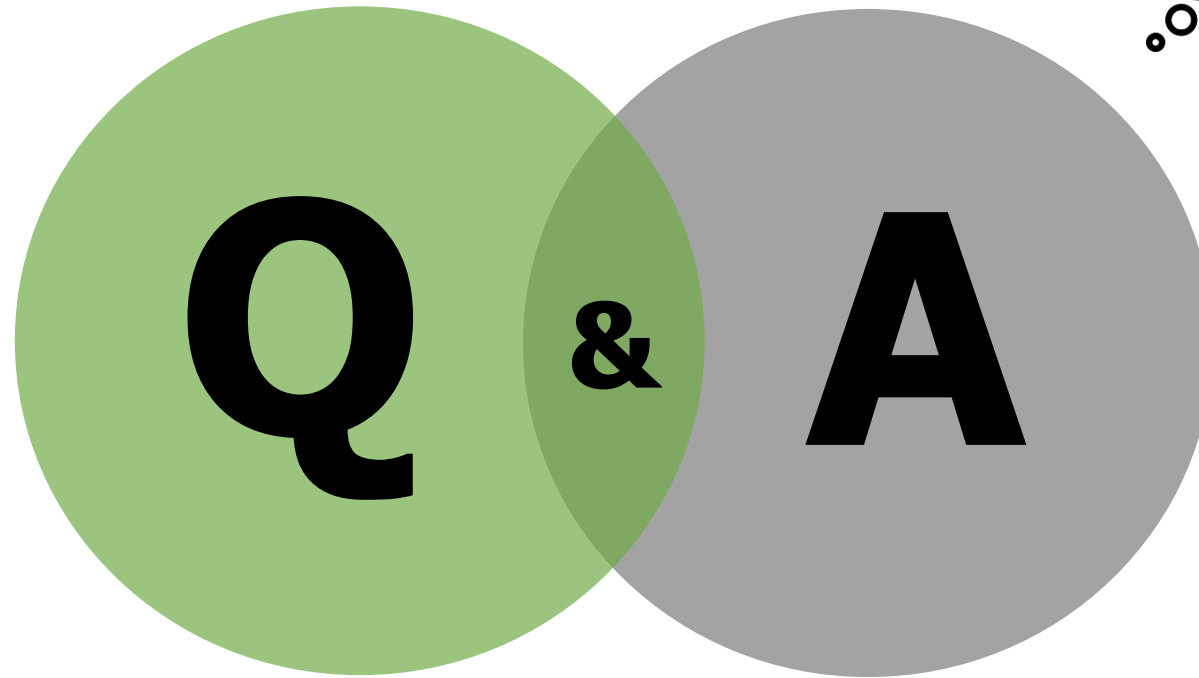


# New Business : Intermediate Care & Wellness

SIRIARUN  
WELLNESS



“ **ฟื้นฟูสุขภาพกายและใจ  
คืนความสดใสให้คนสำคัญ  
...ของคุณ...** ”





# Thank you