



Analyst Conference

1Q2022

30 May 2022



Presenters

**Mr. Prasobsak
Sirisopana**



**Director /
Chairman of Executive Board /
Chief Executive Officer**

**Mr. Nantaphol
Pongspaibool**



**Director /
Executive Director**

**Mr. Chantawit
Oranrattanachai**



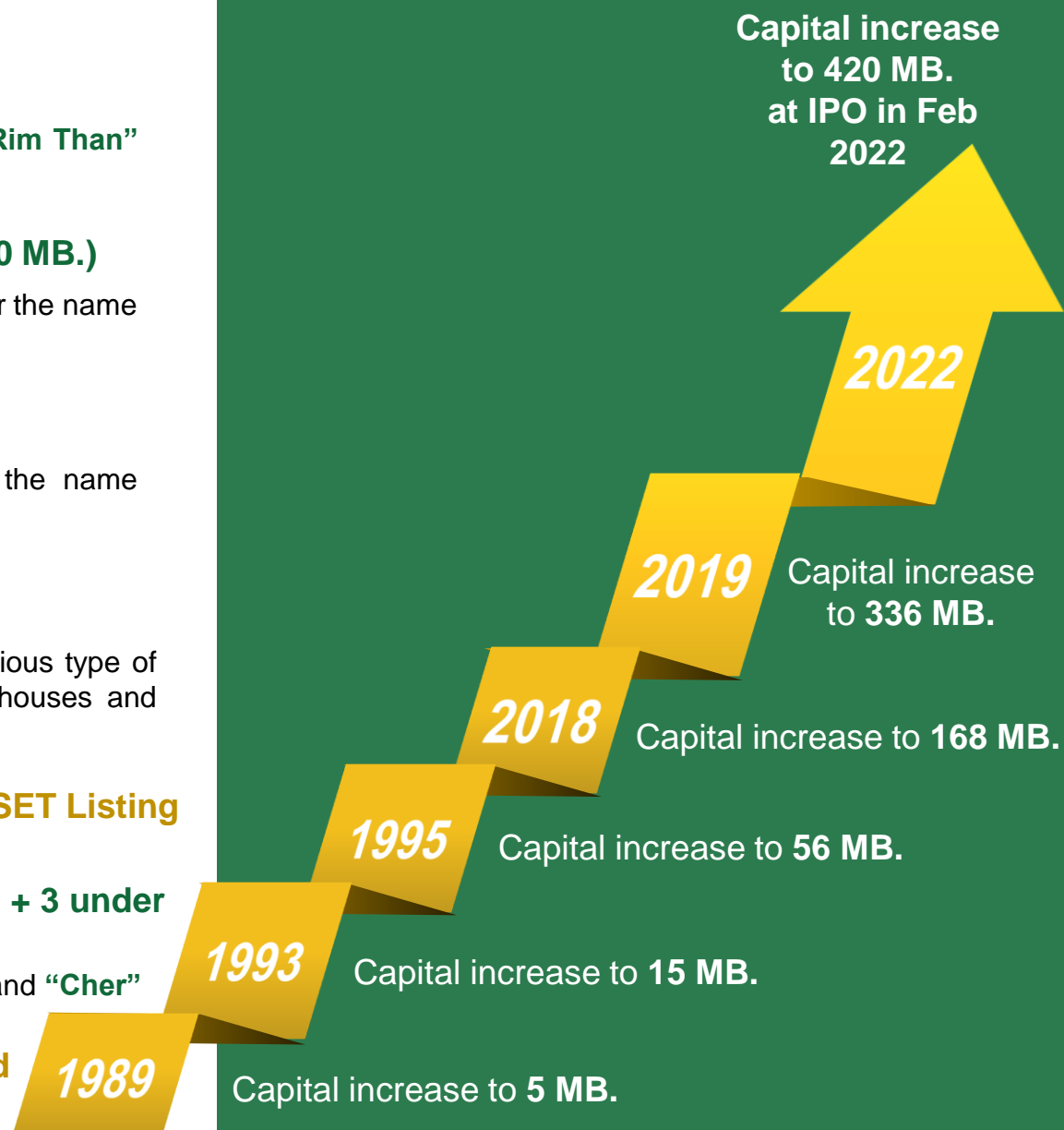
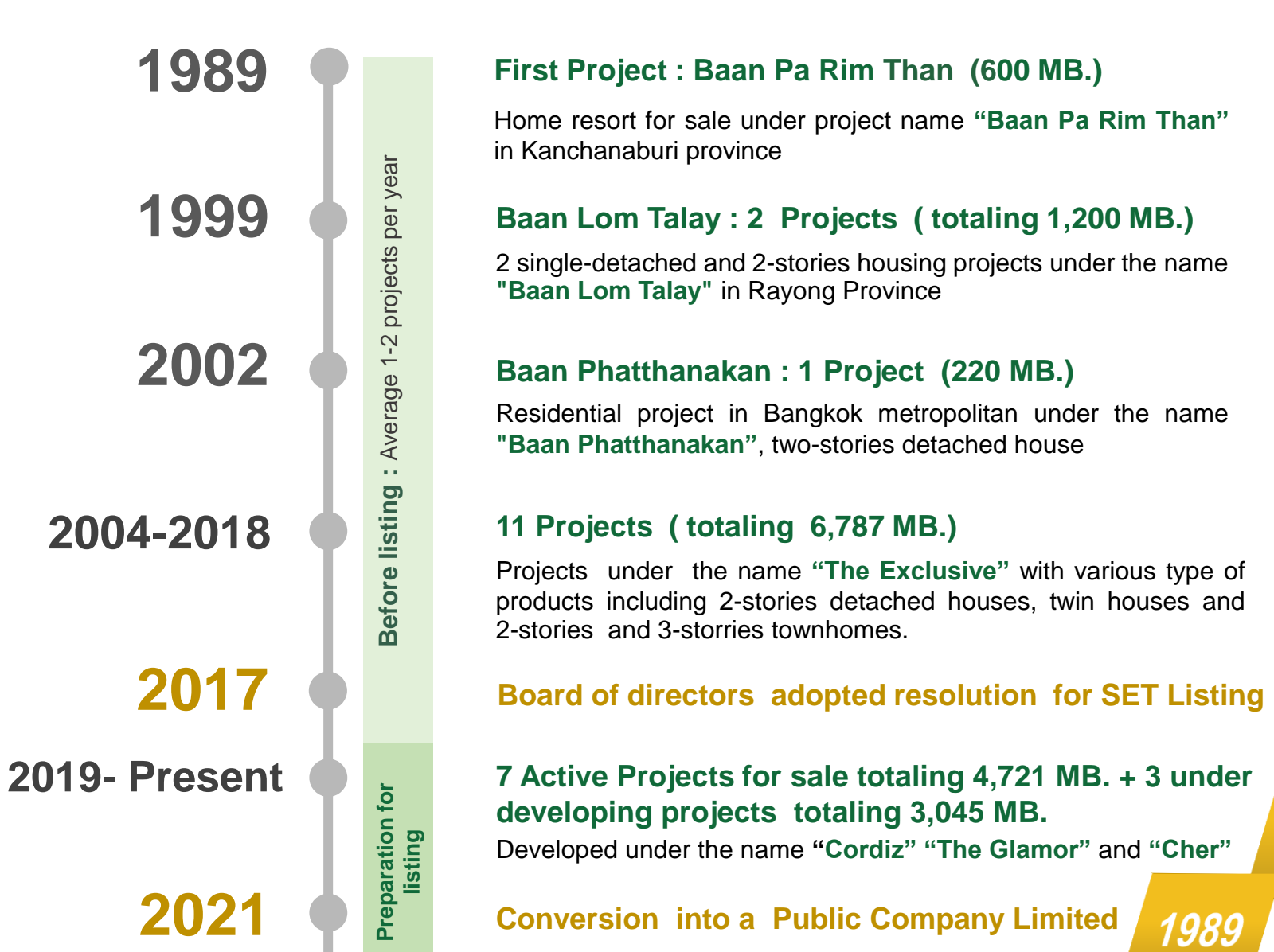
Chief Financial Officer

- I. Our History and Track Records**
- II. Operating Results**
- III. Financial Performance**
- IV. Our Cost Control Measures**
- V. New projects to be launched**
- VI. Plan for Growth**



I. Our History and Track Records

Our History and Track Records



Our History and Track Records: 15 Completed Projects, totaling value 8,807 MB



No.	Project	Sales period		Product Type	Total Project Value (THB mm.)	Total Unit (Unit)
		Open	Close			
15 Past Projects						
1	Baan Pa Rim Than	1996	2000	Single-storey to 3-storey detached house	600	199
2	Baan Lom Talay 1	1999	2002	Single-storey and 2-storey detached house	800	254
3	Baan Lom Talay 2	2001	2003	Single-storey and 2-storey detached house	400	120
4	Baan Phatthanakan	2002	2003	2-storey detached house	220	20
5	The Exclusive Phatthanakan 32	2004	2006	2-storey detached house	500	56
6	The Exclusive Onnut 1	2006	2008	2-storey townhome	300	120
7	The Exclusive Suanluang RAMA IX	2008	2010	2-storey townhome	570	230
8	The Exclusive Onnut 2	2009	2011	2-storey and 3-storey townhome and twin houses	630	203
9	The Exclusive Nuanchan-Ramintra	2010	2012	2-storey townhome	480	215
10	The Exclusive Phatthanakan – Ekkamai - Thonglor	2011	2014	2-storey and 3-storey townhome	1,127	350
11	The Exclusive Khae Rai - Ngamwongwan	2012	2014	3-storey townhome	500	142
12	The Exclusive Sathorn - Kanlapaphruek	2013	2015	2-storey and 3-storey townhome	500	134
13	The Exclusive Chaengwattana - Tiwanon	2014	2018	2-storey townhome	650	254
14	The Exclusive Wongwean - Ramintra	2015	2019	2-storey and 3-storey townhome and twin houses	1,200	379
15	The Exclusive Ratchada - Wongsawang	2018	2020	3-storey townhome	330	73

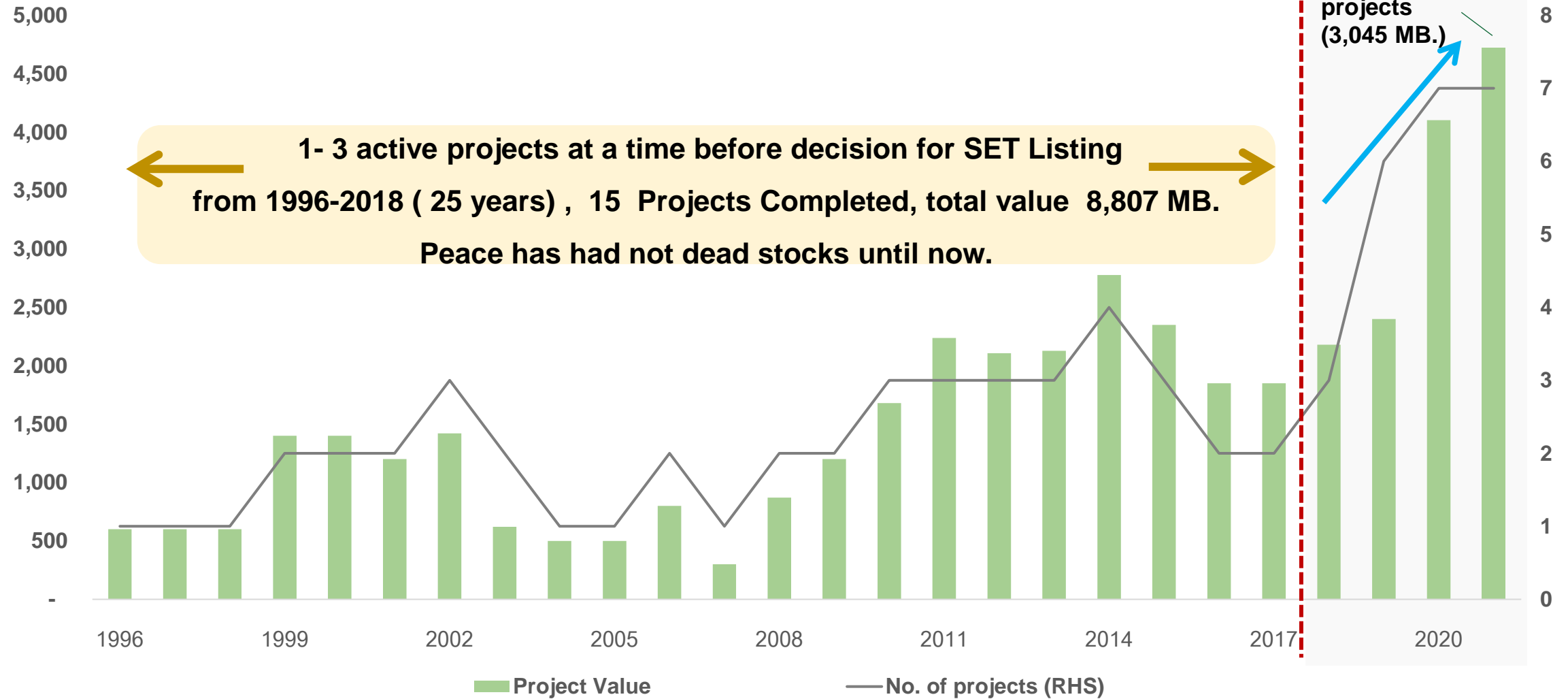
Our History and Track Records: Completed and Active Projects



7 active projects (4,721 MB.)
3 Developing projects (3,045 MB.)

1- 3 active projects at a time before decision for SET Listing from 1996-2018 (25 years) , 15 Projects Completed, total value 8,807 MB.
Peace has had not dead stocks until now.

(Project Value in MB)



Our History and Track Records: Capital Structure



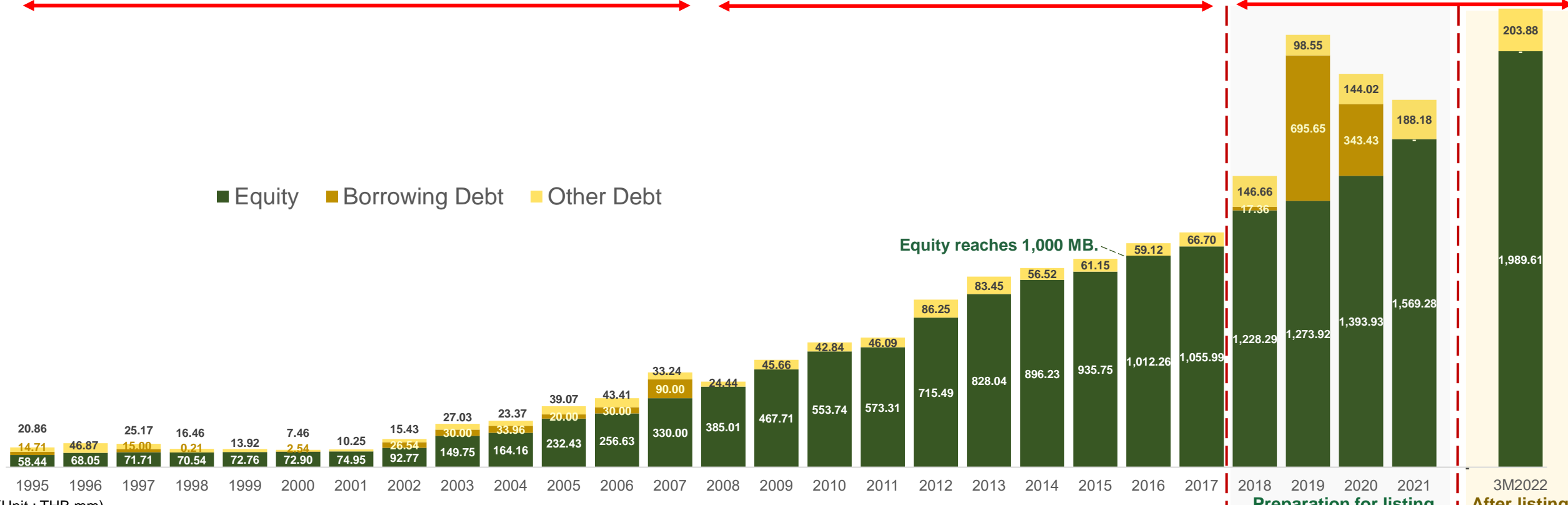
Low borrowing debt

No borrowing for 10 years

More utilization of borrowing debt

■ Equity ■ Borrowing Debt ■ Other Debt

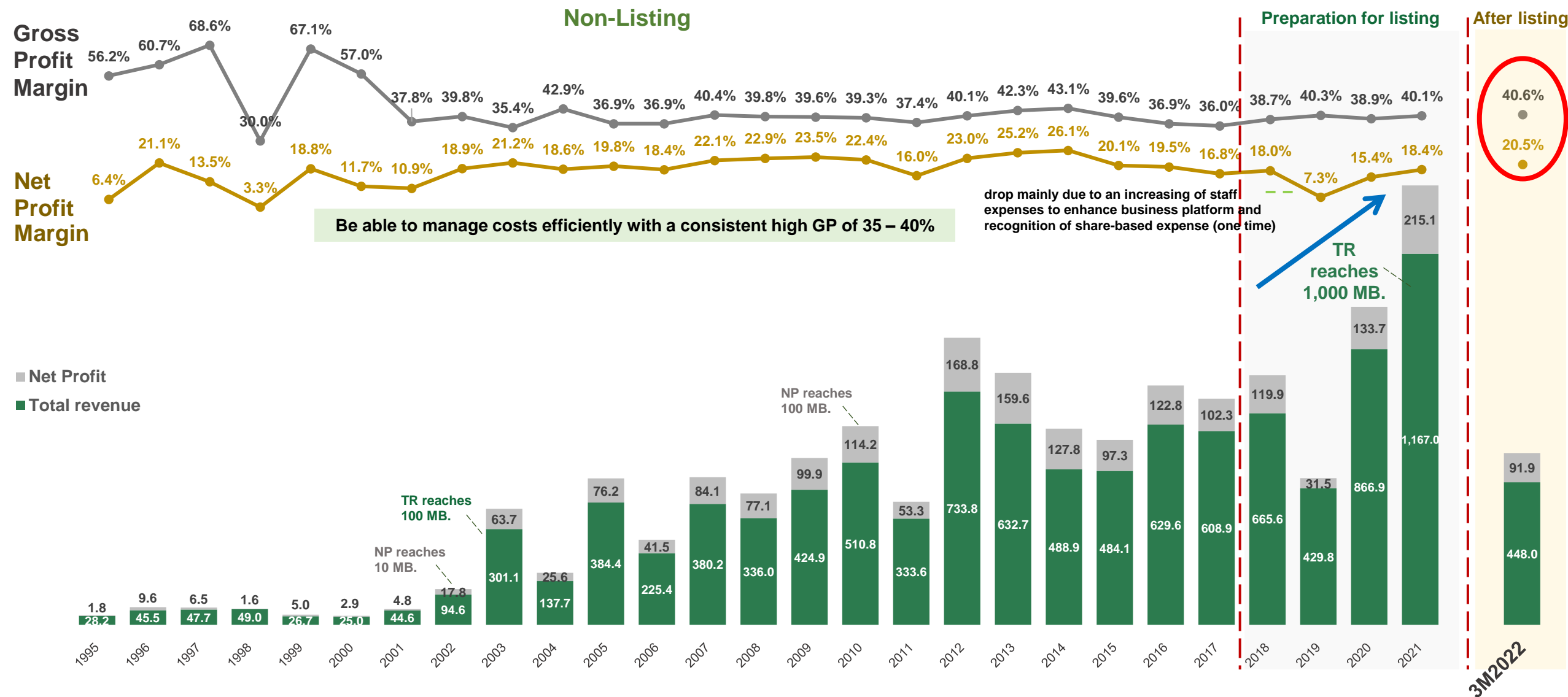
Equity reaches 1,000 MB.



(Unit : THB mm)

	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	3M2022
Other Debt	20.86	46.87	25.17	16.46	13.92	7.46	10.25	15.43	27.03	23.37	39.07	43.41	33.24	24.44	45.66	42.84	46.09	86.25	83.45	56.52	61.15	59.12	66.70	146.66	98.55	144.02	188.18	203.88
Borrowing Debt	14.71	0.00	15.00	0.21	-	2.54	-	26.54	30.00	33.96	20.00	30.00	90.00	-	-	-	-	-	-	-	-	-	-	17.36	695.65	343.43	-	-
Equity	58.44	68.05	71.71	70.54	72.76	72.90	74.95	92.77	149.75	164.16	232.43	256.63	330.00	385.01	467.71	553.74	573.31	715.49	828.04	896.23	935.75	1,012.26	1,055.99	1,228.29	1,273.92	1,393.93	1,569.28	1,989.61

Our History and Track Records: Total Revenue, Net Profit, Gross Profit and Net Profit Margin



Remark: for the comparison purpose, 2018 - 3M2022 GP margin is calculated using total sales before adjusting selling expenses as per TFRS15 accounting standard

Our History and Track Records:

Historical EPS and Dividend (Positive EPS every year since the start of operation and increasing dividend trend)

Operation Year	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
EPS (Baht/Share) (Par = 1 baht)	0.03	0.17	0.12	0.03	0.09	0.05	0.09	0.32	1.14	0.46
DPS (Baht/Share) (Par = 1 baht)		0.05	0.05	0.05	0.05	0.05		0.12	0.20	0.15
Dividend Payout Ratio(%)		29.15%	43.37%	170.98%	55.78%	95.44%	0.00%	37.68%	17.58%	32.80%

Operation Year	2005	2006	2007	2008	2009	2000	2011	2012	2013	2014
EPS (Baht/Share) (Par = 1 baht)	1.36	0.74	1.50	1.38	1.78	2.04	0.95	3.01	2.85	2.28
DPS (Baht/Share) (Par = 1 baht)	0.30	0.20	0.40	0.30	0.50	0.60	0.50	1.00	1.00	1.00
Dividend Payout Ratio(%)	22.06%	27.00%	26.62%	21.79%	28.02%	29.41%	52.54%	33.18%	35.09%	43.82%

Operation Year	2015	2016	2017	2018 ⁽²⁾	2019 ⁽²⁾	2020	2021 ⁽³⁾
EPS (Baht/Share) (Par = 1 baht)	1.74	2.19	1.83	1.36	0.10	0.40	0.64
DPS (Baht/Share) (Par = 1 baht)	0.80	1.00	1.00	1.00	0.05	0.12	0.40
Dividend Payout Ratio(%)	46.06%	45.61%	54.76%	140.16%	53.32%	30.15%	78.11%

2018 and 2019 were re-capitalized years. Paid up capital was increased from 56 MB in 2017 to 168, 336 MB in 2018, and 2019 respectively.

Note: 1. Cash dividend per share calculated base on par value adjustment of THB 1 each for comparison purpose.

2. EPS calculated by weighted average number of ordinary shares.

3. The company paid cash dividend 0.20 Baht per share and stock dividend at a ratio of 5:1

II. Operating Results

Operating Results: Company at a Glance



A successful real estate development company with discipline and enhancing platform to support growth

30+

Years of Experience
in real estate business

15

Successful past projects
without dead stock

2

Generations of
professional
management team

7+3

7 active projects plus 3
potential future projects

16,573 MB.

Total project value
since incorporation

- THB 8,807 mm. – 15 past projects
- THB 4,721 mm. – 7 current projects
- THB 3,045 mm. – 3 future projects

819 MB.

Total backlog value
as of 31 March 2022

166 units are projected
to transfer within 3-8 months

1,234 MB.

Total available for sale value
as of 31 March 2022

348 units of active projects
are available for sales

Operating Results: Current Active Projects



Location: Udomsuk, Bangkok
Product type: 3-Storey townhome
Opening period: July 2019



Proj. Value
720
 THB mm.

Total Unit
110
 AFS Unit
12, 5.97%



Location: Bangkae, Bangkok
Product type: 2 and 3-storey townhome
Opening period: July 2019



Proj. Value
578
 THB mm.

Total Unit
131
 AFS Unit
1, 0.87%



Location: Sai Mai, Bangkok
Product type: 2-storey townhome
Opening period: October 2019



Proj. Value
362
 THB mm.

Total Unit
134
 AFS Unit
22, 10.22%

Operating Results: Current Active Projects (Cont.)



Location: Pradit Manutham, Bangkok
Product type: Pool villa residences
Opening period: August 2020



CHER
 NGAMWONGWAN - PRACHACHUEN

Location: Mueng, Nonthaburi
Product type: 2-Storey townhome
Opening period: August 2020



CHER
 SUKSAWAT - PHUTTHABUCHA

Location: Thung Kru, Bangkok
Product type: 2-storey townhome
Opening period: November 2020



Proj. Value
468
 THB mm.

Total Unit
18
 AFS Unit
5, 22.86%

Proj. Value
936
 THB mm.

Total Unit
260
 AFS Unit
54, 12.82%

Proj. Value
816
 THB mm.

Total Unit
240
 AFS Unit
140, 56.62%



CHER
BANGKHUNNON



Operating Results: Current Active Projects *(Cont.)*

Location: Bangkhunnon, Bangkok

Product type: 2- and 3-storey townhome

Opening period: August 2021

Proj. Value

841

THB mm.

Total Unit

196

AFS Unit

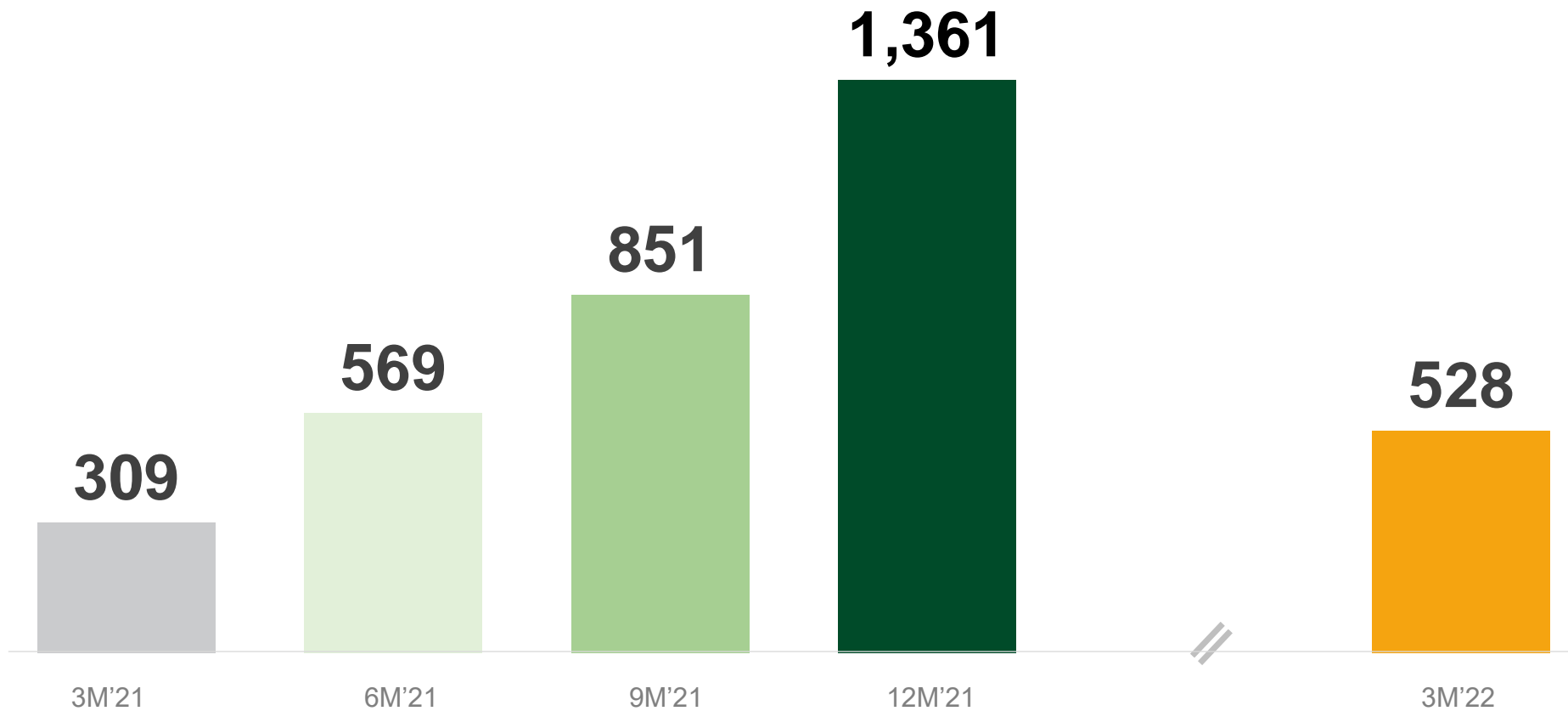
114, 54.70%

Remark: Available for sale (AFS) unit as at 31 March 2022

Operating Results: Cumulative Presale



(Unit : THB mm)

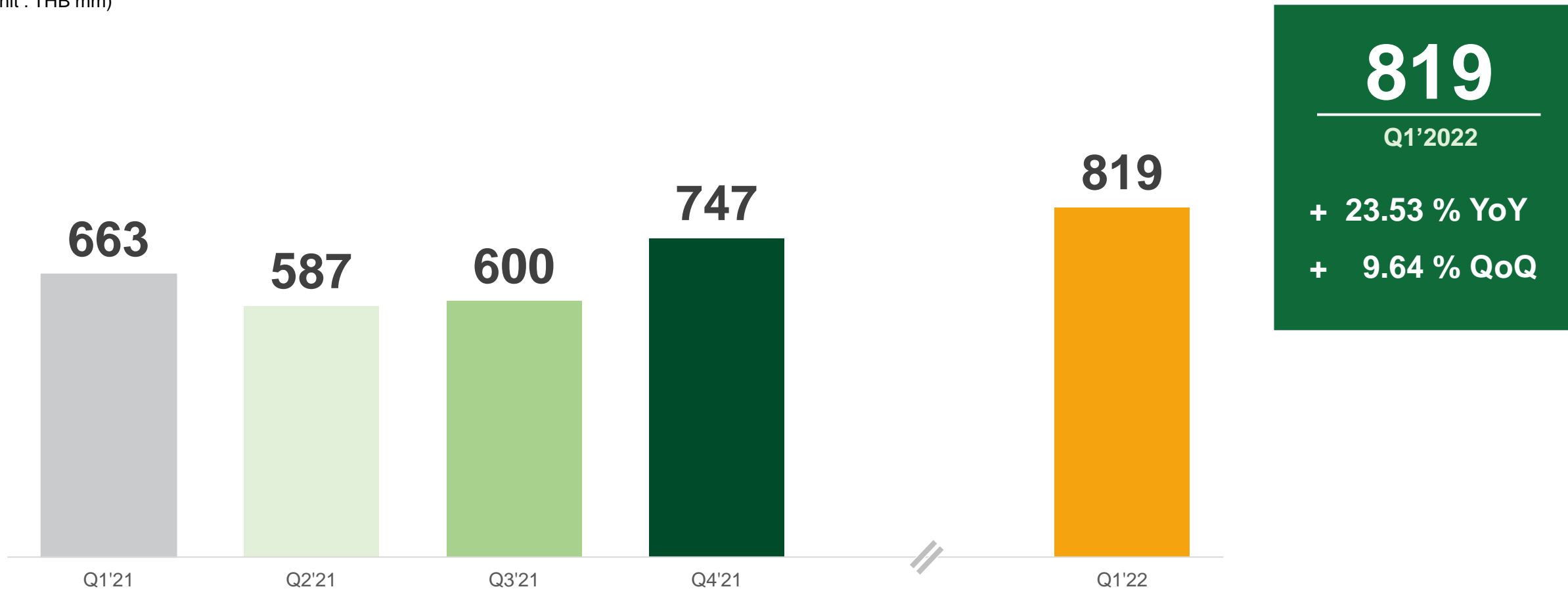


528
3M'2022
+ 70.87 % YoY

Operating Results: Backlog



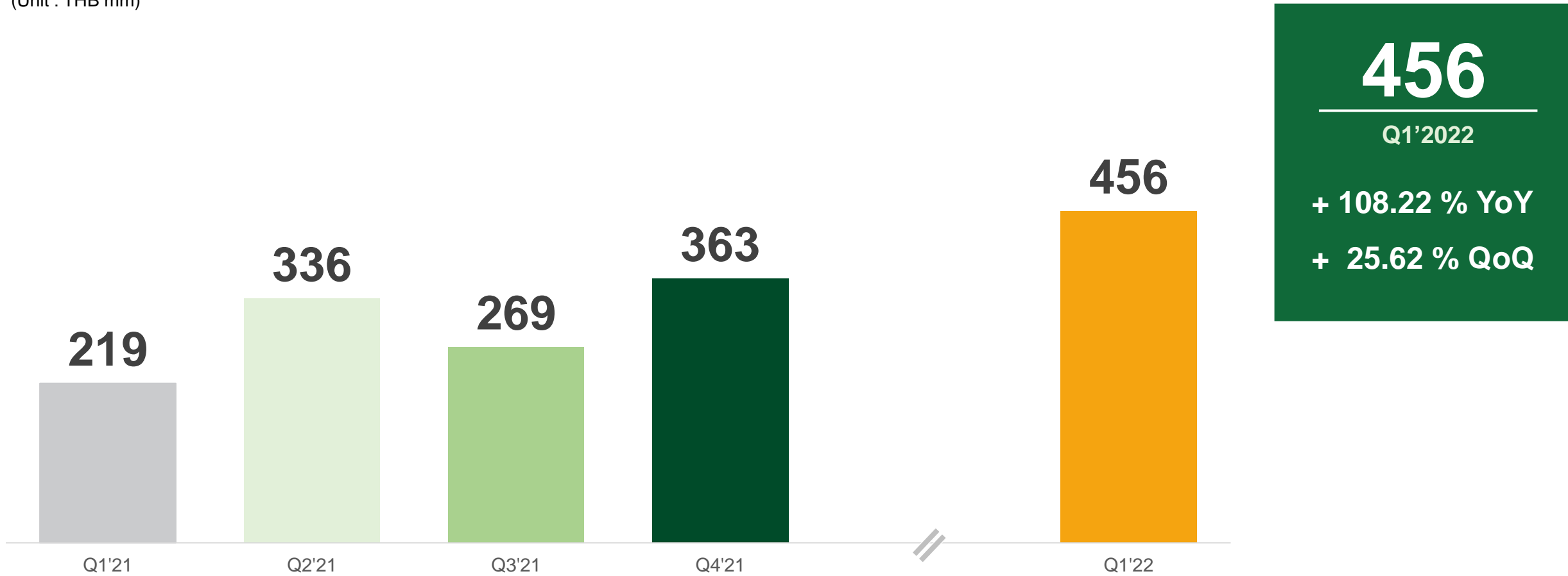
(Unit : THB mm)



Operating Results: Transfer Activities



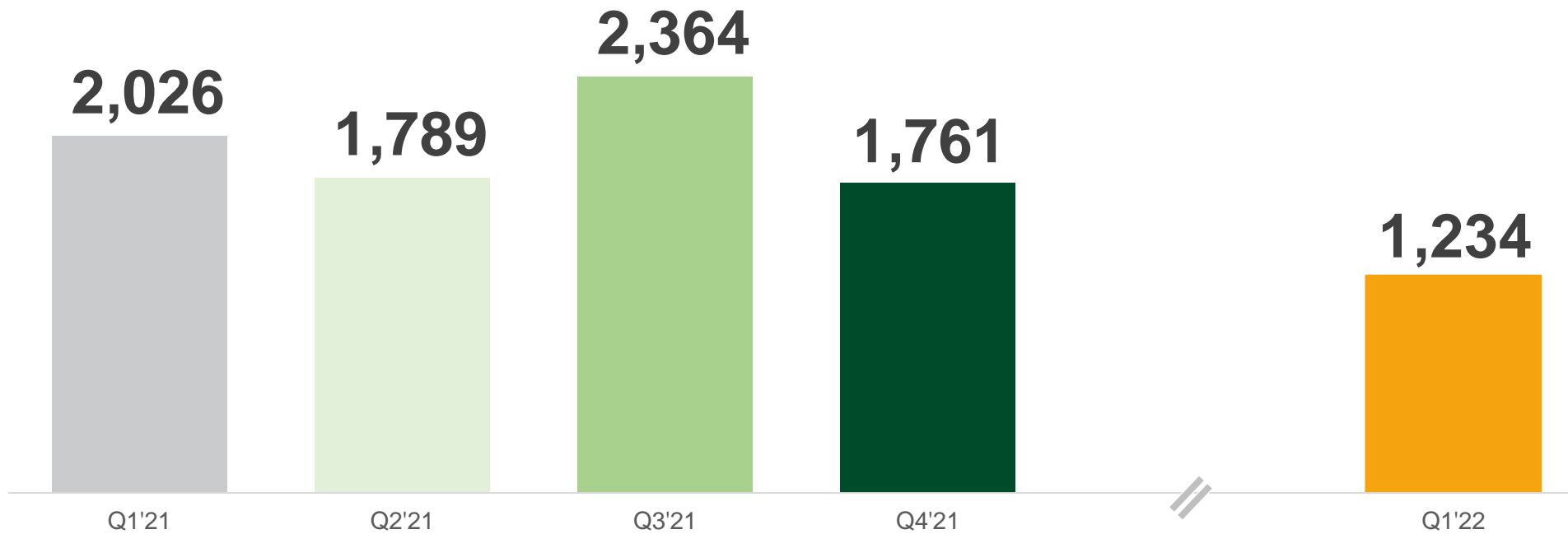
(Unit : THB mm)



Operating Results: Available for sale



(Unit : THB mm)



1,234

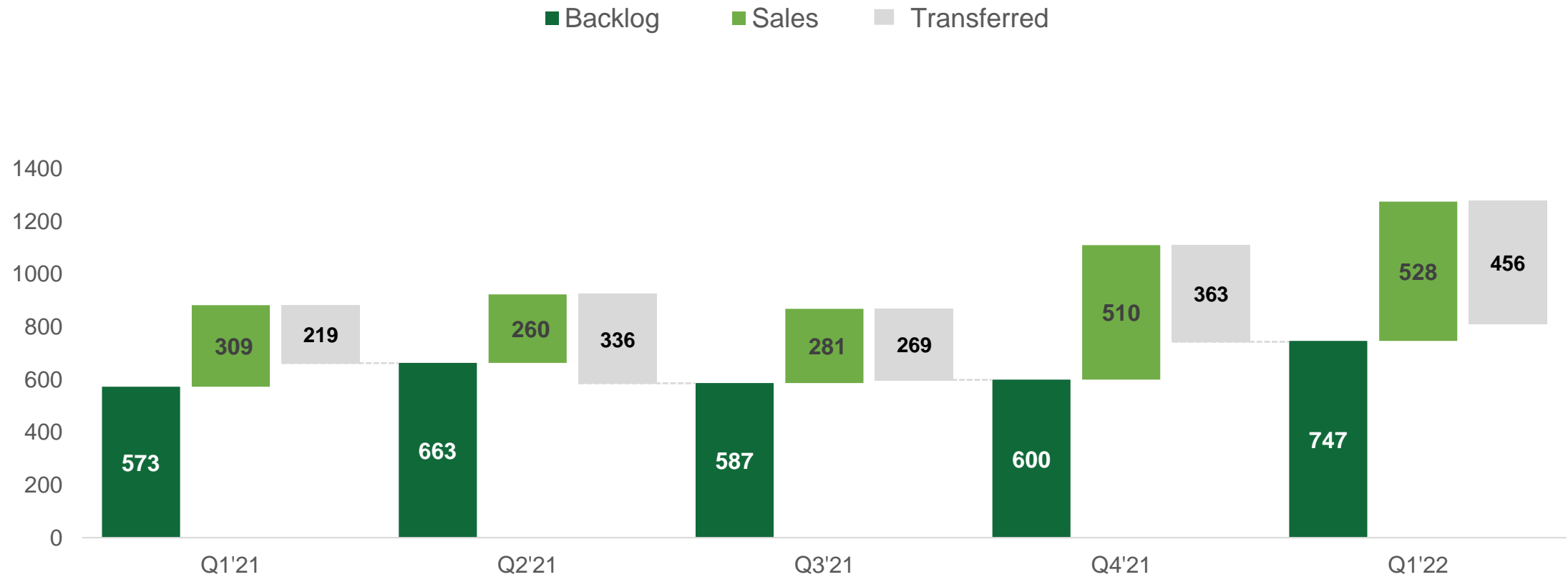
Q1'2022

- 39.09 % YoY
- 29.93 % QoQ

Operating Results: Performance of Active Projects



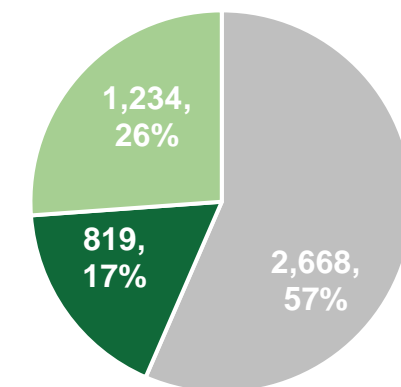
(value in THB mm.)



Operating Results: Active Projects

Project	Opening	Total Unit (Unit)	Project Value (THB mm)	Transferred (Unit)	Transferred Value (THB mm)	Backlog (Unit)	Backlog Value (THB mm)	Available for sale (Unit)	Available for sale Value (THB mm)
1.Cordiz at Udomsuk	Jul'19	110	720	86	593	12	84	12	43
2.Cherry Wongwan - Sathorn	Jul'19	131	578	125	549	5	24	1	5
3.Cherry Watcharapol	Oct'19	134	362	99	285	13	40	22	37
4.The Glamor Ekkamai - Praditmanutham	Aug'20	18	468	9	253	4	108	5	107
5.Cherry Ngamwongwan - Prachachuen	Aug'20	260	936	171	675	35	141	54	120
6.Cherry Suksawat - Puttabucha	Nov'20	240	816	61	209	39	145	140	462
7.Cherry Bangkhunnon	Aug'21	196	841	24	104	58	277	114	460
TOTAL		1,089	4,721	575	2,668	166	819	348	1,234

Active Project Status (value in THB mm.)



- Transferred
- Backlog
- Available for sale

Remark: Status as 31 March 2022

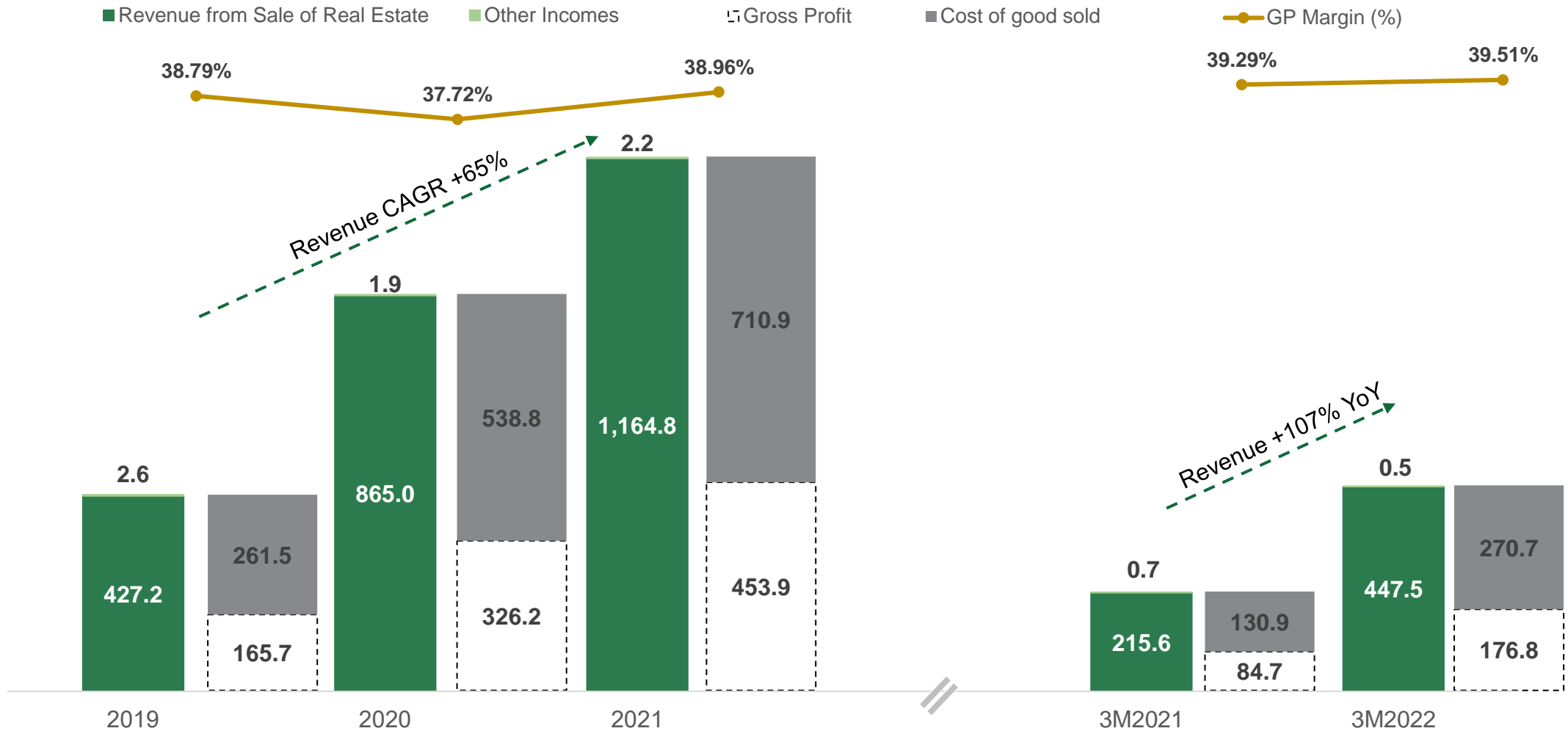
III. Financial Performance

Financial Performance



(Unit : THB mm)

Total Revenue & Gross Profit

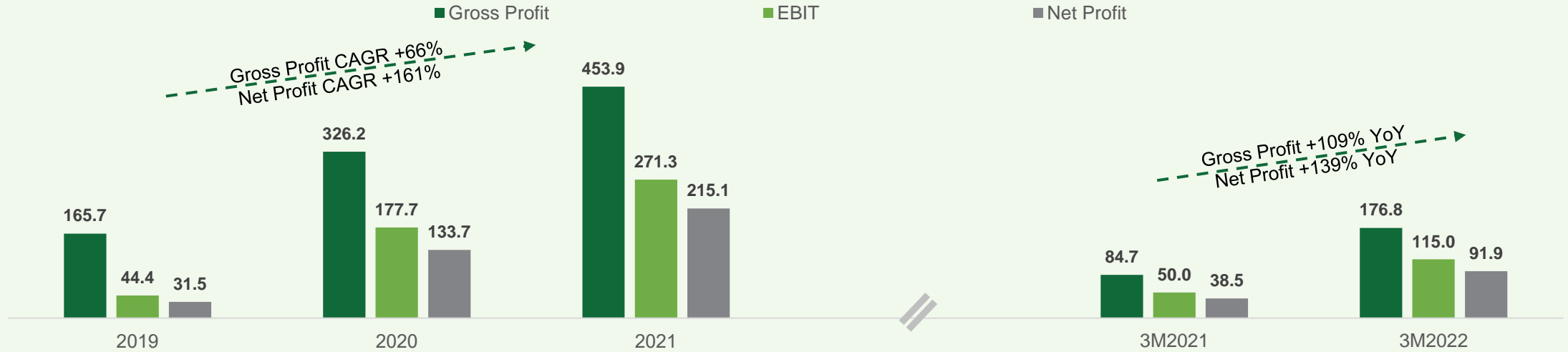


Financial Performance

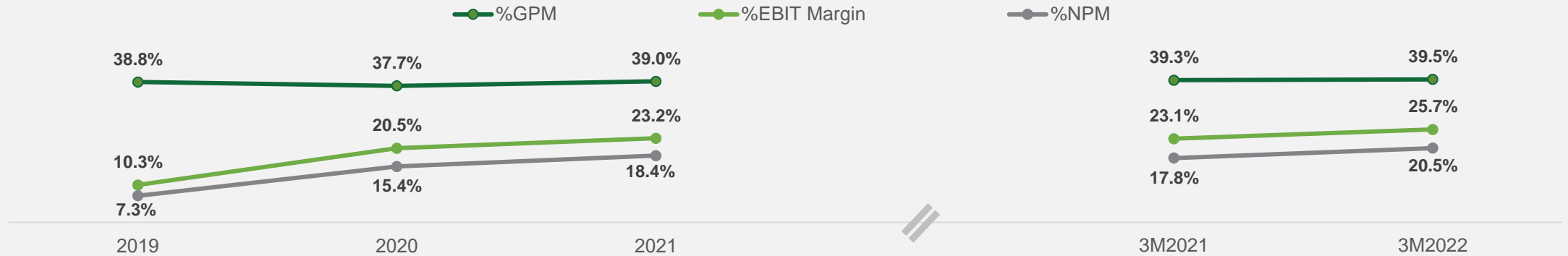


(Unit : THB mm)

Overall Profits



Overall Margin

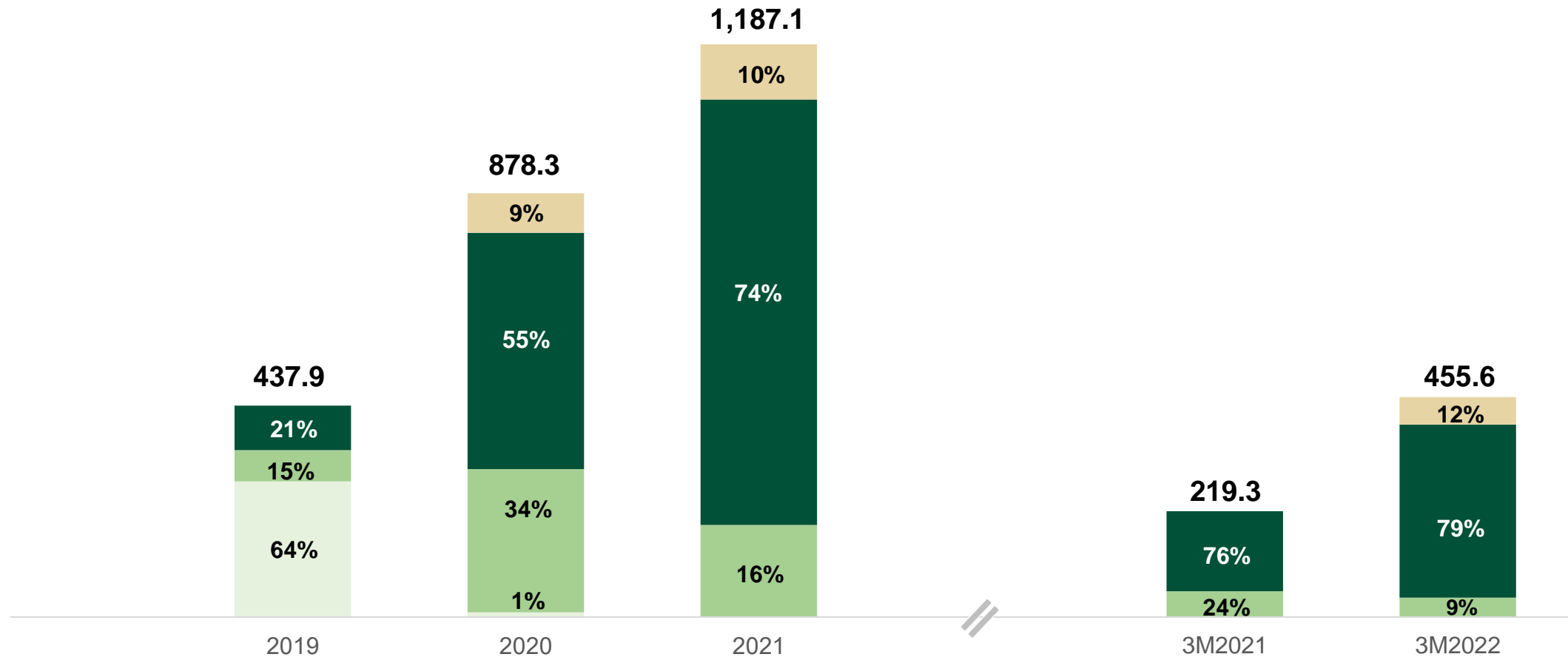


Financial Performance

Revenue Breakdown

(Unit : THB mm)

The Exclusive Cordiz Cher The Glamor

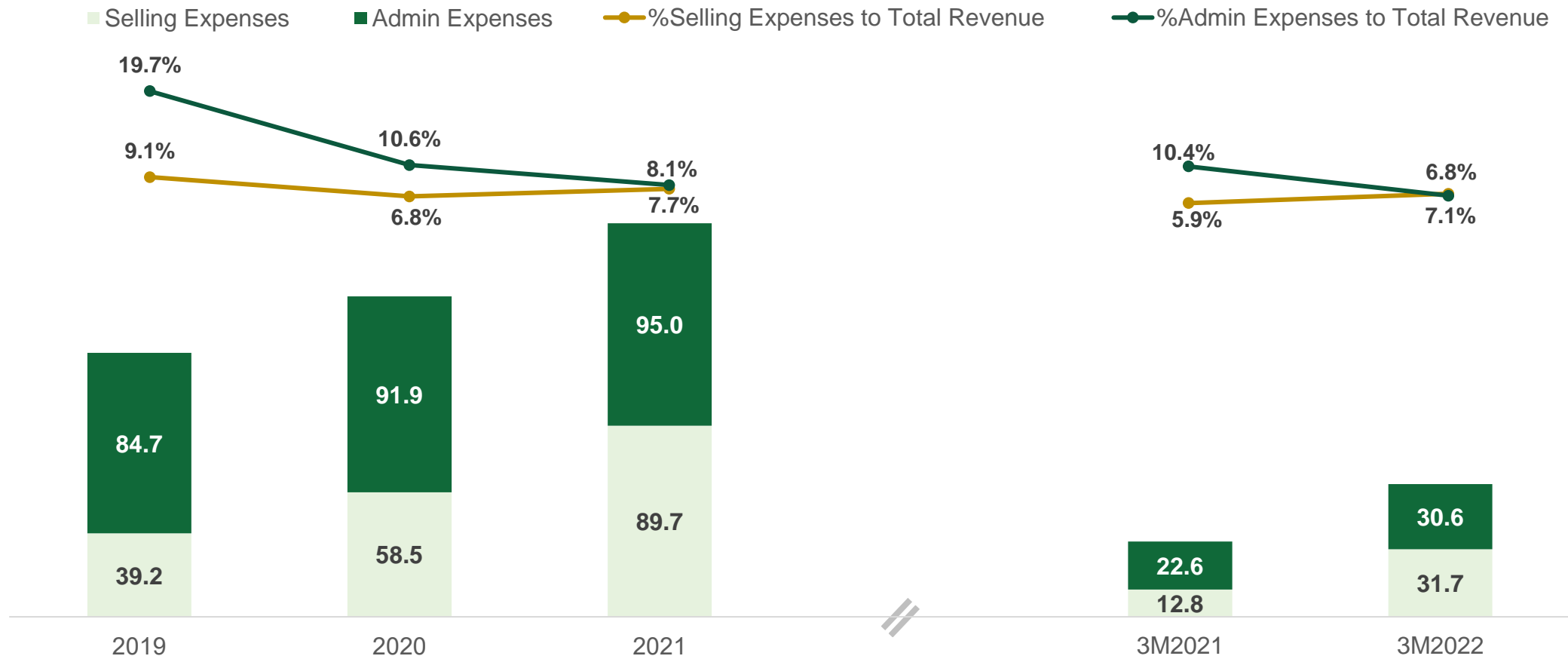


Financial Performance



(Unit : THB mm)

SG&A



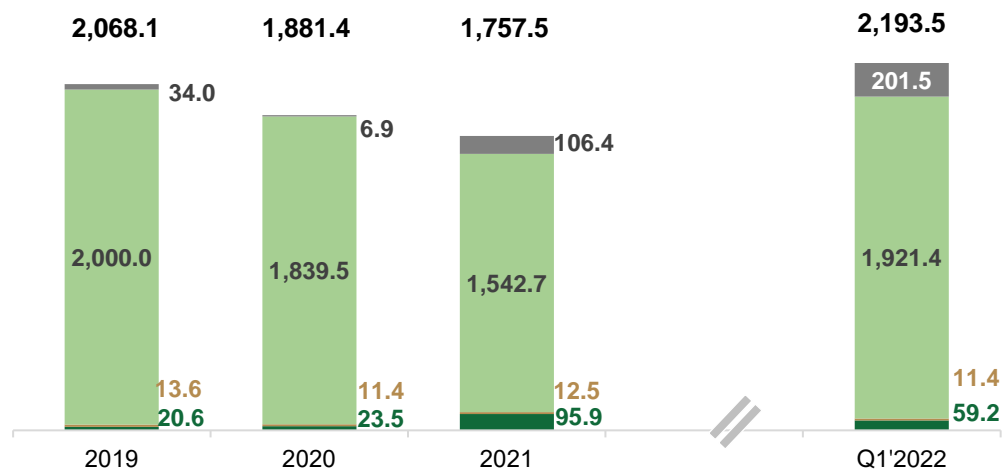
Financial Positions and Key Financial Ratios



Assets

(Unit : THB mm)

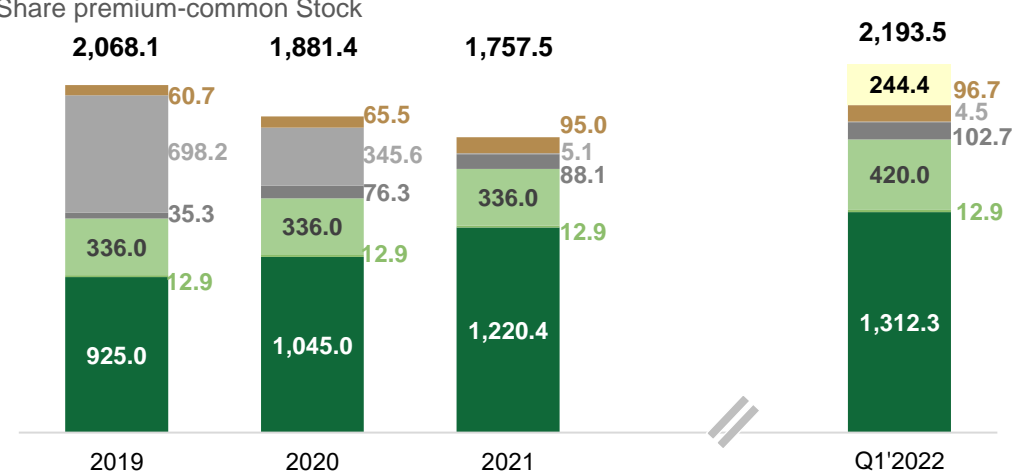
Others PPE & Intangible assets Inventories Cash and cash equivalent



Liabilities & Shareholders' Equities

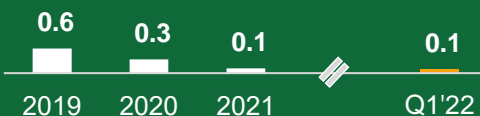
(Unit : THB mm)

Retained earning Surplus from share-based payment
 Paid-up capital Other liabilities
 Interest bearing debt Account payables
 Share premium-common Stock



Key Financial Ratios

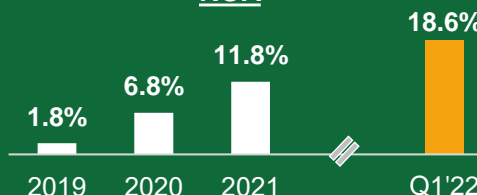
D/E Ratio



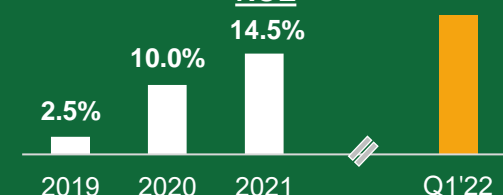
Current Ratio



ROA



ROE





IV. Our Cost Control Measures

Cost Control

- PEACE has partners that have been dealing with for long time
- Most of construction materials prices are fixed until the end of project
- Selling Prices were adjusted corresponding to the rising costs.
- Recently, PEACE signed MOU with SCG, switching to precast concrete system in doing construction.

Construction period ↓
reduced from 6-7 months
to 4 months

Cost of fund ↓



V. New projects to be launched


Future Projects



Total

Project 3 Projects	Project Value 3,045 THB mm.	Unit 519 Unit
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**Targeted
opening period**

3Q2022	1Q2023	4Q2023
Cherene KrungthepKrita - Romklao 648 MB / 83 Unit	CHEREA VICINITY Ratchapruek - Jetsadabordhin 1,845 MB / 298 Unit	 Ratchapruek - Rama 5 552 MB / 138 Unit

Future Projects (Cont.)



Cherene

CHEREA VICINITY



KrungthepKrita - Romklao

Location	Lat Krabang, Bangkok
Status	development and construction
Project size	20 - 1 - 91.4 rai
Product type	Detached house
Average selling price	Approximately THB 6.7 – 8.9 mm. per unit

Ratchapruek - Jetsadabordhin

Location	Mueang, Nonthaburi
Status	development and construction
Project size	40 - 3 – 94 rai
Product type	Product mixed (Townhome, Twin houses and Detached house)
Average selling price	Approximately THB 4.5 – 10.5 mm. per unit

Ratchapruek - Rama 5

Location	Bang Kruai, Nonthaburi
Status	expected to transfer land ownership in 4Q2022
Project size	12 - 2 - 47.8 rai
Product type	2-storey and 3-storey townhome
Average selling price	Approximately THB 3.5 – 4.5 mm. per unit

IPO

334,320,000 Baht

**Use of IPO
Proceeds**

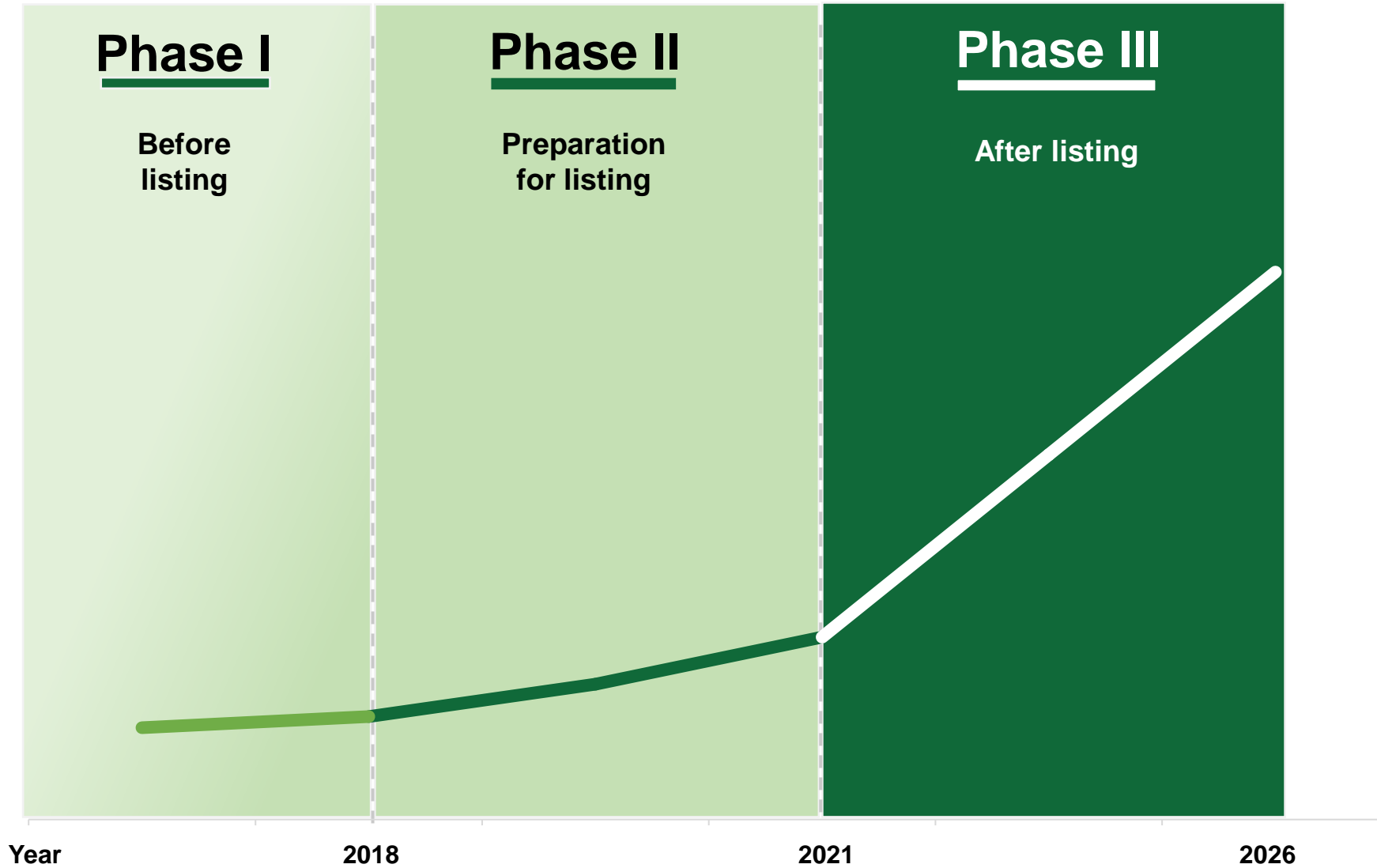
Land acquisition for new real estate projects

→ March 2022: CHEREA VICINITY Ratchapruek - Jetsadabordhin



VI. Plan for Growth

Plan for Growth



Keys Profit Drivers for the Next Five Years

Speedy acquisition and accumulation of lands



More lands holding every year to support sustained growth



Building a Strong Brand



Financial Projection



5 years plan

Double Revenue with in 3 year

Triple Revenue with in 5 year

1,164.82

2,3XX

3,5XX

THB.m

Year

2021

2024F

2026F

Thank You
