

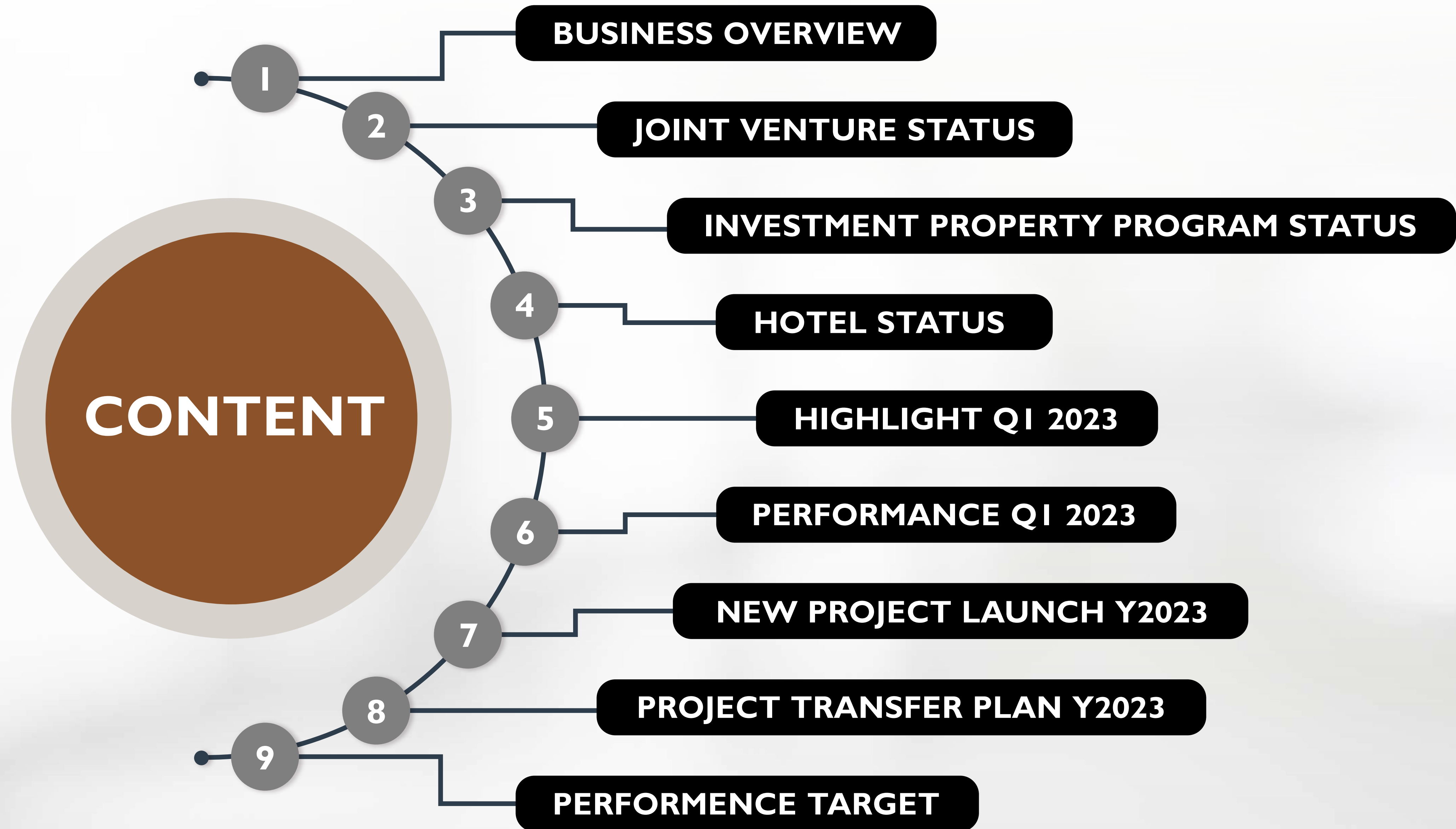


OPPORTUNITY DAY | RESULT Q1 2023

18 MAY 2023



RIGIN



BUSINESS OVERVIEW

ORIGIN BUSINESS OVERVIEW

RESIDENTIAL CONDOMINIUM & HOUSING



26 PROJECTS
82,853 MB / 11,872 UNITS



66 PROJECTS
72,264 MB / 30,461 UNITS



23 PROJECTS
25,403 MB / 10,891 UNITS



50 PROJECTS
59,006 MB / 9,767 UNITS

TOTAL 165 PROJECTS
VALUE 239,526 MB
62,546 UNITS

RECURRING HOSPITALITY & TOURISM

HOTEL



	PROJECTS	KEYS	MB*
TOTAL	36	10,389	38,000
HOTEL & WELLNESS	19	5,934	38,000
HAMPTON	17	4,455	-

*ESTIMATE BY REIT VALUE

RETAIL SPACE



10 LOCATIONS 36,400 SQ.M.

OFFICE SPACE



3 PROJECTS 89,000 SQ.M.

SERVICE



150 PROJECTS
34,000 FAMILIES

NEW BUSINESS ORIGIN NEXT LEVEL



ORIGIN GUNKUL ENERGY
(ORIGIN & GUNKUL)



JOINT VENTURE **STATUS**

CONDOMINIUM

29 PROJECTS

67,491 MB

(INCLUDED JV LANDLORD 5 PROJECTS)



HOUSE

14 PROJECTS

18,255 MB

(INCLUDED JV LANDLORD 8 PROJECTS)



JOINT
VENTURE
STATUS

HOTEL & OFFICE

12 PROJECTS

23,850 MB*

(INCLUDED JV LANDLORD 4 PROJECTS)



WAREHOUSE

5 PROJECTS

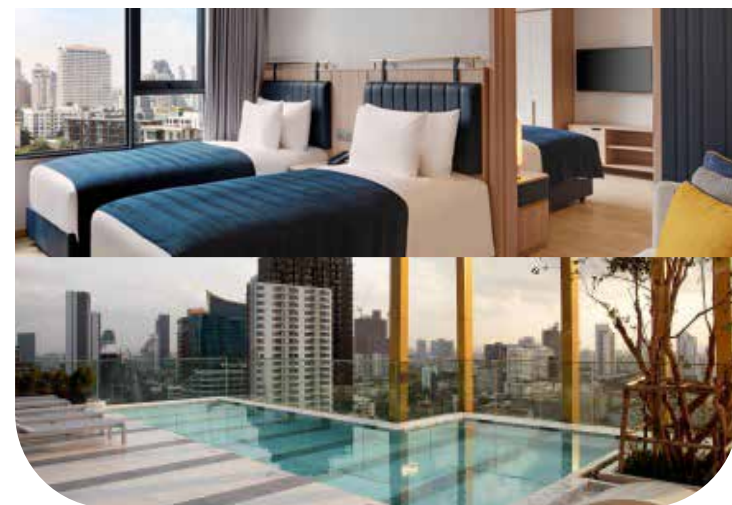
5,070 MB*



*ESTIMATED REIT VALUE

HOTEL **STATUS**

HOTEL STATUS



AN IHG® HOTEL

BANGKOK THONGLOR

THONGLOR

HOTEL 303 KEYS

AVERAGE OCCUPANCY RATE ~90%



Holiday Inn
& Suites

SRIRACHA

HOTEL 347 KEYS

AVERAGE OCCUPANCY RATE ~74%



HUAHIN

HOTEL 200 KEYS

AVERAGE OCCUPANCY RATE ~45%



PHUKET

HOTEL 258 KEYS

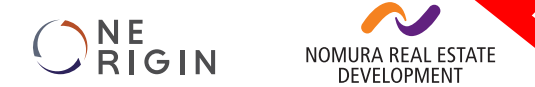
AVERAGE OCCUPANCY RATE ~89%



KRABI

HOTEL 206 KEYS

AVERAGE OCCUPANCY RATE ~54%



NEW



AN IHG® HOTEL

BANGKOK SUKHUMVIT

SUKHUMVIT 24

HOTEL & SERVICE APARTMENT
411 KEYS

AVERAGE OCCUPANCY RATE ~48%

INVESTMENT PROPERTY

PROGRAM STATUS

HAMPTON BRAND MANAGED BY INVESTMENT PROPERTY 2,705 UNITS

HHR HAMPTON
HOTEL & RESIDENCE
MANAGEMENT

Q2 2021



HAMPTON SUITE
SRIRACHA (DUSIT)

239 UNITS

SOLD OUT

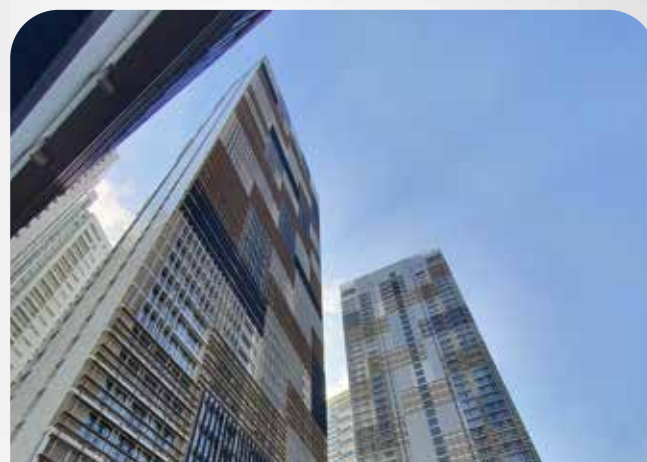
Q3 2021



HAMPTON THE
OCEAN SRIRACHA

90 UNITS

SOLD OUT



HAMPTON
EMPORIUM

181 UNITS

ACCUMULATED
PRESALE **75%**



HAMPTON SUITE
RAYONG

248 UNITS

ACCUMULATED
PRESALE **83%**



HAMPTON
SAMUTPRAKAN

204 UNITS

ACCUMULATED
PRESALE **46%**



HAMPTON RESIDENCE
PHAYATHAI

169 UNITS

ACCUMULATED
PRESALE **29%**

Q1 2022



HAMPTON NOTTING HILL
RAYONG

230 UNITS

ACCUMULATED
PRESALE **84%**



HAMPTON RESIDENCE
THONGLOR

196 UNITS

ACCUMULATED
PRESALE **46%**

Q2 2022



BRIXTON CAMPUS
BANGSAEN

145 UNITS

SOLD OUT



BRIXTON KASET
SRIRACHA CAMPUS

329 UNITS

ACCUMULATED
PRESALE **75%**

Q2 2022



ORIGIN PLACE
BANGNA

239 UNITS

ACCUMULATED
PRESALE **95%**



BRIXTON
RAYONG

279 UNITS

SOLD OUT



ORIGIN PLAY
BANGSAEN

156 UNITS

SOLD OUT

ACCUMULATED PRESALE AS OF MAR 23

HIGHLIGHT

Q1 2023

HIGHLIGHT Q1 2023

1

ALL TIME HIGH
PRESALE

12,004 MB
(+47% YOY, +3% QOQ)

27%
OF YEARLY TARGET

2

NEW
JV PROJECT

15 PROJECTS **16,515** MB

5 CONDOMINIUM PROJECTS **6,760** MB
6 HOUSE PROJECTS **6,985** MB
2 RECURRING PROJECTS **1,680** MB
2 WAREHOUSE PROJECTS **1,090** MB

NEW **9** PARTNERS

3

OPERATE
NEW HOTEL


AN IHG® HOTEL
BANGKOK SUKHUMVIT

411 KEYS
ESTIMATED REIT VALUE

4,500 MB

4

OPERATE
1ST WAREHOUSE


INDUSTRIAL SOLUTIONS

ALPHA KM.22

20,000 SQ.M.
ESTIMATED REIT VALUE

750 MB

5

TRANSFER
ACTIVITIES

4,430 MB
(+31% YOY)

NET PROFIT

798 MB
(+8% YoY)

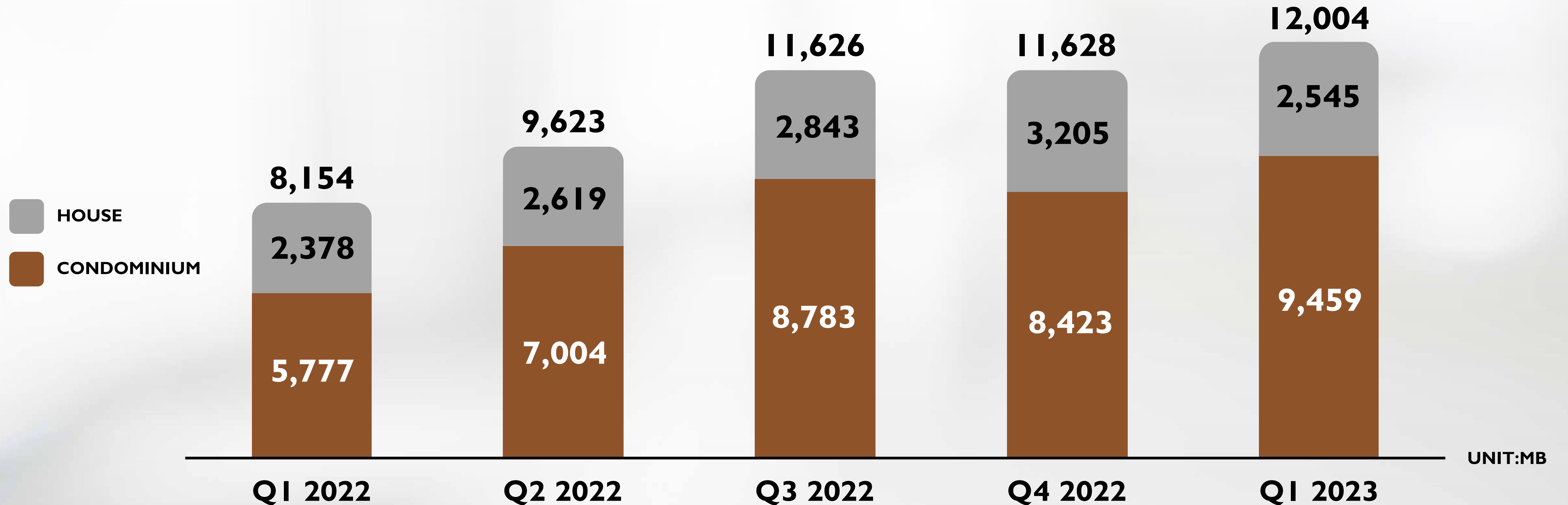
ALL TIME HIGH PRESALES

PRESALE Q1 2023 | 12,004 MB

(+47% YOY, +3% QOQ)

▲ +47% YOY

▲ +3% QOQ



NEW JOINT VENTURE PROJECT IN Q1 2023

NEW

5 PROJECTS
6,760 MB

(INCLUDED JV LANLORD
3 PROJECTS)

CONDOMINIUM

NEW

6 PROJECTS
6,985 MB

(INCLUDED JV LANLORD
6 PROJECTS)

HOUSE

NEW

2 PROJECTS
1,680 MB*

(ALL PROJECT ARE
JV LANLORD)

HOTEL & OFFICE

NEW

2 PROJECTS
1,090 MB*

WAREHOUSE

*ESTIMATED REIT VALUE

OPERATED NEW HOTEL



AN **IHG**® HOTEL

BANGKOK SUKHUMVIT

**STAYBRIDGE SUITES BANGKOK SUKHUMVIT
FOUR-STAR HOTEL INCLUDE 24/7 SERVICES**

LOCATION

SUKHUMVIT 24



**PHROM PHONG
BTS STATION**

HOTEL

**411
KEYS**

NEARBY AMENITIES

- EMQUARTIER
- EMPORIUM
- SAMITIVEJ HOSPITAL
- ASOKE
- EMBASSY
- AND MANY MORE

OPERATED 1ST WAREHOUSE



ALPHA KM. 22

**MULTI – TEMPERATURE COLD STORAGE
& TEMPERATURE CONTROLLED WAREHOUSE**

LOCATION

**BANGNA KM.22
SAMUTPRAKARN**

STORAGE CAPACITY

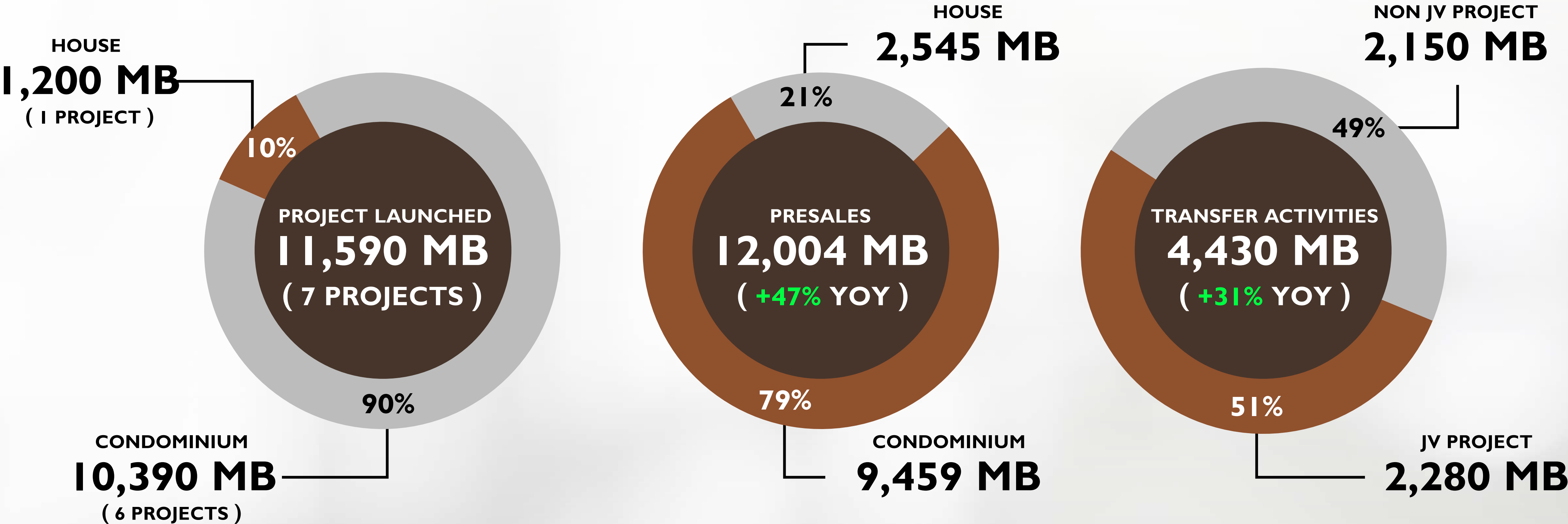
**20,000
SQ.M.**



PERFORMANCE

Q1 2023

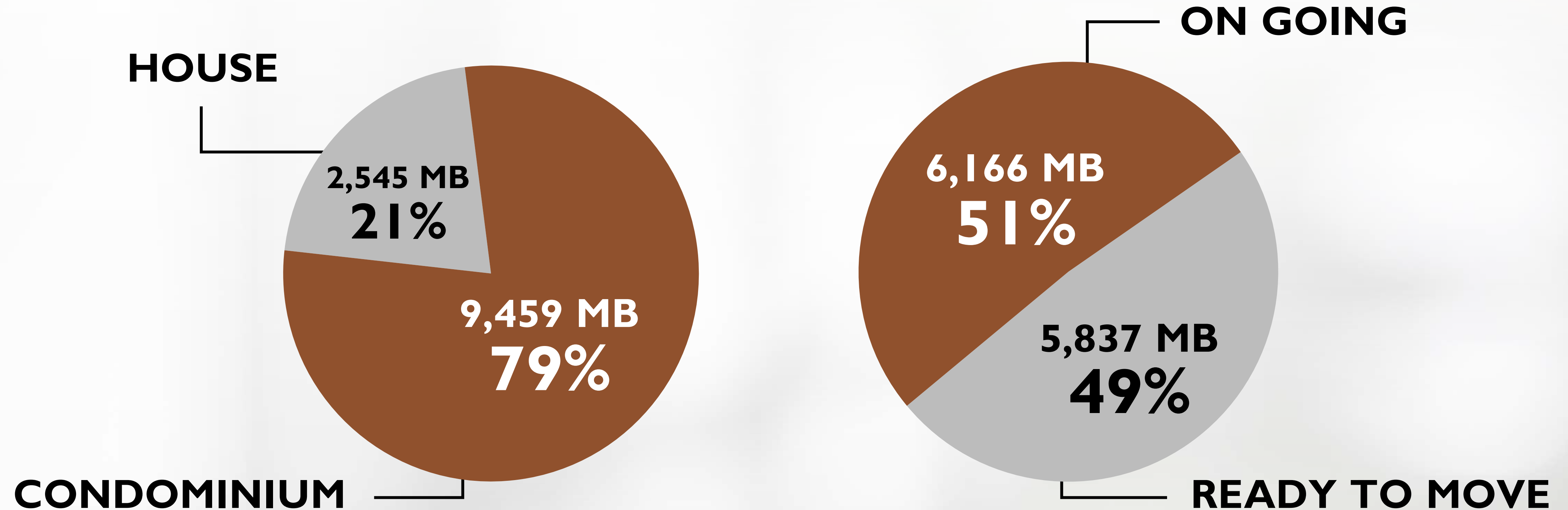
PERFORMANCE Q1 2023



TOTAL REVENUE 3,662 MB

NET PROFIT 798 MB
(NPM 22%)

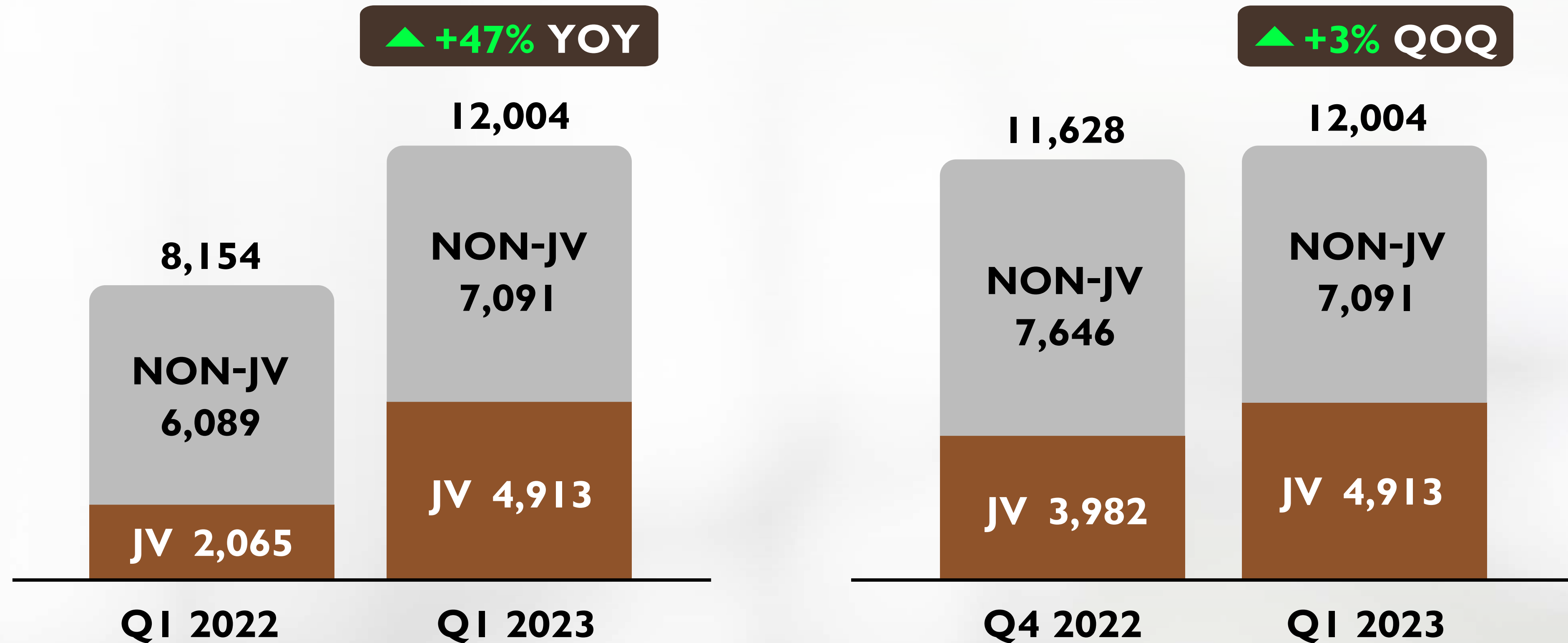
PRESALE Q1 2023



ALL TIME HIGH 12,004 MB

(+47% YOY, +3% QOQ)

PRESALE Q1 2023



ALL TIME HIGH **12,004 MB**

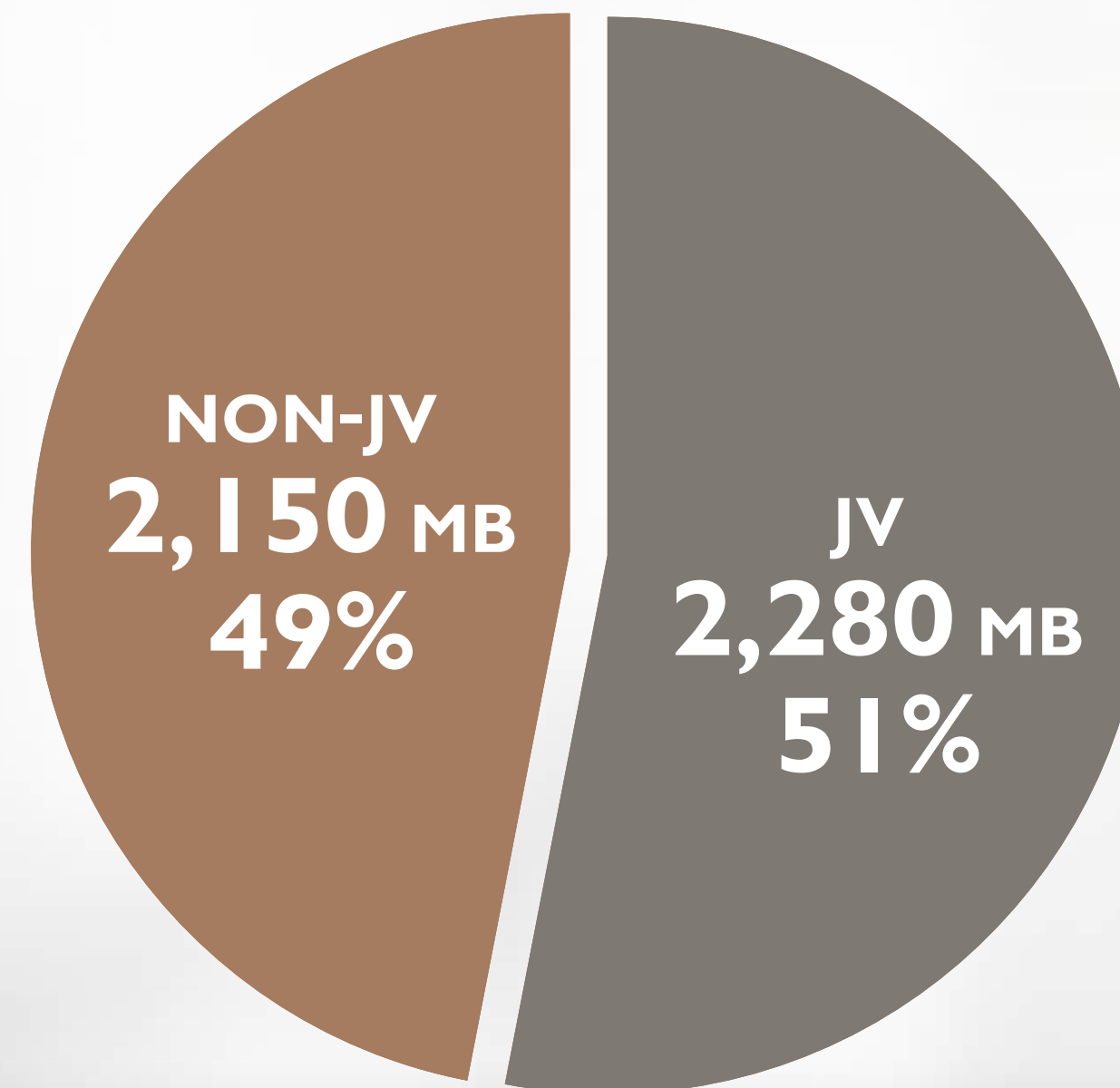
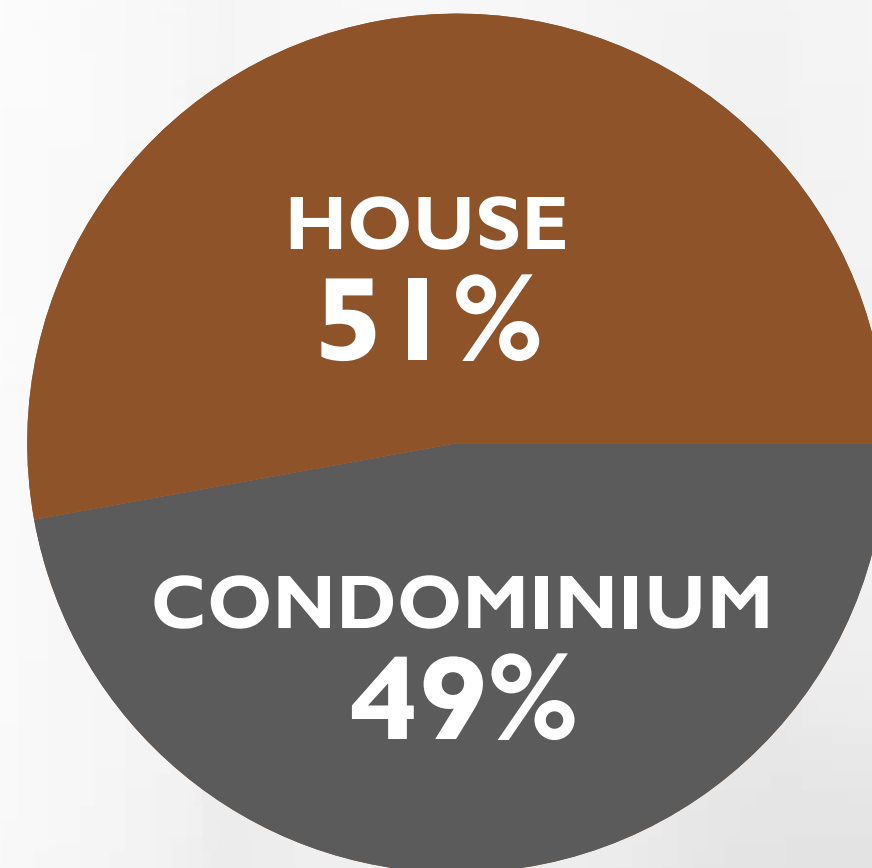
(+47% YOY, +3% QOQ)

TRANSFER ACTIVITY Q1 2023

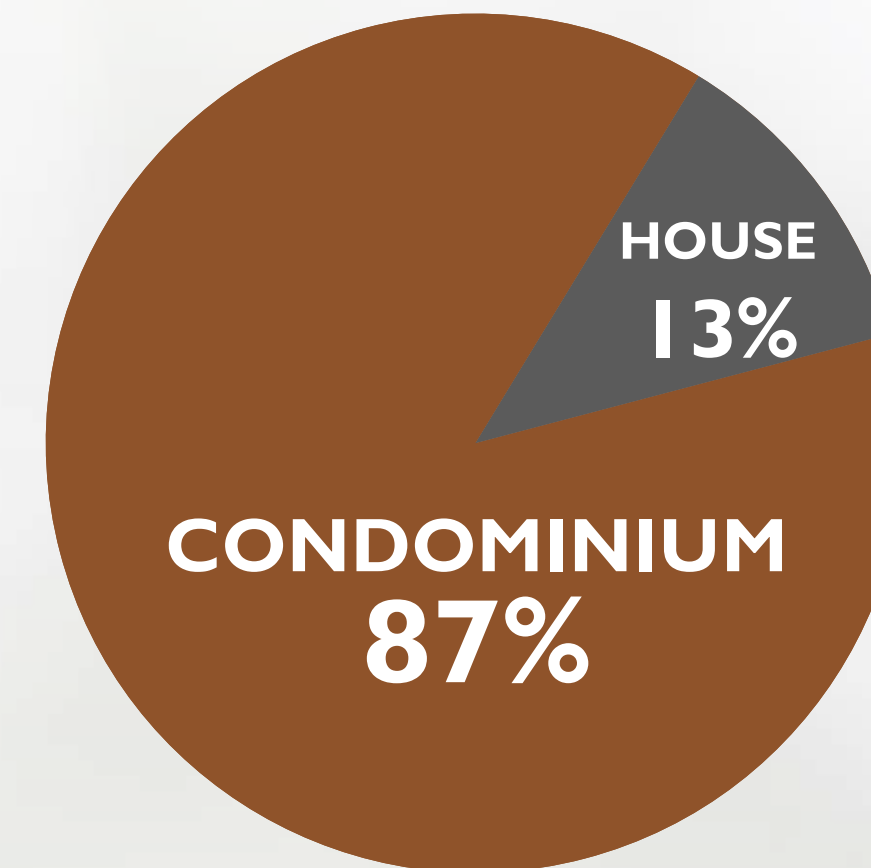
4,430 MB

+31% YOY

NON-JV PROJECT



JV PROJECT



KNIGHTSBRIDGE
PRIME ONNUT

KNIGHTSBRIDGE
SUKHUMVIT THEPHARAK

KNIGHTSBRIDGE
SPACE
RATCHAYOTHIN

PARK ORIGIN
THONGLOR

HAMPTON
SRIRACHA

PARK ORIGIN
CHULA - SAMYAN

ORIGIN
Plug & Play
Ladprao Interchange

BRITANIA
Home
BANGNA KM.17

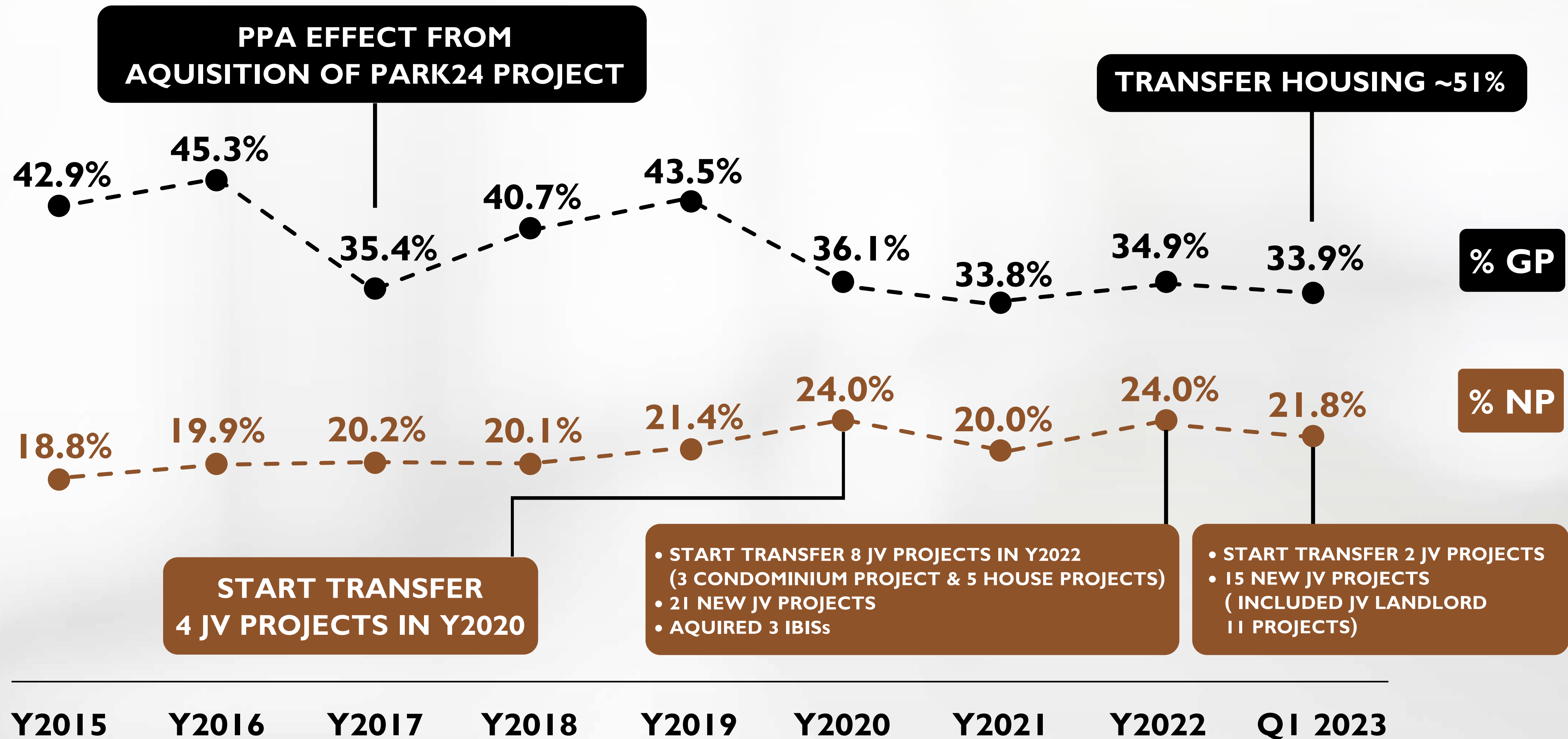
BRITANIA
AMATA-PHANTHONG

BRITANIA
TOWN
BANGNA KM.17

GRAND
BRITANIA
KHUKHOT STATION

GRAND
BRITANIA
BANGNA KM.35

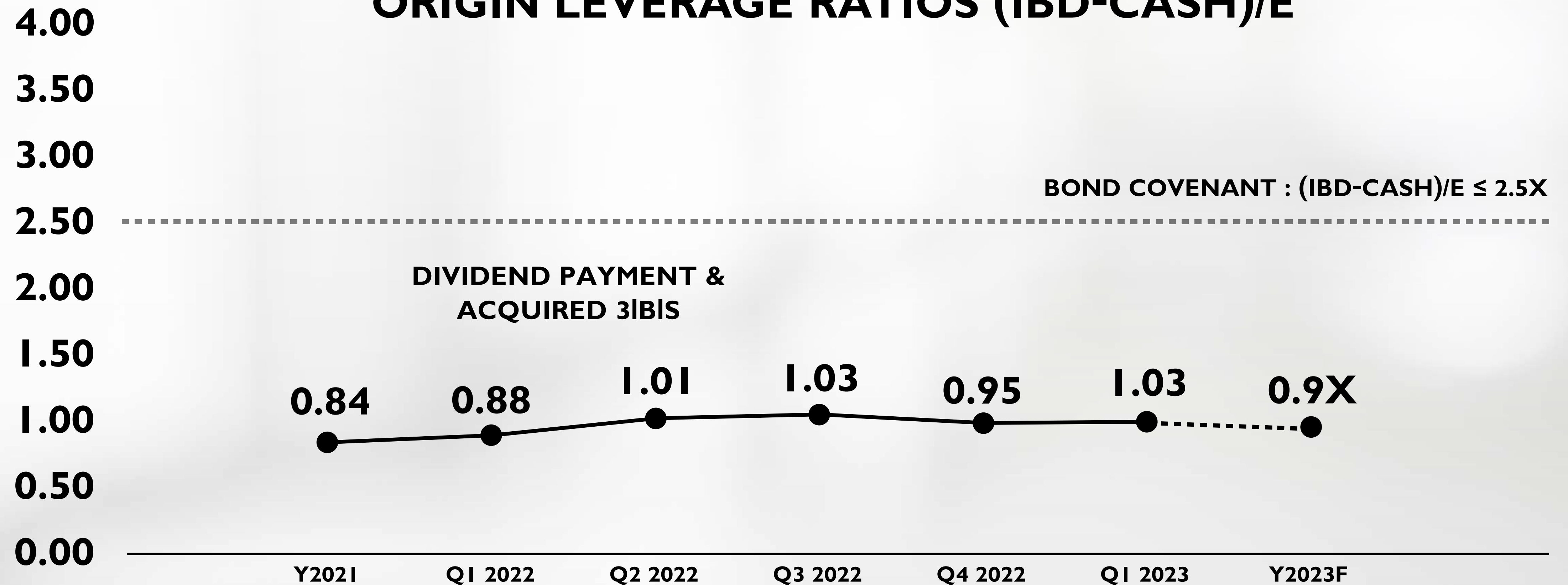
PROFITABILITY RATIO Q1 2023



ORIGIN LEVERAGE RATIO Q1 2023

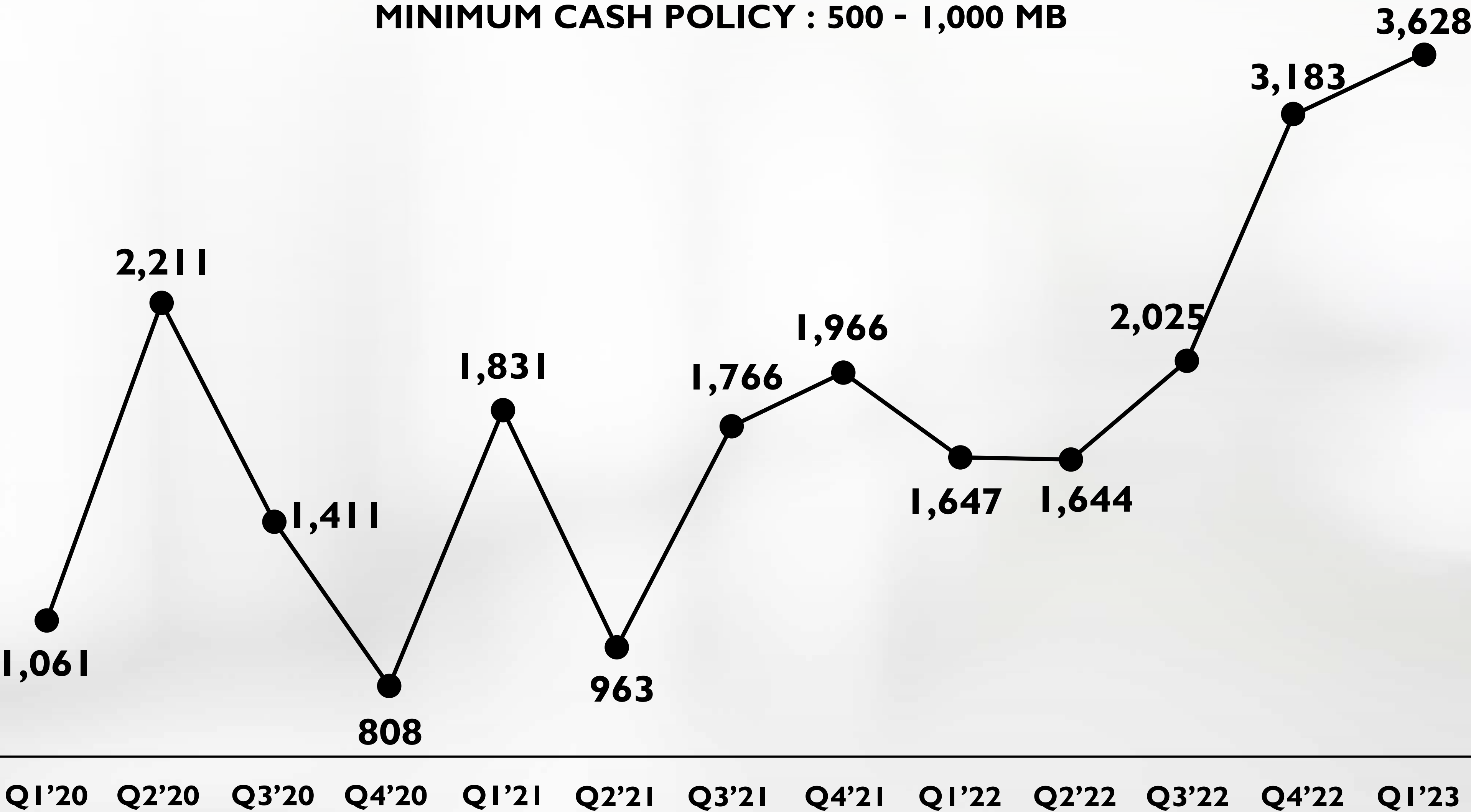
IBD/E CONTINUOUSLY LOWER THAN BANK / BOND COVENANT

ORIGIN LEVERAGE RATIOS (IBD-CASH)/E



ENDING CASH BALANCE Q1 2023

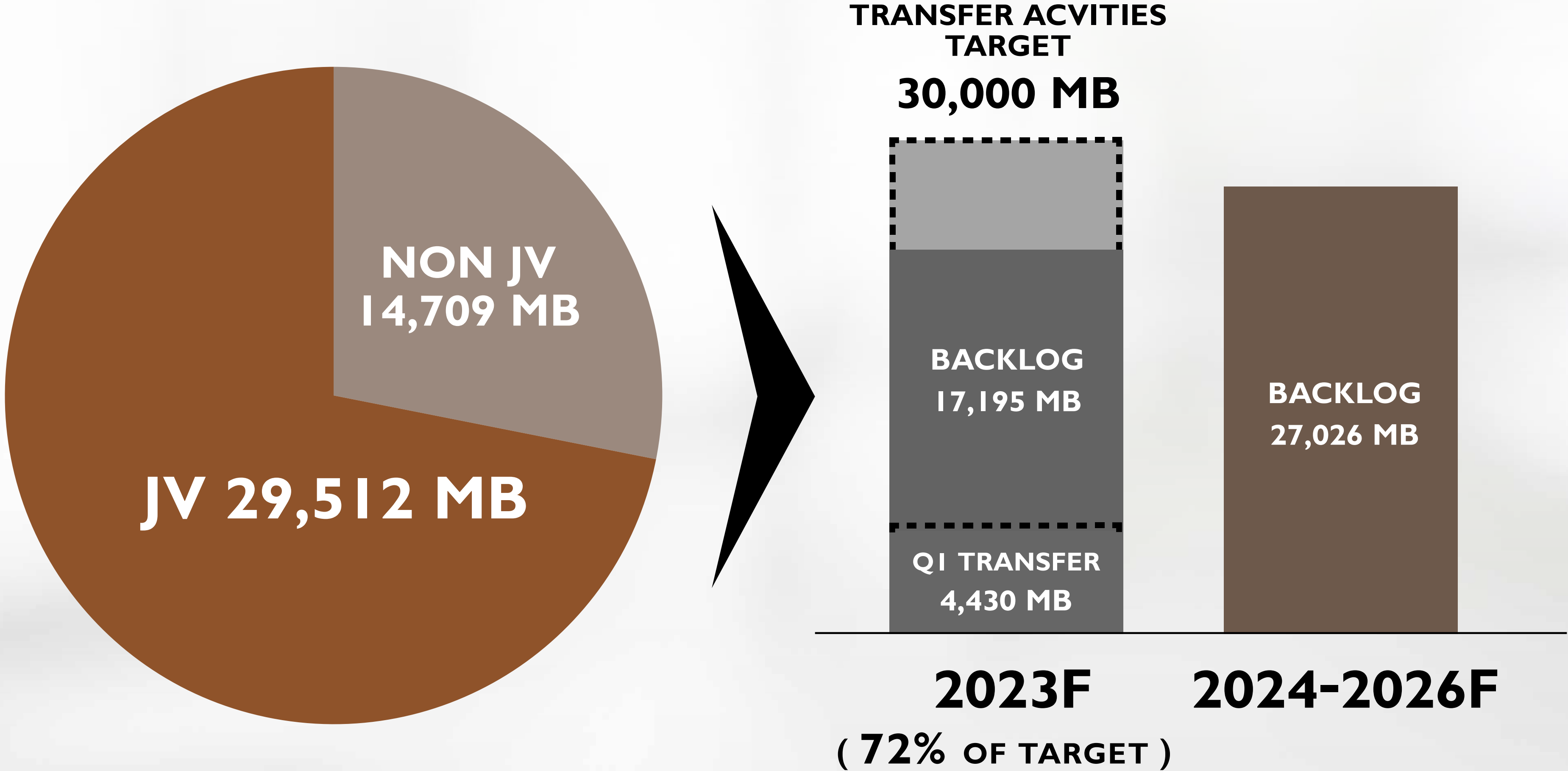
MINIMUM CASH POLICY : 500 - 1,000 MB



UNIT:MB

STRONG BACKLOG : 44,221 MB

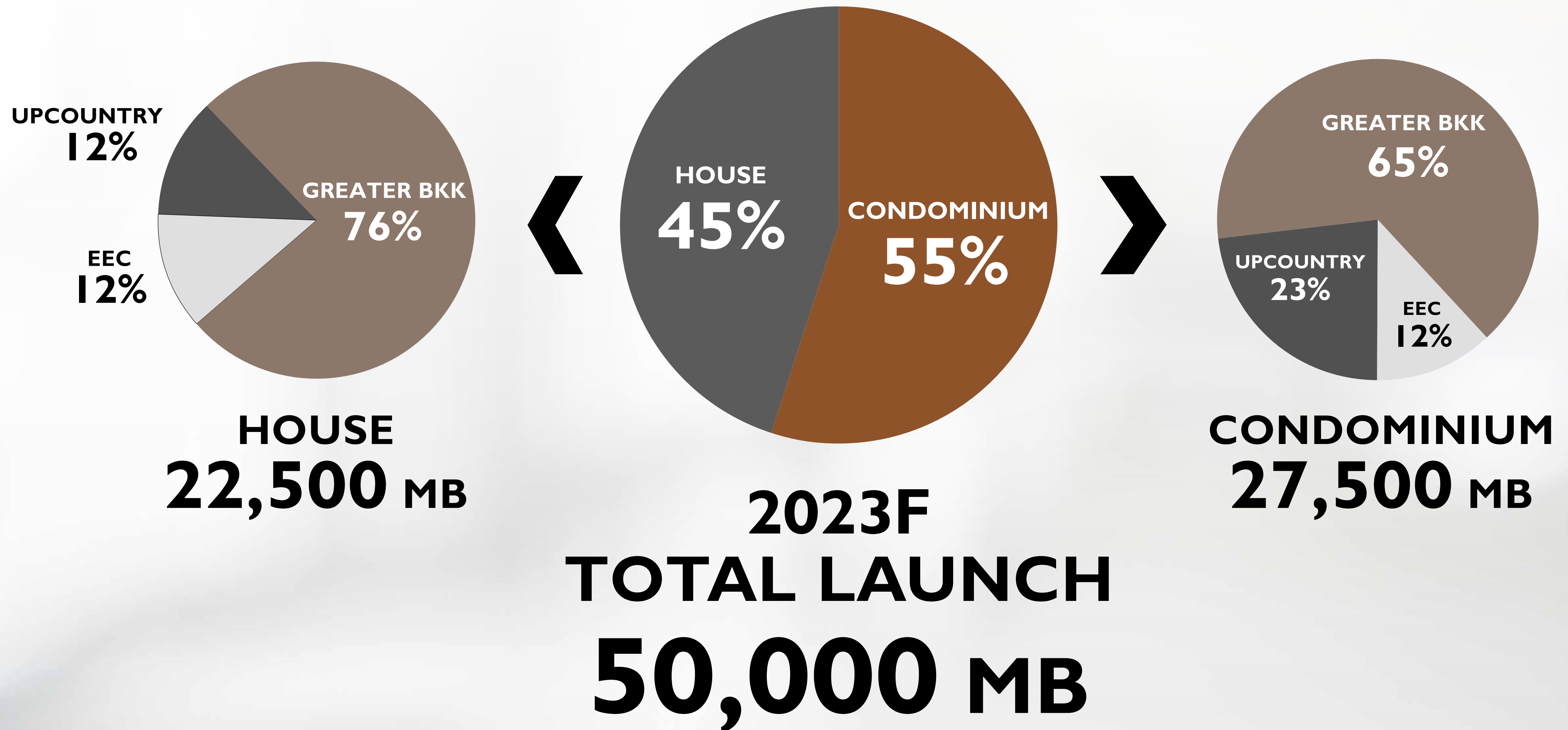
RECOGNIZE REVENUE 2023 - 2026F



PROJECT LAUNCH

Y2023

PROJECT LAUNCH IN 2023F



PROJECT LAUNCH IN 2023F

(CONDOMINIUM)

IH 2023

2H 2023

SO ORIGIN
SIRIRAJ

ORIGIN
PLACE
PHAHOL 59 STATION

— The —
ORIGIN
BANGKAE

ORIGIN
PLAY
SRI LASALLE STATION

ORIGIN
PLACE
RAMKHAMHAENG 153

— The —
ORIGIN
BANGNA-BANGPAKONG

ORIGIN
PLACE
PHETKASEM

— The —
ORIGIN
PATTAYA

KNIGHTSBRIDGE
SPACE
RAYONG

— The —
ORIGIN
CENTRAL PHUKET

— The —
ORIGIN
BANGSAEN

— The —
ORIGIN
CAMPUS KHON KAEN


GRAND HAMPTON
THONGLOR

**SOHO
BANGKOK**
SUKHUMVIT

SO ORIGIN
LASALLE

SO ORIGIN
KHAOYAI

SO ORIGIN
BANGTAO PHUKET

ORIGIN
PLACE
KHON KAEN

— The —
ORIGIN
THEPARAK-BANGPLI

ORIGIN
PLACE
HUAHIN

— The —
ORIGIN
PINKLAO

ORIGIN
PLAY
CHAENGWATTANA

PROJECT LAUNCH IN 2023F

(HOUSE)

IH 2023

BRITANIA
MALIWAN

BRITANIA
AYUTTHAYA

BRITANIA
THEPHARAK-SRINAKARIN

BRITANIA
BANGNA KM.39

BELGRAVIA
RATCHAPHUREK-NAKORNIN

BELGRAVIA
PHUTTHAMONTHON SAI 3

**GRAND
BRITANIA**
PRACHAUTHIT 76

**GRAND
BRITANIA**
THAWI WATTANA

**GRAND
BRITANIA**
RAYONG

**GRAND
BRITANIA**
CHAIYAPHUREK
CHANGWATTANA

2H 2023

BRITANIA
BANGNA-THEPHARAK

BRITANIA
WESTGATE

BRITANIA
PRACHAUTHIT 90

BRITANIA
MANGGON BURAPHA

BRITANIA
SRIVAREE

BRITANIA
MUANGTHONG
CHANGWATTANA

BRITANIA
RATCHAPHRUEK

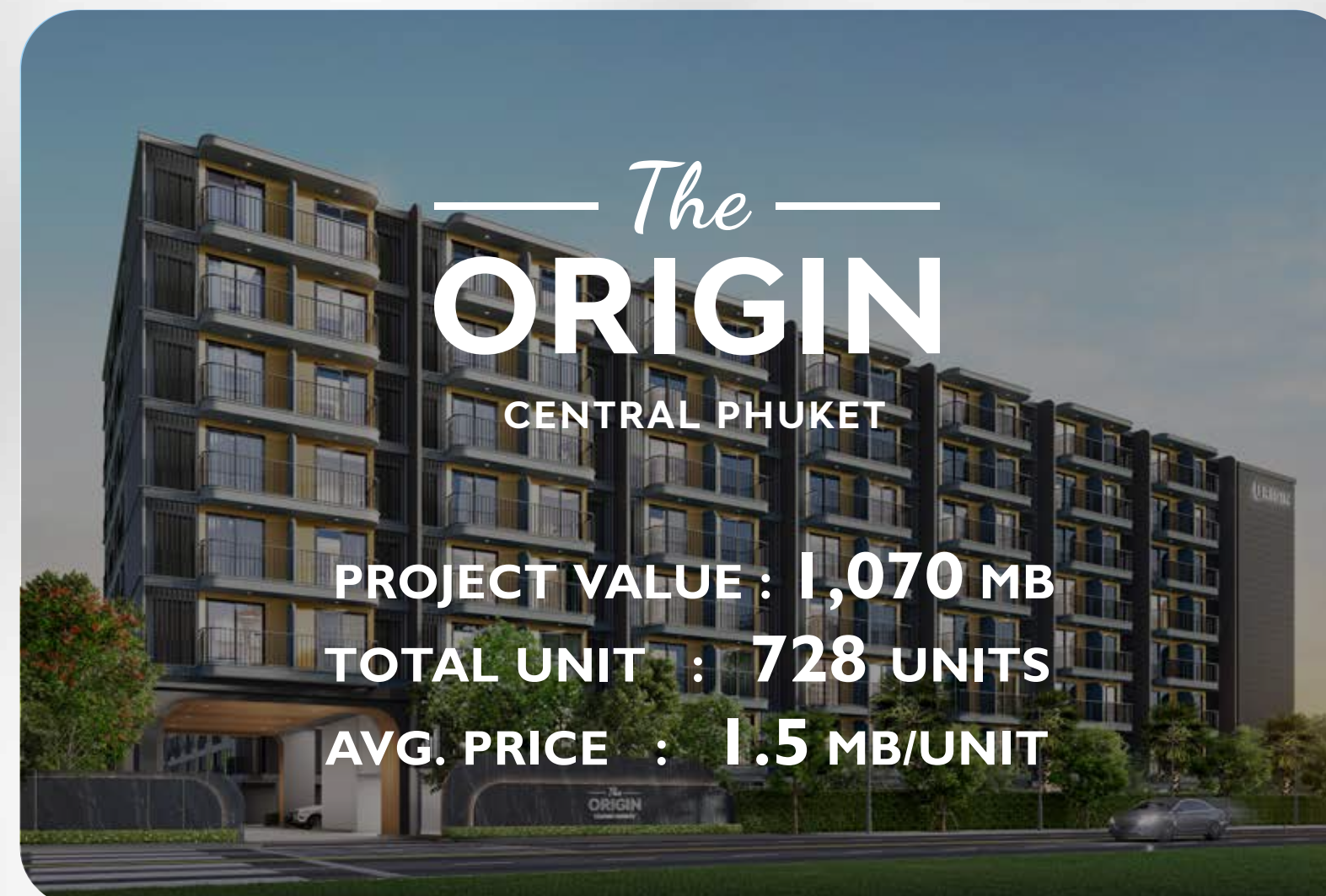
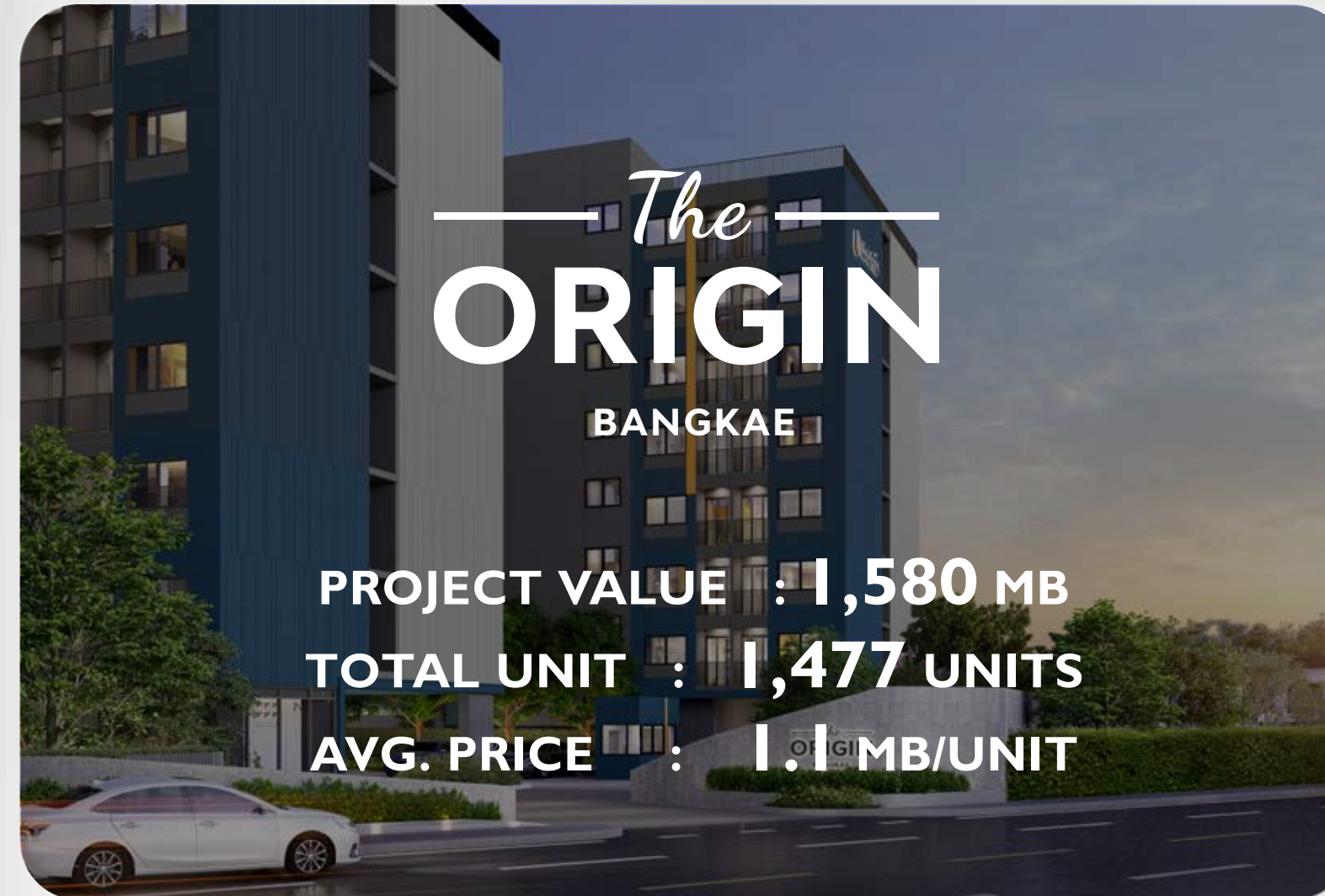
BRITANIA
SUKHUMVIT 76

BRIGHTON
— RATCHAPRUEK —
KANCHANAPISEK

BRIGHTON
— RATCHAPRUEK 345 —

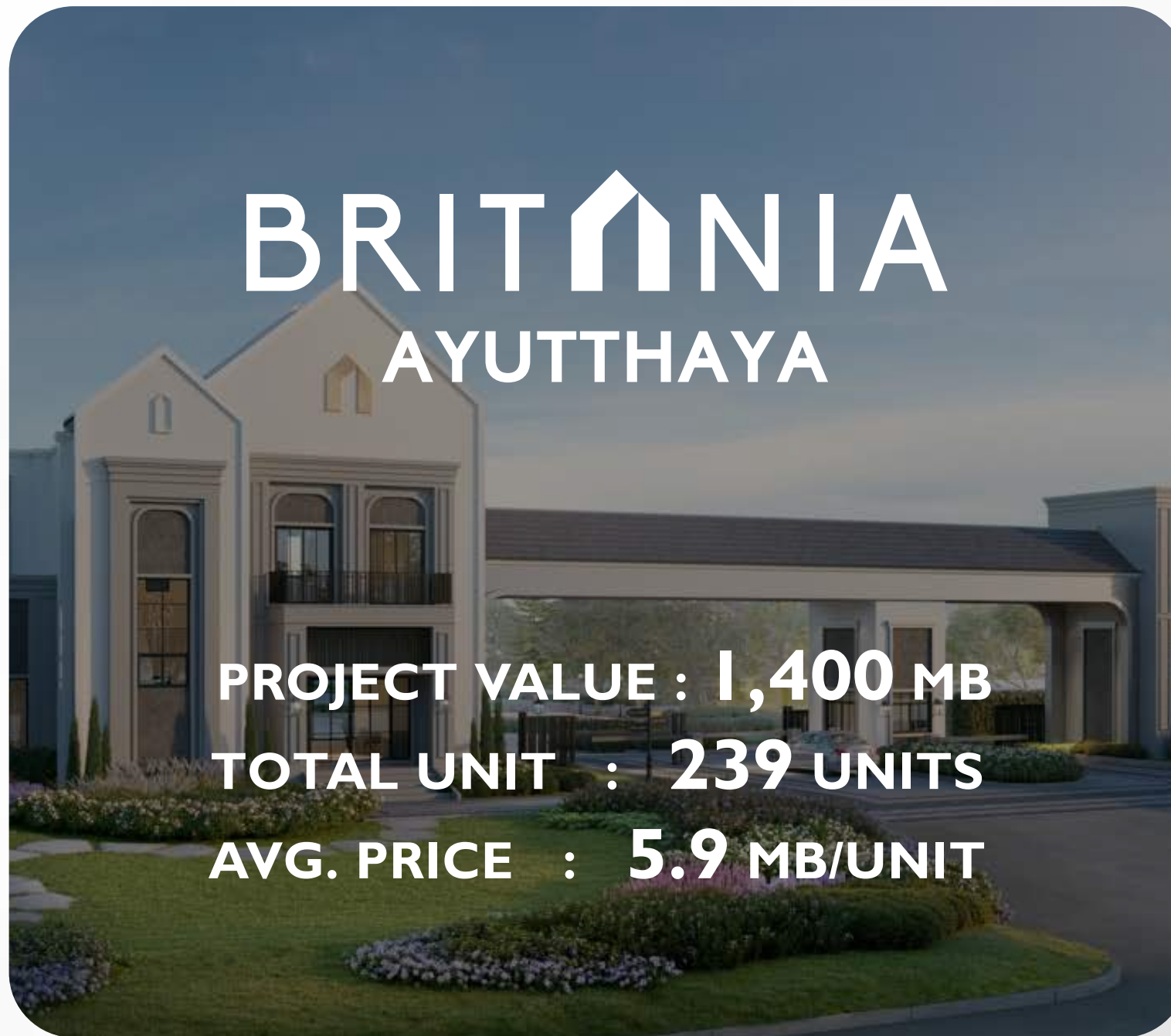
PROJECT LAUNCH IN Q2 2023

(CONDOMINIUM)



PROJECT LAUNCH IN Q2 2023

(HOUSE)



★ PROJECT HIGHLIGHT

SO ORIGIN SIRIRAJ



70 M. TO MRT FAI CHAI STATION
NEAR MRT-BTS INTERCHANGE 3 LINES

- MRT BLUE LINE
- BTS RED LINE
- BTS ORANGE LINE



HEART OF MEDICAL HUB

5 HOSPITALS NEAR BY

- SIRIRAJ HOSPITAL
- SIPH HOSPITAL
- THONBURI HOSPITAL
- VICHAIVEJ HOSPITAL
- PIYAVATE HOSPITAL



PRIVATE RESIDENCE
ONLY 256 RESIDENCES



SERVICE RESIDENCE
MANAGED BY CROWN RESIDENCE
HEALTH & WELLNESS SERVICE BY
ORIGIN HEALTHCARE PARTNERED
WITH NEARBY HOSPITALS

★ PROJECT HIGHLIGHT

— The —
ORIGIN

BANGKAE



CONNECTIVITY

- EASY TO ACCESS SKY TRAIN
- 1 KM. TO MRT BANG KAE STATION
- CONNECT TO CBD IN JUST 30 MINS
- SHUTTLE SERVICE TO MRT
- 650 M. TO BOAT SERVICE ALONG PASI-CHAROEN CANAL



SMART CITY

SMART LIFE SMART MOBILITY SMART LIVING

- SOLAR ENERGY
- EV STATION
- SHARING CAR
- ELECTRIC SCOOTER



SKY GARDEN

LIVING IN THE SKY GREENERY
FOR THE GOOD LIFE AT THE
ORIGIN BANG KAE



PET-FRIENDLY CONDOMINIUM

DESIGN FUNCTION AND
FACILITY FOR YOUR
BELOVED PET



MORE CONVENIENCE

VARIETY OF SHOPS AND
RESTAURANTS IN THE
PROJECT



BEST PRICE

BEST PRICE
FOR LIVING AND INVESTMENT
WITH A YIELD OF 6%

★ PROJECT HIGHLIGHT

— The —
ORIGIN

PATTAYA



SMART LIFE

MIXED-USE COMMUNITY

RETAIL, HOTEL AND CONDOMINIUM

CONVENIENCE BY TECHNOLOGY

EV CHARGER, SOLAR CELL AND ELECTRIC SCOOTER

SMART WORK

WORK FROM ANYWHERE

COMMON AREA AND CO-WORKING SPACE

SMART HEALTH

24/7 FITNESS AND SPORT AREA

WITH- NANO-E-X TECHNOLOGY

PROVIDING CLEAN AND FRESH AIR

★ PROJECT HIGHLIGHT

— The —
ORIGIN

BANGSAEN



**AFFORDABLE PRICE
WITH GOOD QUALITY**

**START PRICE
1.39 MB**



**LOCATED NEARLY
LIFESTYLE MALL & COLLEGE**

900 M. TO THE PARK IN MARKET
1.3 KM. TO LEAMTONG SHOPPING PLAZA
1.5 KM. TO BURAPHA UNIVERSITY
2.0 KM. TO NONG MON MARKET
2.4 KM. TO BANGSAEN BEACH



**A LARGER
OPEN GREEN COURT
FACILITIES**

★ PROJECT HIGHLIGHT

— The —
ORIGIN

CENTRAL PHUKET

**AFFORDABLE PRICE
WITH GOOD QUALITY**



**BEST PRICE IN TOWN
START 1.29 MB**

THE CENTER OF PHUKET



IN THE HEART OF PHUKET
400 M. TO CENTRAL PHUKET FLORESTA
3.8 KM. TO PHUKET OLDTOWN

COMBINATION LIFESTYLE

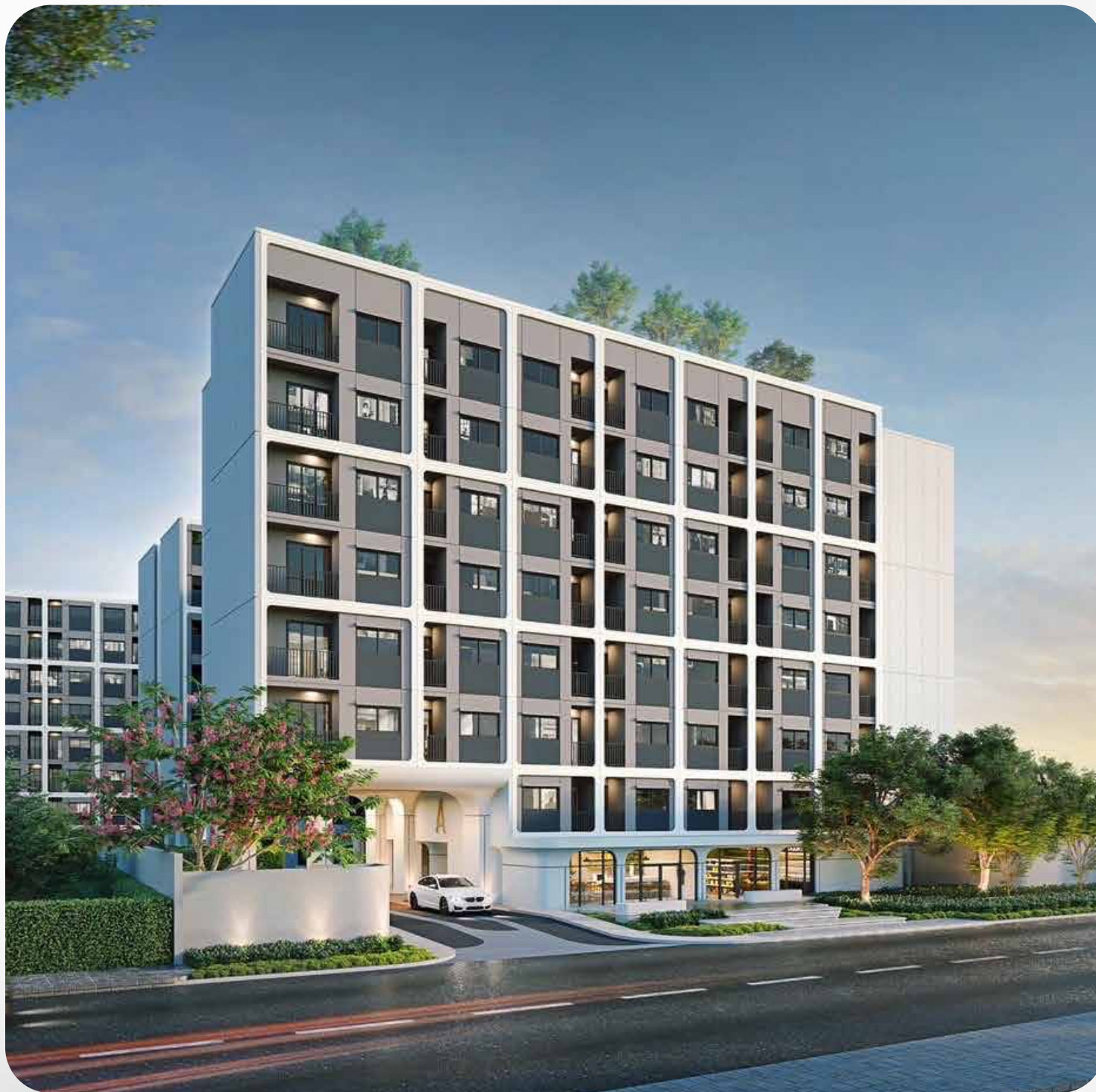


**IN BETWEEN OF
OLD TOWN & NEW TOWN**

★ PROJECT HIGHLIGHT

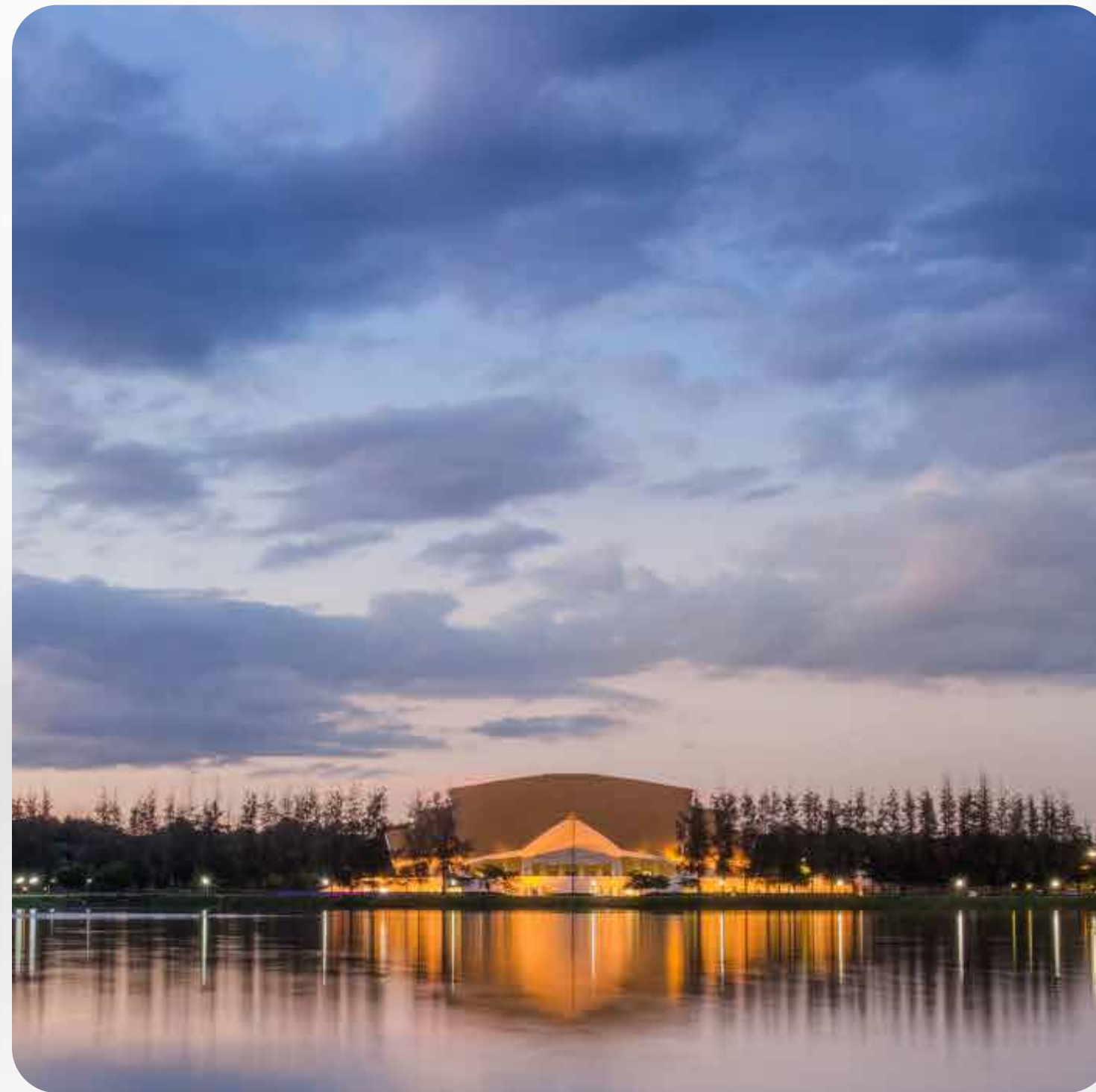
— The —
ORIGIN
CAMPUS KHON KAEN

**AFFORDABLE PRICE
WITH GOOD QUALITY**



START 1.19 MB

BEST LOCATION



**2 KM. TO KHON KAEN UNIVERSITY
7.6 KM. TO CENTRAL KHON KAEN**

**BEST FACILITIES
FOR CAMPUS LIFESTYLE**



**A LARGE FLEXIBLE
CO-WORKING SPACE**

★ PROJECT HIGHLIGHT

BRITANIA
AYUTTHAYA



**BANG PA IN - KORAT
MOTORWAY PROJECT**



**INDUSTRIALS HUB
A LARGE INVESTMENT PROJECT**

★ PROJECT HIGHLIGHT

BRITANIA
THE PHARAK-SRINAKARIN



MORE FACILITIES

10 FACILITIES AROUND THE PROJECT



NEAR MAIN ROAD

5 MINUTES TO EXPRESS WAY
CONNECT THE PARAK AND PHRAKSA RD.

★ PROJECT HIGHLIGHT

BRITANIA
BANGNA K.M.39



**ENGLISH GABLE STYLE
WELL REFINED AMIDST SERENE LIVING**

**WELLNESS VILLAGE
(NEUTRAL, GREENERY, SUSTAINABLE)**

**A HAVEN OF CALM IN THE CENTER OF THE CITY
THE BEST LOCATION CONNECT TO EEC ZONE**

TRANSFER PLAN

Y2023

PROJECT TRANSFER IN 2023

(CONDOMINIUM)

Q1 2023

PARK () RIGIN[▼]
CHULA - SAMYAN

ORIGIN[▼]
Plug & Play
Ladprao Interchange

Q2 2023

PARK () RIGIN[▼]
CHULA - SAMYAN

THE  RIGIN[▼]
E22 STATION

Q3 2023

PARK () RIGIN[▼]
CHULA - SAMYAN

THE  RIGIN[▼]
E22 STATION

SOHO BANGKOK[▼]
RATCHADA

Q4 2023

ORIGIN[▼]
Plug & Play
Ramkhamhaeng Triple Station

ORIGIN[▼]
Plug & Play
Ramintra

BRIXTON
KASET - SRIRACHA CAMPUS

BRIXTON
RAYONG

BRIXTON
CAMPUS BANGSAEN

PROJECT TRANSFER IN 2023

(HOUSE)

Q1 2023

BRITANIA
UDON DUSADEE

Q2 2023

BRITANIA
MALIWAN

BRITANIA
AYUTTHAYA

Q3 2023

**GRAND
BRITANIA**
PRACHAUTHIT 76

BRITANIA
THEPHARAK-SRINAKARIN

BRITANIA
BANGNA KM.39

Q4 2023

BELGRAVIA
RATCHAPHUREK-NAKORNIN

BELGRAVIA
PHUTTHAMONTHON SAI 3

**GRAND
BRITANIA**
THAWI WATTANA

BRITANIA
CHAIYAPHUREK
CHANGWATTANA

BRITANIA
PRACHAUTHIT 90

BRITANIA
BANGNA-THEPHARAK

BRITANIA
SRIVAREE

BRITANIA
SUKHUMVIT 76

BRITANIA
WESTGATE

BRIGHTON
— RATCHAPRUEK —
KANCHANAPISEK

BRIGHTON
— RATCHAPRUEK 345 —

PERFORMANCE TARGET

PERFORMANCE TARGET 2023F

PROJECT
LAUNCH

50,000_{MB}

+22% YOY

PRESALES

45,000_{MB}

+10% YOY

TRANSFER
ACTIVITIES

30,000_{MB}
(INCLUDED JV 22,754 / COIN 2,600 MB)

+62% YOY

TOTAL
REVENUE

19,000_{MB}

+21% YOY

HOTEL & WAREHOUSE
LAUNCH

30,000_{MB}
(UPCOMING DEVELOPMENT PROJECT)

ALL TIME HIGH

PERFORMANCE TARGET 2023-2025F

UNIT: MB	2022A	2023F	2024F	2025F
TOTAL REVENUE	15,741	19,000	22,000	26,000
REVENUE FROM SALE	11,676	15,000	18,000	22,000
NET PROFIT	3,775 (24%)	23% - 25%	23% - 25%	23% - 25%
*TRANSFER FROM JV PROJECT	6,832	15,XXX	15,XXX	15,XXX
IBD/E	1.11	1.1X	0.9X	0.8X



**5 AUGUST 2019
-
4 AUGUST 2022**

CERTIFIED

ANTI-CORRUPTION PROJECT (IOD)



2018

6 JUNE 2018

SUMIT DECLARATION FORM

THAI PRIVATE SECTOR COLLECTIVE ACTION
AGAINST CORUPPTION (IOD)



**2019
-
2022**



2021

25 NOVEMBER 2021

- THAILAND SUSTAINABILITY INVESTMENT INDEX (THSI INDEX)
- S STARS CGR



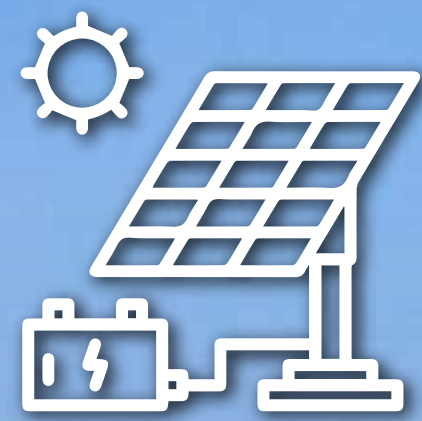
- RECERT - CAC
- THAILAND SUSTAINABILITY INVESTMENT INDEX (THSI INDEX)
- 5 STARS CGR



NET-ZERO CARBON TARGET

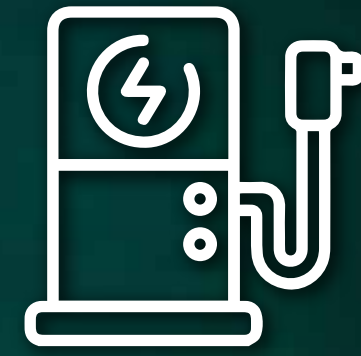
SUSTAINABLE DEVELOPMENT

ORIGIN NET-ZERO CARBON TARGET 2044F



SOLAR PANEL INSTALLATION

- ALL NEW FACILITIES
OF LOW-RISE PROJECTS
- 70% OF NEW SALE
GALLERY



EV CHARGER INSTALLATION

- ALL PROJECT START
TRANSFER IN THIS YEAR



WASTE REDUCTION

- DECREASE 10%
OF WASTE



ENVIRONMENTALLY FRIENDLY MATERIALS

- USE ENVIRONMENTALLY
FRIENDLY MATERIALS
5% AT LEAST



ELECTRICITY CONSUMPTION REDUCTION

- REDUCE ELECTRICITY
CONSUMPTION IN
OFFICES & SALE GALLERY
AT LEAST 10%



THANK YOU



ir@origin.co.th



+662 029 1936

APPENDIX

PROJECT LAUNCH IN 2023F

