



# ORIGIN OPPORTUNITY DAY Q1 2024

17 MAY 2024

**SO ORIGIN**  
BANGTAO BEACH



# CONTENT

- BUSINESS OVERVIEW
- JOINT VENTURE STATUS
- HOSPITALITY & TOURISM STATUS
- HIGHLIGHT Q1 2024
- PERFORMANCE Q1 2024
- NEW PROJECT LAUNCH Q2 2024
- PROJECT TRANSFER PLAN 2024F

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# **BUSINESS OVERVIEW**

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# ORIGIN BUSINESS OVERVIEW

## RESIDENTIAL CONDOMINIUM & HOUSING

### CONDO

ORIGIN  
**VERTICAL**

**133** PROJECTS  
VALUE **211,174** MB  
**66,734** UNITS

### HOUSE

BRITANNIA  
CRAFT a life you love

**62** PROJECTS  
VALUE **70,772** MB  
**10,981** UNITS

TOTAL **195** PROJECTS  
VALUE **281,946** MB  
**65,195** UNITS

## RECURRING HOSPITALITY & TOURISM

### HOTEL



	PROJECTS	KEYS	MB*
HOTEL & WELLNESS	16	3,069	25,204

\*ESTIMATE BY REIT VALUE

### RETAIL SPACE



**6** LOCATIONS **20,617** SQ.M.

### OFFICE SPACE

ORIGIN HOTEL SUKHUMVIT 24      ORIGIN HOTEL SANAMPAO

**2** PROJECTS **34,240** SQ.M.

## SERVICE

### PRE-LIVING SERVICE



### PRE-LIVING SERVICE



### LIVING & EARNING SERVICE



**196** PROJECTS  
**43,269** FAMILIES

## NEW BUSINESS ORIGIN NEXT LEVEL



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# JOINT VENTURE STATUS

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# JOINT VENTURE STATUS

## 112 PROJECTS 176,775 MB

CONDOMINIUM

**44 PROJECTS**

**88,844 MB**

( INCLUDED JV LANDLORD **12** PROJECTS )



HOUSE

**40 PROJECTS**

**44,780 MB**

( INCLUDED JV LANDLORD **28** PROJECTS )



HOTEL & OFFICE

**21 PROJECTS**

**37,831 MB\***

( INCLUDED JV LANDLORD **6** PROJECTS )



WAREHOUSE

**7 PROJECTS**

**5,320 MB\***








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# HOSPITALITY & TOURISM STATUS

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# HOSPITALITY & TOURISM STATUS

 <p><b>STAYBRIDGE SUITES THONGLOR</b></p> <p>OCCUPANCY RATE <b>91%</b></p>	 <p><b>STAYBRIDGE SUITES BANGKOK SUKHUMVIT</b></p> <p>OCCUPANCY RATE <b>83%</b></p>	 <p><b>IBIS HUAHIN</b></p> <p>OCCUPANCY RATE <b>66%</b></p>	 <p><b>IBIS PHUKET KATA</b></p> <p>OCCUPANCY RATE <b>93%</b></p>	 <p><b>IBIS STYLES KRABI AO NANG</b></p> <p>OCCUPANCY RATE <b>88%</b></p>
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 <p><b>HOLIDAY INN SRIRACHA</b></p> <p>OCCUPANCY RATE <b>53%</b></p>	 <p><b>WELLNESS STAY &amp; HOTEL SUKHUMVIT 107</b></p> <p>OCCUPANCY RATE <b>56%</b></p>	 <p><b>ONE ORIGIN PHUKET CHAOFA (BEEHIVE)</b></p> <p>OCCUPANCY RATE <b>48%</b></p>	 <p><b>ONE ORIGIN CHANGMAI NIMMAN (GREEN PALACE)</b></p> <p>OCCUPANCY RATE <b>26%</b></p>	 <p><b>INTERCONTINENTAL HOTEL (SUKHUMVIT)</b></p> <p>TRIAL STAY</p>	 <p><b>HOLIDAY INN EXPRESS RAYONG</b></p> <p>TRIAL STAY</p>
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PARTIAL RENOVATE

**11 HOTELS 2,657 KEYS VALUE 16,840 MB\***



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# HIGHLIGHT

**Q 1 2 0 2 4**

# HIGHLIGHT Q1 2024

1

**PRESALE 8,139 MB**

CONDOMINIUM	6,332 MB
HOUSE	1,870 MB

2

**TAKE UP RATE Q1 2024**  
**NEW LAUNCHES 2 PROJECTS**

**74%\***

\*OF UNIT LAUNCH

3

**NEW JV PROJECTS**  
**7 PROJECTS 10,858 MB**

2 CONDOMINIUM PROJECTS	3,932 MB
4 HOUSE PROJECTS	6,330 MB
1 HOTEL PROJECT	596 MB*

\*ESTIMATED REIT VALUE

4

**START OPERATED 4 WAREHOUSES**  
**LAEM CHABANG WH1-4 (36,500 SQ.M.)**

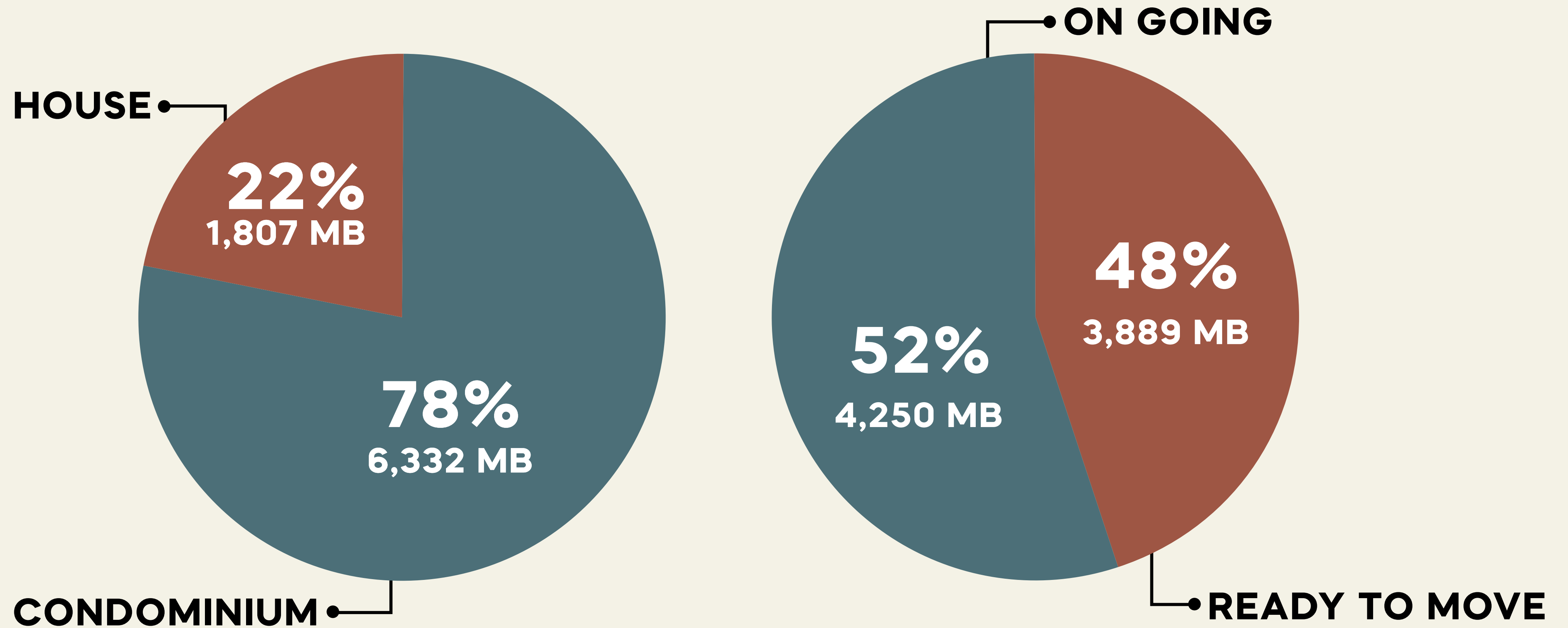


5

**TRANSFER ACTIVITIES**  
**2,920 MB**

**NET PROFIT**  
**464 MB**

# PRESALE Q1 2024



**TOTAL PRESALE 8,139 MB**

# SUCCESS OF LAUNCHING PROJECTS IN Q1 2024



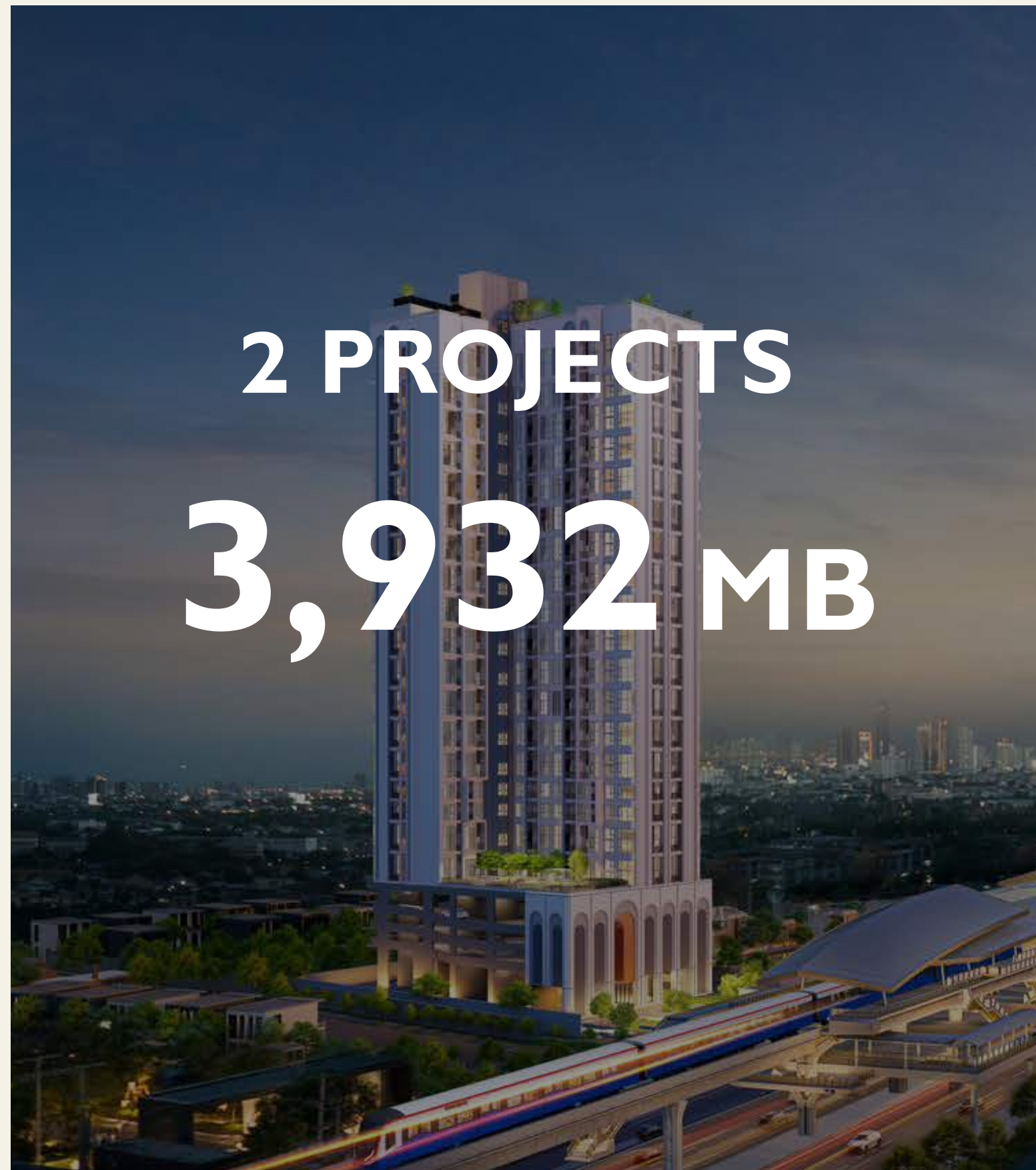
WITHIN 2 MONTHS



WITHIN 1 MONTH

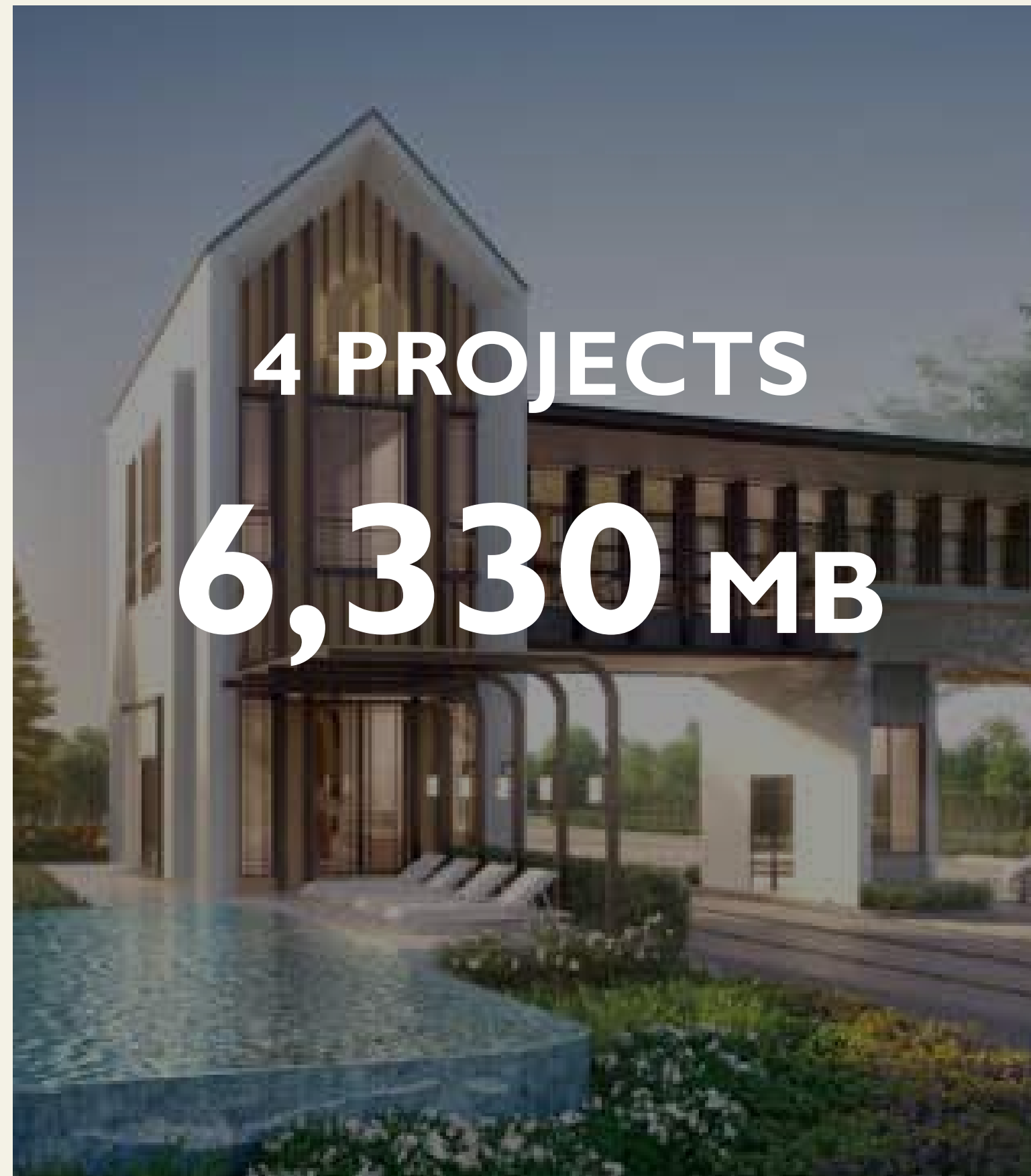
TAKE UP RATE **74%** OF LAUNCHING UNIT

# NEW JOINT VENTURE PROJECT IN Q1 2024



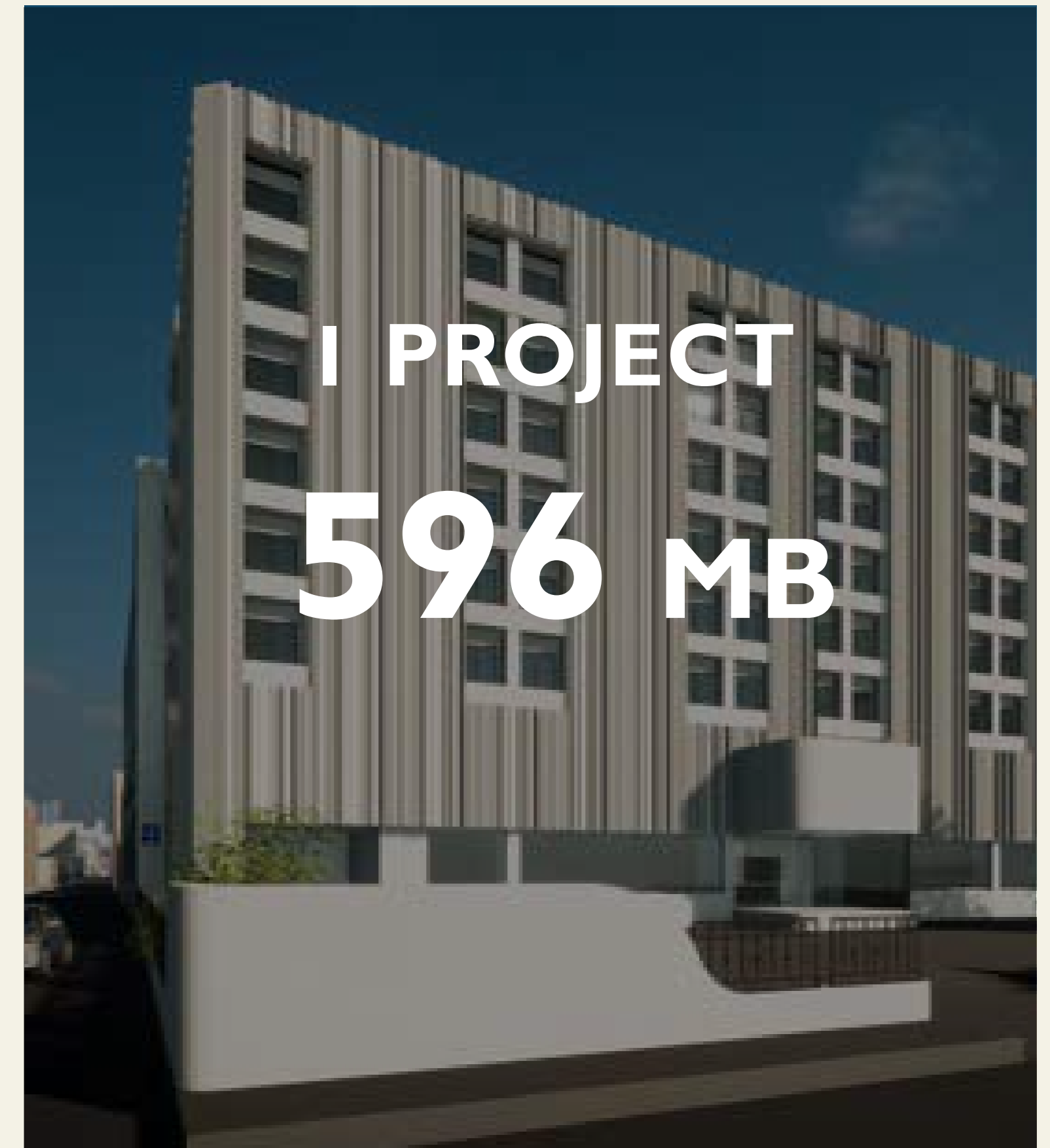
2 PROJECTS  
**3,932** MB

**CONDOMINIUM**



4 PROJECTS  
**6,330** MB

**HOUSE**



1 PROJECT  
**596** MB

**HOTEL**

# START OPERATED WAREHOUSES

**LAEM CHABANG WH1-4**

**OPENING : JAN 2024**  
**AREA : 36,500 SQ.M.**

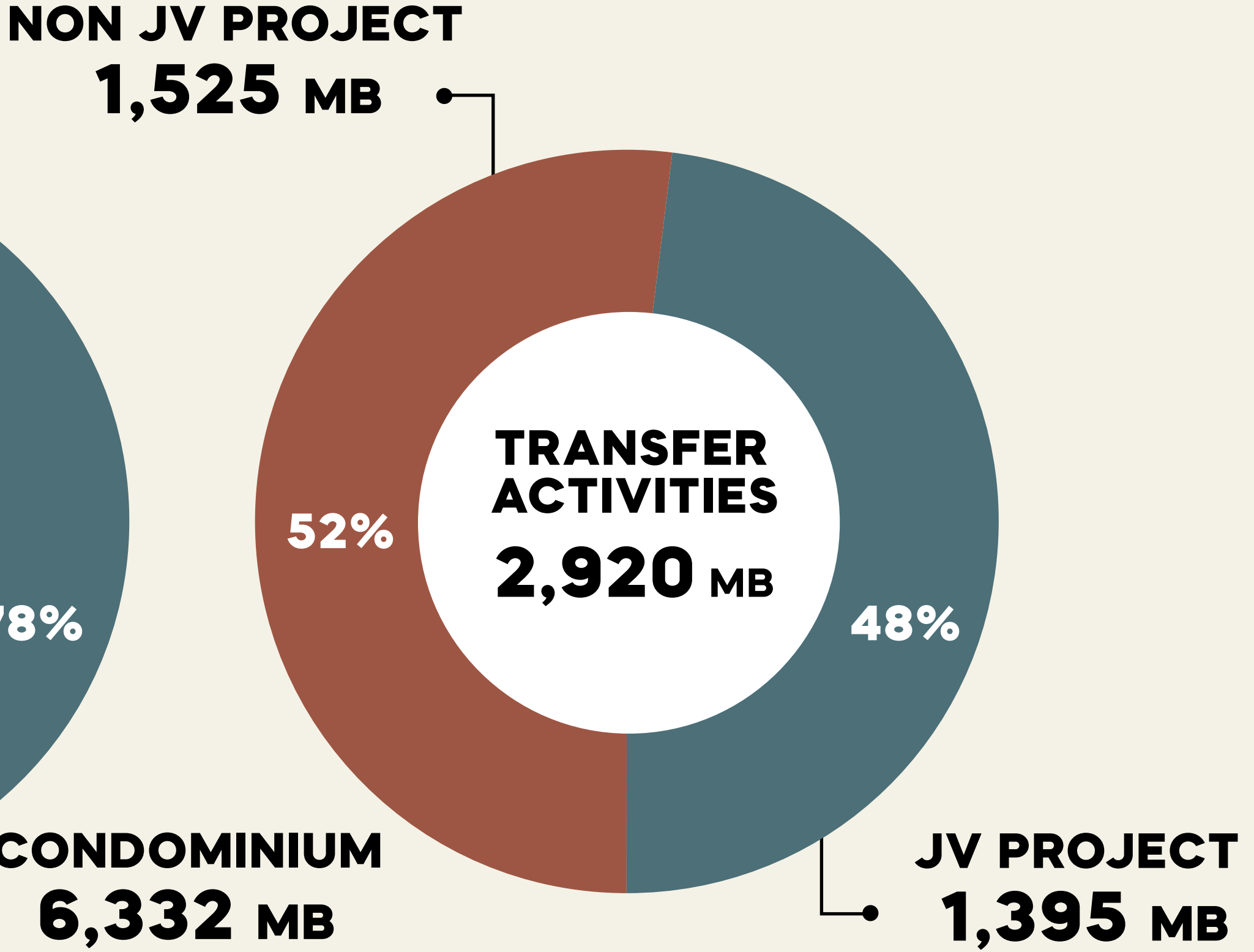
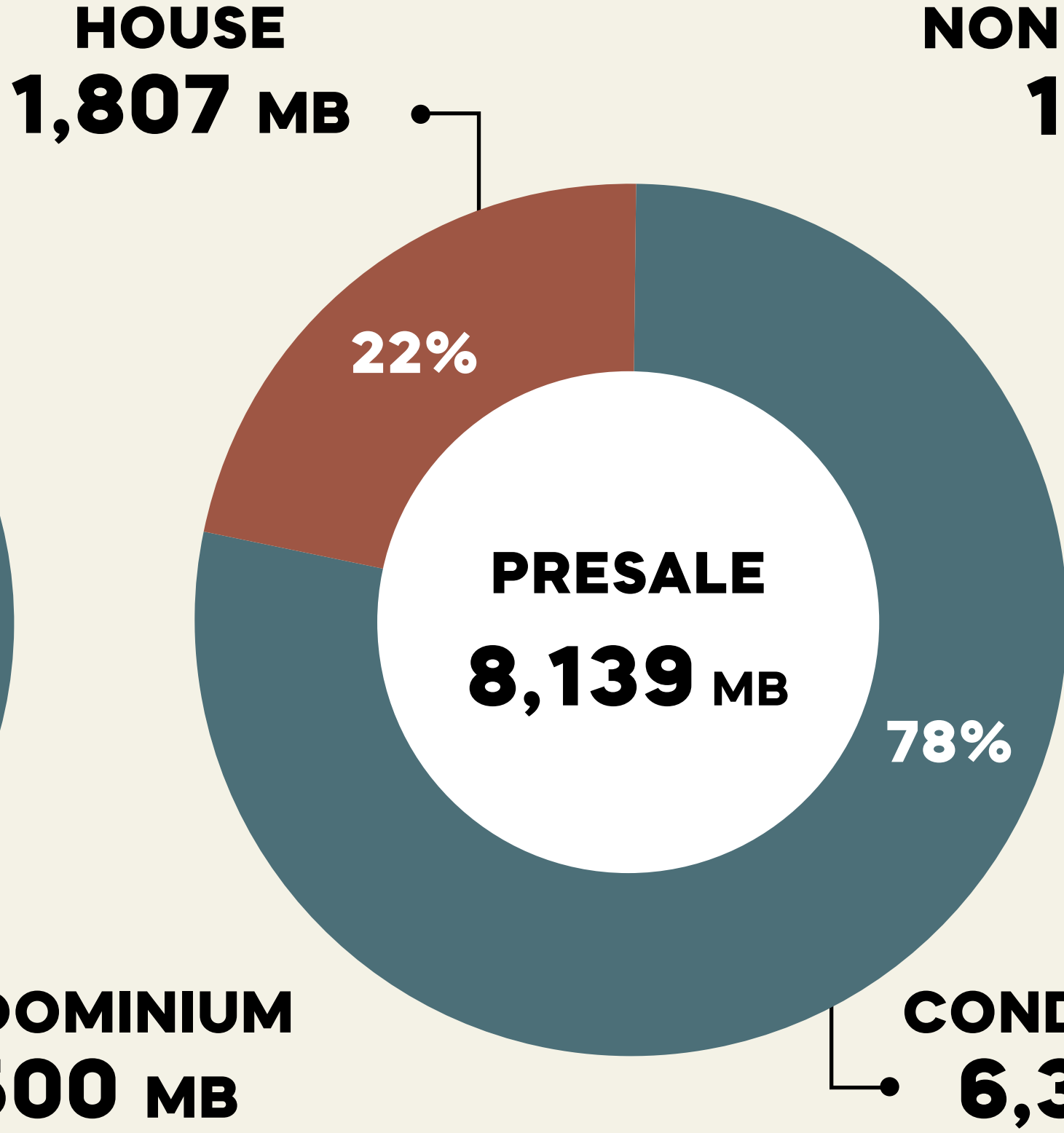
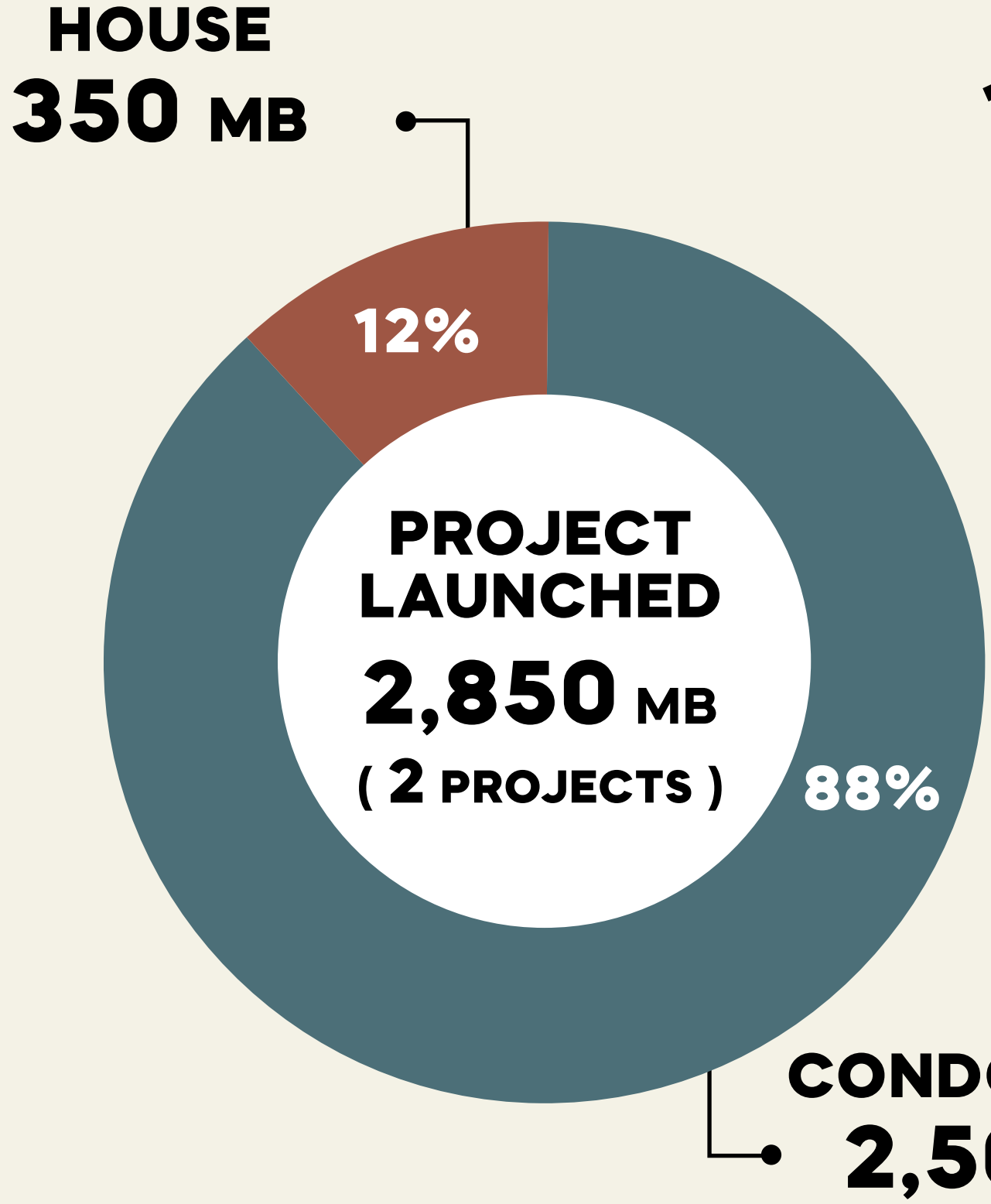


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# PERFORMANCE

**Q 1 2 0 2 4**

# PERFORMANCE Q1 2024



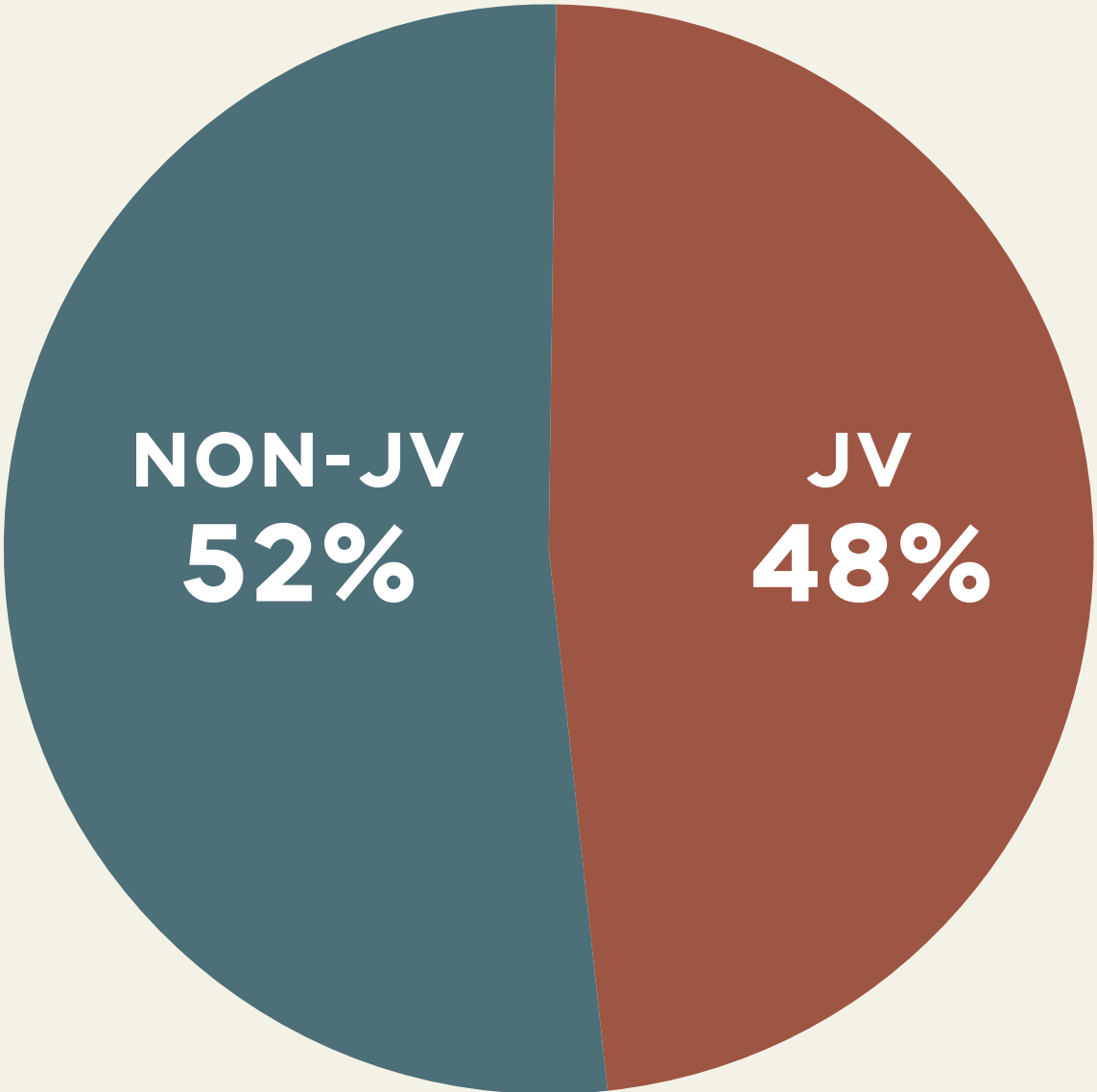
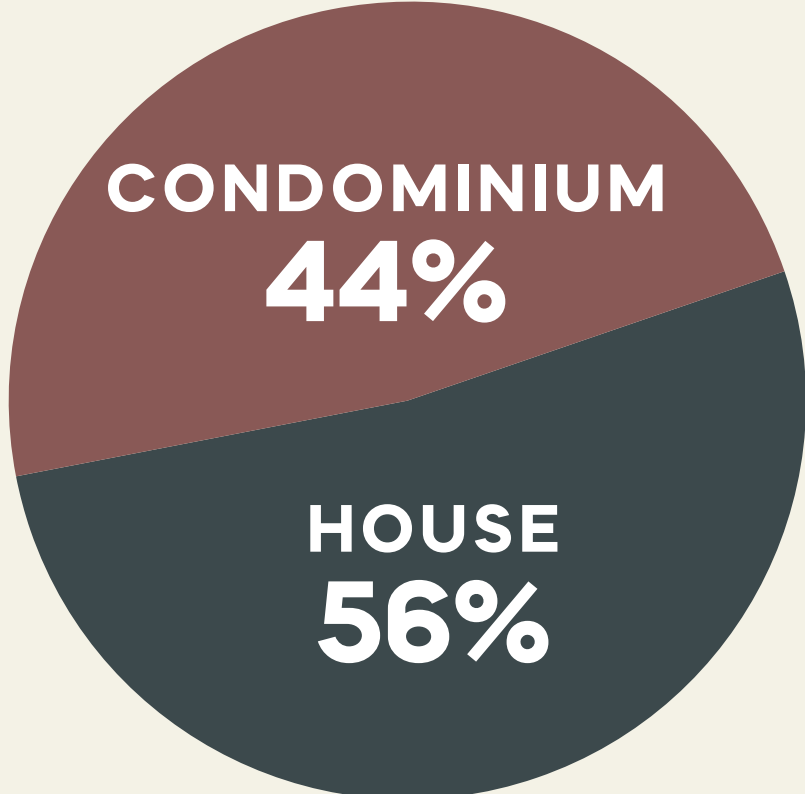
**TOTAL REVENUE 3,213 MB**

**NET PROFIT 464 MB**

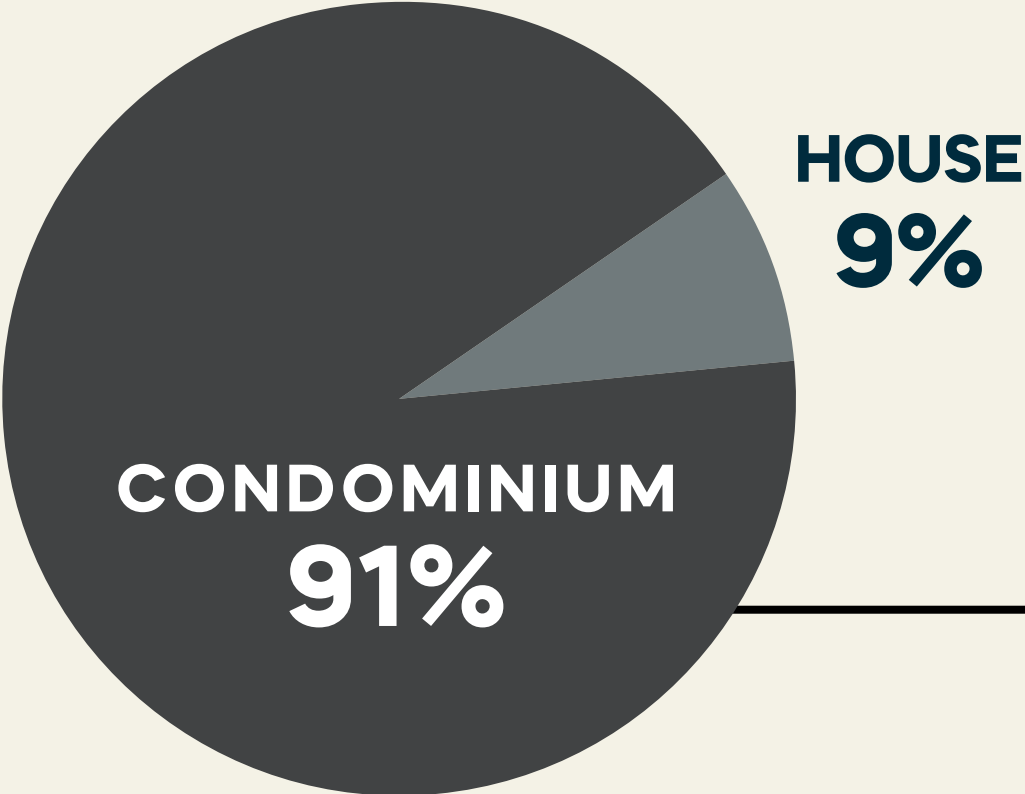


# TRANSFER ACTIVITY Q1 2024

NON-JV PROJECT



JV PROJECT

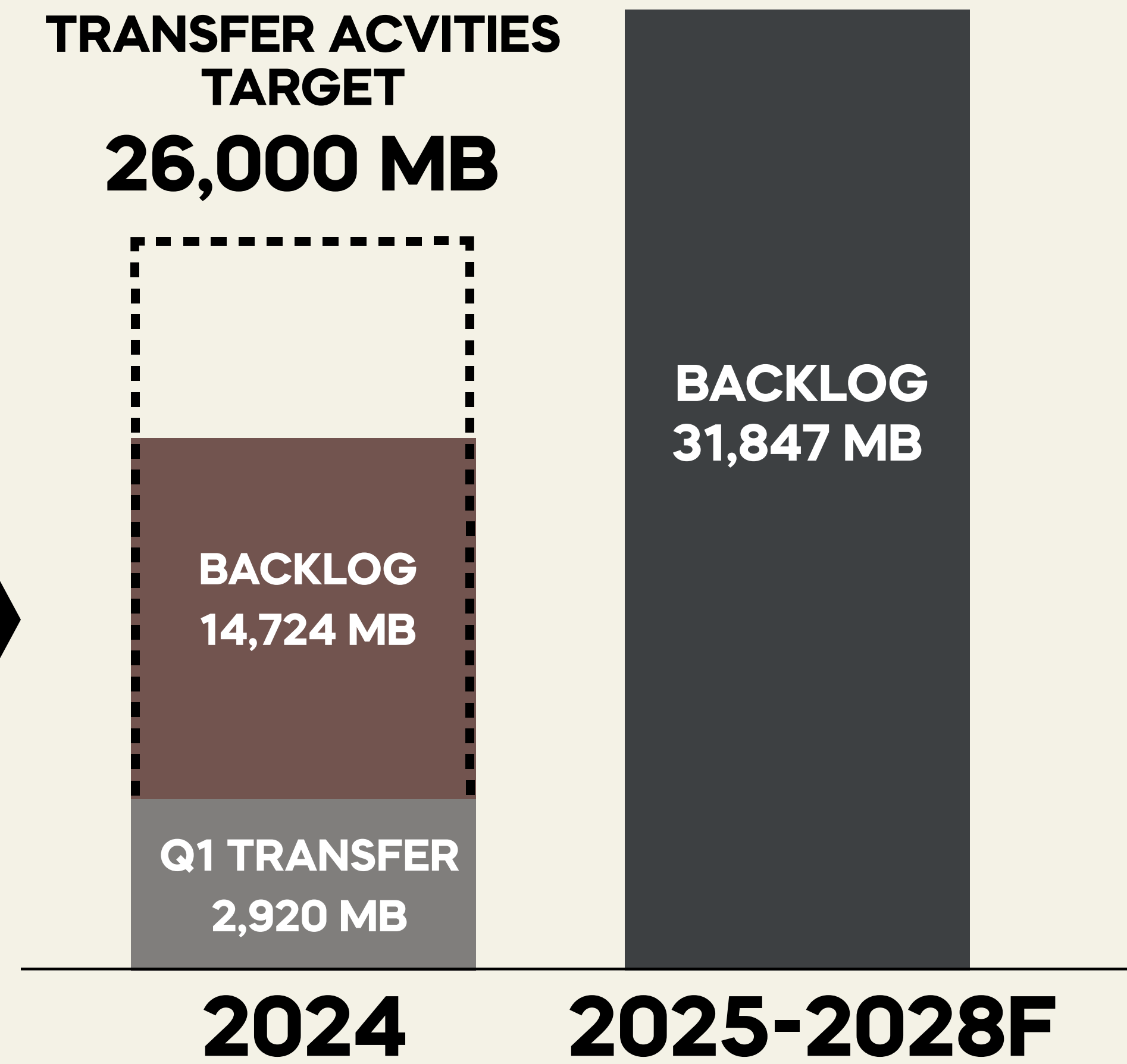
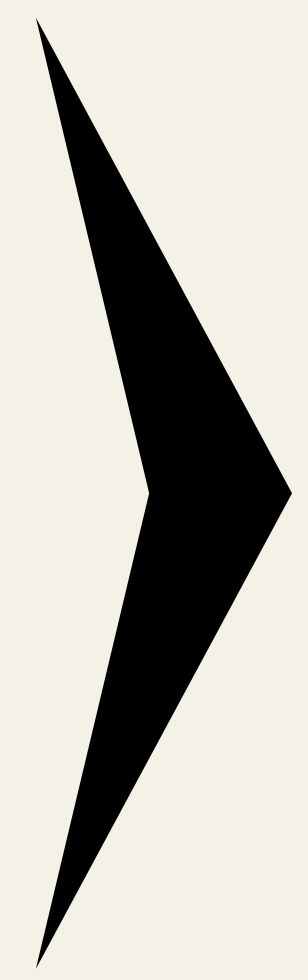
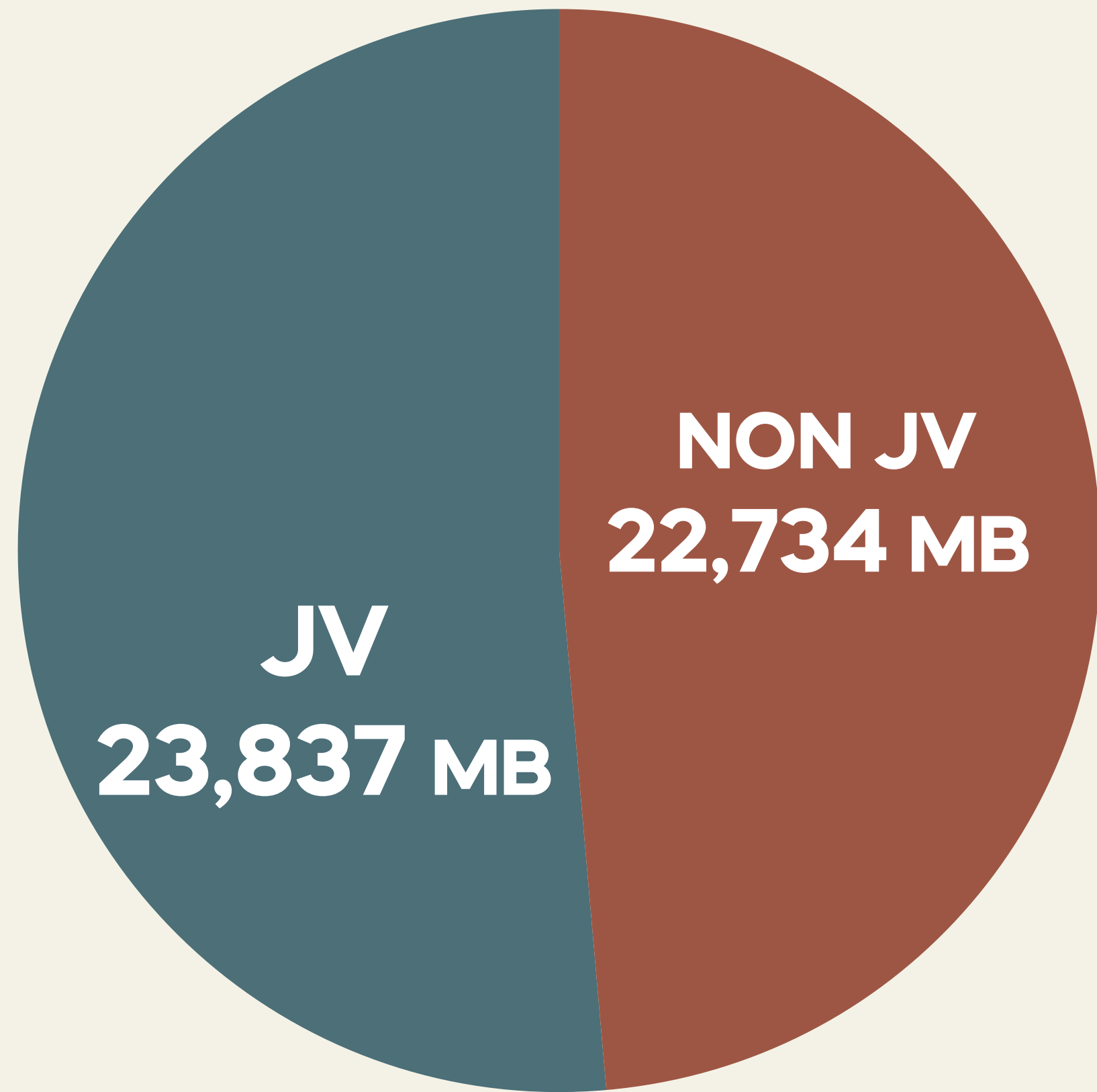


HAMPTON SRIRACHA	PARK()RIGIN THONGLOR	PARK()RIGIN CHULA - SAMYAN	PARK()RIGIN RATCHATHEWI	THE()RIGIN LADPRAO - BANGKAPI	ORIGIN Plug & Play Ramkhamhaeng Triple Station	ORIGIN Plug & Play Ramintra	
BRITANNIA <i>Home</i> BANGNA KM.17	BRITANNIA AMATA-PHANTHONG	BRITANNIA TOWN BANGNA KM.17	GRAND BRITANNIA KHUKHOT STATION	GRAND BRITANNIA BANGNA KM.35	THE()RIGIN SUKHUMVIT - SAILUAT E22 STATION	BRITANNIA BANGNA KM.39	BALCO BANGTAO BEACH

TOTAL TRANSFER ACTIVITY **2,920 MB**

# STRONG BACKLOG 46,571 MB

RECOGNIZE REVENUE 2024-2028F

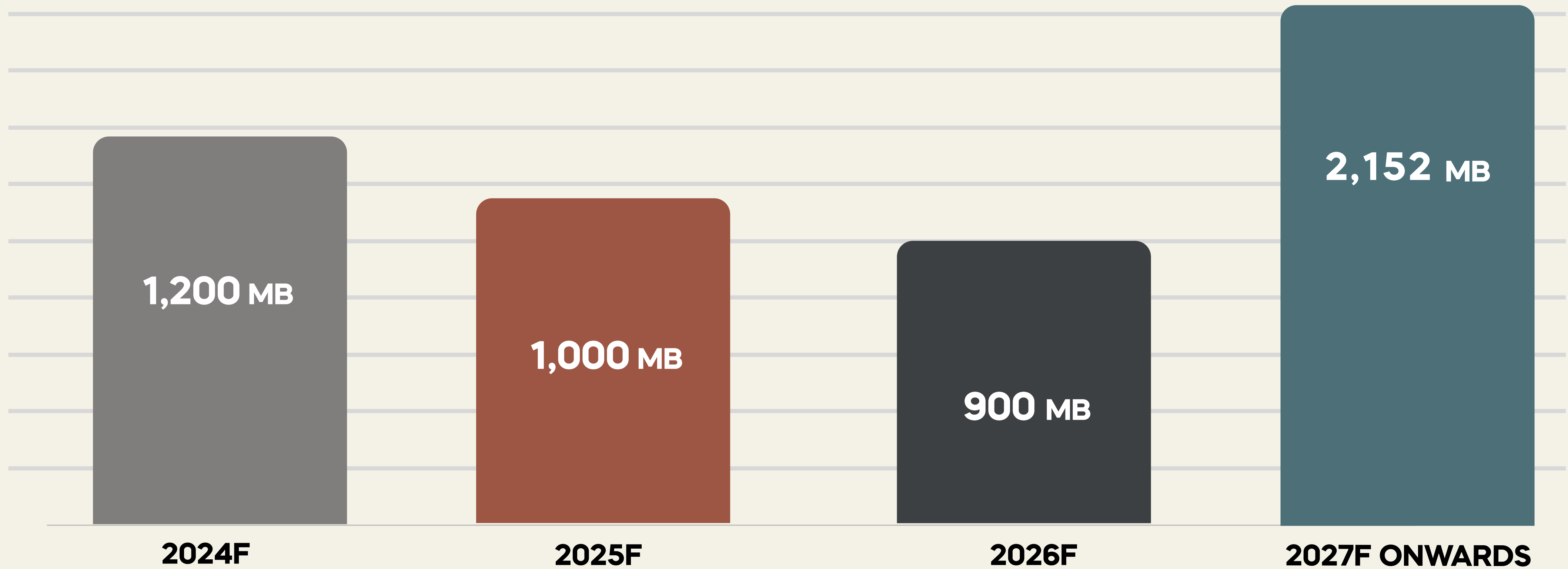


( **68%** OF TARGET )

# BACKLOG OF MANAGEMENT FEE

## TOTAL MANAGEMENT FEE

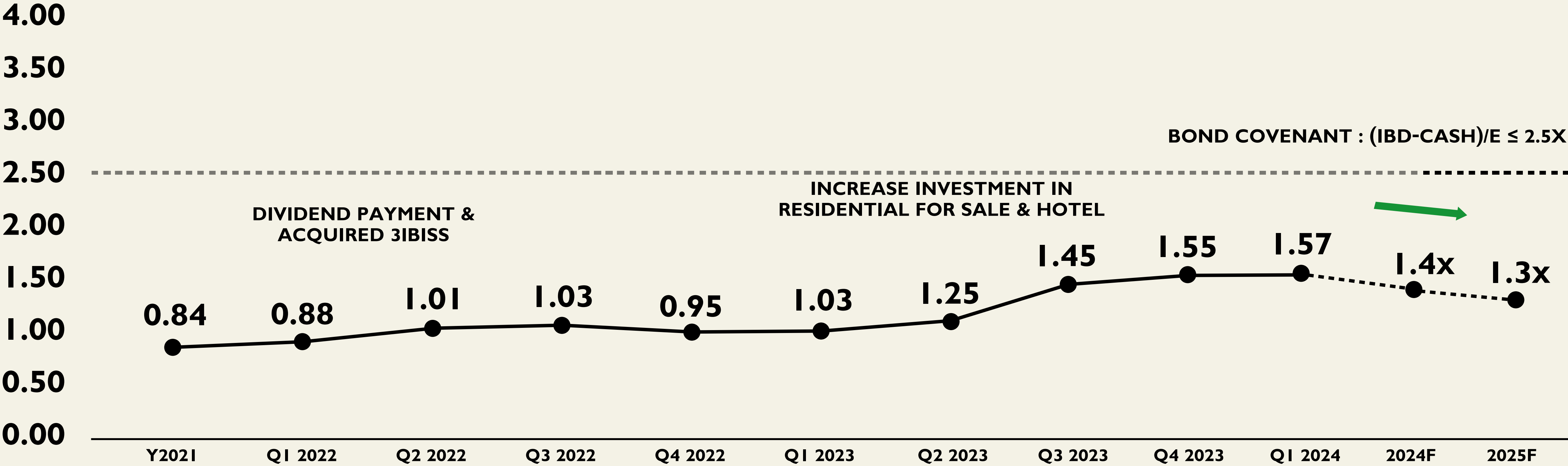
**5,252 MB**



**TO RECOGNIZE REVENUE 2024F ONWARDS**

# ORIGIN LEVERAGE RATIO Q1 2024

**IBD/E CONTINUOUSLY LOWER THAN BANK / BOND COVENANT  
ORIGIN LEVERAGE RATIOS (IBD-CASH)/E**



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# PROJECT LAUNCH Y2024F

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# PROJECT LAUNCHES

PROJECT LAUNCH 2024F

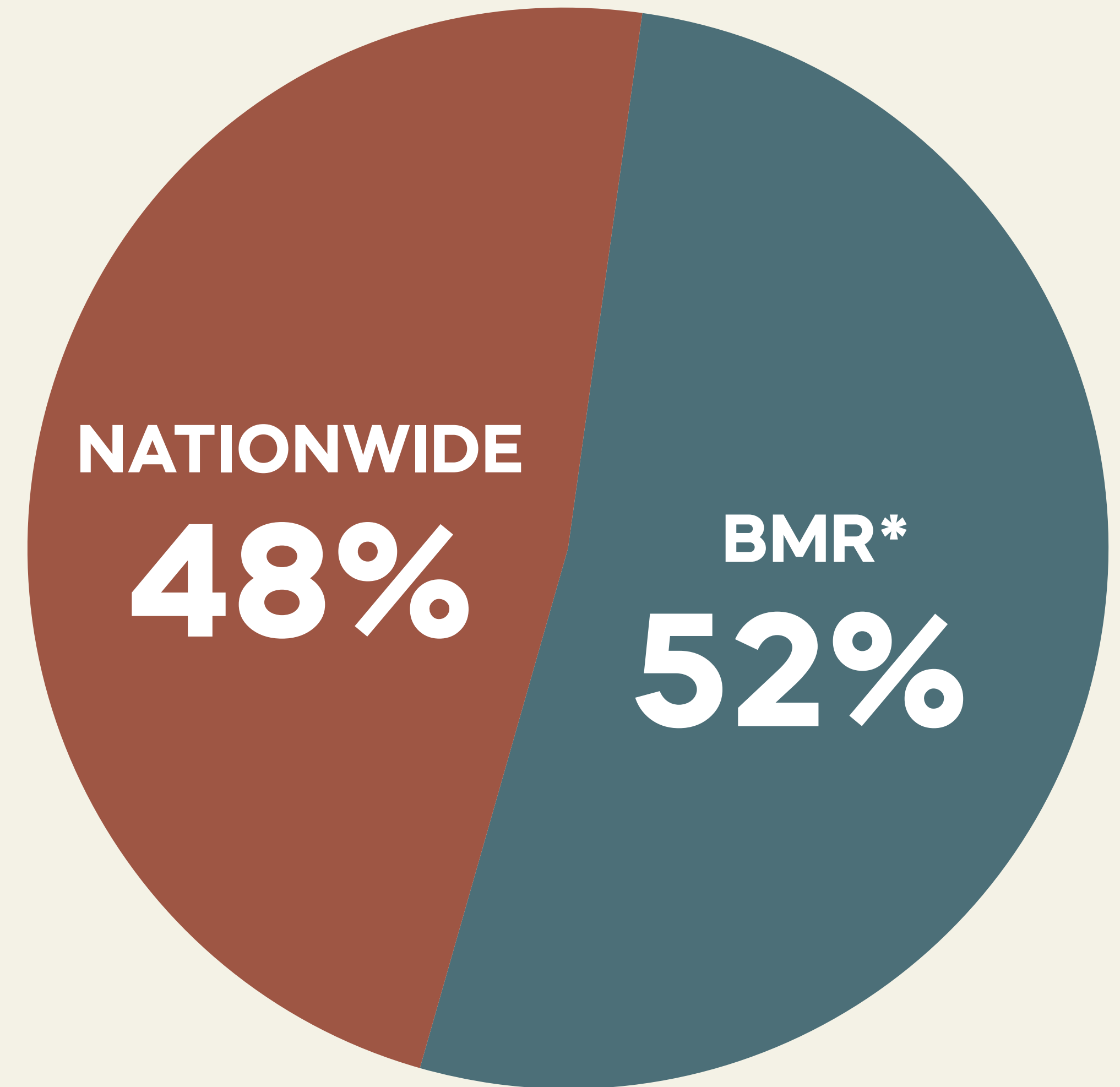
**37,000 MB**



**20,000 MB**

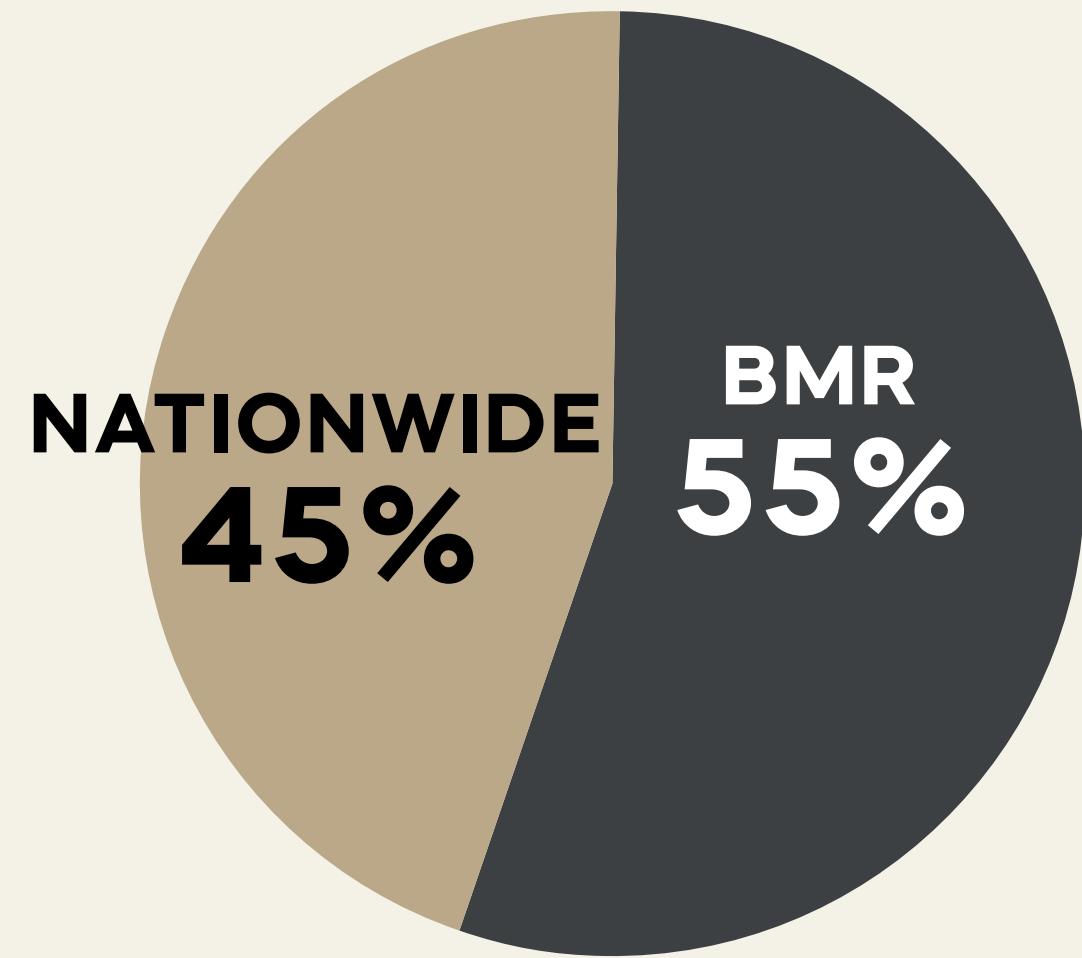


**17,000 MB**

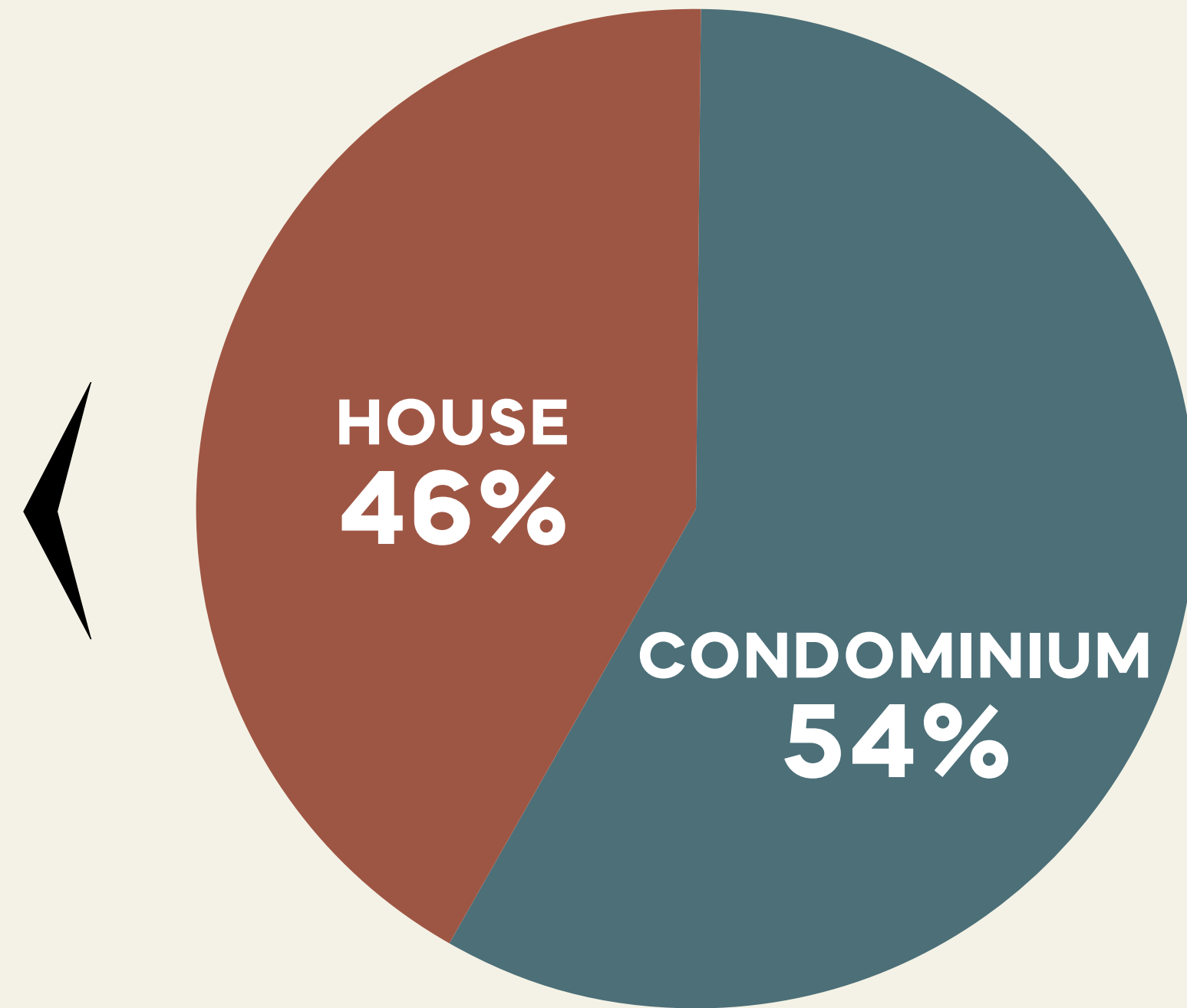


EXPANSION TO NATIONWIDE SERVE IN 2024F

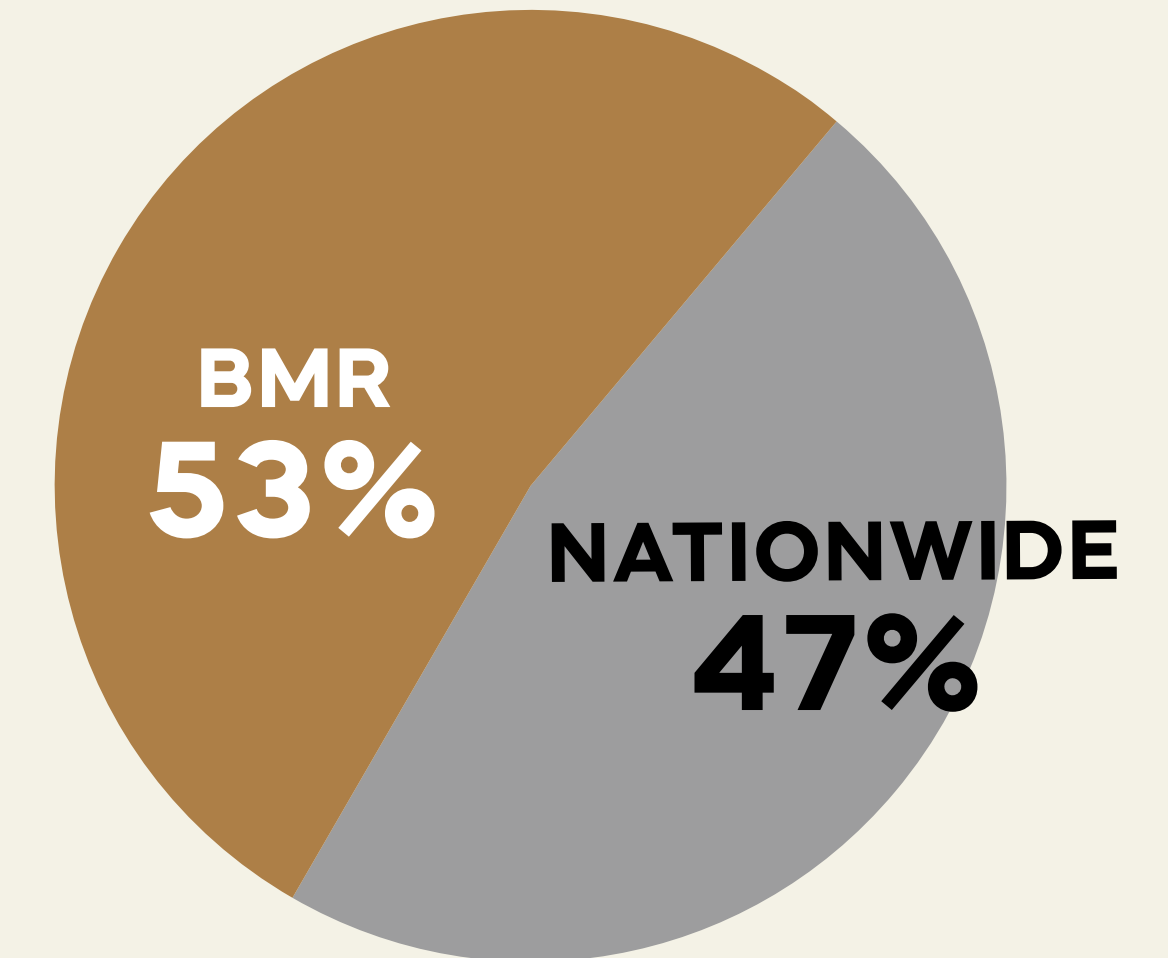
# PROJECT LAUNCH IN 2024F



**HOUSE**  
**17,000 MB**



**2024F**



**CONDOMINIUM**  
**20,000 MB**

**TOTAL LAUNCHES**  
**37,000 MB**

ORIGIN  
**VERTICAL**

# NEW PROJECT

## LAUNCH 2024F

# 15

PROJECTS

# 20,000

MILLION BAHT

1H 2024

**SO ORIGIN**  
BANGTAO PHUKET

ORIGIN  
**PLACE**  
CHEANGWATTANA

ORIGIN  
**PLACE**  
TAOPOON INTERCHANGE

— *The* —  
**ORIGIN**  
SETTHABUT STATION

ORIGIN  
**PLACE**  
CENTRE PHUKET

— *The* —  
**ORIGIN**  
SRIRACHA (PHASE 2)

2H 2024

**SO ORIGIN**  
KHAOYAI

ORIGIN  
**PLACE**  
KORAT CITYLINK

— *The* —  
**ORIGIN**  
SUKHUMVIT - ONNUT

— *The* —  
**ORIGIN**  
KATHU - PATONG

ORIGIN  
**PLACE**  
BANGWA INTERCHANGE

— *The* —  
**ORIGIN**  
CENTRAL KORAT

— *The* —  
**ORIGIN**  
UBONRATCHATHANI

— *The* —  
**ORIGIN**  
AMATA - CHONBURI

— *The* —  
**ORIGIN**  
OASIS SAILUAT





# NEW PROJECT LAUNCH 2024F

**20**  
PROJECTS

**17,000**  
MILLION BAHT

1H 2024

**DusitSuites**  
RESIDENCES · KHAO YAI

**BRITANIA**  
WESTGATE

**BRITANIA**  
RATCHAPHRUEK 345

2H 2024

**BELGRAVIA**  
RATCHAPHUREK-NAKORNIN

**BELGRAVIA**  
PUTTHAMONTHON SAI 3

**BELGRAVIA**  
RATCHAPHUREK 1

**BELGRAVIA**  
UDON

**GRAND  
BRITANIA**  
RATCHAPHRUEK 2

**GRAND  
BRITANIA**  
GARDEN VILLE

**GRAND  
BRITANIA**  
UDON

**GRAND  
BRITANIA**  
RAMA 9 - MOTORWAY

**GRAND  
BRITANIA**  
RAYONG

**BRITANIA**  
SUKHUMVIT - BEARING

**BRITANIA**  
PAKCHONG - KHAOYAI

**BRITANIA**  
BANGSAEN

**BRITANIA**  
TOWN  
UBON RATCHATHANI

**BRITANIA**  
SRIJAN

**BRITANIA**  
UBON RATCHATHANI

**BRITANIA**  
GARDEN VILLE

**BRIGHTON**  
SRIRACHA  
SAHAPAT

# PROJECT LAUNCHES IN Q2 2024

CONDOMINIUM

**ORIGIN PLACE**  
TAOPOON INTERCHANGE



TOTAL UNITS  
**675 UNITS**

**ORIGIN PLACE**  
CHEANGWATTANA



TOTAL UNITS  
**701 UNITS**

**ORIGIN PLACE**  
CENTRE PHUKET



TOTAL UNITS  
**587 UNITS**

*— The —*  
**ORIGIN**  
SETTHABUT STATION



TOTAL UNITS  
**742 UNITS**

*— The —*  
**ORIGIN**  
SRIRACHA



TOTAL UNITS  
**506 UNITS**

PROJECT VALUE  
**2,300 MB**

PROJECT VALUE  
**2,030 MB**

PROJECT VALUE  
**1,450 MB**

PROJECT VALUE  
**1,400 MB**

PROJECT VALUE  
**750 MB**

# PROJECT LAUNCHES IN Q2 2024

HOUSE

**BRITANIA**  
RATCHAPHRUEK 345



**BRITANIA**  
WESTGATE



TOTAL UNITS **111** UNITS  
PROJECT VALUE **650** MB

TOTAL UNITS **346** UNITS  
PROJECT VALUE **2,600** MB

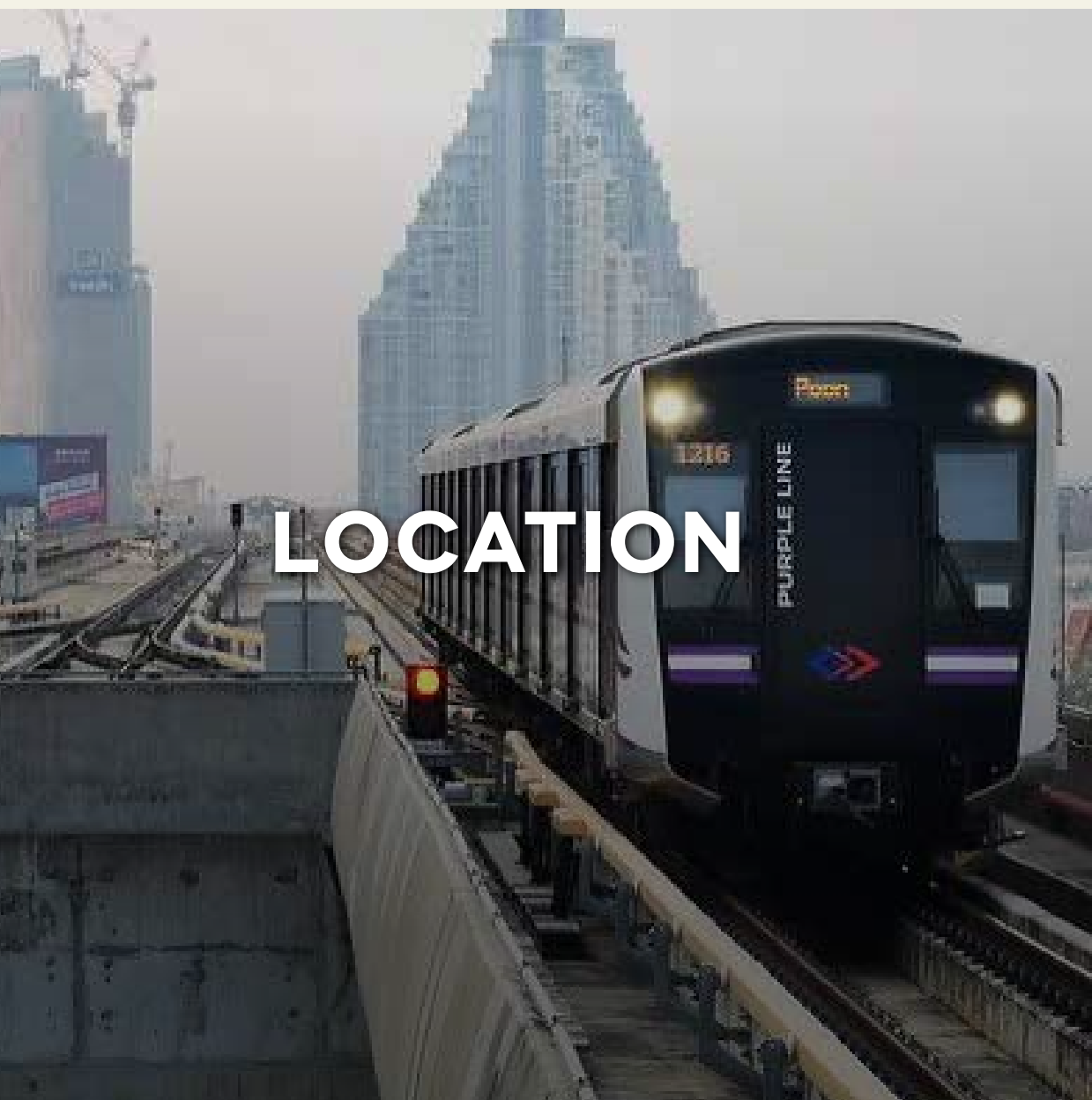
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# PROJECT HIGHLIGHT CONDOMINIUM

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# ★ PROJECT HIGHLIGHT

ORIGIN  
PLACE  
TAOPOON INTERCHANGE



LOCATION



DUO SPACE



PET-FRIENDLY



PANORAMIC VIEW

**300 M. MRT STATION TAOPOON INTERCHANGE  
BLUE LINE X PURPLE  
- 1 STATION TO BANG SUE GRAND STATION  
- 4 STATIONS TO CENTRAL LADPRAO**

**ON SPACE  
NEW LIVING EXPERIENCE,  
THE ONE AND ONLY  
IN TAOPOON AREA**

**DESIGNED SPACE  
FOR YOUR LOVELY  
FRIENDS, THE ONE AND ONLY  
IN TAOPOON AREA**

**CHATUCHAK PARK VIEW  
FLOWING RIVER VIEW  
CITY SKY VIEW**

# ★ PROJECT HIGHLIGHT

ORIGIN  
PLACE  
CHEANGWATTANA



## CONNECTIVITY

EASY TO ACCESS  
SKY TRAIN 560 M. TO  
BTS CHAENGWATTANA  
- PAK KRET 28 STATION

## HIGHEST CEILING

RESIDENTIAL UNIT IN  
CHAENGWATTANA  
AREA

## ORIGIN SERVICE

- HOUSEKEEPING  
SERVICED  
- CONCIERGE & BUTLER  
SERVICED

## MEET THE SKY

SKY GALLERY ON TOP  
ONE AND ONLY IN  
CHAENGWATTANA  
AREA

## RECHARGING LOUGE

RELIEVE STRESS LEVELS,  
IMPROVE MOOD AND GOOD  
ENERGY WITH PROFESSIONAL  
THERAPIST AT HOME

## FIRST PET FAMILY

CONDOMINIUM IN  
CHAENG WATTANA

# ★ PROJECT HIGHLIGHT

ORIGIN  
PLACE  
CENTRE PHUKET



**BEST FACILITY  
AND SPECIFICATION  
MARKET**



**NEW CENTRE OF PHUKET  
IN THE HEART OF PHUKET**



**ORIGIN RESORT  
INVESTMENT PROGRAM**

## **PERFECT LIVING**

- POOL ACCESS UNITS
- RETAILS
- IP LOUNGE

## **BEST LOCATION AND CONVENIENCE**

- 400 M. TO CENTRAL PHUKET
- 500 M. TO HEADSTART INTERNATIONAL SCHOOL
- 3.8 KM. TO "PHUKET OLDTOWN"

## **GOOD FOR INVESTMENT**

- HIGH YIELD UP TO 7% GUARANTEE
- NO NEED TO MANAGE
- MAID SERVICE

# ★ PROJECT HIGHLIGHT

— The —  
**ORIGIN**  
SETTHABUT STATION



## CONNECTIVITY

900 M. TO SKY TRAIN  
AND SHUTTLE  
SERVICE TO  
MINBURI



## CLUBHOUSE WITH FULL FACILITIES



## RUNNING

NATURAL  
JOGGING TRACK



## SMART KITCHEN

THE KITCHEN  
IS ATTACHED TO  
BALCONY



## BEST BUDDY FOREVER

PET-FRIENDLY  
DESIGN FUNCTION  
AND FACILITY



## SMART ENERGY

WITH A SOLAR ROOF,  
SCOOTER AND  
EV CHARGER



# ★ PROJECT HIGHLIGHT

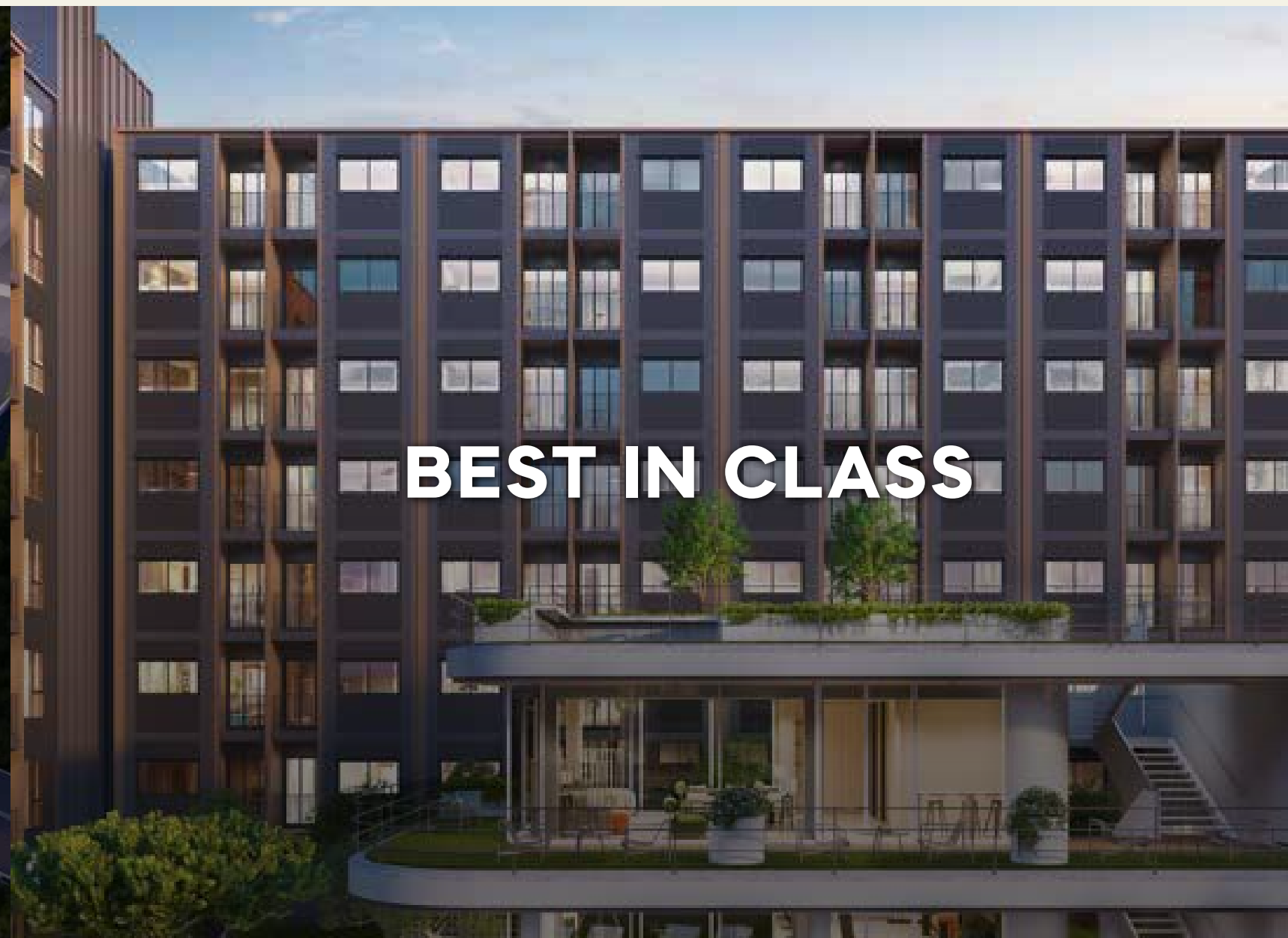
*The*  
**ORIGIN**  
SRIRACHA



**SMART VILLAGE**

## **ORIGIN SMART VILLAGE SRIRACHA**

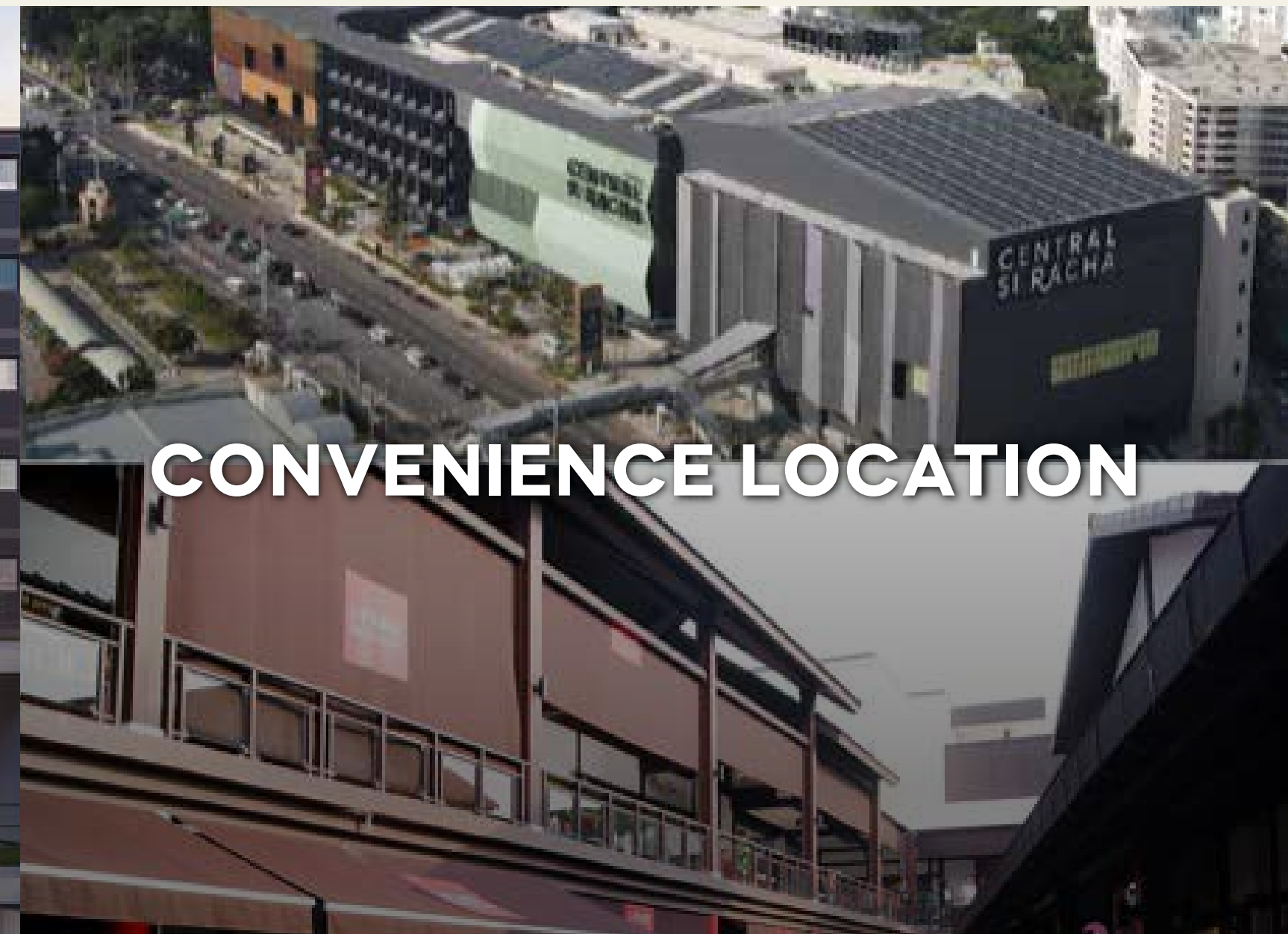
**- MIXED USE JAPANESE URBAN HUB**



**BEST IN CLASS**

## **START 1.29 MB**

**- BEST PRICE IN GOOD QUALITY**



**CONVENIENCE LOCATION**

## **NEARBY CONVENIENCE LOCATION**

- 1.8 KM. TO J-PARK NIHON MURA**
- 3.2 KM. TO ASSUMTION COLLEGE SRIRACHA**
- 6.2 KM. TO CENTRAL SRIRACHA**

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# PROJECT HIGHLIGHT HOUSE

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# ★ PROJECT HIGHLIGHT

**BRITANIA**  
WESTGATE

**346 UNITS**  
**PROJECT VALUE 2,600 MB**

**PROJECT TYPE : SINGLE HOUSE & SEMI DETACHED**  
**LAND SIZE : 38-60 SQ.WA**  
**USABLE: AREA : 150-230 SQ.M**  
**PRICE RANGE : 6-10 MB**



**CONNECT TO  
A GREAT LIFE EXPERIENCE**

**NEAR VARIETY COMMUNITIES  
(MALL, SCHOOL, TRANSPORTATION)**

**3.7 KM. TO MRT KLONGBANGPAI  
8.0 KM. TO BANGYAI-KANCHANABURI MOTORWAY**

# ★ PROJECT HIGHLIGHT

**BRITANIA**  
RATCHAPHRUEK 345

**111 UNITS**  
**PROJECT VALUE 650 MB**

**PROJECT TYPE : SINGLE HOUSE & SEMI DETACHED**  
**LAND SIZE : 35-50 SQ.WA**  
**USABLE AREA : 145-190 SQ.M**  
**PRICE RANGE : 5-7 MB**



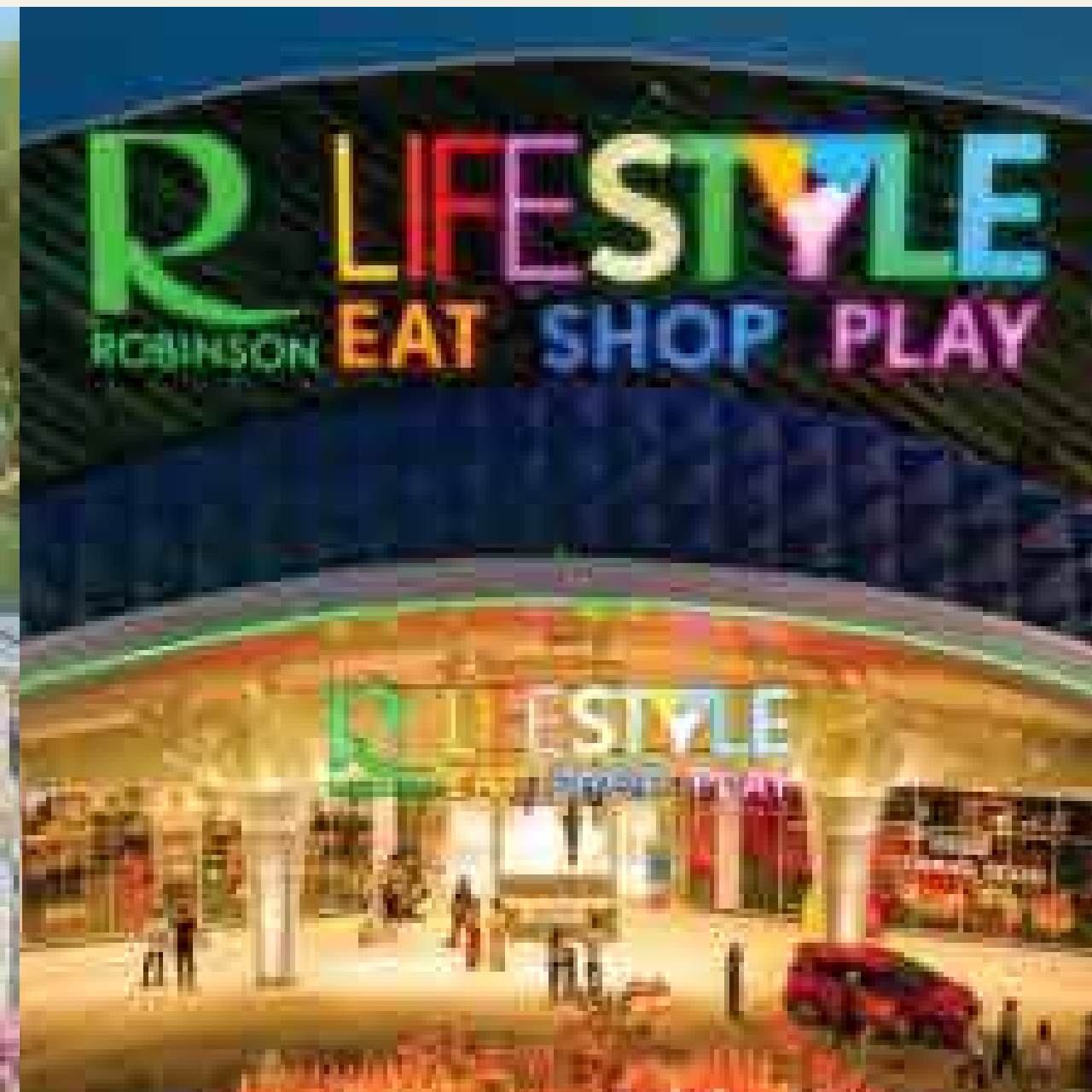
**ENGLISH GABLE STYLE**



**MAIN GATE & CLUBHOUSE LARGE SIZE  
AND USABLE AREA**



**6.0 KM. TO PAKKRED HOSPITAL**  
**6.5 KM. TO ROBINSON LIFESTYLE RATCHAPRUEK**



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# TRANSFER PLAN Y2024F

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# PROJECT TRANSFER IN 2024F

## CONDOMINIUM

## HOUSE

Q1 2024

**BRIXTON**  
KASET - SRIRACHA CAMPUS

**GRAND BRITANIA**  
CHAIYAPHUREK  
CHANGWATTANA

**BRITANIA**  
*Home*  
BANGNA - BANGPAKONG

Q2 2024

**SO ORIGIN**  
KASET INTERCHANGE

**ORIGIN**  
Plug & Play  
Nonthaburi Station

**ORIGIN PLY**  
SRI UDOM STATION

**BRITANIA**  
RATCHAPHRUEK 345

**BRITANIA**  
WESTGATE

Q3 2024

**KNIGHTS BRIDGE SPACE**  
— SUKHUMVIT-RAMA 4 —

**ORIGIN PLY**  
PHAHOL 50 STATION

**BELGRAVIA**  
PUTTHAMONTHON SAI 3

**BELGRAVIA**  
RATCHAPHUREK-NAKORNIN

Q4 2024

**SO**  
PHAHOL 69

**ORIGIN**  
Plug & Play  
Sirindhorn Station

**The ORIGIN**  
BANGNA - BANGPAKONG

**GRAND BRITANIA**  
RAMA 9 - MOTORWAY

# PERFORMANCE TARGET 2024F

**PROJECT  
LAUNCH**

**37,000  
MB**

**PRESALES**

**40,000  
MB**

**TRANSFER  
ACTIVITIES**

**26,000  
MB**

NON-JV 12,500 MB  
JV 13,500 MB

**TOTAL  
REVENUE**

**17,000  
MB**

%NP ~18-18.5%

# FINANCIAL STRATEGY PLANS

FIRST ICO TOKEN



2015



2021



2022



2023



2024F



2025F



2025F



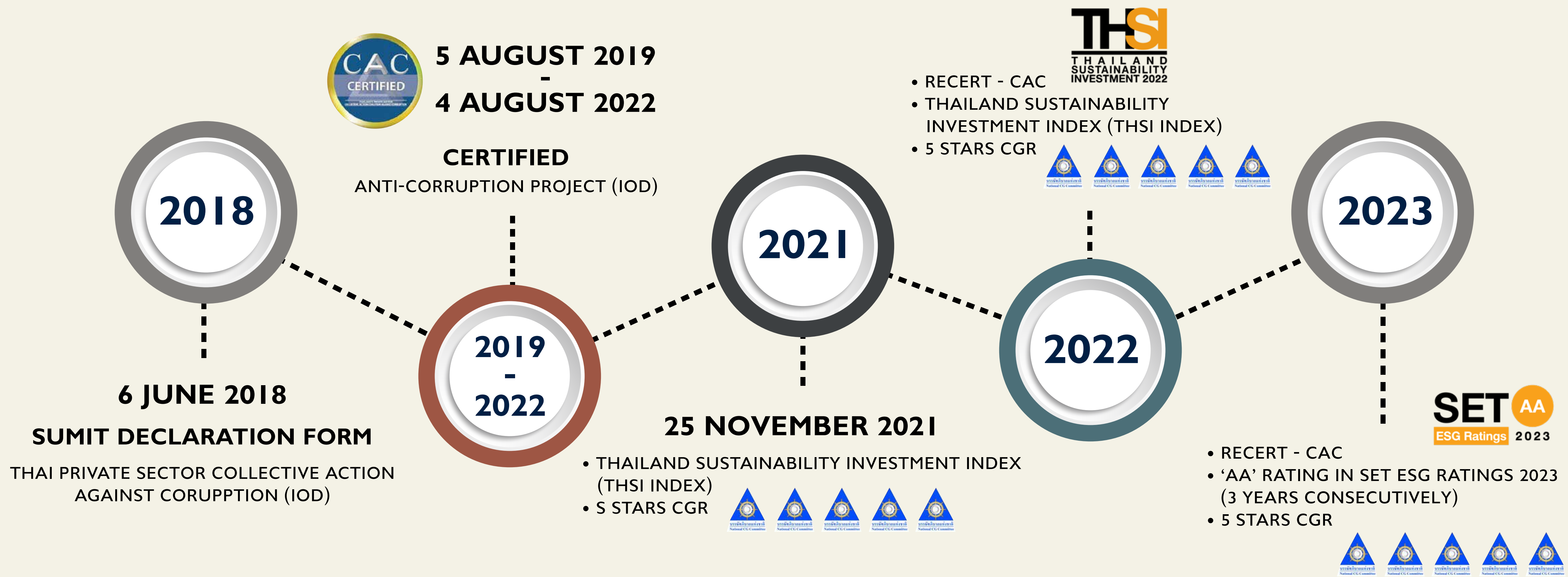
2026F



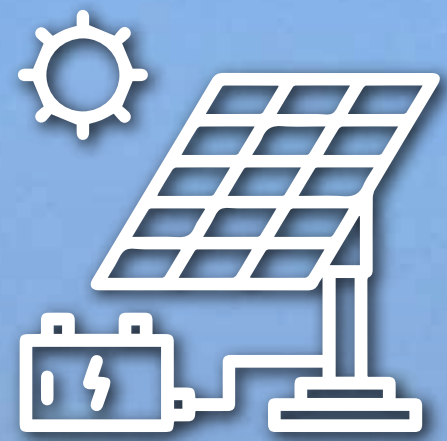
2027F



# SUBSTAINABLE BUSINESS DEVELOPMENT



# NET-ZERO CARBON TARGET



## 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%

## SUSTAINABLE DEVELOPMENT

# ORIGIN NET-ZERO CARBON TARGET 2044F



**THANK YOU**

 [ir@origin.co.th](mailto:ir@origin.co.th)

 1498