



**LAND & HOUSES**

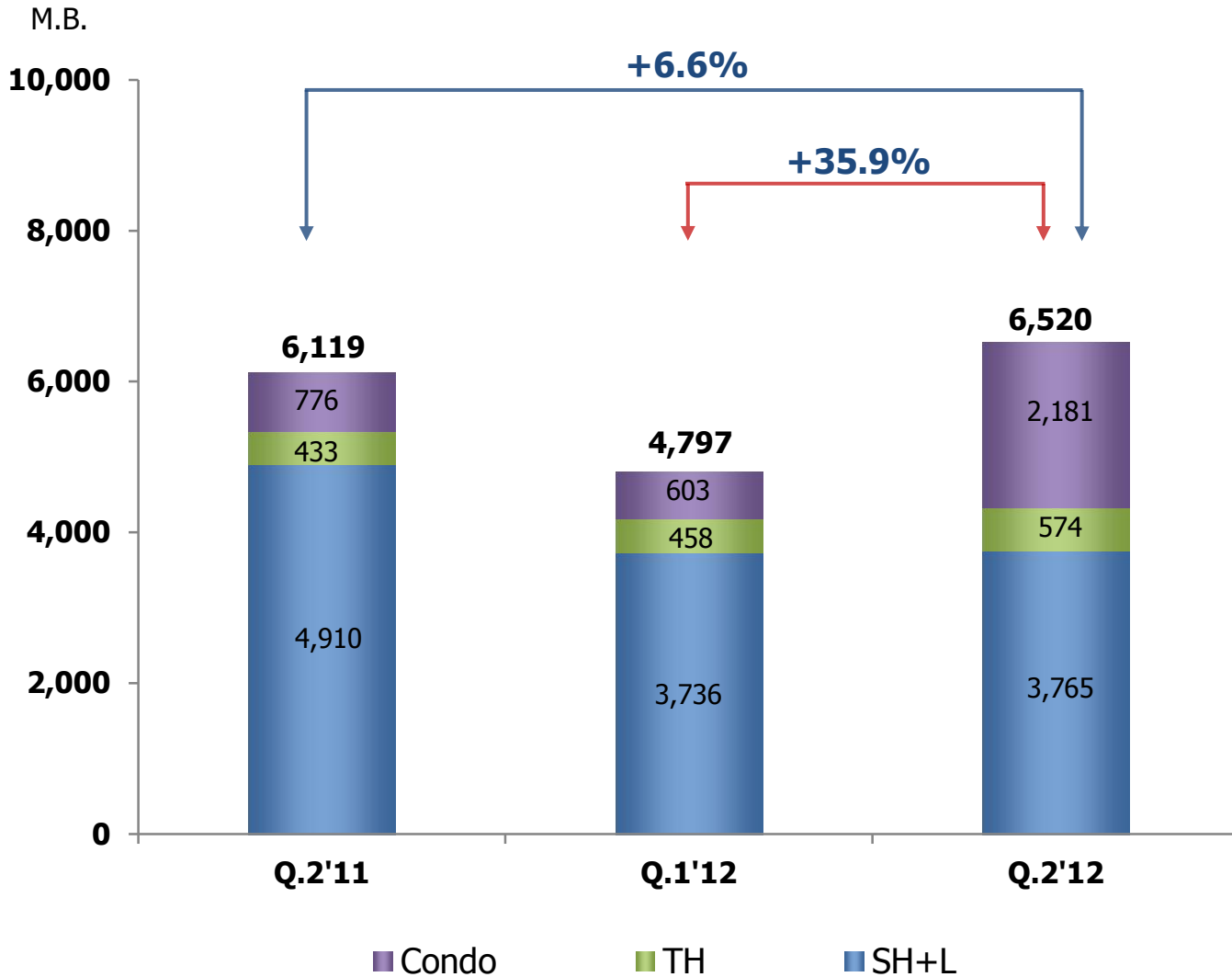


## **Analyst Meeting – Q.2'12**

**15 AUG 12**



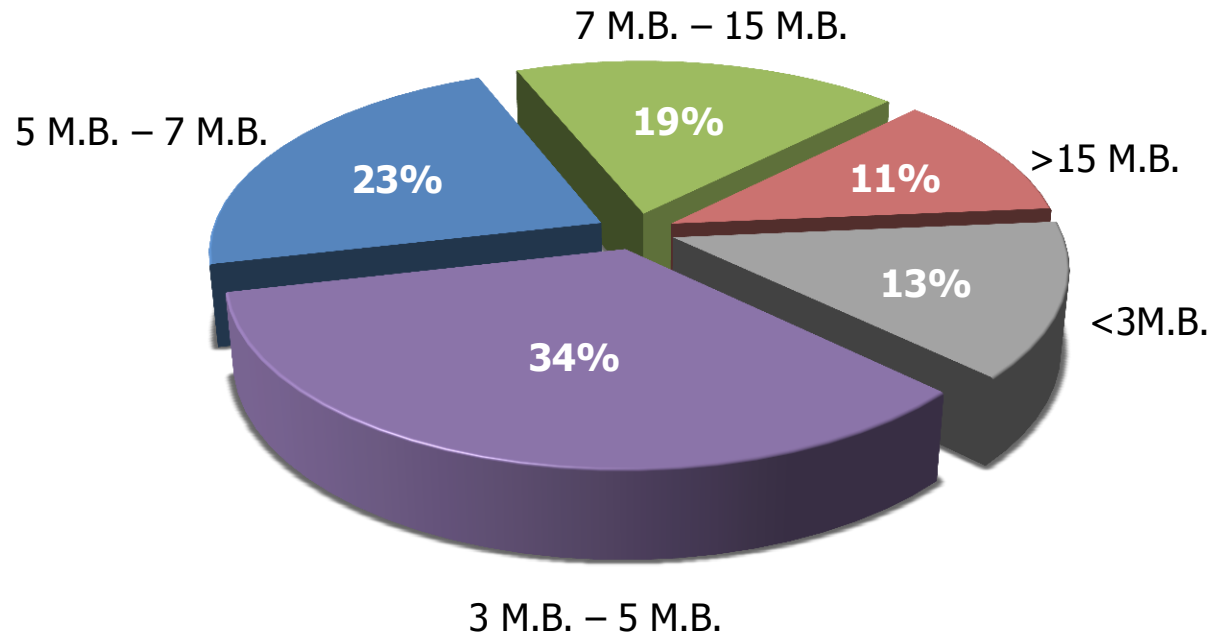
# Sales Growth (Booking)



Unit	
SH	664
TH	185
Condo	558
<b>Total</b>	<b>1,407</b>

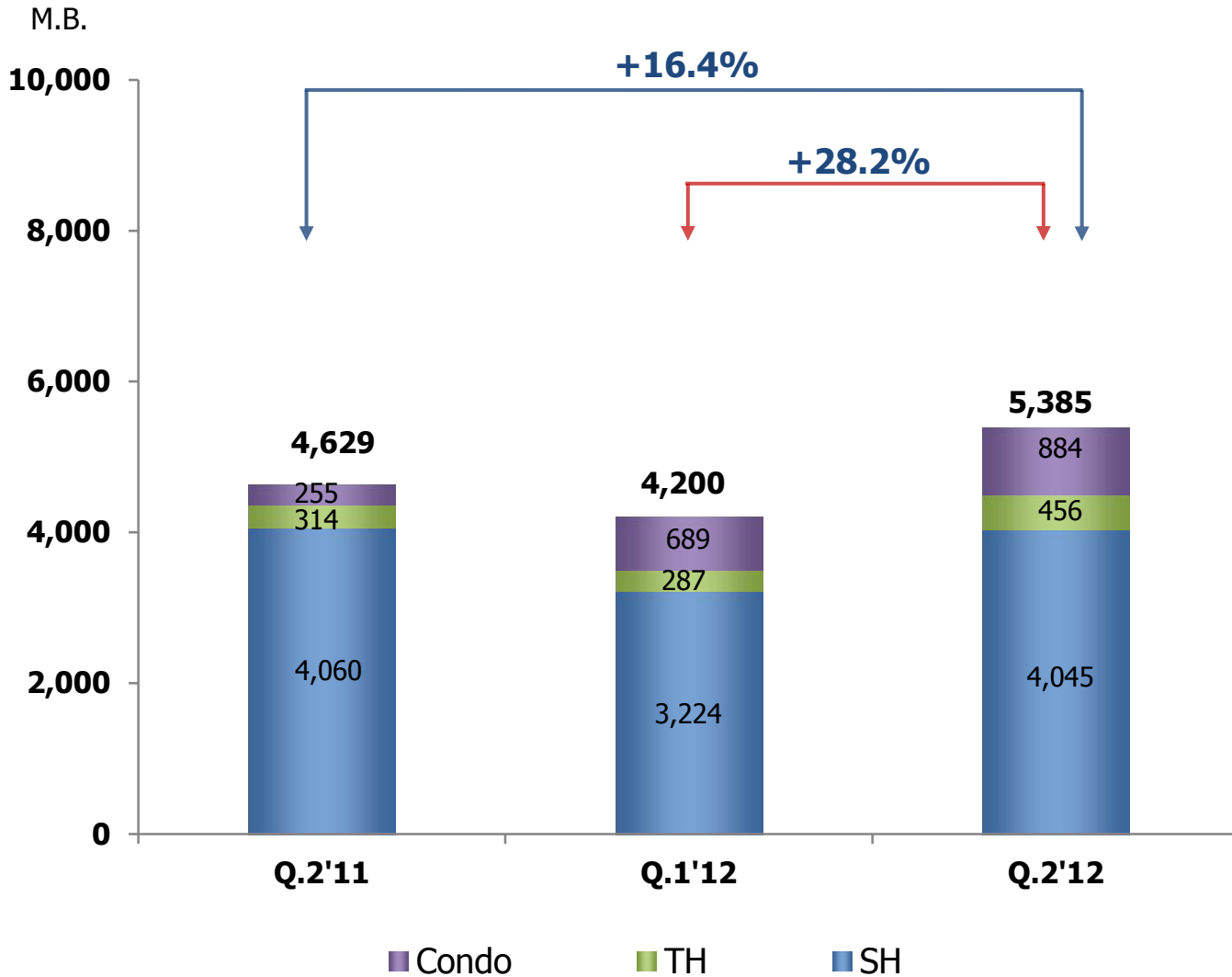


# Booking by Segmentation : YTD Q.2'12





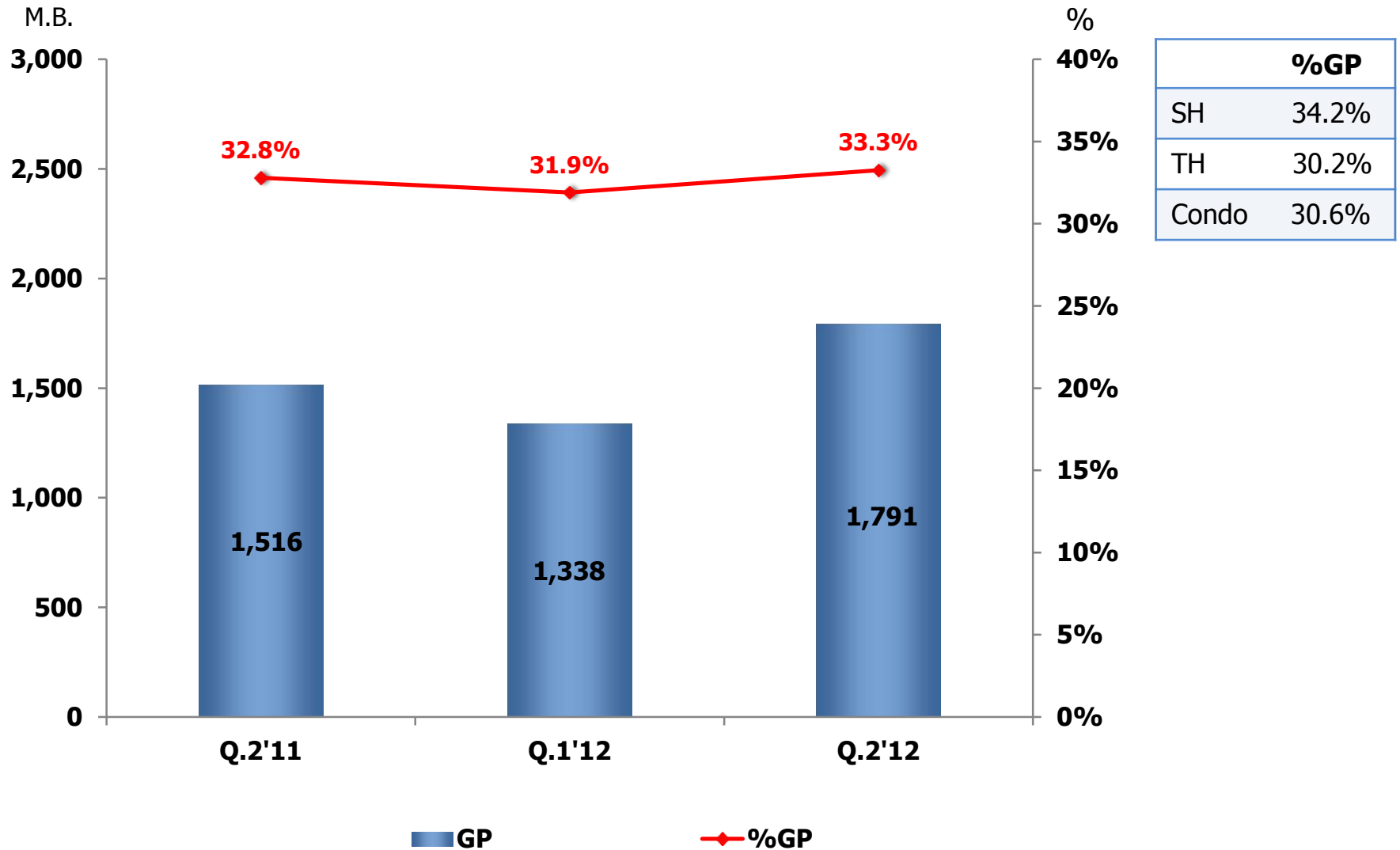
# Recognized Sales Growth (Transfer)



Unit	
SH	713
TH	140
Condo	305
<b>Total</b>	<b>1,158</b>

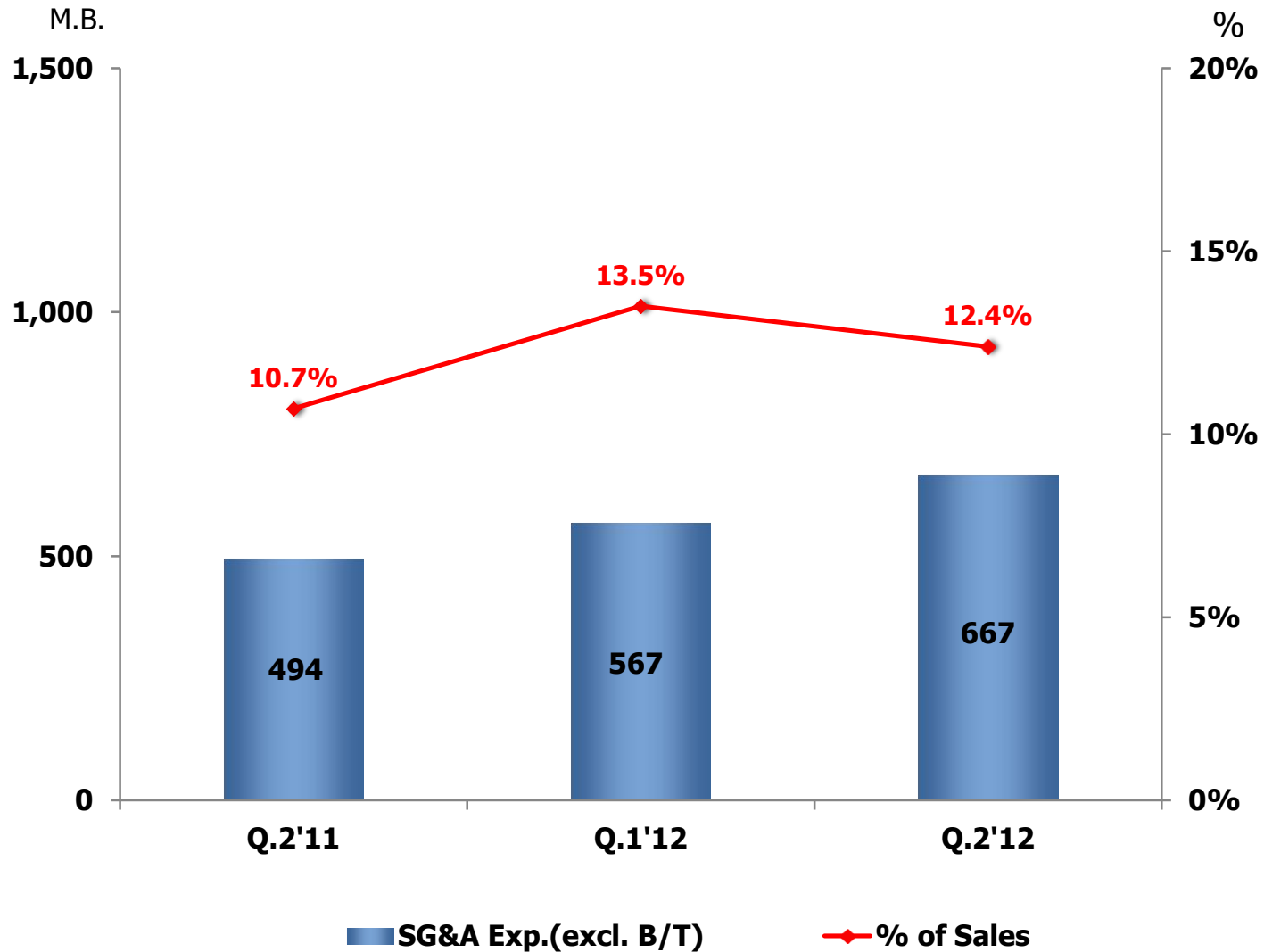


# G.P.



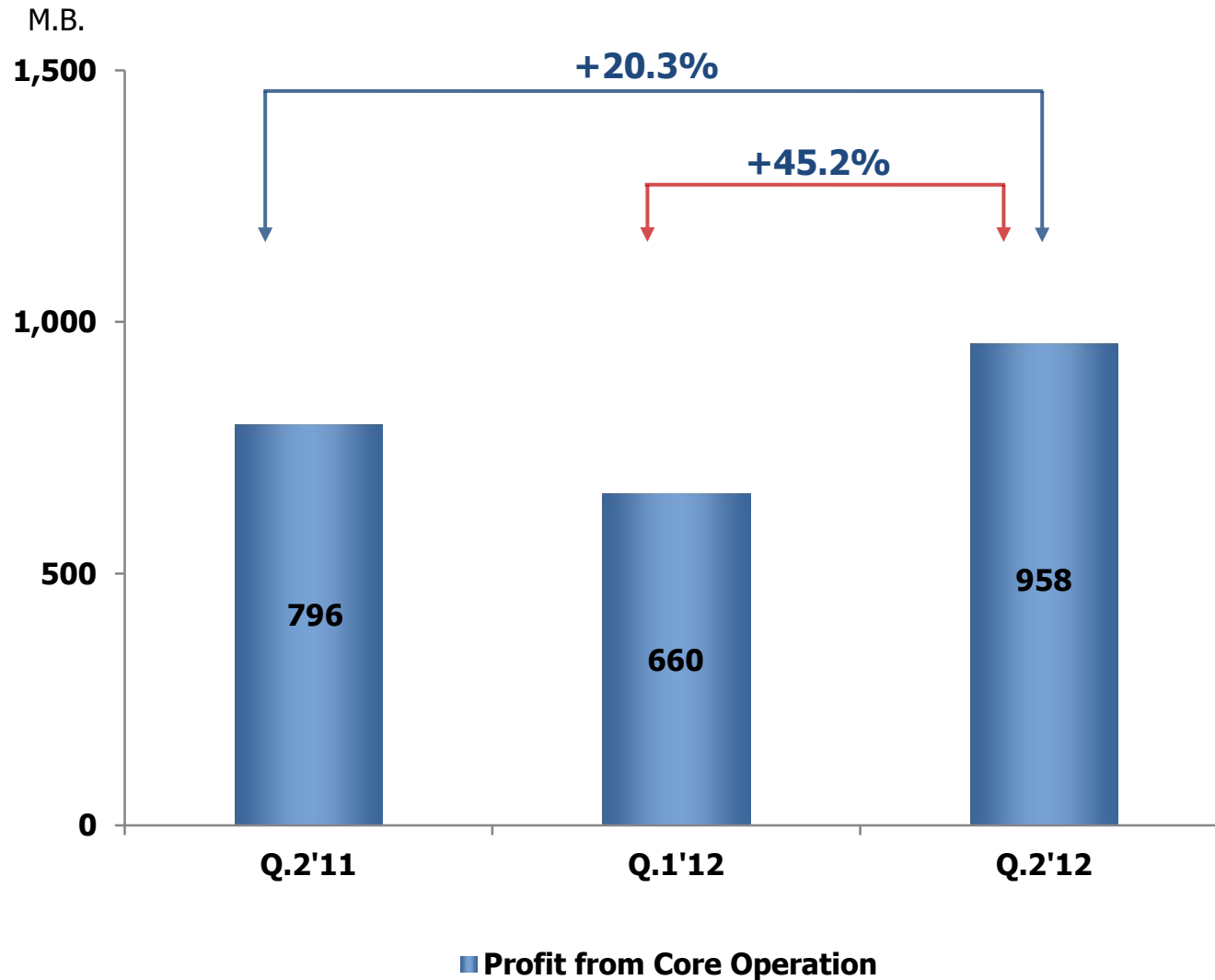


# SG&A Exp.(excl. B/T)



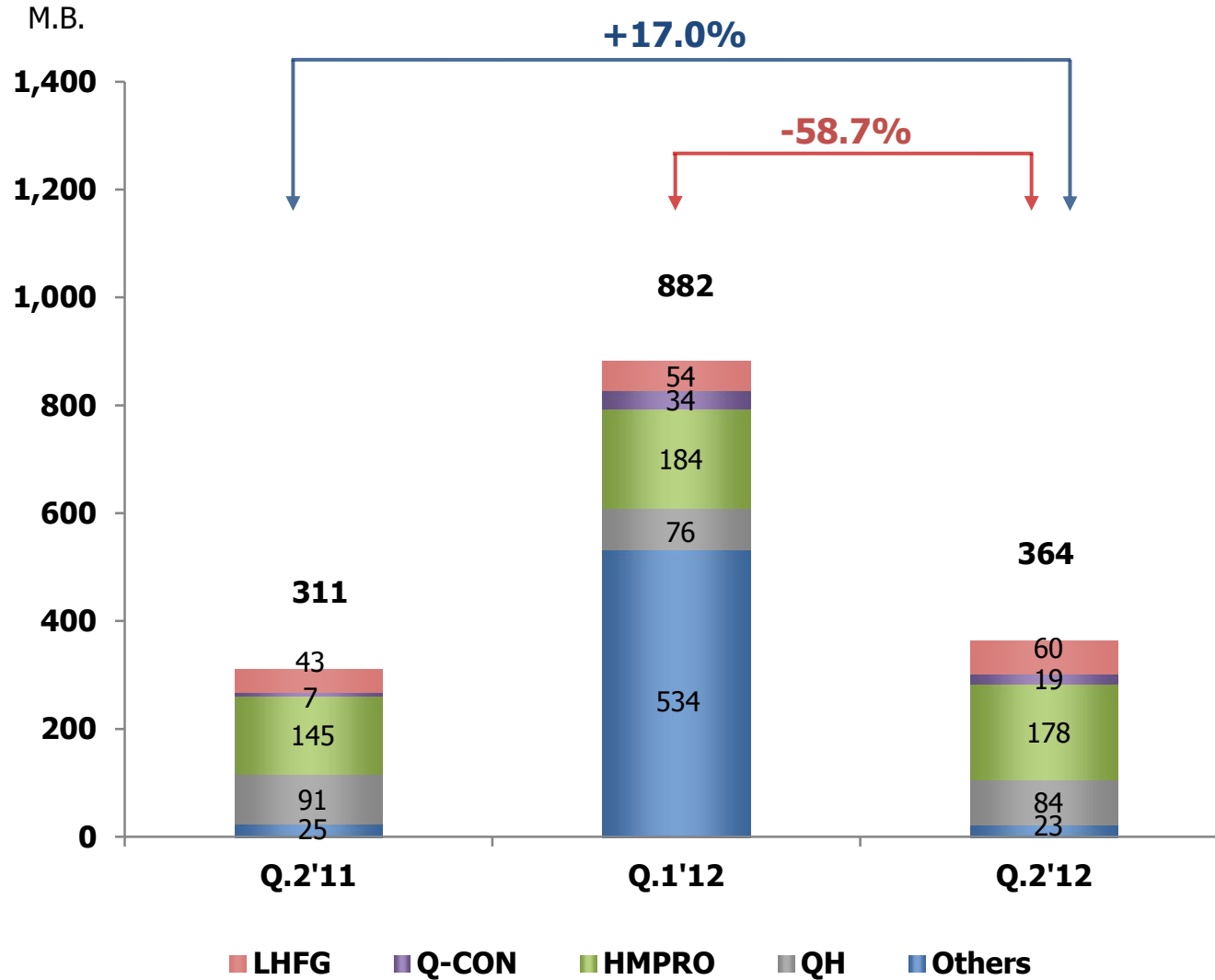


# Profit from Core Operation





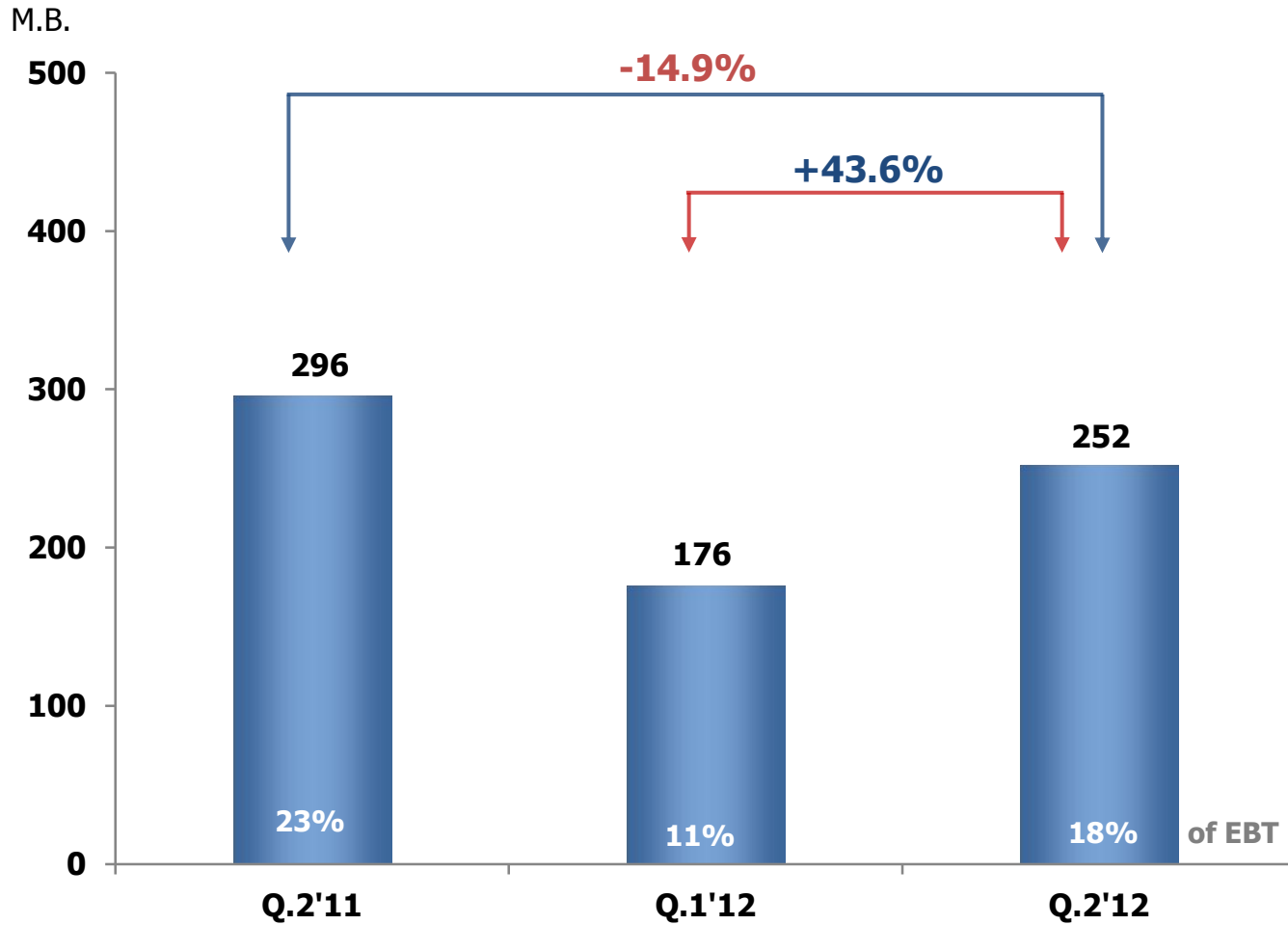
# Share of Income from Investments





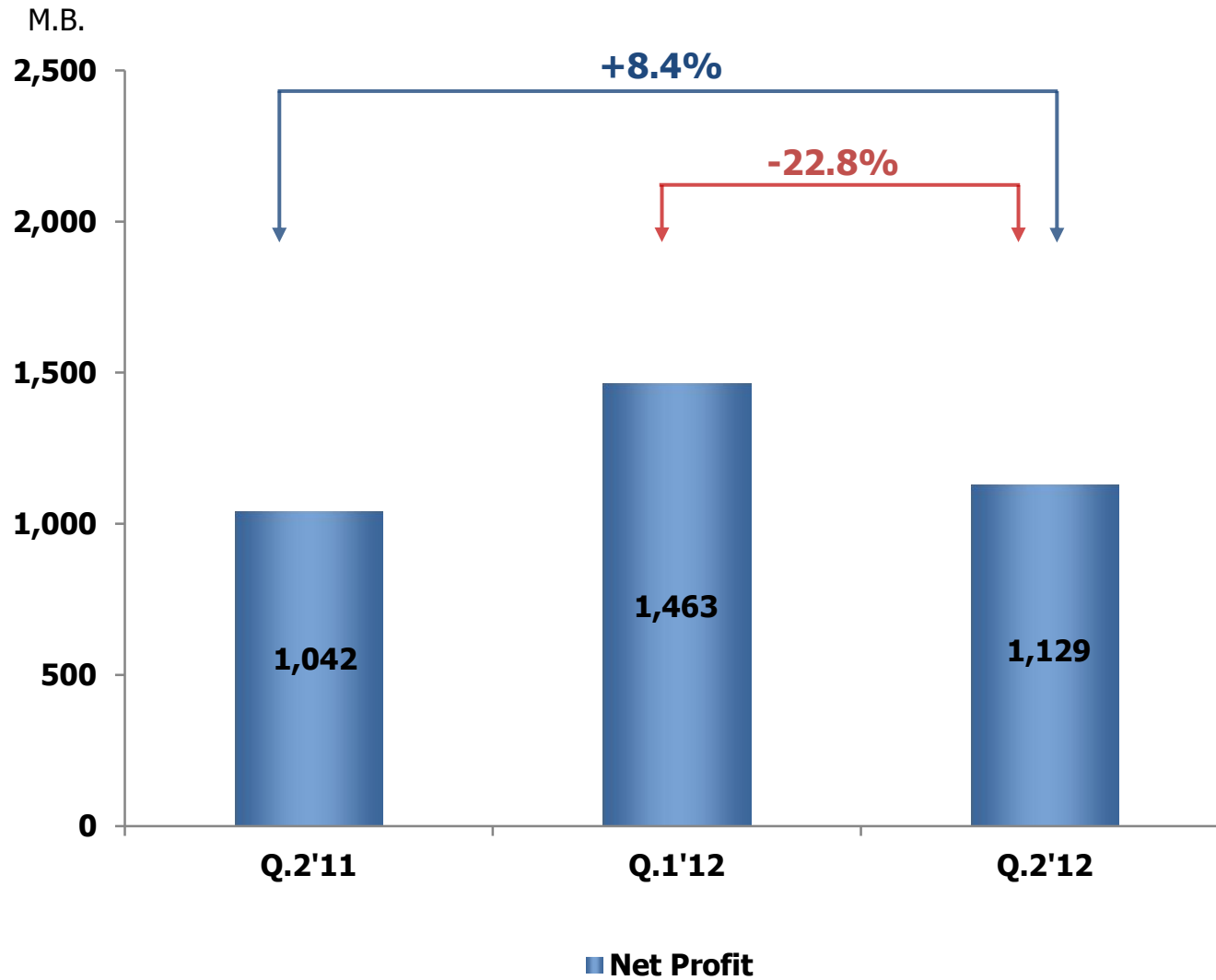


# Corporate Tax



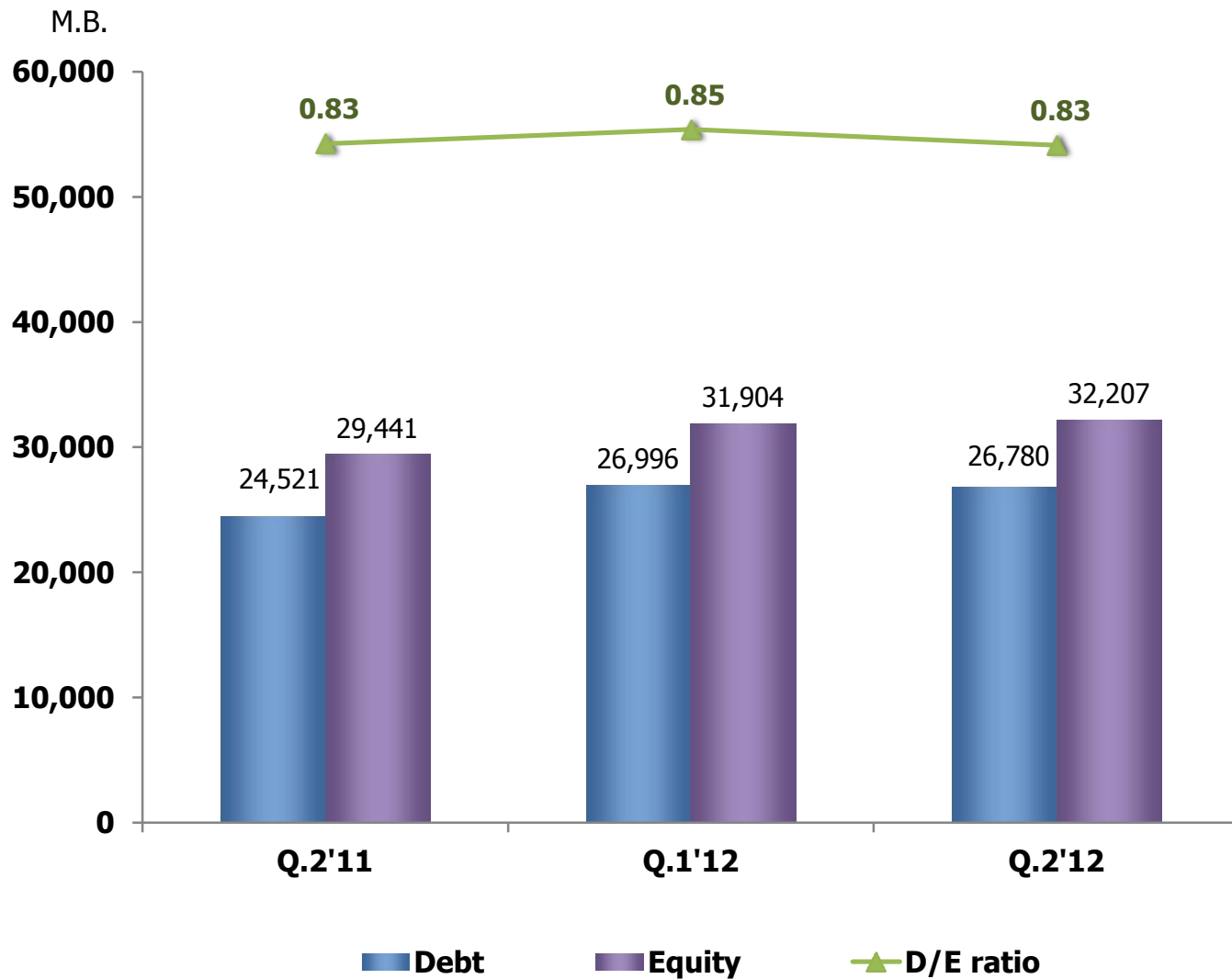


# Net Profit



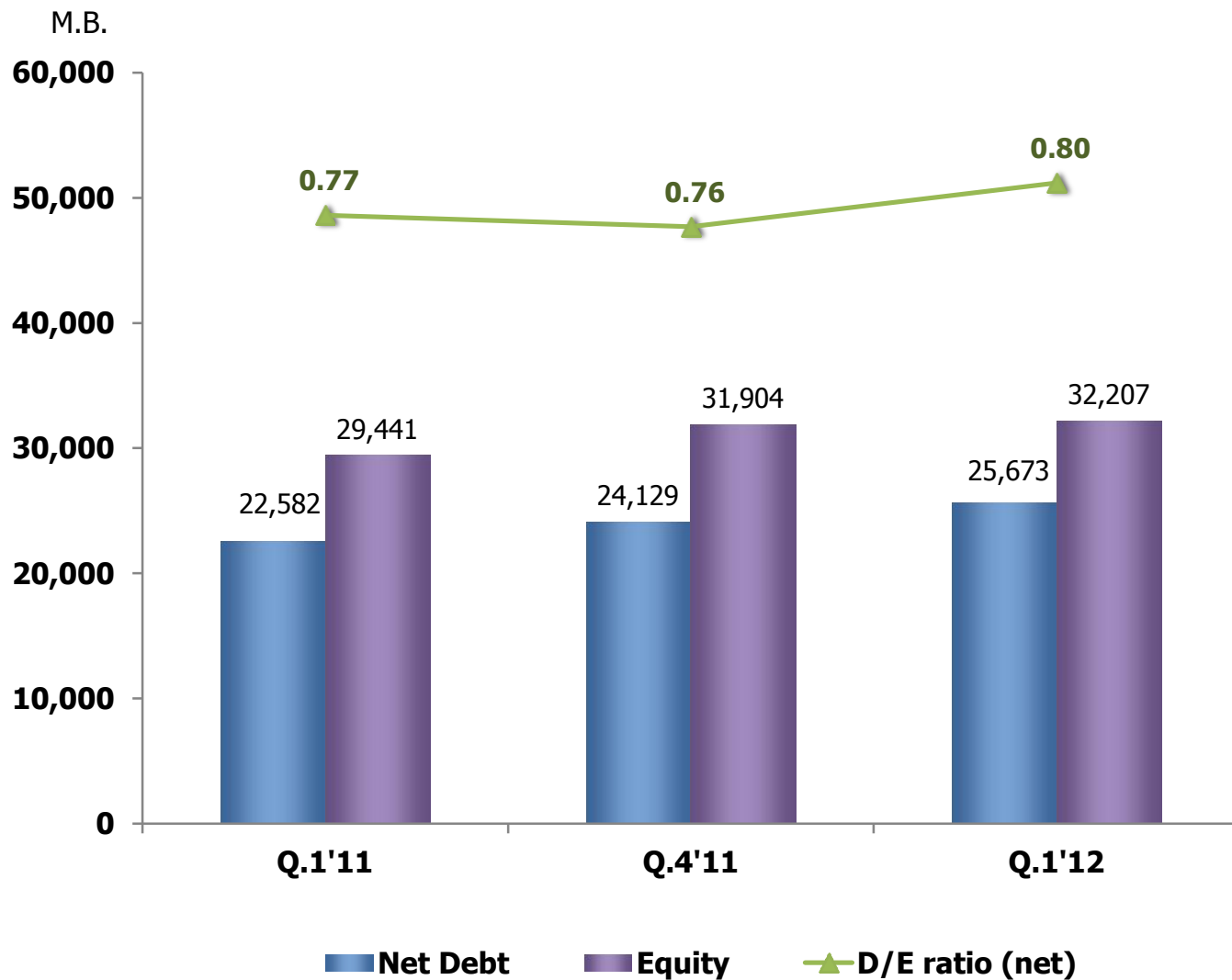


# Debt to Equity





# Net debt to Equity



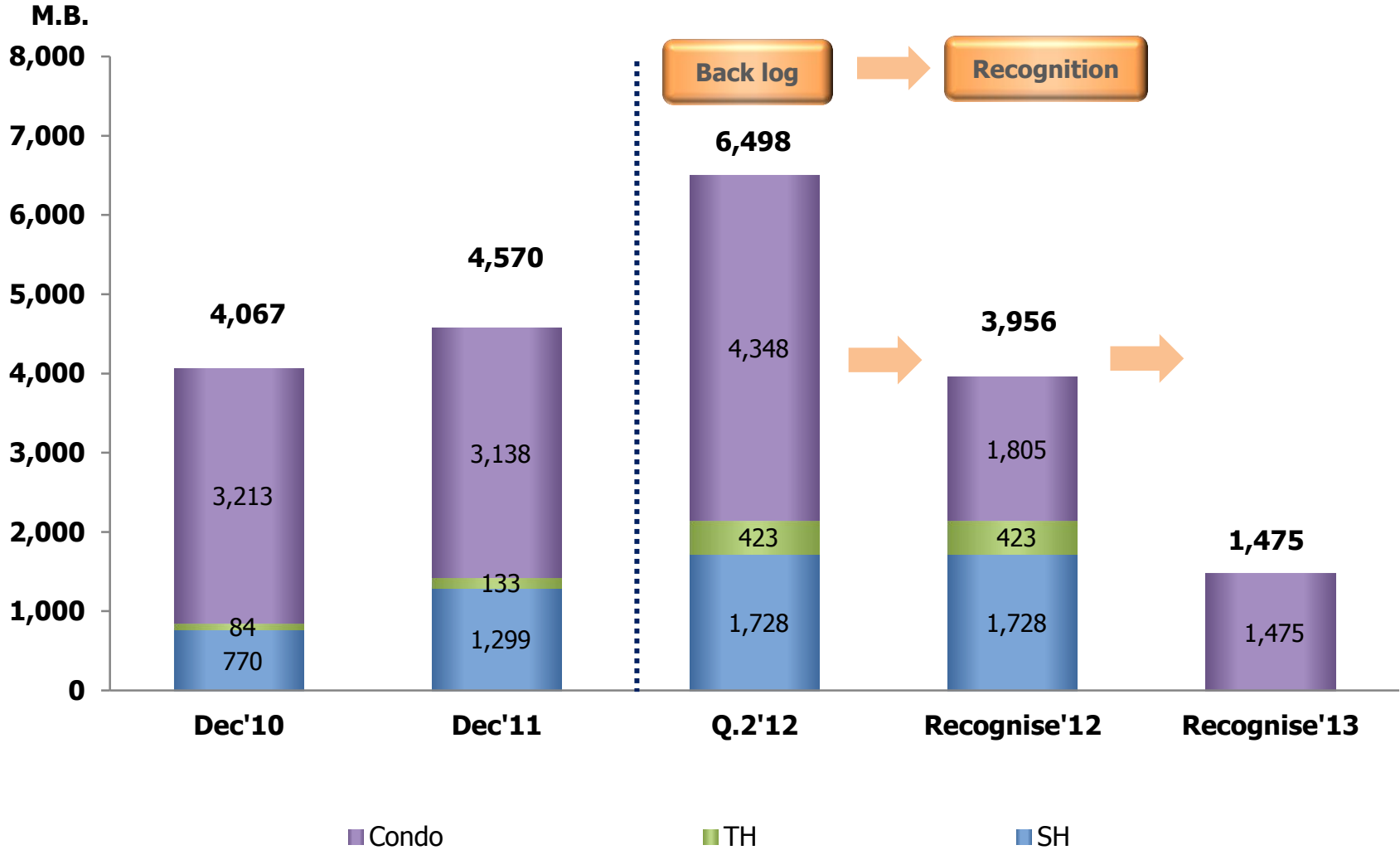


# Existing Project as of Jun 2012

TYPE	LOCATION	NO. OF PROJECT	SIZE (Rai)	UNIT	% AVAILABLE FOR SALES	UNIT PRICE	REMAINING PRJ. VALUE
<b>SH</b>	1. Inizio	4	324.8	1,634	54%	2.8	2,513
	2. Pruklada	7	801.3	3,643	50%	3.7	6,698
	3. Chaiyapruk	4	365.5	1,629	36%	4.5	2,653
	4. Chollada	2	436.4	1,504	16%	3.8	882
	5. Parichart	1	209.8	707	1%	4.5	36
	6. Mantana	8	869.4	3,190	61%	6.8	13,278
	7. Seewalee	7	702.3	2,749	43%	4.8	5,645
	8. Nantawan	4	891.4	1,722	19%	10.7	3,566
	9. Ladawan	3	305.0	374	78%	40.8	11,904
	10. L&H Park	3	378.9	1,112	2%	4.8	106
<b>TH</b>	11. Indy	2	58.2	702	64%	1.6	733
	12. Baan Mai	1	20.3	207	62%	3.1	397
	13. Terrace	2	48.4	397	35%	4.9	675
	14. The Landmark	1	4.8	24	38%	22.9	206
<b>Condo</b>	15. The Key	3	17.8	2,128	36%	2.1	1,594
	16. The Room	4	8.1	812	26%	6.9	1,488
	17. Ocas	1	17.6	179	24%	11.2	482
<b>TOTAL</b>		<b>57</b>	<b>5,460.0</b>	<b>22,713</b>	<b>40%</b>	<b>5.8</b>	<b><u>52,856</u></b>



# Backlog and Recognition





# New Projects Plan to Launch in 2012

PROJECT NAME	LOCATION	TYPE	SIZE (Rai)	UNIT	UNIT PRICE	PRJ. VALUE	LAUNCH DATE
1. Mantana	Wong Whan Onnuch3	SH	99	396	6.4	2,550	Feb
2. Inizio	Salaya	SH	68.7	344	2.9	990	Feb
3. Ladawan	Rajapruk	SH	207.9	245	42	10,290	Mar
4. The Room	Sukhumvit 40	CD	1.9	128	4.7	600	May
5. The Key	Sathorn-Rajapruk	CD	7.7	834	2.1	1,790	May
6. The Room	BTS Wongwienyai	CD	2.1	201	7.8	1,580	May
7. Pruklada	Rangsit Klong4	SH	74.1	315	3.7	1,150	Jun
8. Indy	Pracha-u-tid2	TH	30.2	354	1.6	570	Jun
9. North 8	Chiengmai	CD	5.4	174	2.3	400	Q.3
10. Seewalee	Korat	SH	97	360	4.9	1,780	Q.3
11. L&H 88 Hillside	Phuket	SH	52.1	100	12.5	1,250	Q.3
12. Mantana	Rama II	SH	66.9	166	6.9	1,150	Q.4
13. Inizio	Khon Khaen	SH	72.4	340	3.1	1,060	Q.4
14. Villaggio	Rama II	TH	18.3	211	1.7	360	Q.4
15. The Bangkok	Sathorn	CD	5	483	12.4	6,000	Q.4
	<b>TOTAL</b>		<b>808.7</b>	<b><u>4,651</u></b>	<b>6.8</b>	<b><u>31,520</u></b>	



# Condominium Schedule

No	Project	2012				2013				2014			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
1	The Room-Sathorn Taksin												
2	The Room-Suk.21												
3	Ocas-Hua Hin												
4	The Key-Phahon Yothin												
5	The Key-Prachachuen												
6	The Key-Chaeng Wattana												
7	The Key - Sathorn Rajapruk	DEVELOP & EIA											
8	The Room - Suk.40	DEVELOP & EIA											
9	The Room - BTS wongwiengyai												
10	The Bangkok - Sathorn	DEVELOP & EIA											

 Construction period  
 Transfer