



**LAND & HOUSES**

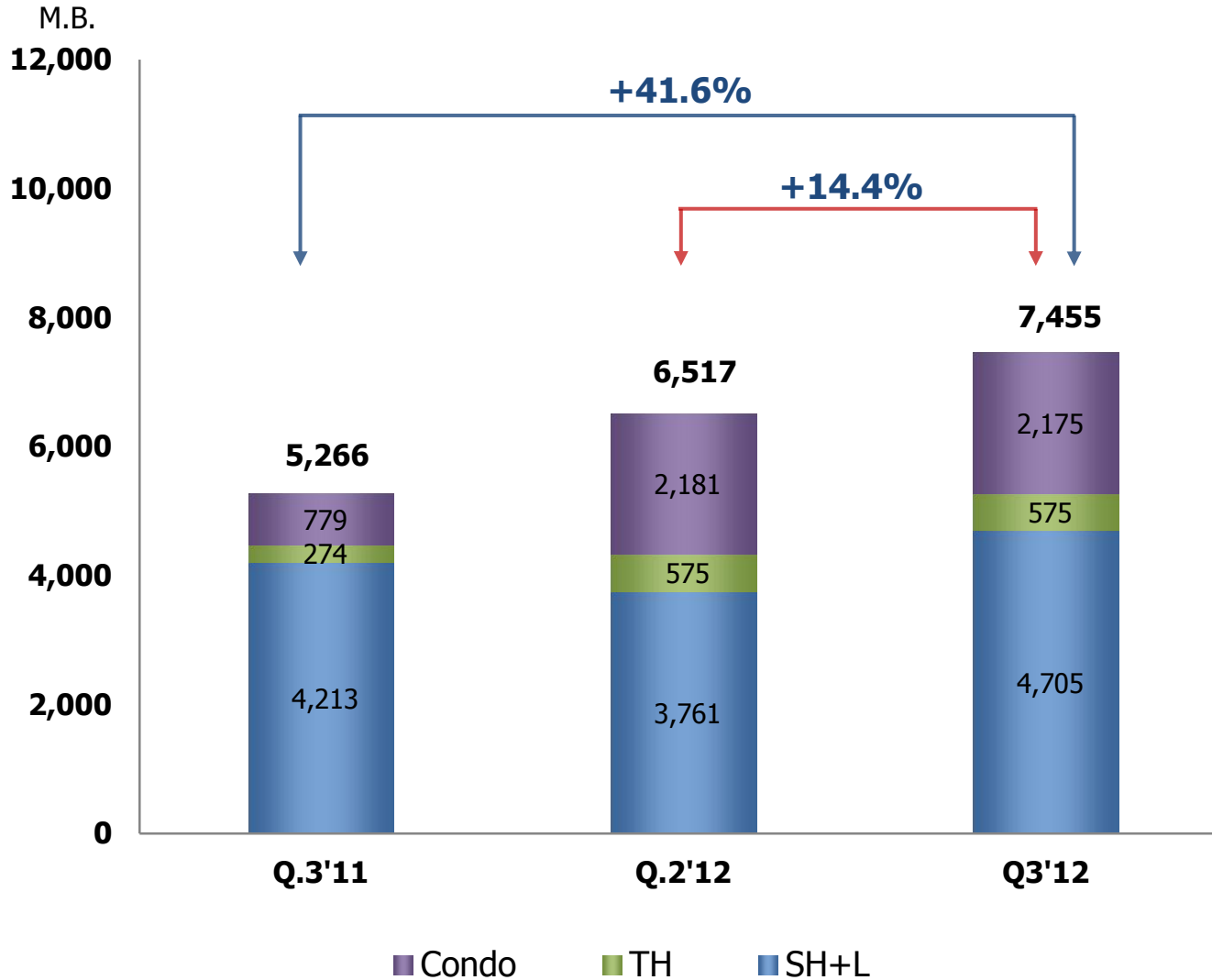


## **Analyst Meeting – Q.3'12**

**14 NOV 12**



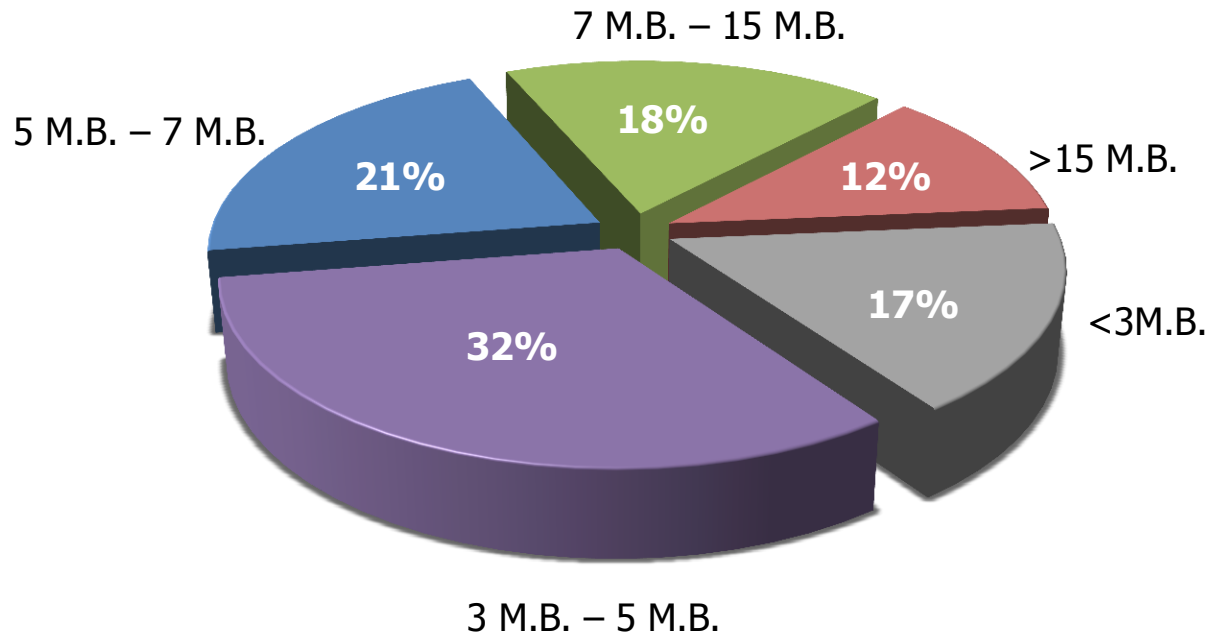
# Sales Growth (Booking)



Unit	
SH	816
TH	200
Condo	657
<b>Total</b>	<b>1,673</b>

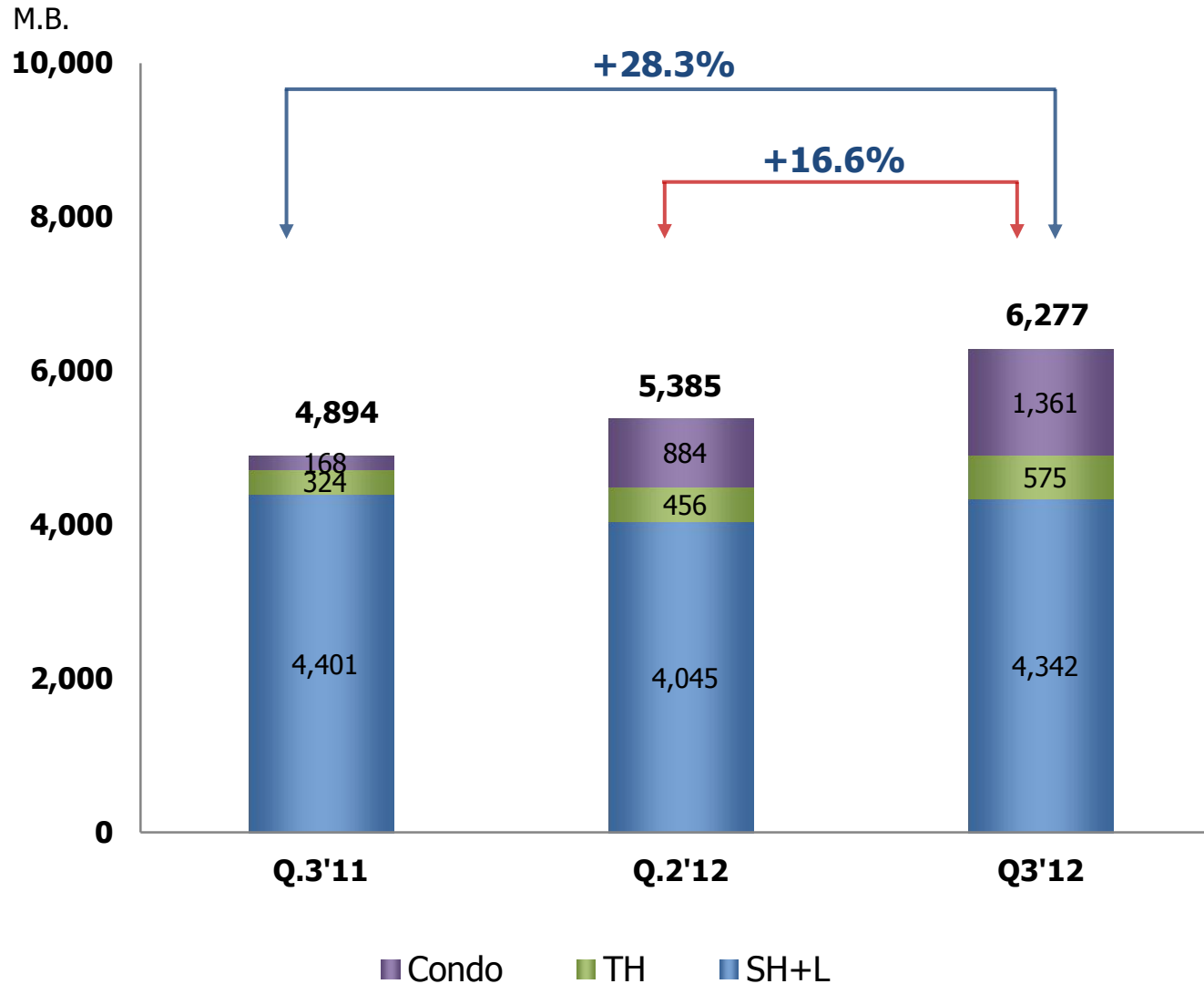


# Booking by Segmentation : YTD Q.3'12





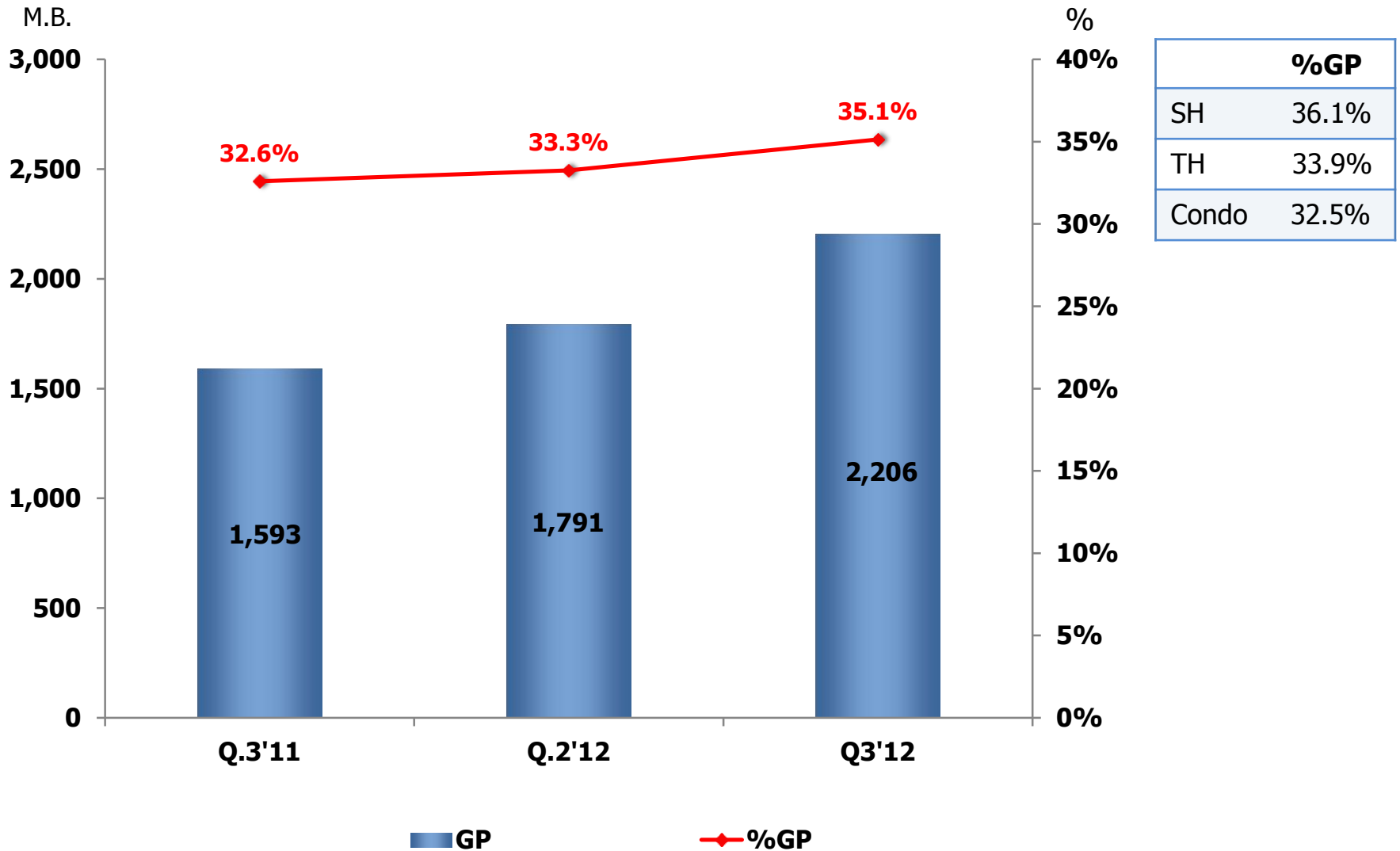
# Recognized Sales Growth (Transfer)



	Unit
SH	756
TH	201
Condo	546
<b>Total</b>	<b>1,503</b>

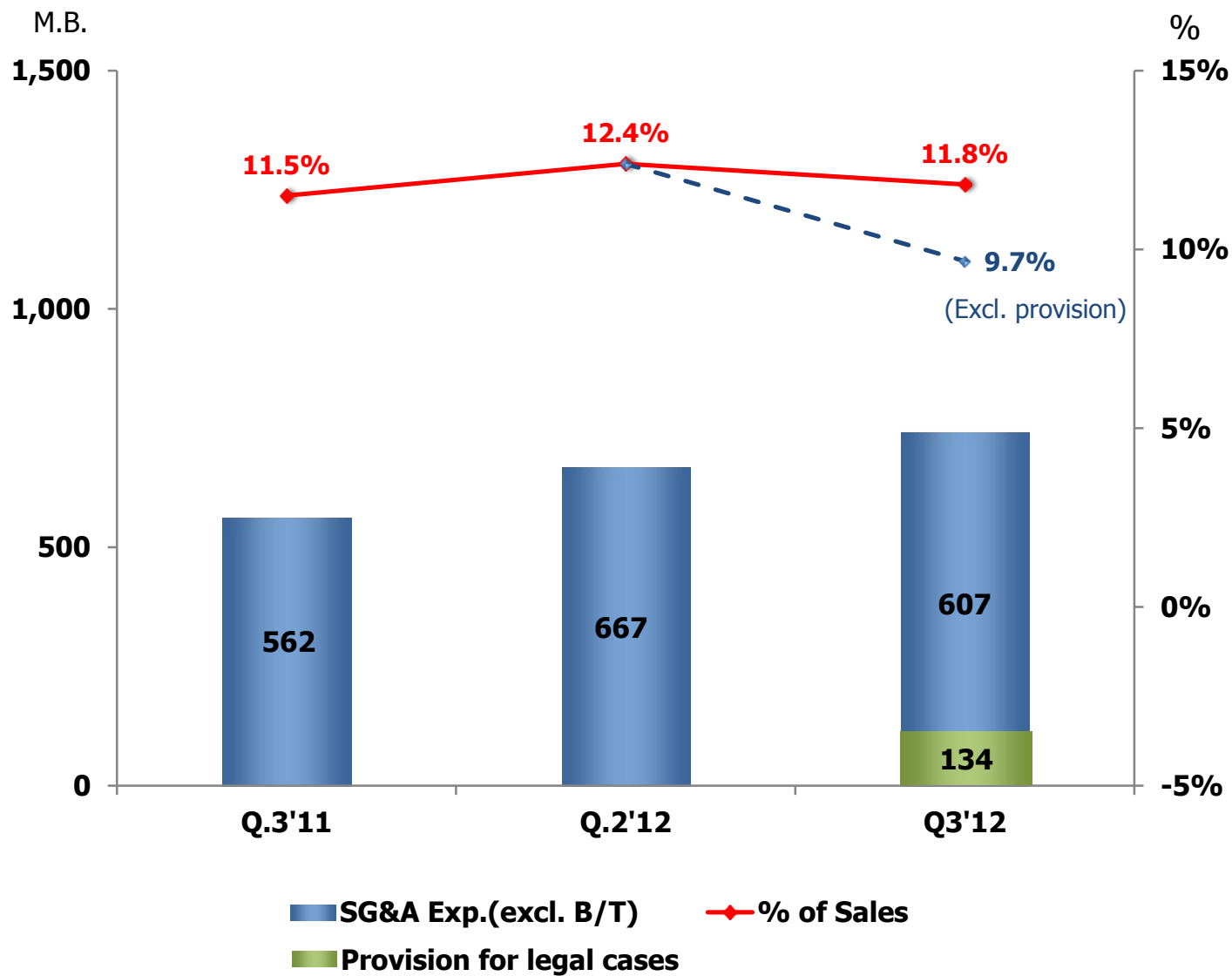


# G.P.



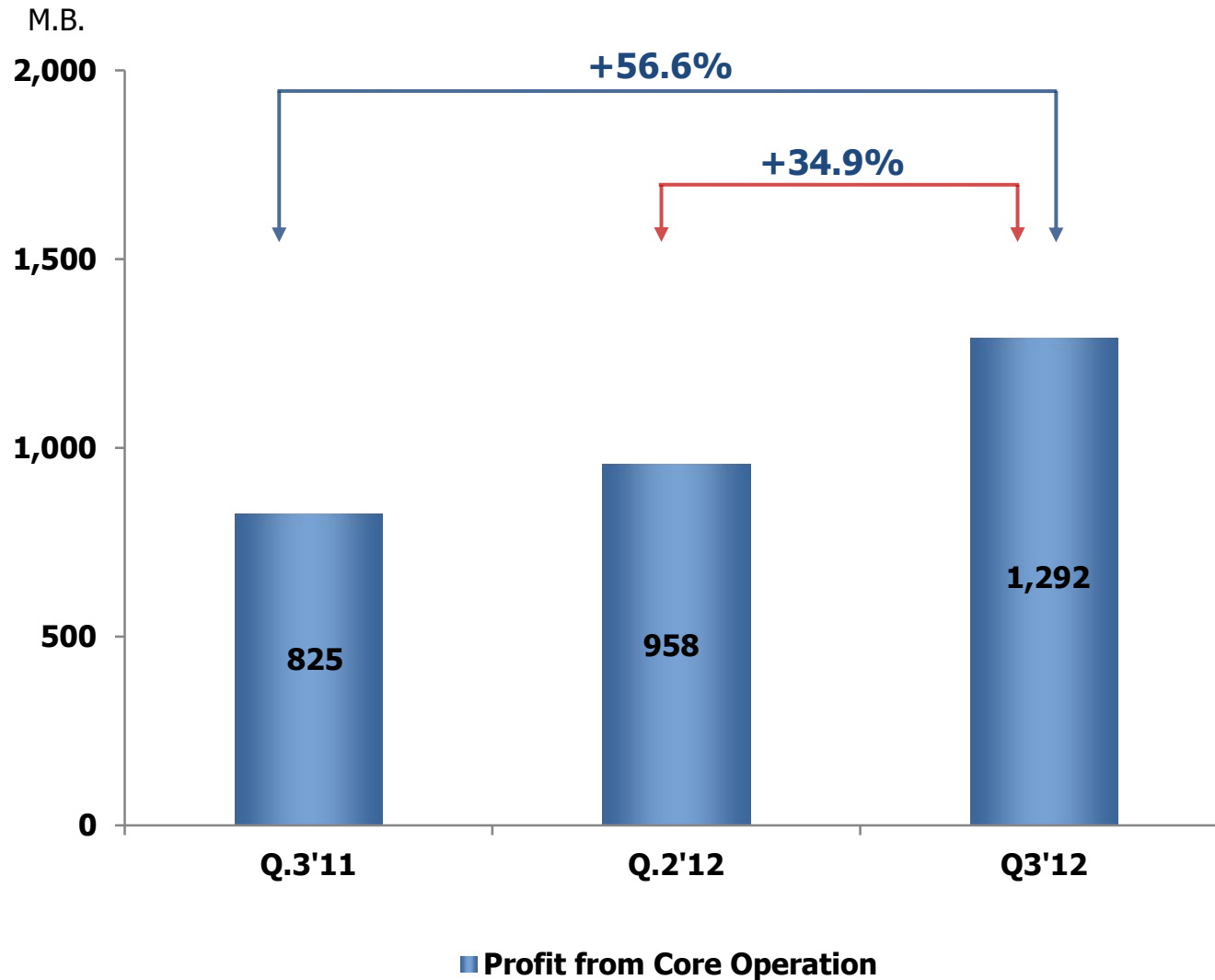


# SG&A Exp.(excl. B/T)



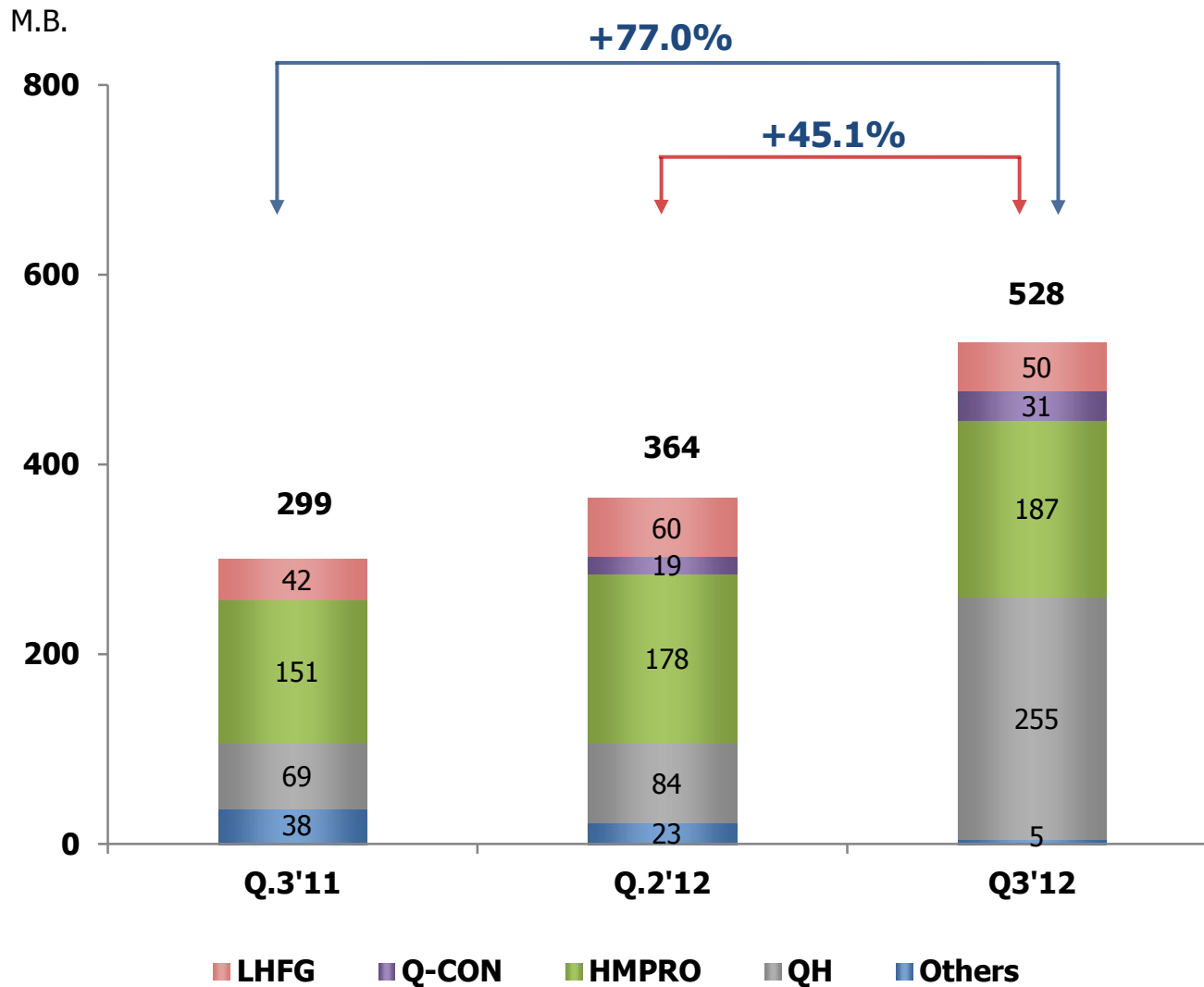


# Profit from Core Operation





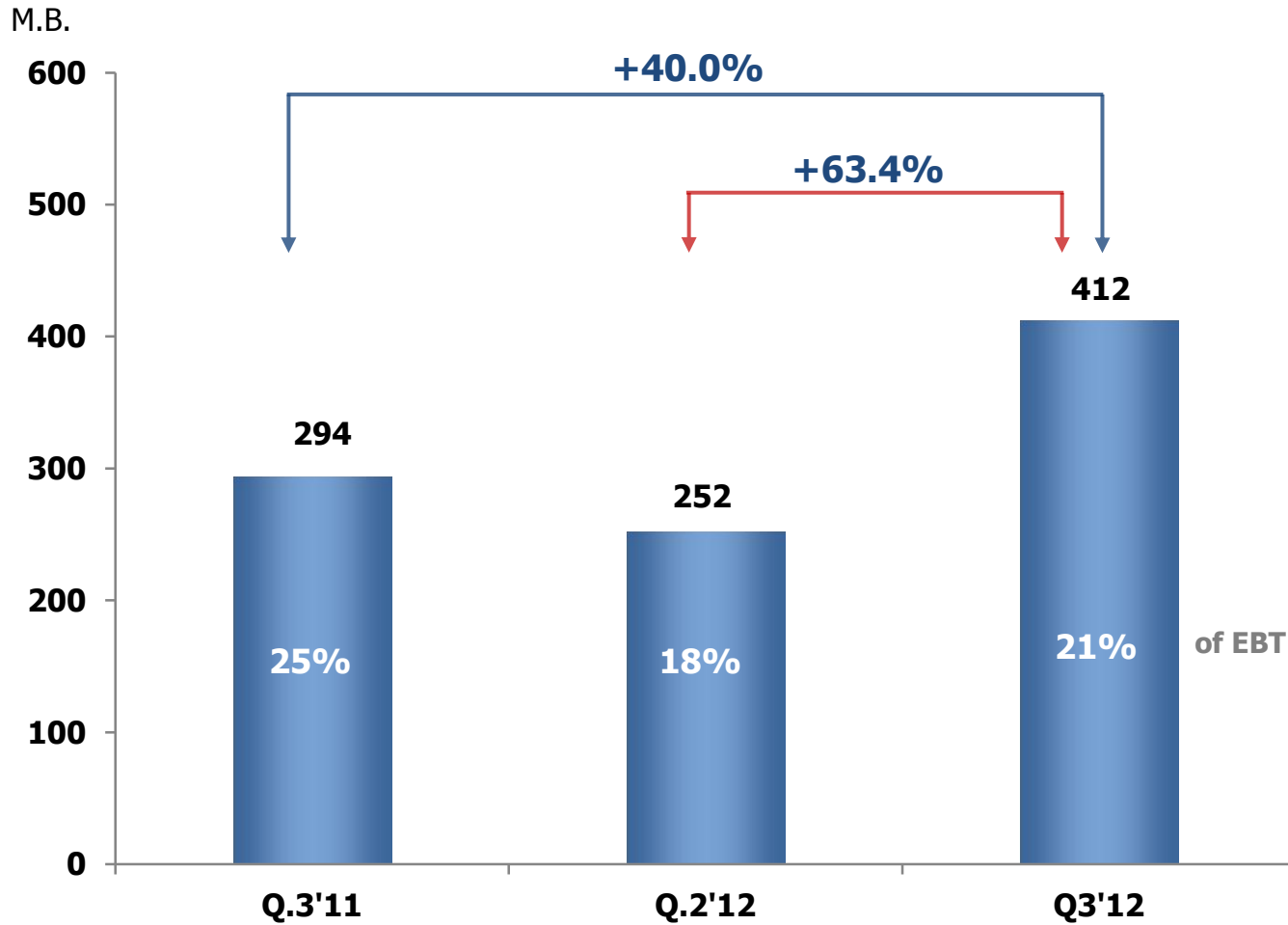
# Share of Income from Investments





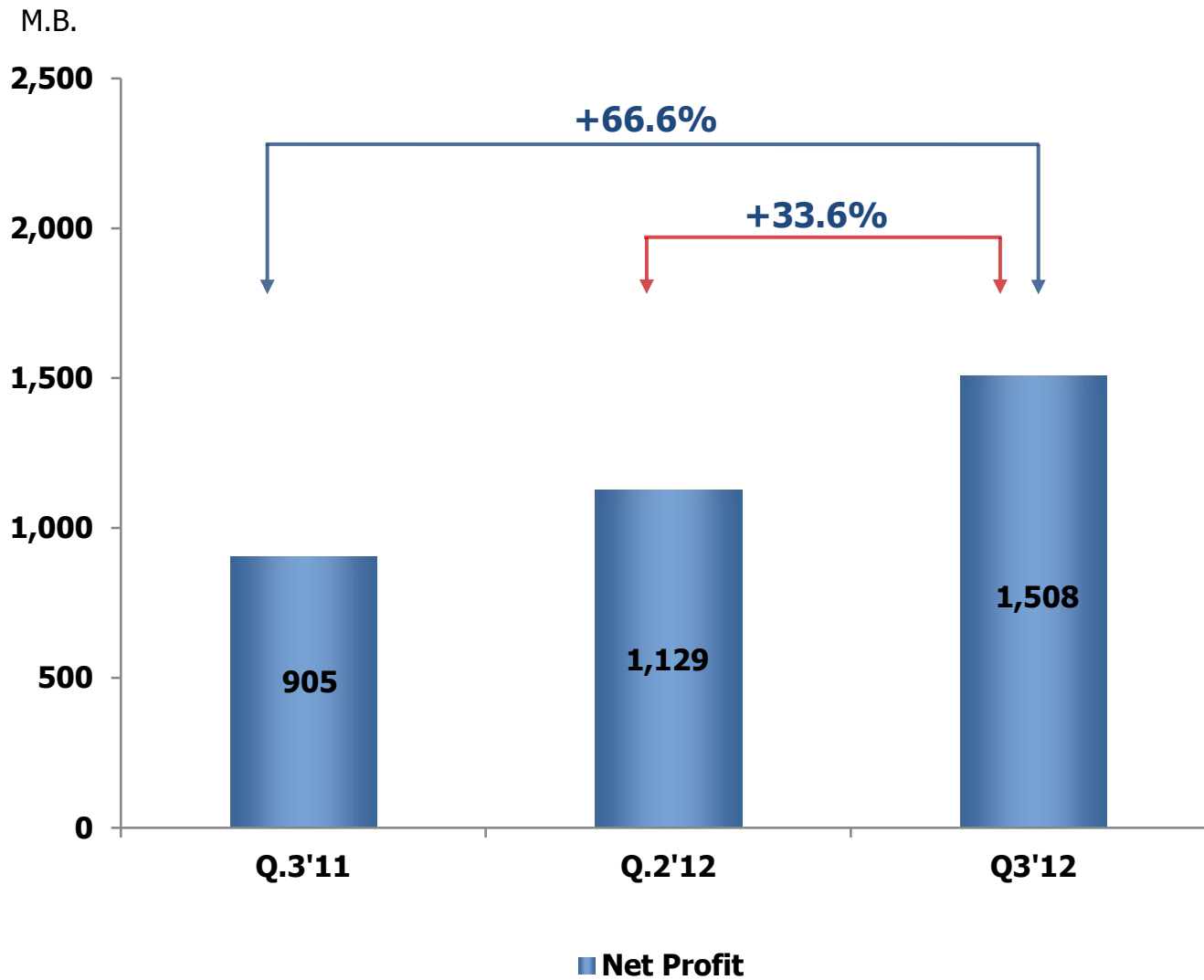


# Corporate Tax



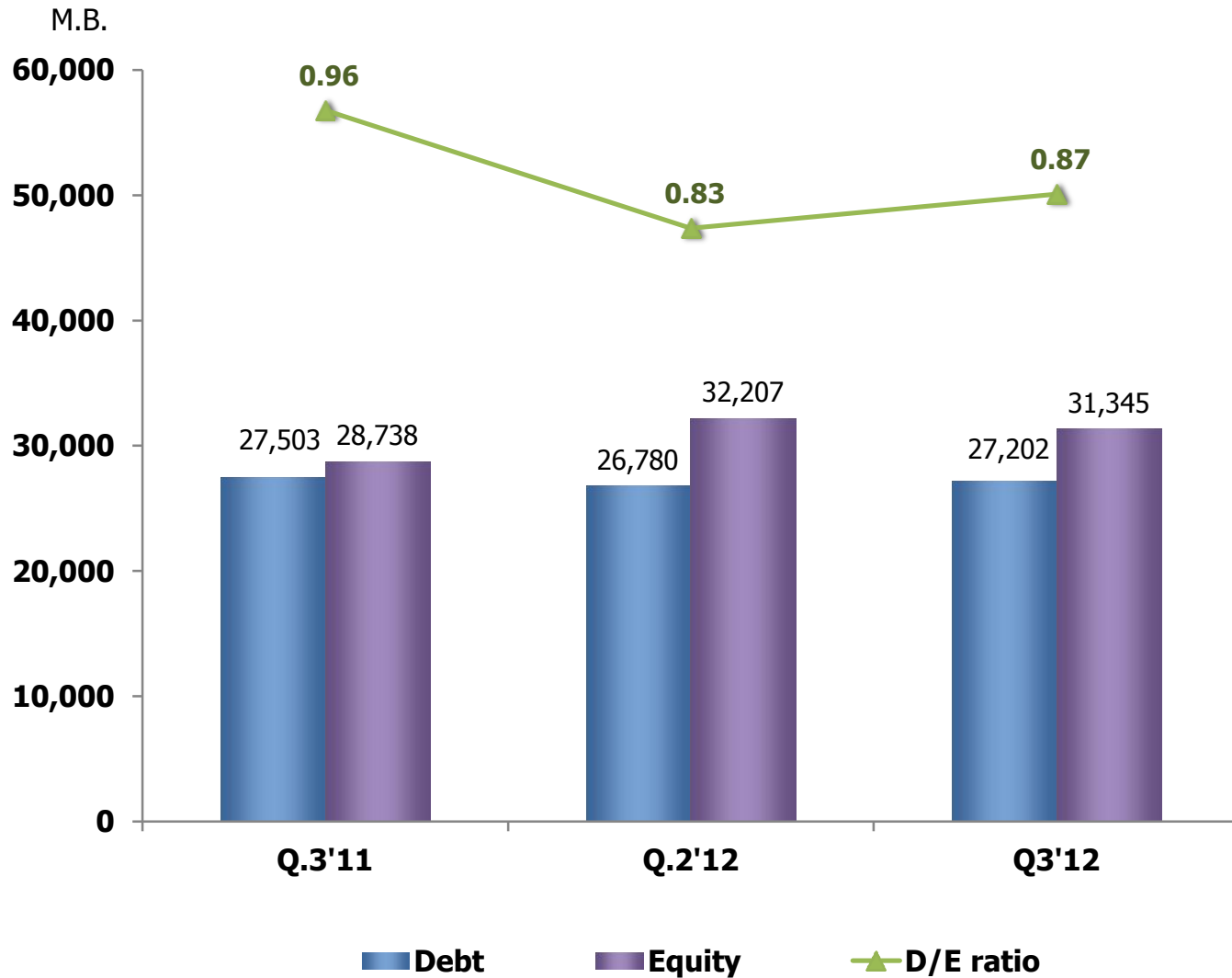


# Net Profit



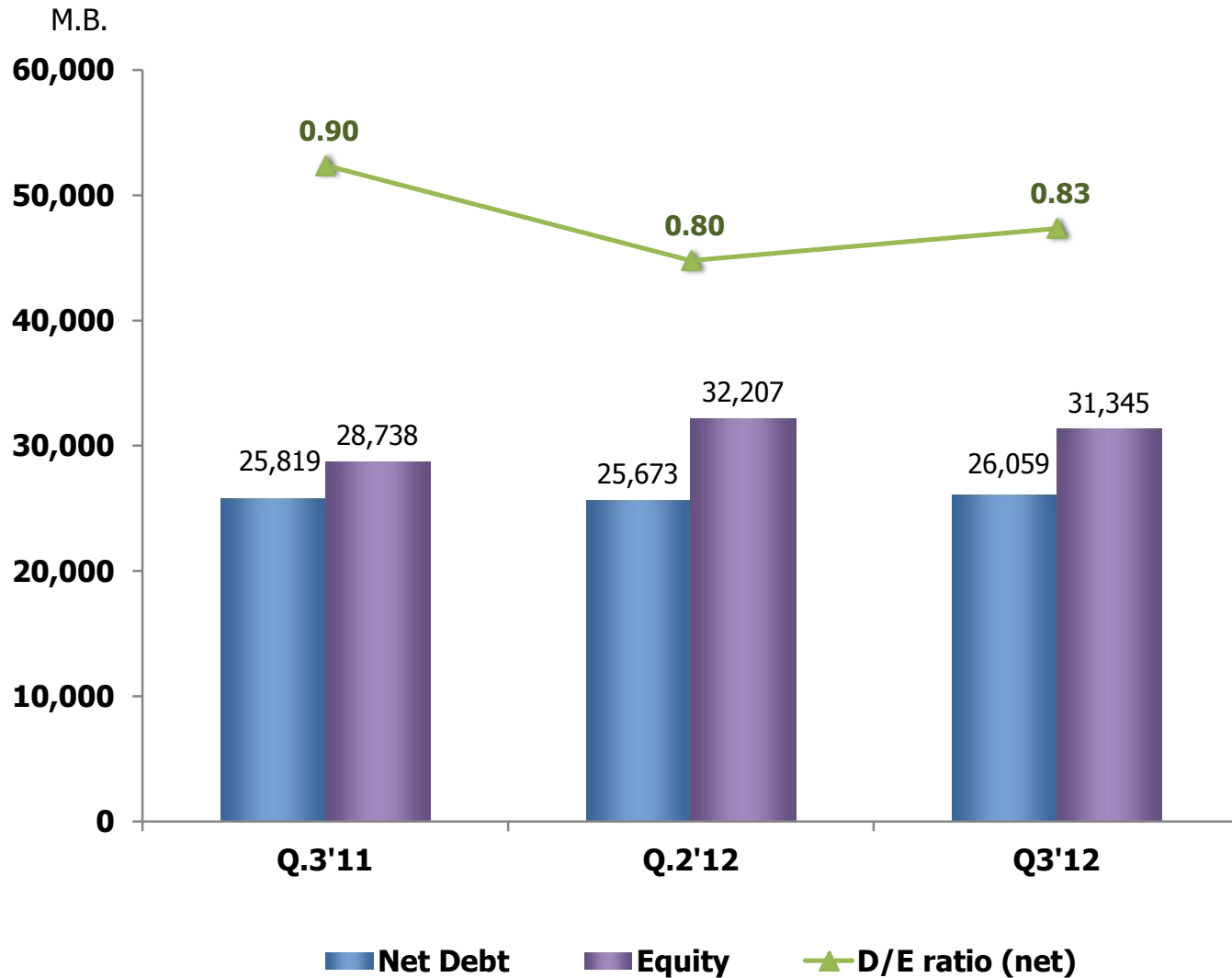


# Debt to Equity





# Net debt to Equity



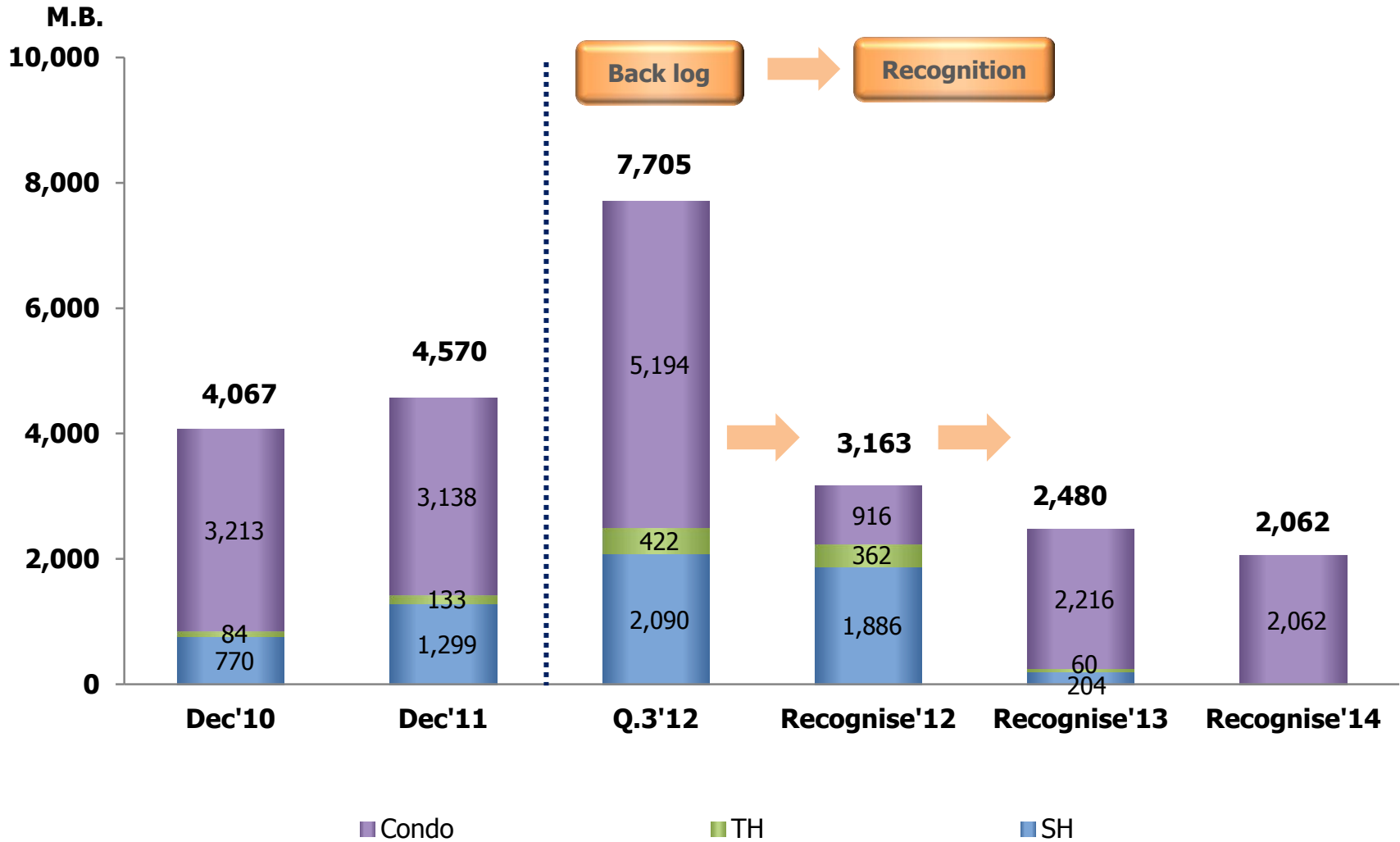


# Existing Project as of Sep 2012

TYPE	LOCATION	NO. OF PROJECT	SIZE (Rai)	UNIT	% AVAILABLE FOR SALES	UNIT PRICE	REMAINING PRJ. VALUE
<b>SH</b>	1. Inizio	5	397.2	1,974	54%	2.9	3,106
	2. Pruklada	7	801.3	3,643	46%	3.7	6,234
	3. Chaiyapruk	4	365.5	1,629	33%	4.4	2,387
	4. Chollada	2	436.4	1,504	13%	3.7	719
	5. Parichart	1	209.8	707	1%	4.5	18
	6. Mantana	7	820.5	3,000	60%	6.8	12,207
	7. Seewalee	8	799.3	3,109	43%	4.8	6,383
	8. Nantawan	4	891.4	1,722	18%	10.7	3,263
	9. Ladawan	3	305.0	374	72%	41.1	11,132
	10. L&H Park	3	378.9	1,112	2%	4.7	90
<b>TH</b>	11. Indy	2	58.2	702	47%	1.6	540
	12. Baan Mai	1	20.3	207	48%	3.1	310
	13. Terrace	2	48.4	397	22%	4.8	422
	14. The Landmark	1	4.8	24	29%	22.9	160
<b>Condo</b>	15. The Key	3	19.2	1,996	21%	2.1	867
	16. The Room	3	5.8	544	22%	6.5	764
	17. Ocas	1	17.6	179	11%	11.2	224
	<b>TOTAL</b>	<b>57</b>	<b>5,579.6</b>	<b>22,823</b>	<b>36%</b>	<b>5.9</b>	<b>48,825</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	99.0	396	6.4	2,550	Feb
2. Inizio	Salaya	SH	68.7	344	2.9	990	Feb
3. Ladawan	Rajapruk	SH	207.9	234	44.0	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	7.9	1,580	May
7. Pru Klada	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	Sep
10. Seewalee	Korat	SH	97.0	379	4.7	1,780	Sep
11. Inizio	Khon Khaen	SH	72.4	340	3.1	1,060	Sep
12. Mantana	Rama II	SH	66.9	169	6.8	1,150	Oct
13. Villaggio	Rama II	TH	18.3	207	1.7	360	Q.4
14. L&H 88 Hillside	Phuket	SH	52.1	100	12.5	1,250	Q.4
15. Pru Klada	Bang Plee	SH	7.3	36	4.4	160	Q.4
<b>TOTAL</b>			<b>811.0</b>	<b>4,211</b>	<b>6.1</b>	<b>25,680</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	North 8 - Chiang Mai												

 Construction period  
 Transfer