



**LAND & HOUSES**

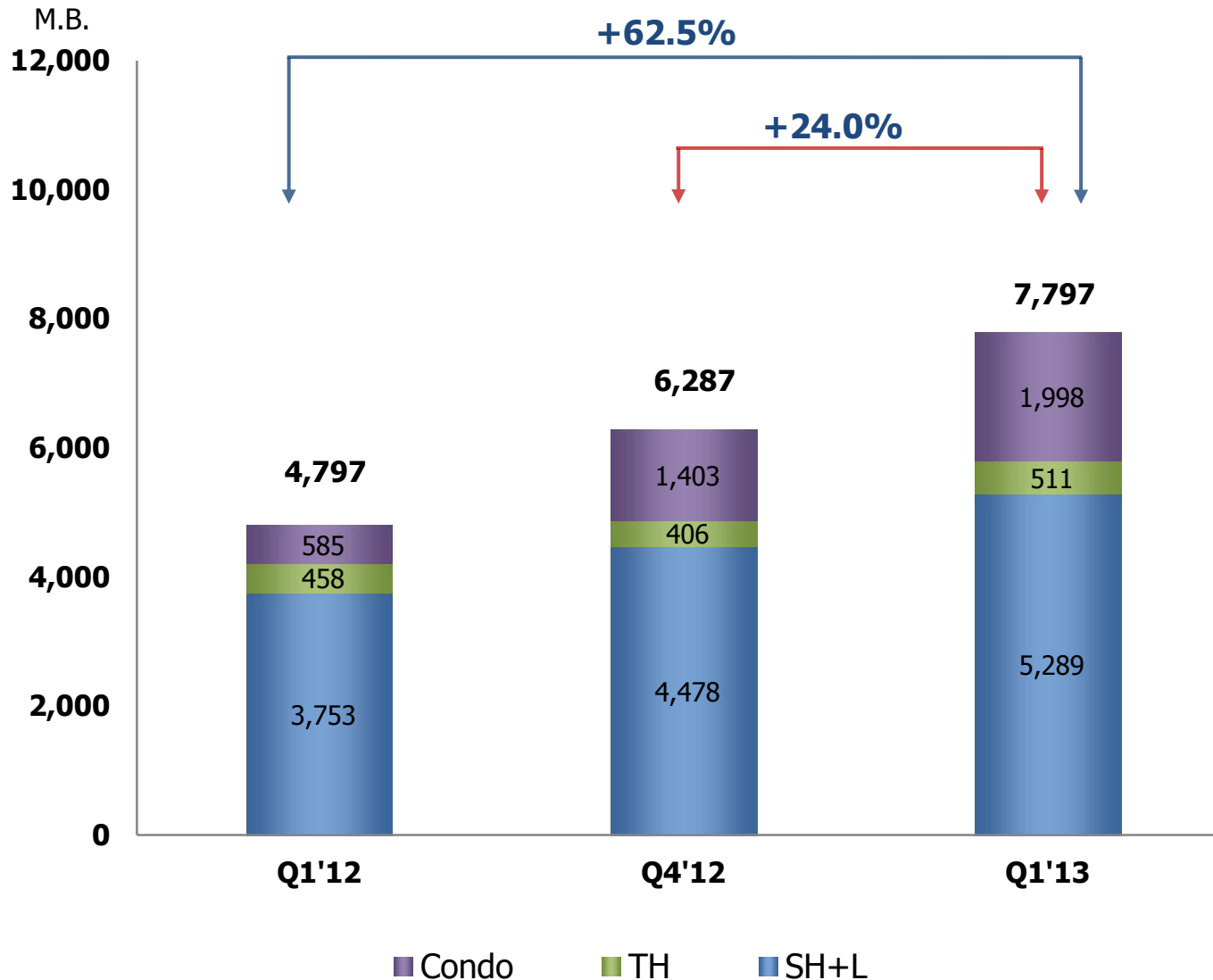


## **Analyst Meeting – Q1'13**

**14 MAR 13**



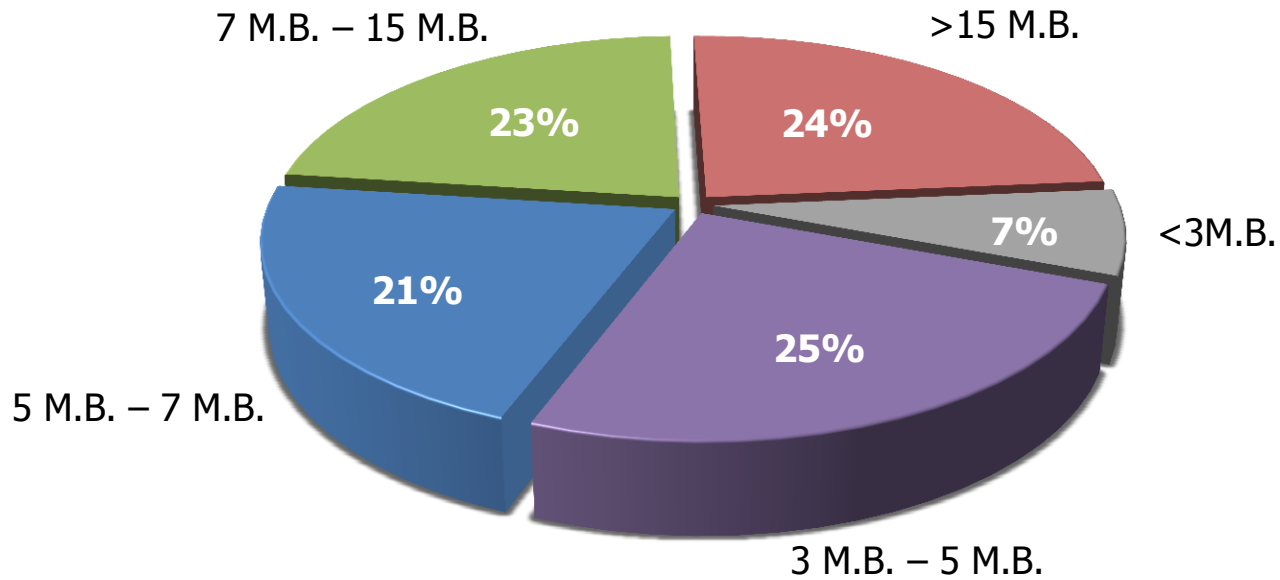
# Sales Growth (Booking)



	Unit
SH	848
TH	176
Condo	255
<b>Total</b>	<b>1,279</b>

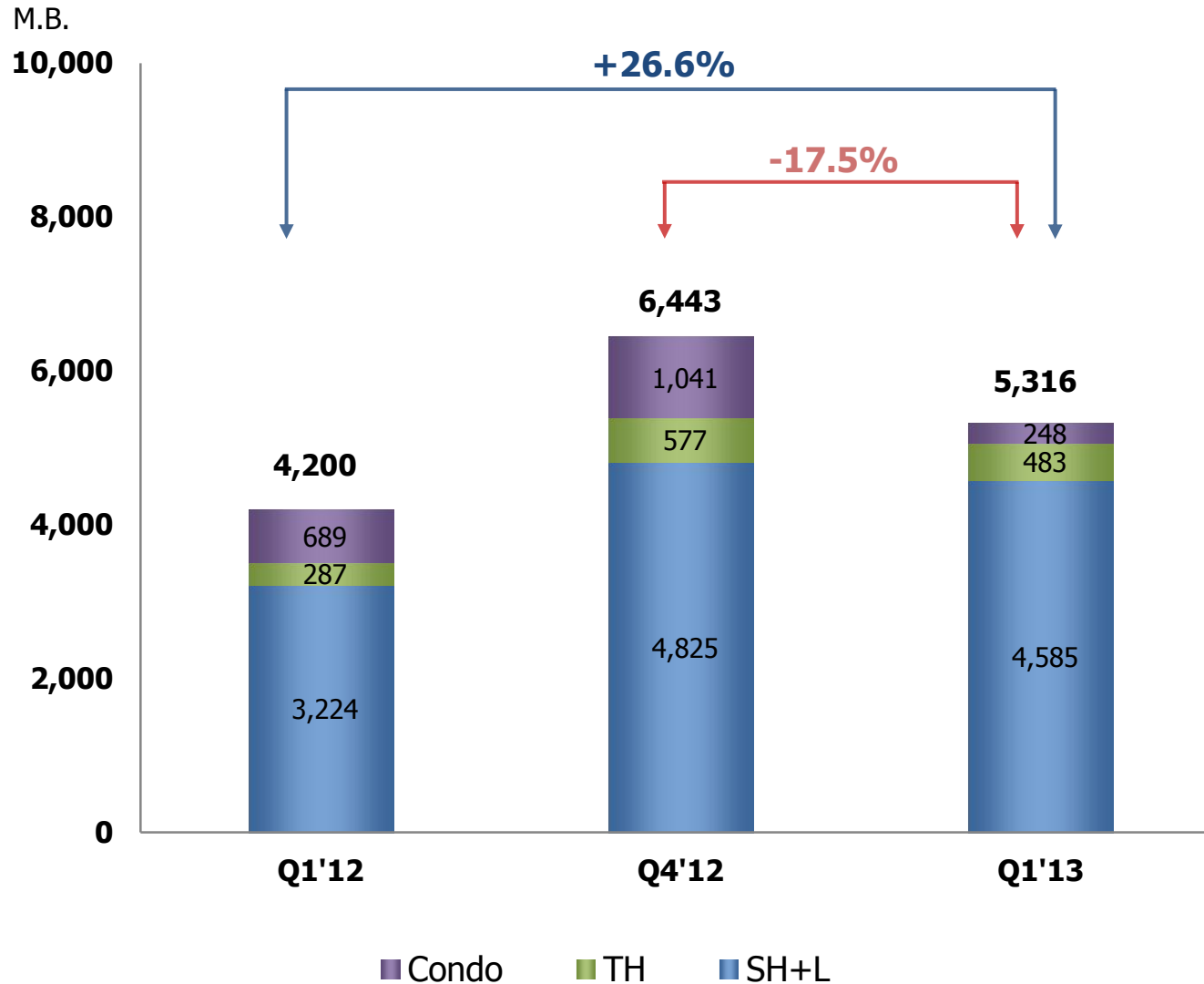


# Booking by Segmentation : YTD Q1'13





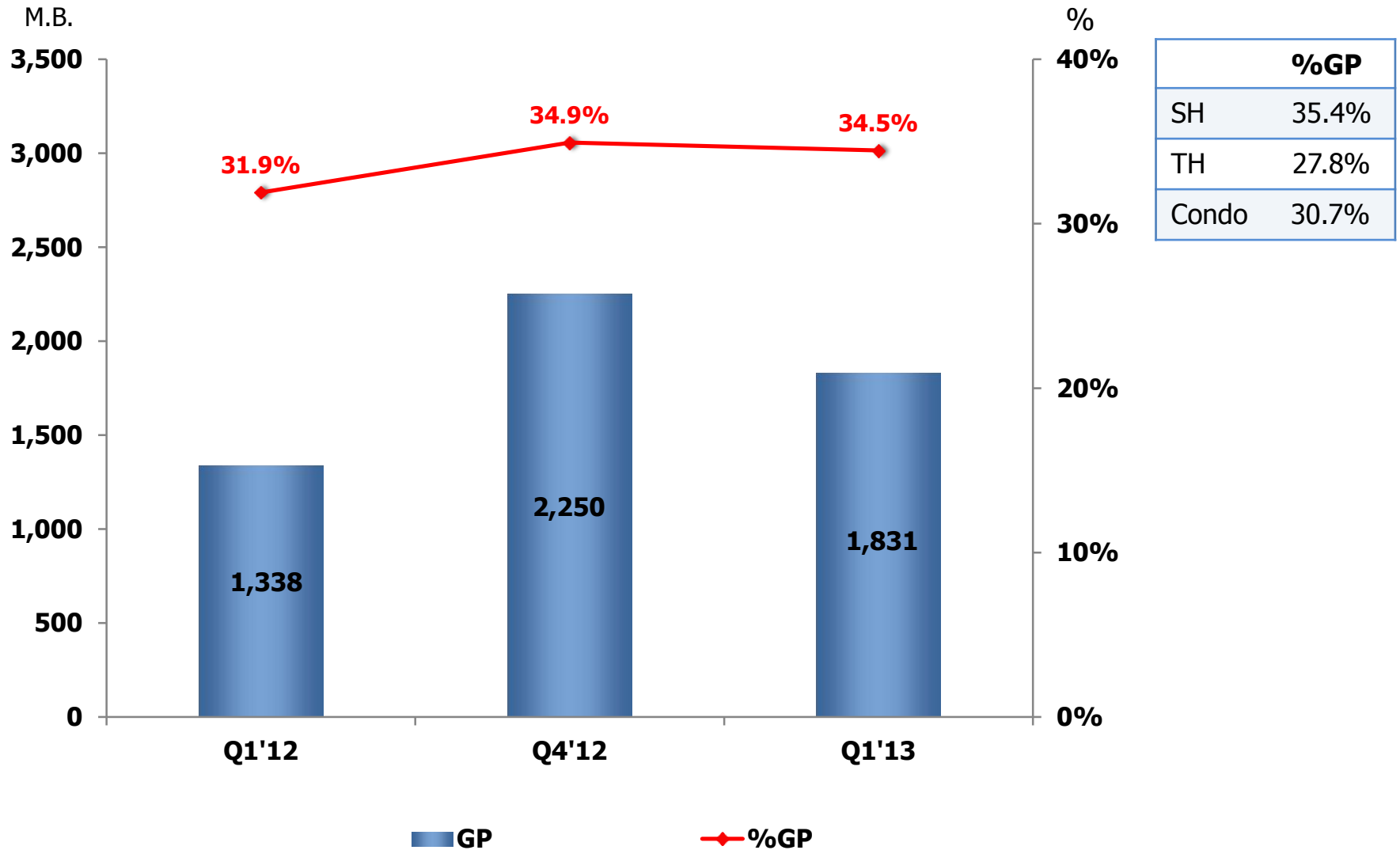
# Recognized Sales Growth (Transfer)



	Unit
SH	726
TH	159
Condo	76
<b>Total</b>	<b>961</b>

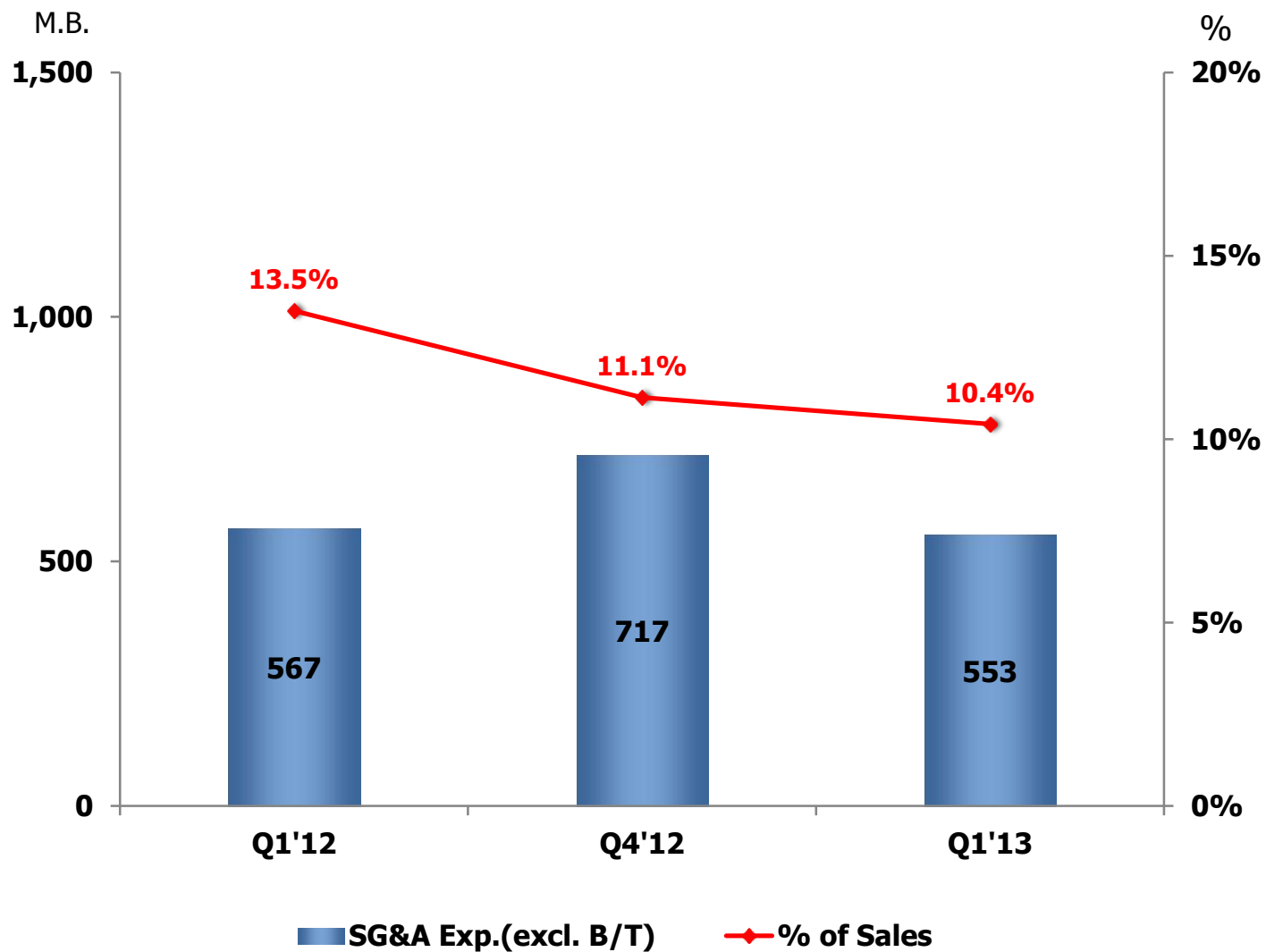


# G.P.



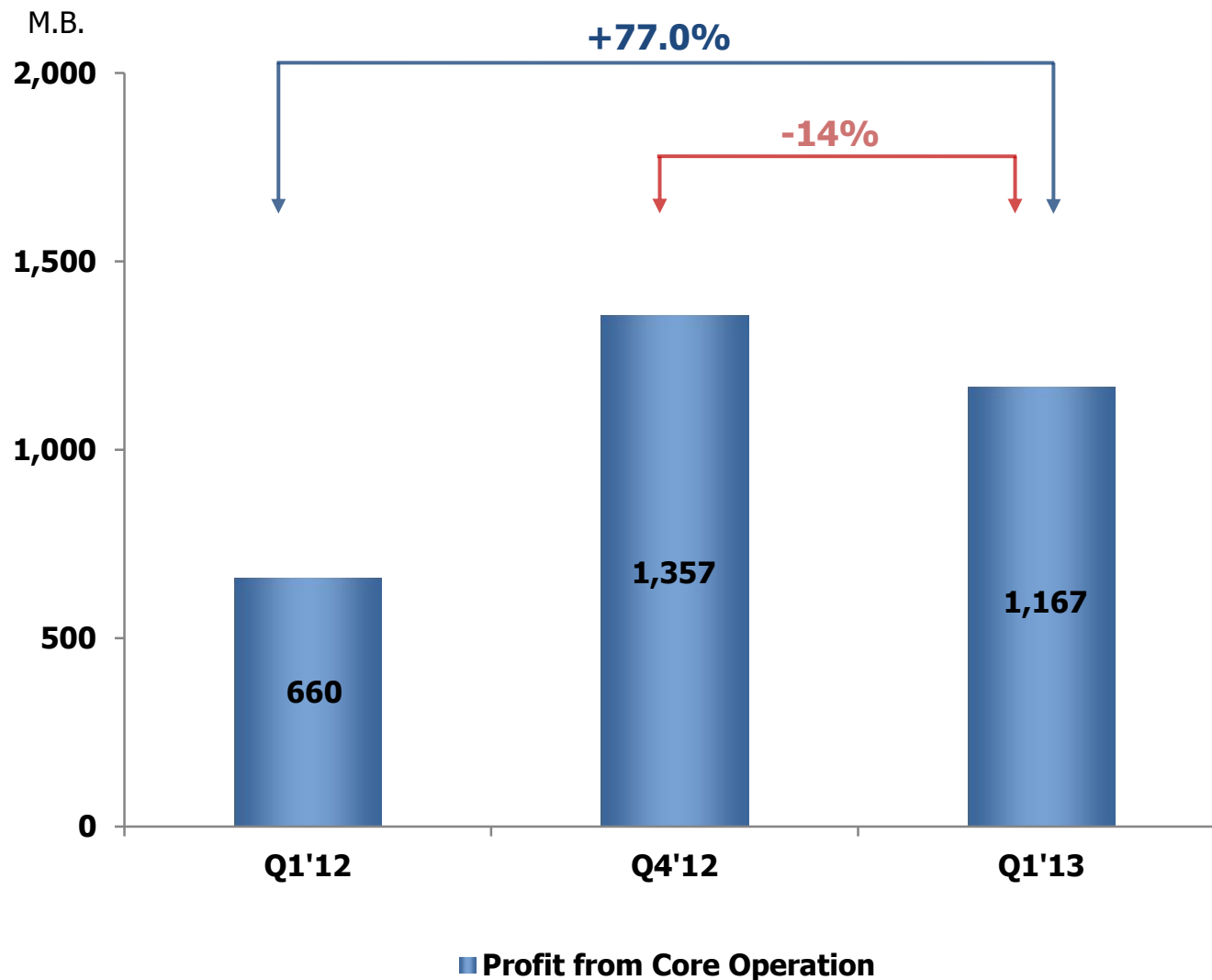


# SG&A Exp.(excl. B/T)



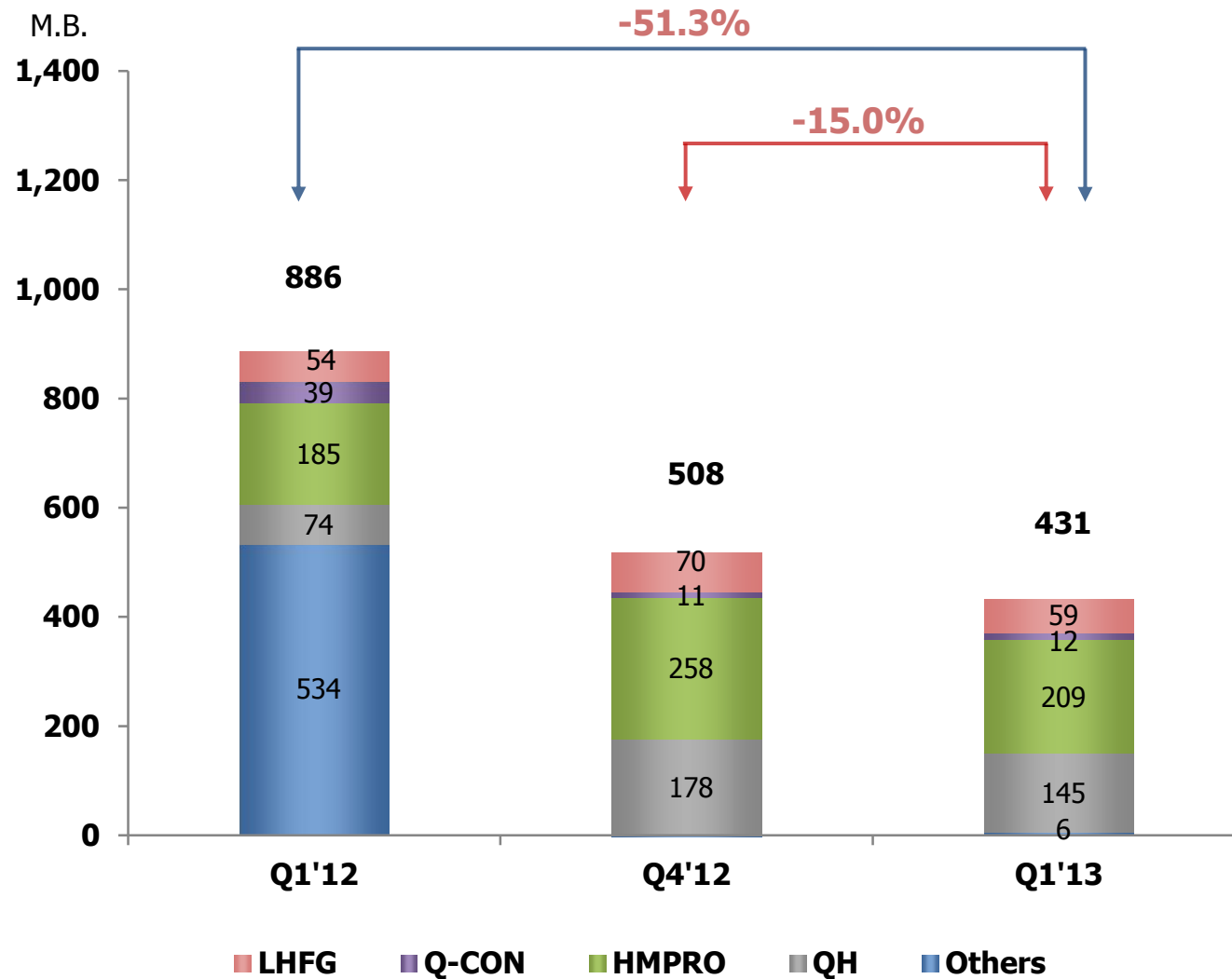


# Profit from Core Operation (before tax)





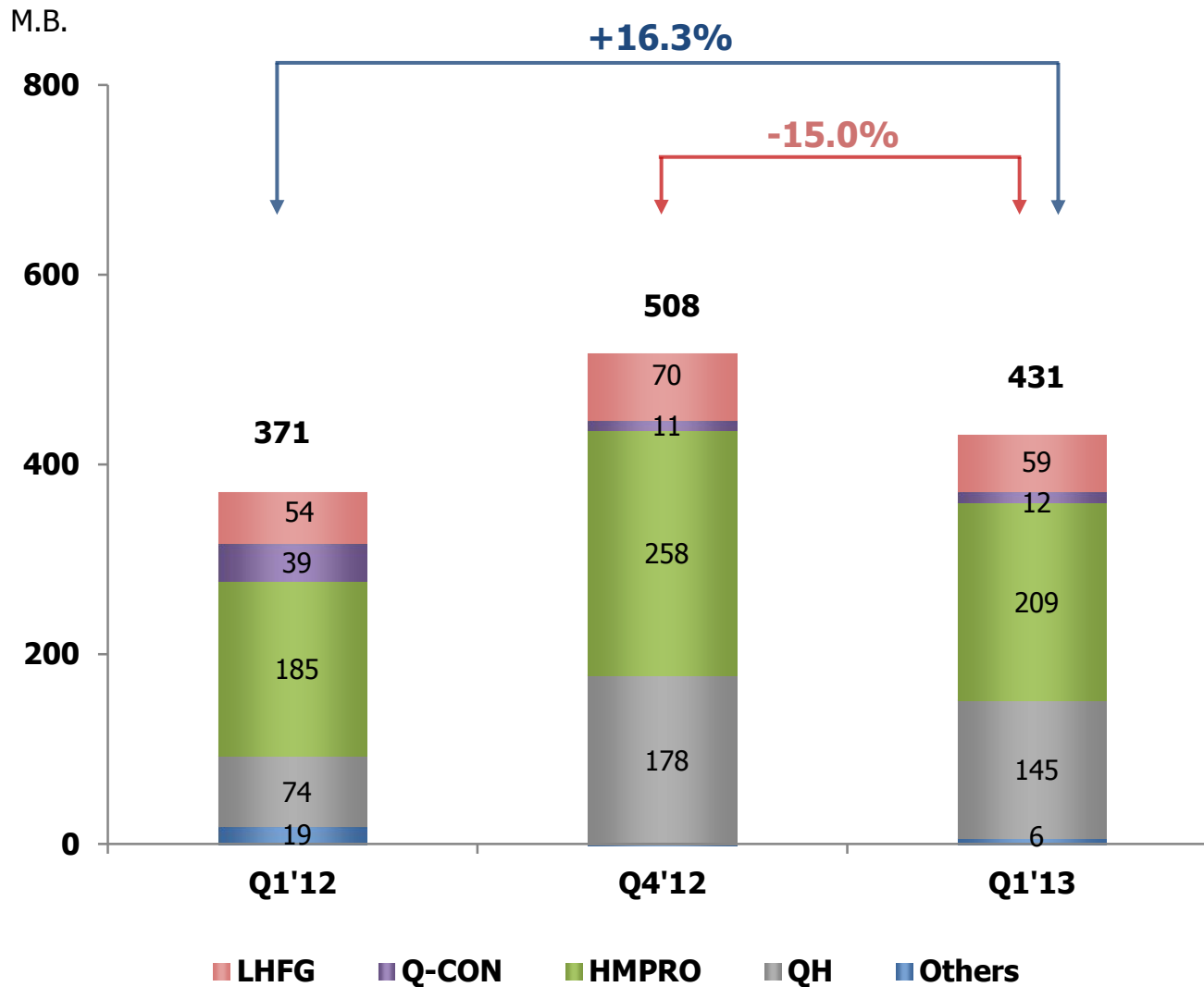
# Share of Income from Investments







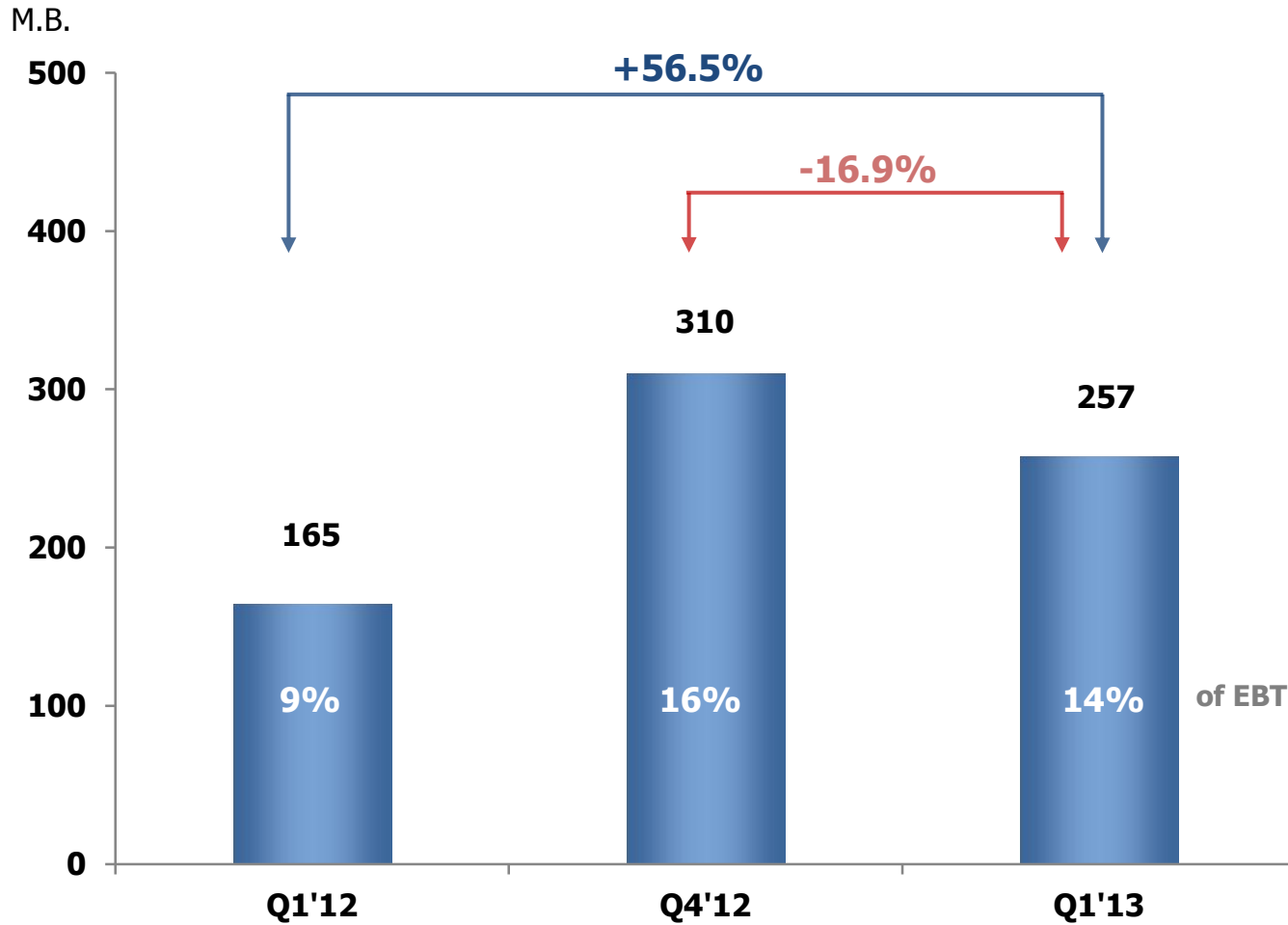
# Share of Income from Investments (excl. extra gain)



Note : Excluding profit from divestment of 3 buildings to LHF 515 M.B. in Q1'12

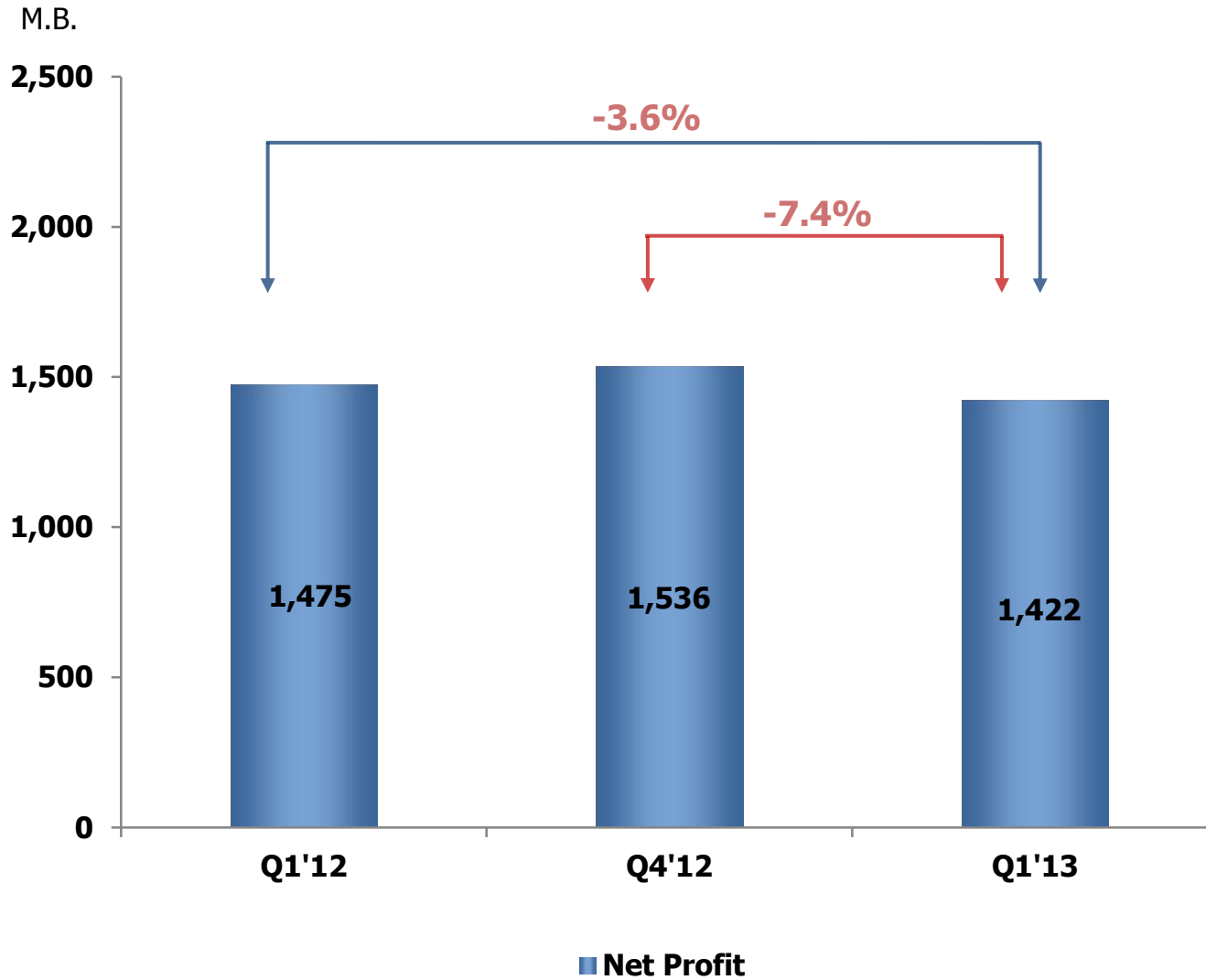


# Corporate Tax



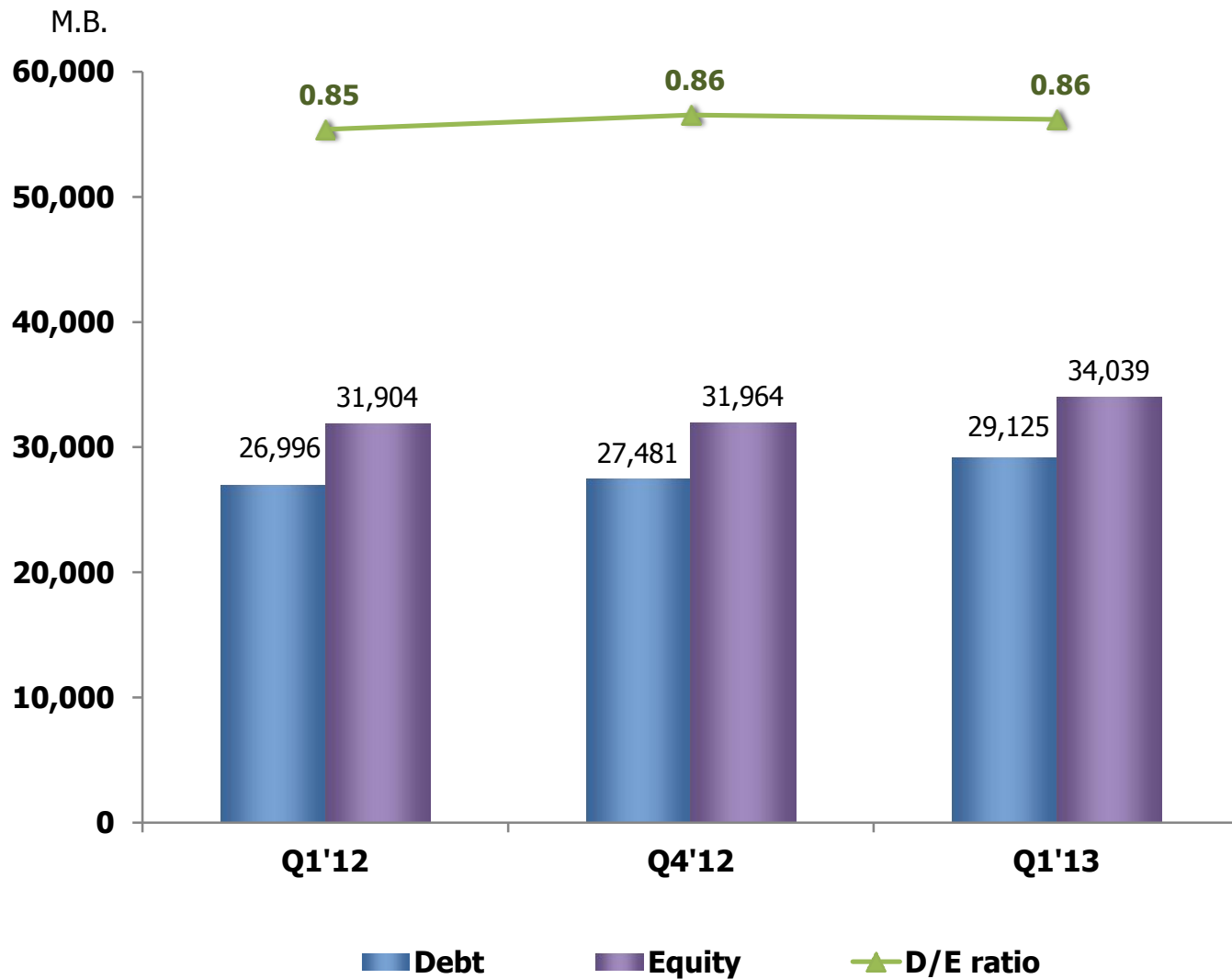


# Net Profit



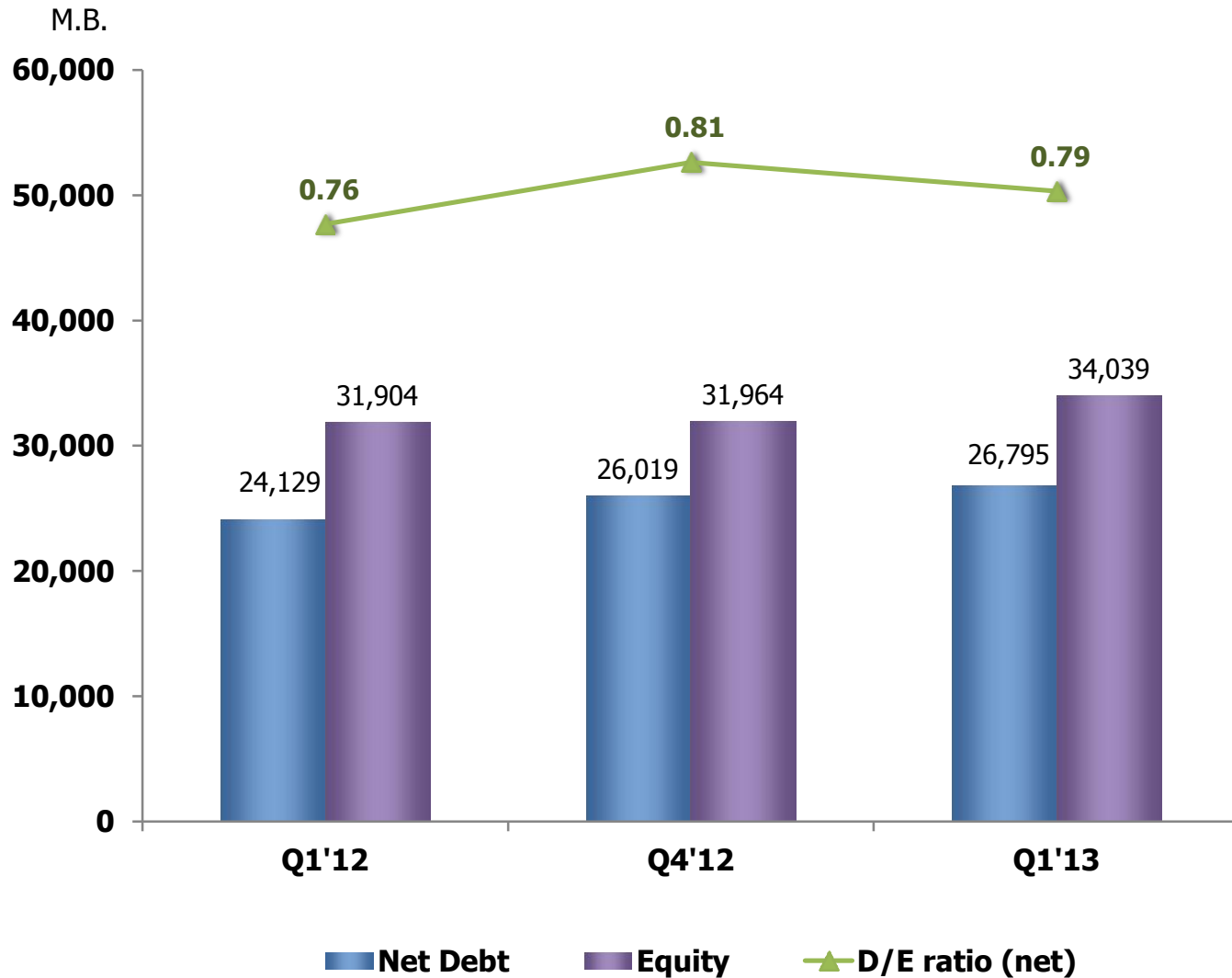


# Debt to Equity



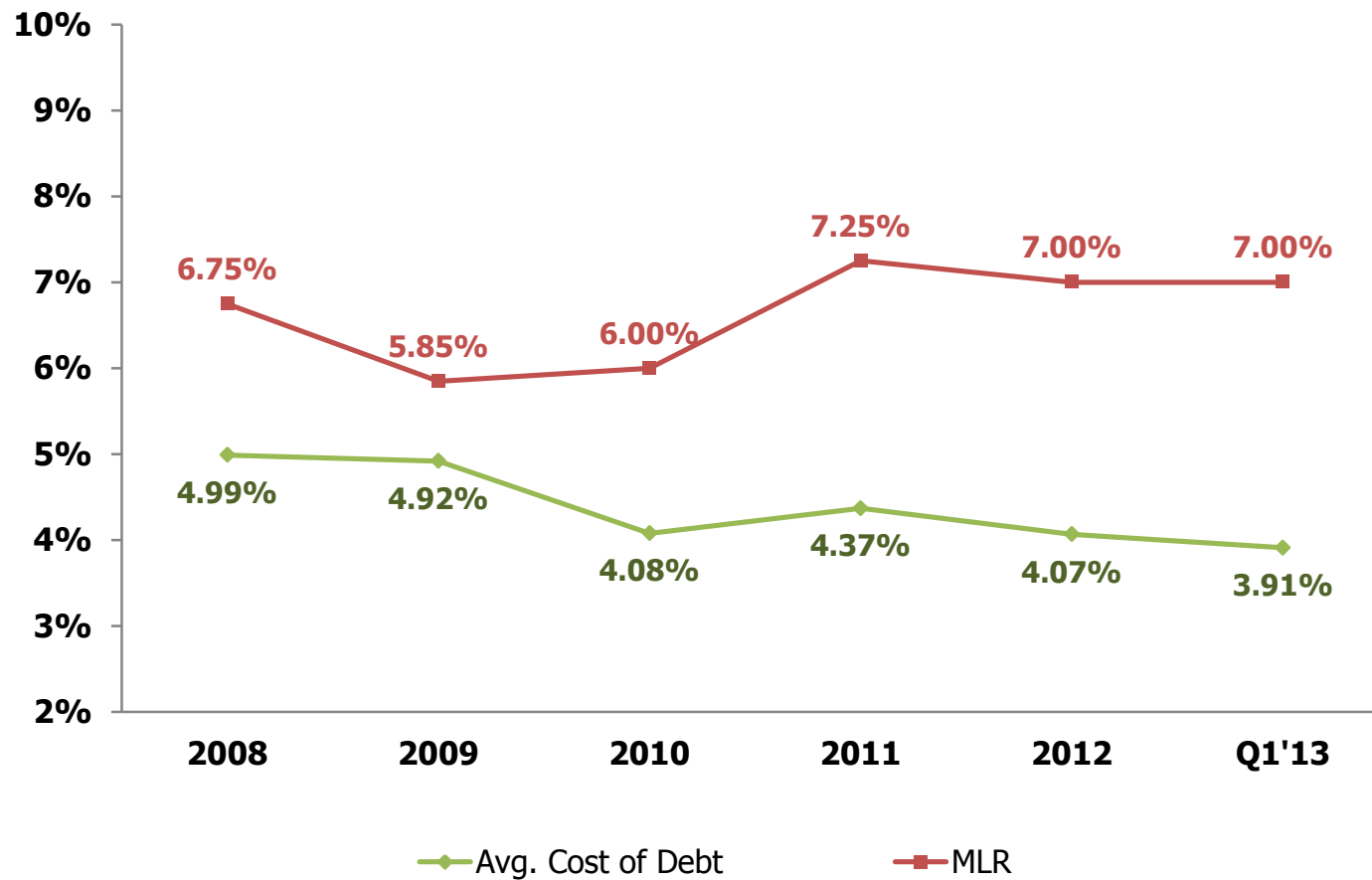


# Net debt to Equity





# Average cost of Debts



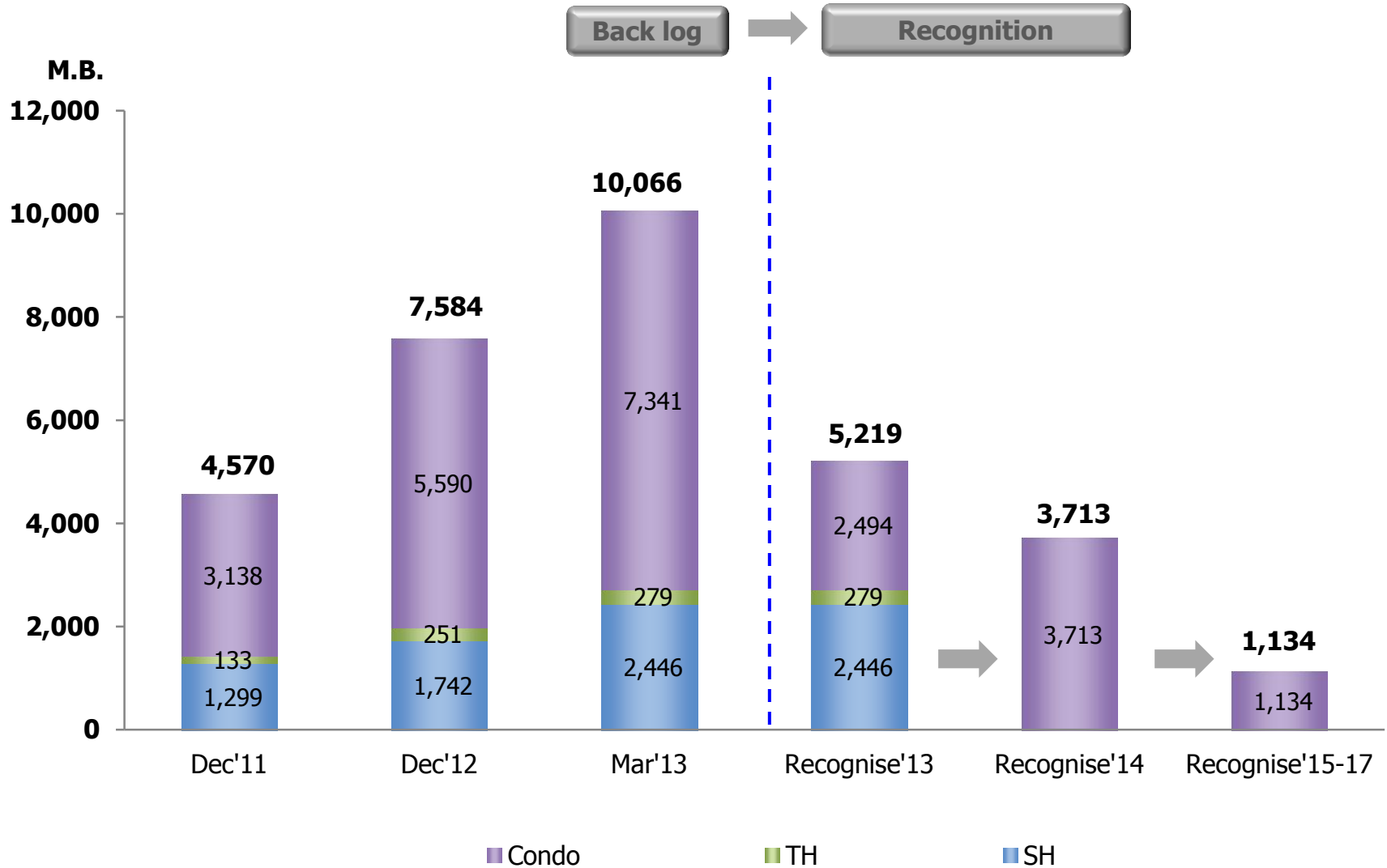


# Existing Project as of Mar 2013

TYPE	LOCATION	NO. OF PROJECT	SIZE (Rai)	UNIT	% AVAILABLE FOR SALES	UNIT PRICE	REMAINING PRJ. VALUE
<b>SH</b>	1. Inizio	6	426.9	2,102	41%	3.3	2,845
	2 .Pruklada	7	643.1	2,883	47%	3.9	5,258
	3. Chaiyapruk	4	323.9	1,337	36%	4.6	2,179
	4. Chollada	2	436.6	1,504	7%	5.1	575
	5. Mantana	8	893.0	3,223	51%	6.6	10,711
	6. Seewalee	6	679.3	2,681	41%	4.8	5,235
	7. Nantawan	5	1064.9	2,030	26%	17.3	9,154
	8. Ladawan	2	257.4	280	80%	45.5	10,197
	9. L&H Park	3	265.6	824	21%	7.2	1,260
<b>TH</b>	10. Indy	2	42.2	510	70%	1.8	640
	11. Villaggio	1	81.9	496	89%	2.5	1,095
	12. Baan Mai	1	20.3	207	27%	3.6	202
	13. Terrace	1	29.9	299	13%	5.0	190
<b>Condo</b>	14. The Key	2	9.8	988	14%	2.0	275
	15. North	1	2.7	69	23%	1.9	30
	16. The Room	2	4.0	414	13%	8.4	435
	17. Wan Vayla	1	20.2	294	88%	7.8	2,018
	18. Ocas	1	17.4	179	2%	11.2	45
	19. The Bangkok	1	4.9	468	85%	15.0	5,983
	<b>TOTAL</b>	<b>56</b>	<b>5,224.0</b>	<b>20,788</b>	<b>40%</b>	<b>7.1</b>	<b>58,325</b>



# Backlog and Recognition







# New Projects Plan to Launch in 2013

No.	PROJECT NAME	LOCATION	TYPE	SIZE (Rai)	UNIT	UNIT PRICE	PRJ. VALUE	LAUNCH DATE
1	Nantawan	Pinklao Rajaprak	SH	214.6	381	19.7	7,500	Jan
2	Inizio	Phuket	SH	26.9	128	4.6	590	Jan
3	North 1	Chiang Mai	CD	2.7	69	2.3	160	Jan
4	Indy	Rangsit	TH	12.2	156	1.8	280	Mar
5	The Bangkok	Sathorn	CD	4.9	468	15.0	7,000	Mar
6	Chaiyapruk	Pinklao	SH	29.3	145	4.5	650	Mar
7	Wan-Way-La	Khao Tao	CD	20.2	294	7.8	2,300	Mar
8	The Key	Udomsuk	CD	2.1	154	1.9	300	Mar
9	North 2-3	Chiang Mai	CD	5.1	138	2.3	320	Q.2
10	Seewalee	Chiang Mai	SH	90.0	179	7.8	1,400	Q.3
11	Mantana	Pracha-u-tid	SH	43.4	107	8.9	950	Q.3
12	Villaggio	Bangna	TH	153.0	1,037	2.8	2,900	Q.3
13	Indy	Srinakharin	TH	13.2	150	2.7	400	Q.3
14	The Key	Rattanatibeth	CD	16.9	2,058	2.1	4,370	Q.3
15	The Room	Rama IV	CD	2.8	286	7.3	2,100	Q.3
16	The Room	Pan Road	CD	1.7	219	7.5	1,650	Q.3
17	Pruklada	Suvarnabhumi	SH	85.8	431	4.4	1,890	Q.3
18	Villaggio	Rama II	SH	65.0	289	4.2	1,200	Q.3
19	Seewalee	Chiang Rai	SH	57.1	200	4.5	905	Q.4
20	88 L&H	Phuket	SH	54.8	182	7.4	1,350	Q.4
21	The Landmark	Ekkamai-Raminthra	TH	28.4	245	8.2	2,000	Q.4
22	Seewalee	Udonthani	SH	90.1	317	5.6	1,760	Q.4
23	The Room	Ari	CD	1.4	137	7.3	1,000	Q.4
24	North 4-5	Chiang Mai	CD	5.1	138	2.3	320	Q.4
		<b>Total</b>		<b>1,026.7</b>	<b>7,908</b>	<b>5.5</b>	<b>43,295</b>	



# Condominiums Schedule

No	Project	2013				2014				2015			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
1	The Room-Suk.21												
2	Ocas-Hua Hin												
3	The Key-Chaeng Wattana												
4	The Key - Sathorn Rajapruk												
5	The Room - Suk.40												
6	The Room - BTS wongwiengyai												
7	North 8 - Chiang Mai												
8	Wan-Way-La - Kao Tao	Develop&EIA											
9	The Bangkok - Sathorn	Develop & EIA											
10	The Room - Ari	Develop & EIA											
11	The Room - Rama IV	Develop & EIA											
12	The Room - Pan Road	Develop & EIA											
13	The Key- Udomsuk												
14	The Key Rattanatibeth	Develop & EIA											
15	North 1 - Chiang Mai												
16	North 2 - Chiang Mai												
17	North 3 - Chiang Mai												
18	North 4 - Chiang Mai												
19	North 5 - Chiang Mai												

 Construction period  
 Transfer



# Best Retail Development Award – Terminal 21

