



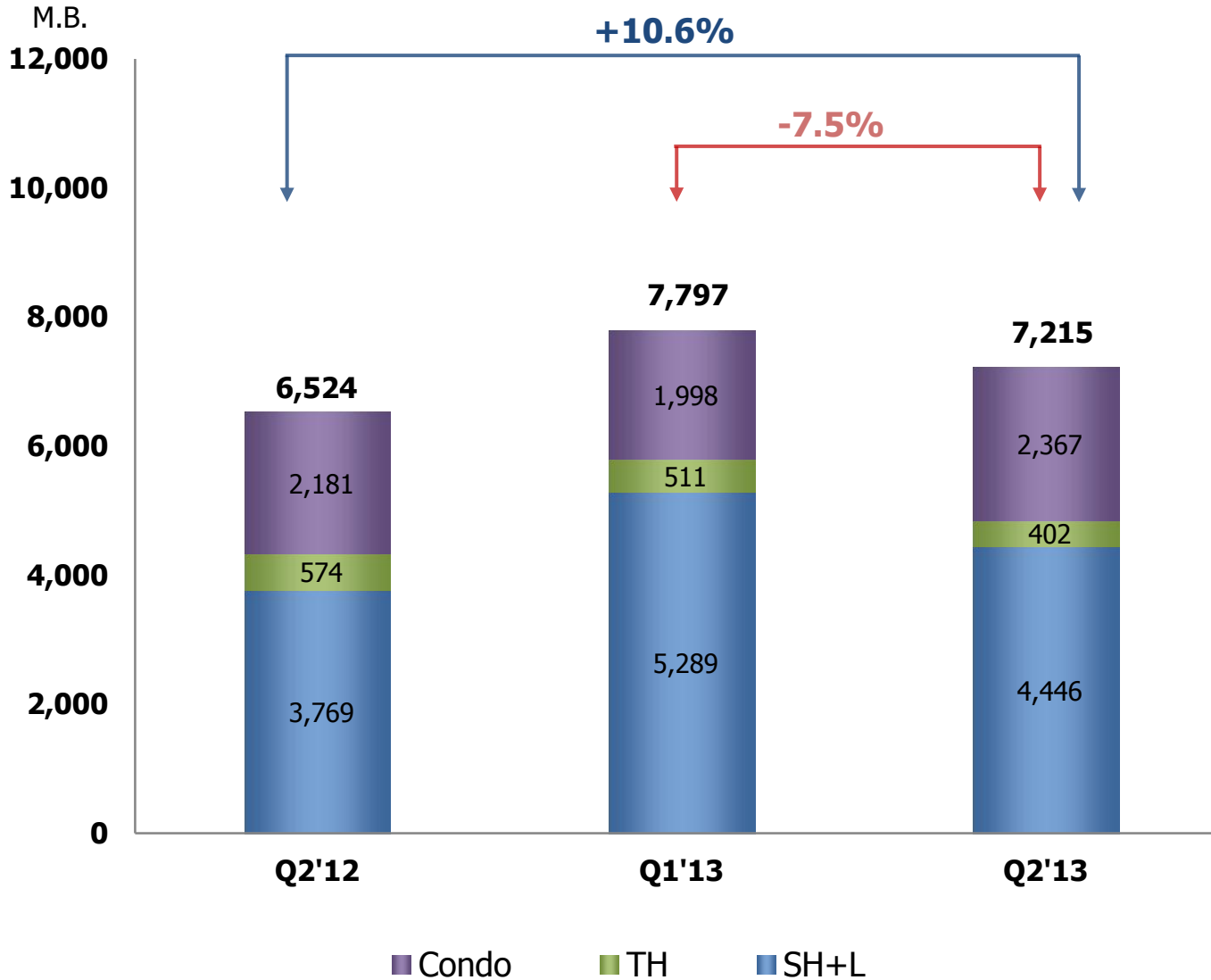
LAND & HOUSES

Analyst Meeting – Q2'13

14 AUG 13



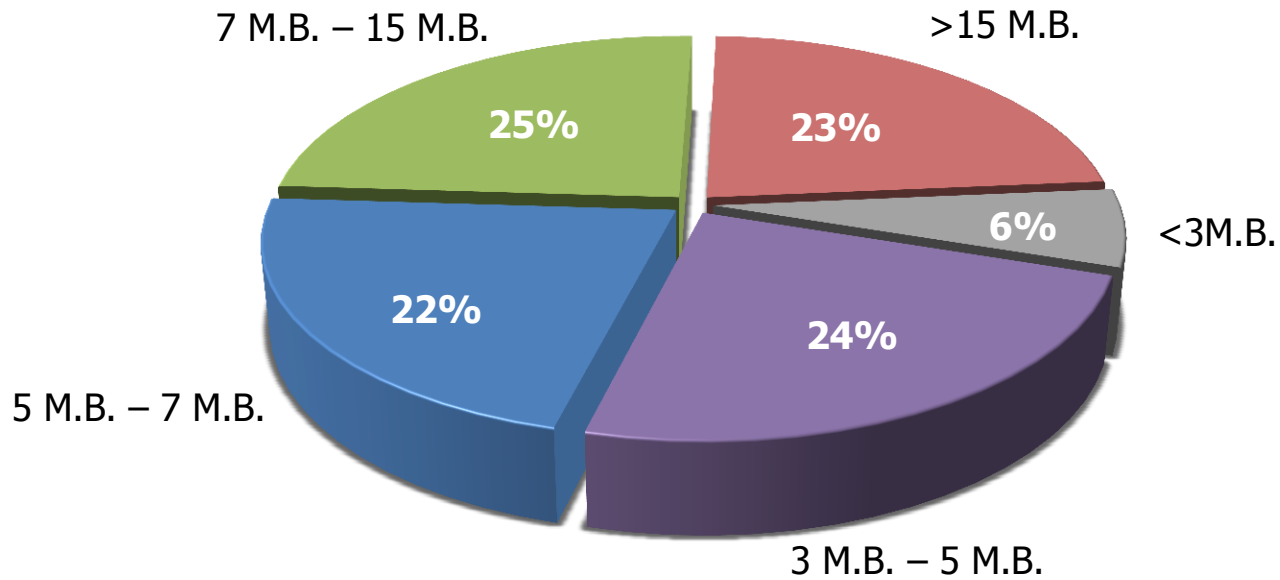
Sales Growth (Booking)



	Unit
SH+L	729
TH	147
Condo	273
Total	1,149

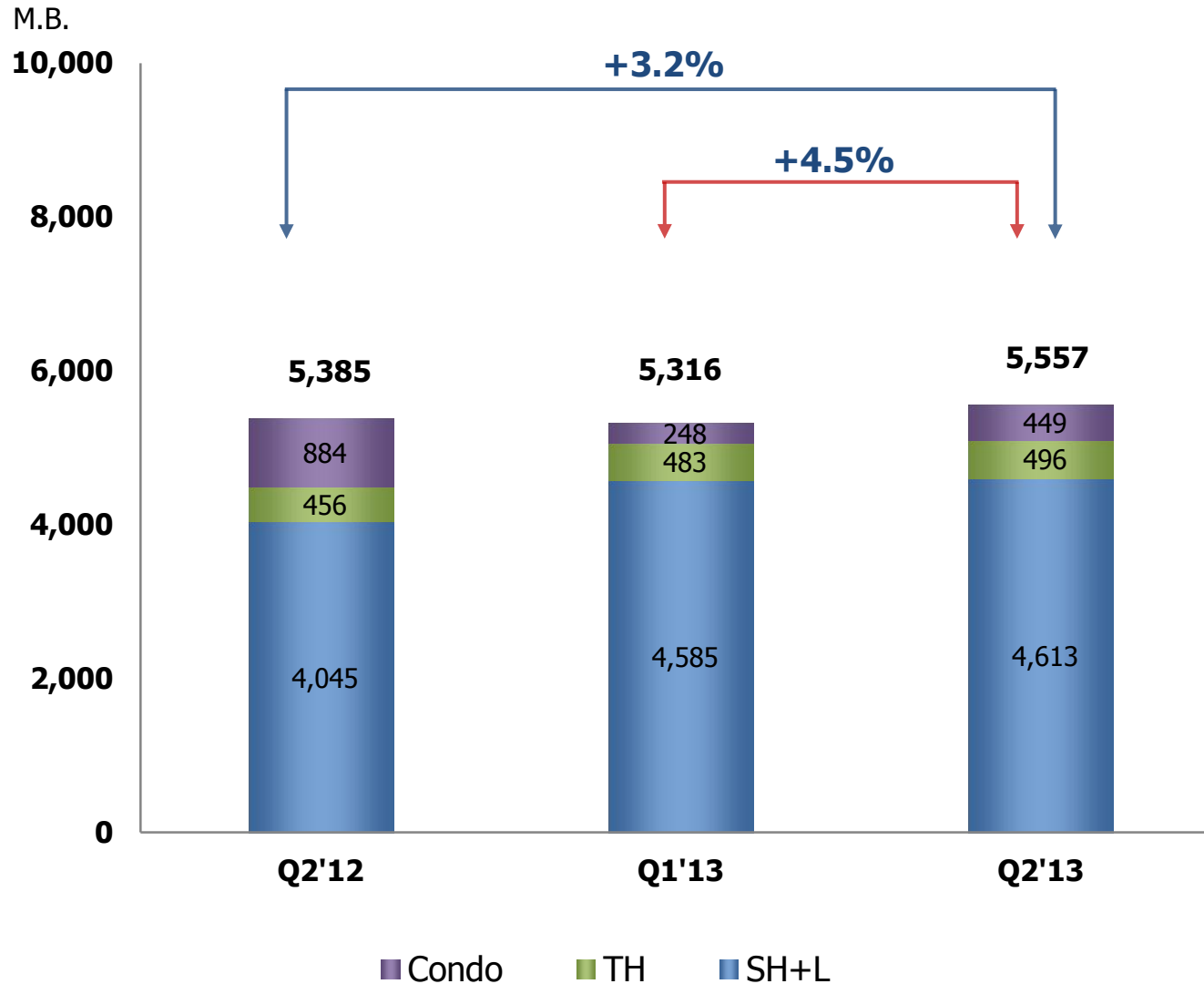


Booking by Segmentation : YTD Q2'13





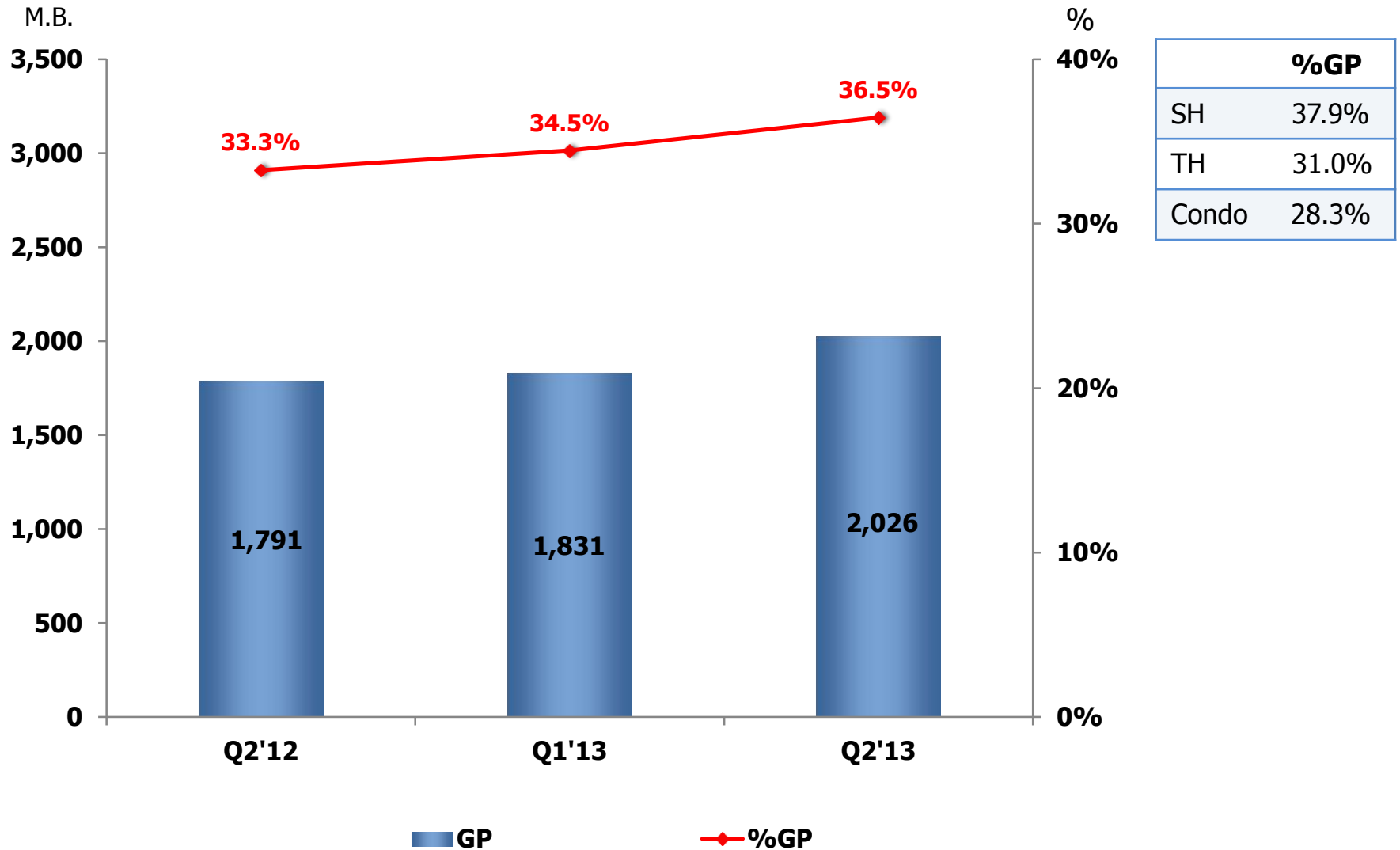
Recognized Sales Growth (Transfer)



	Unit
SH+L	742
TH	172
Condo	67
Total	981

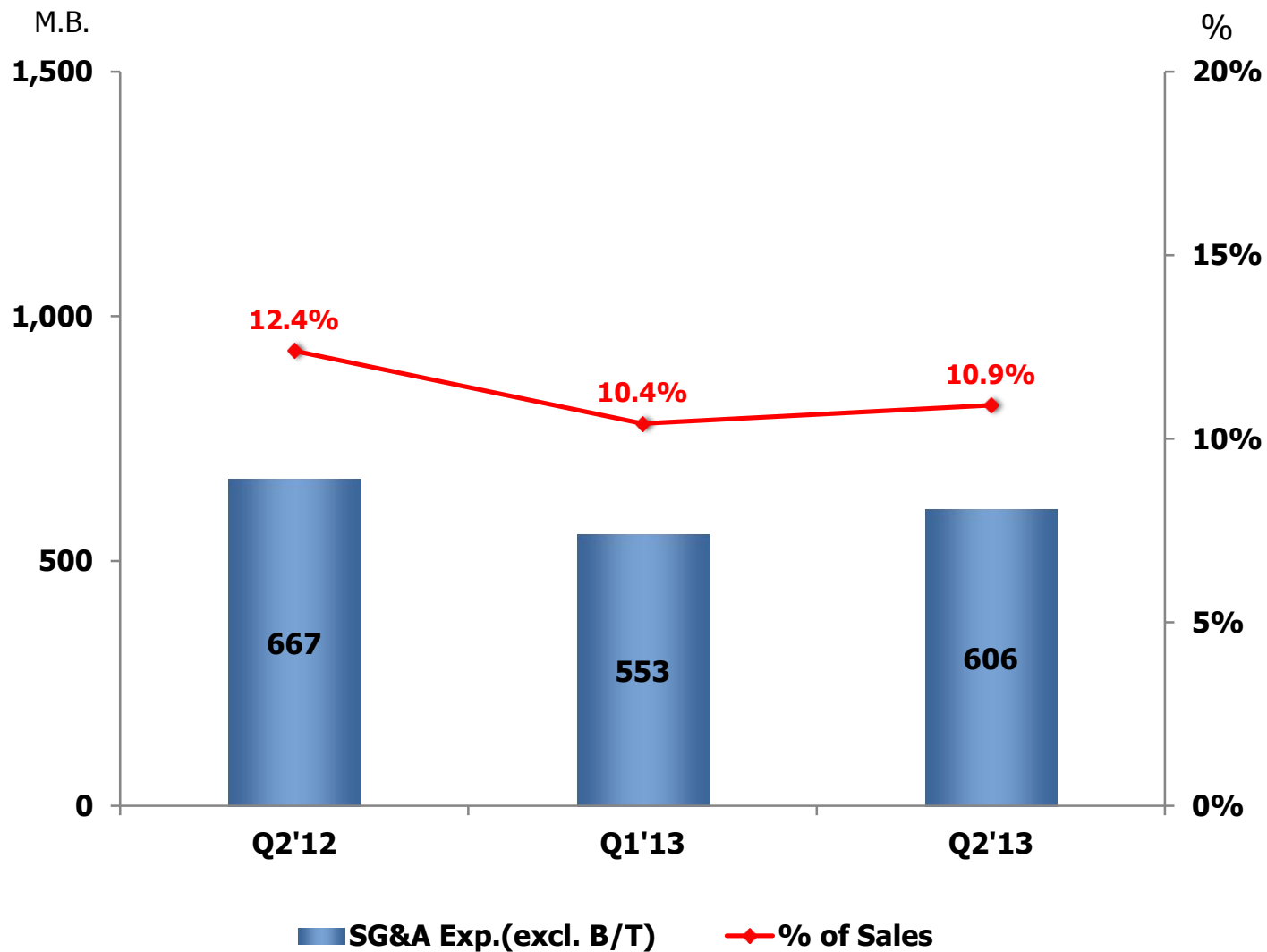


G.P.



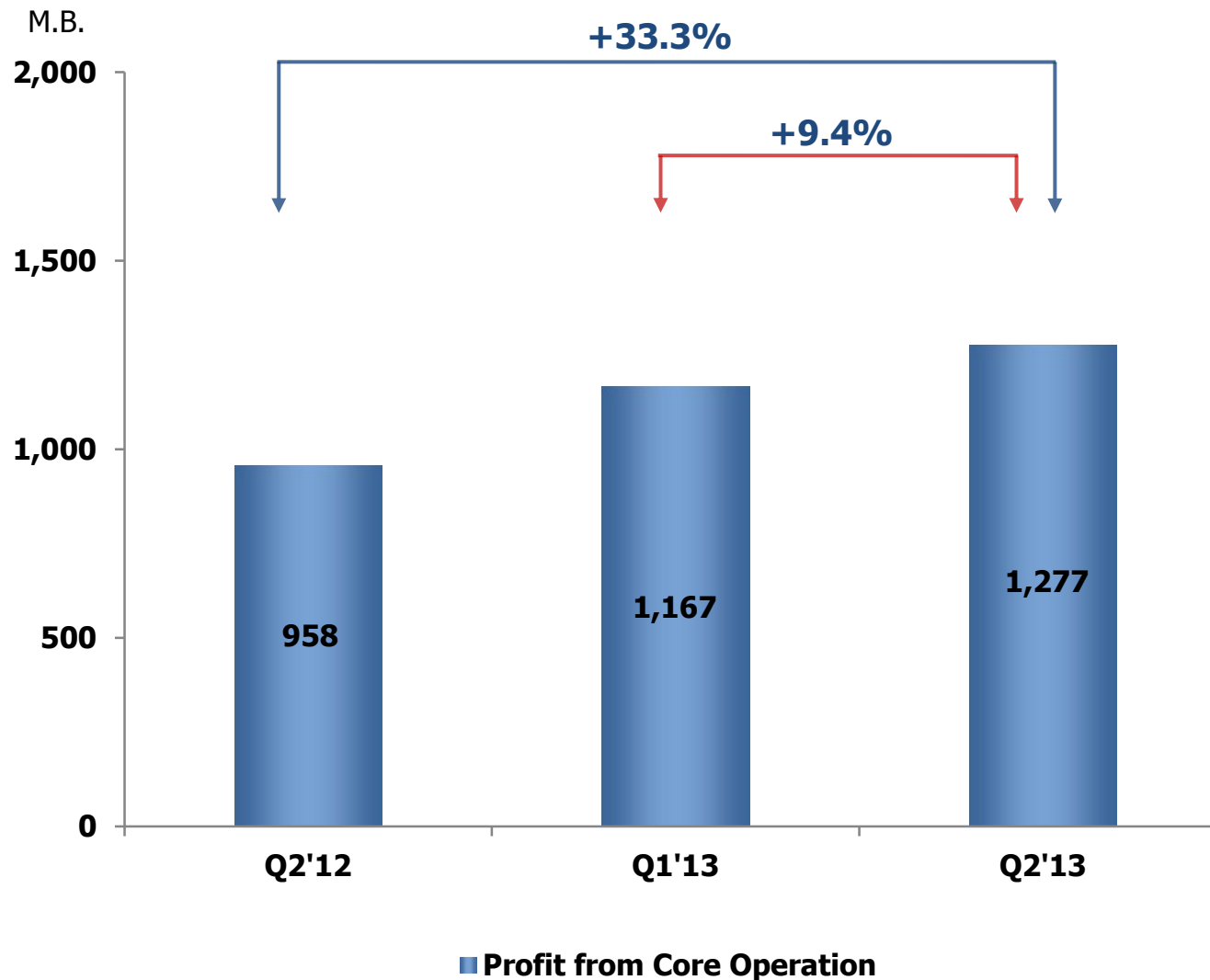


SG&A Exp.(excl. B/T)



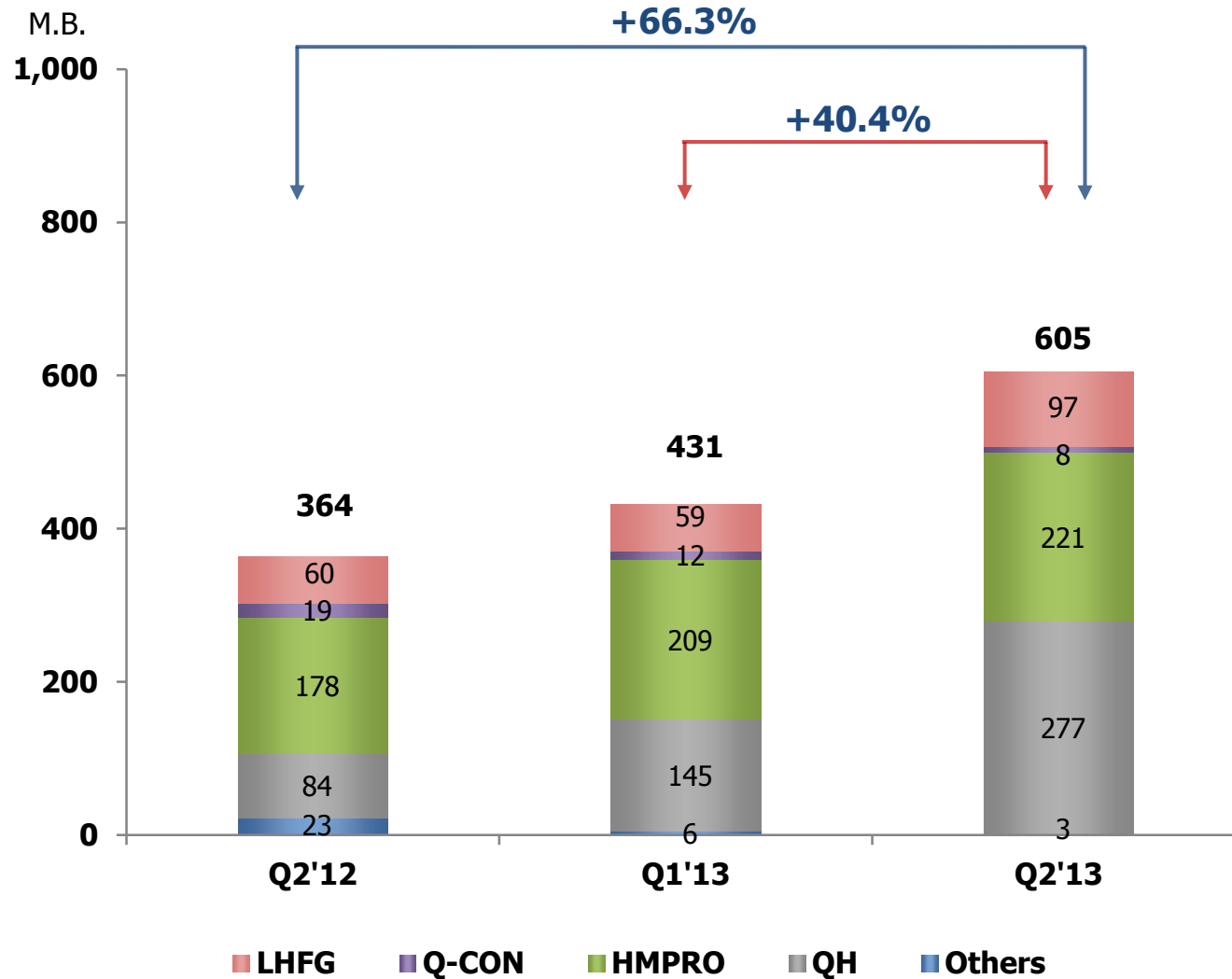


Profit from Core Operation (before tax)



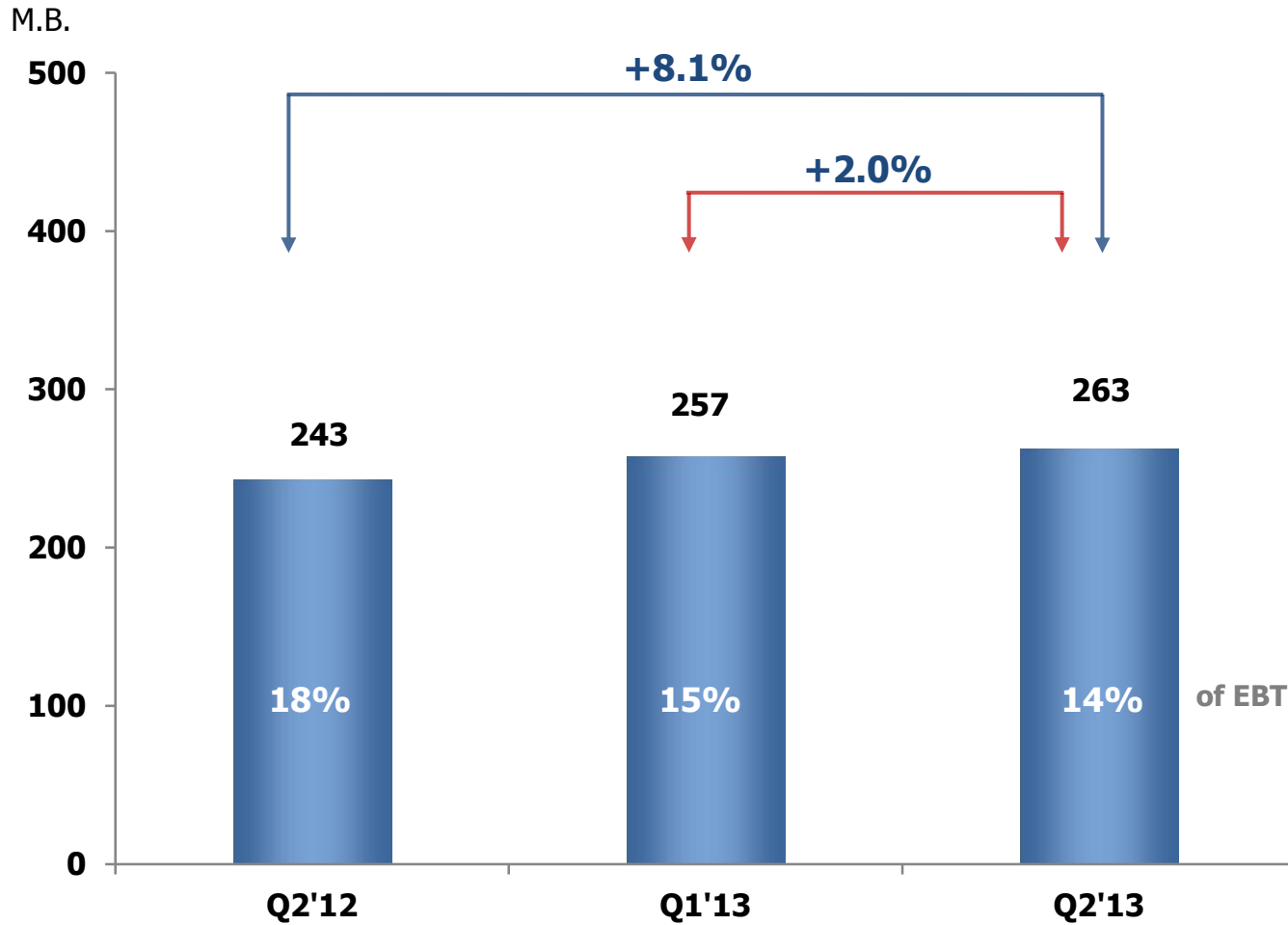


Share of Income from Investments



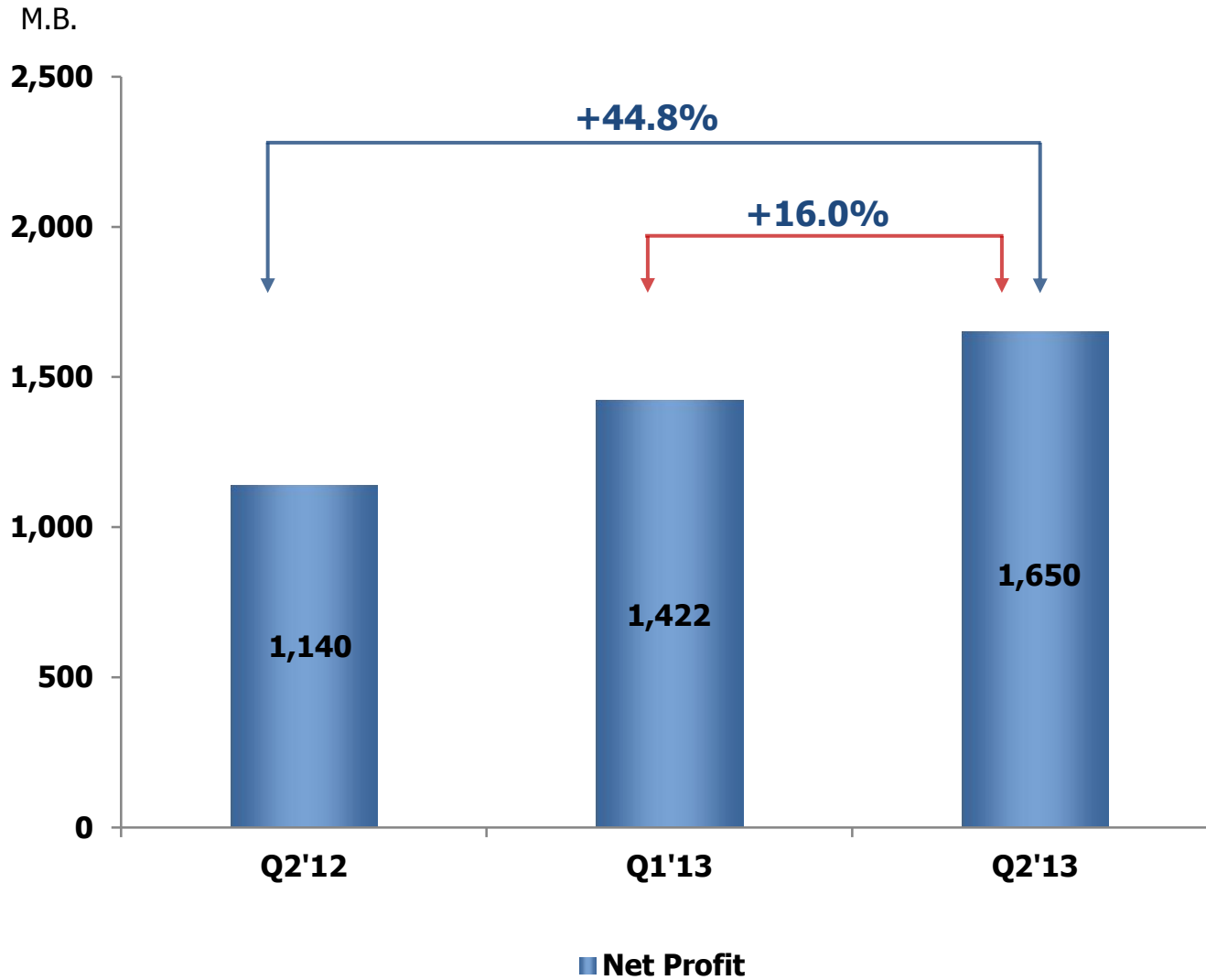


Corporate Tax



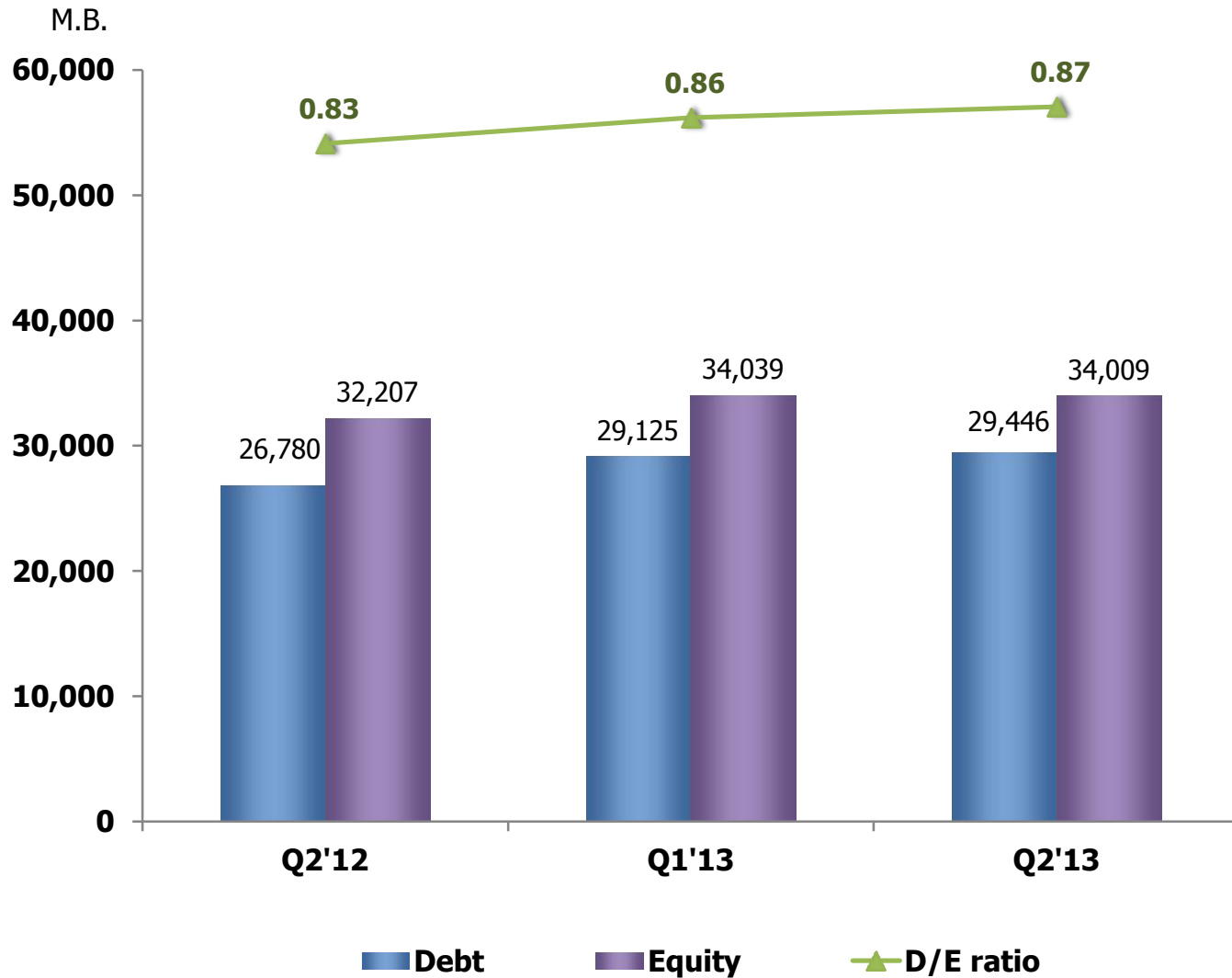


Net Profit



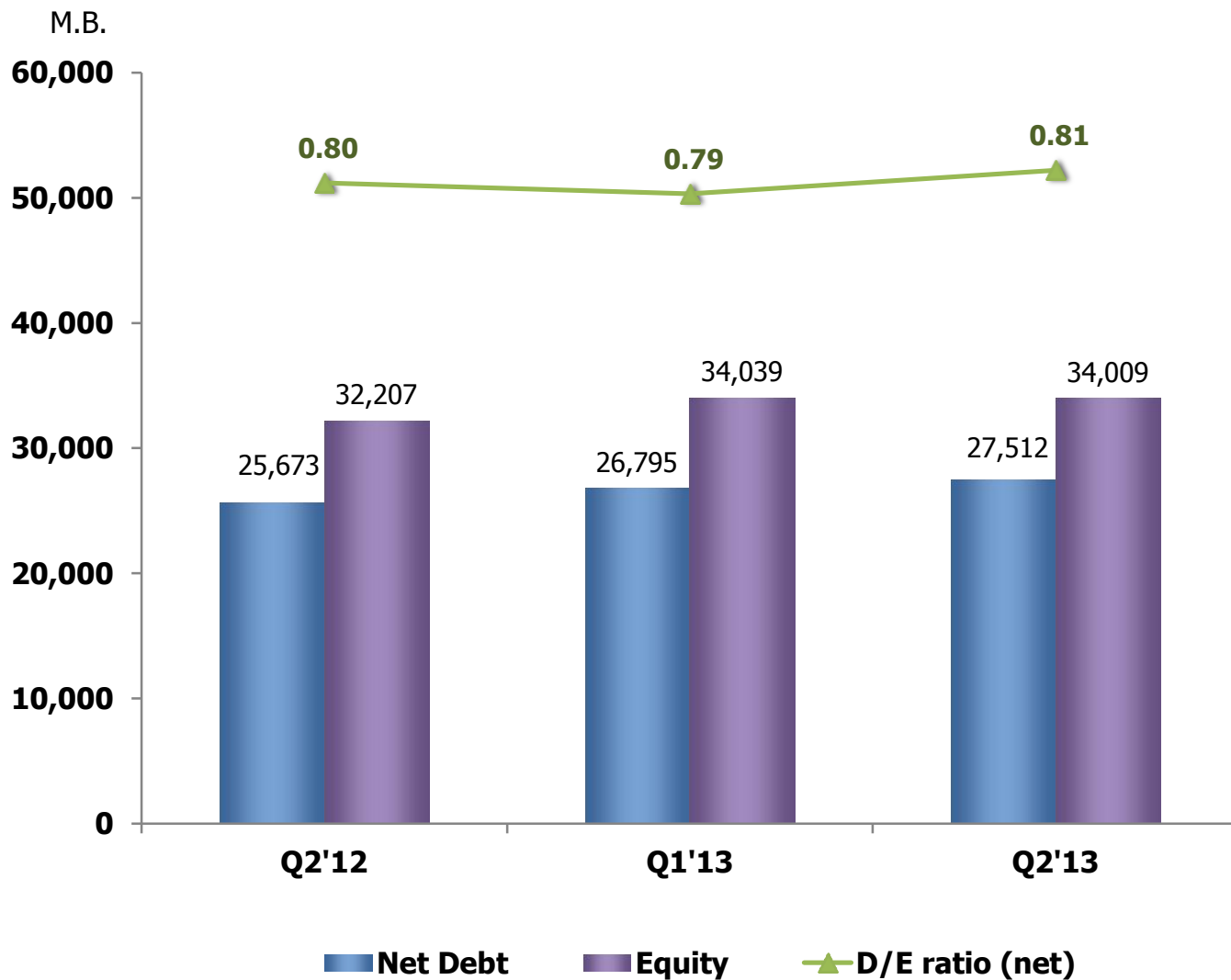


Debt to Equity



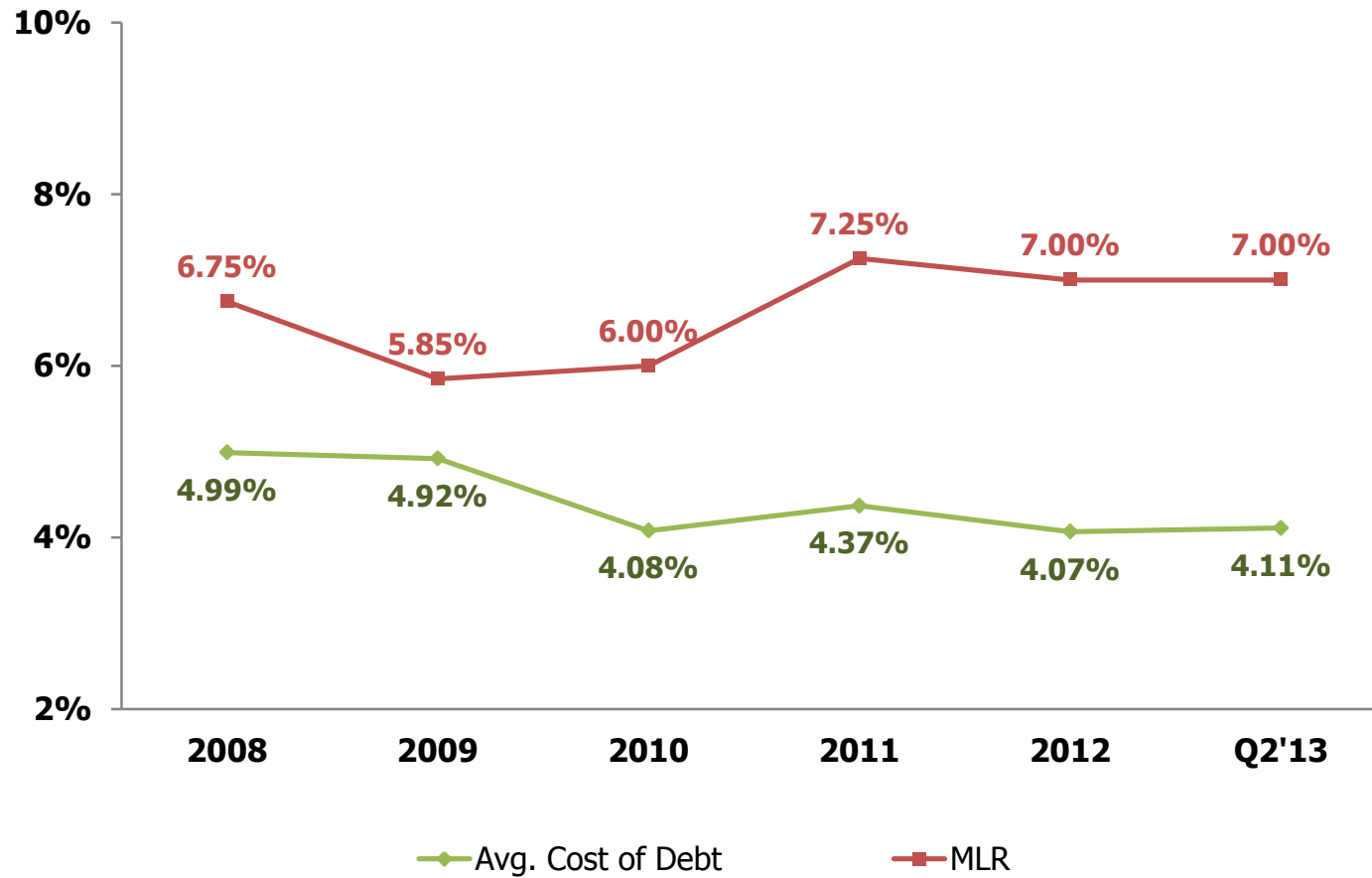


Net debt to Equity





Average cost of Debts



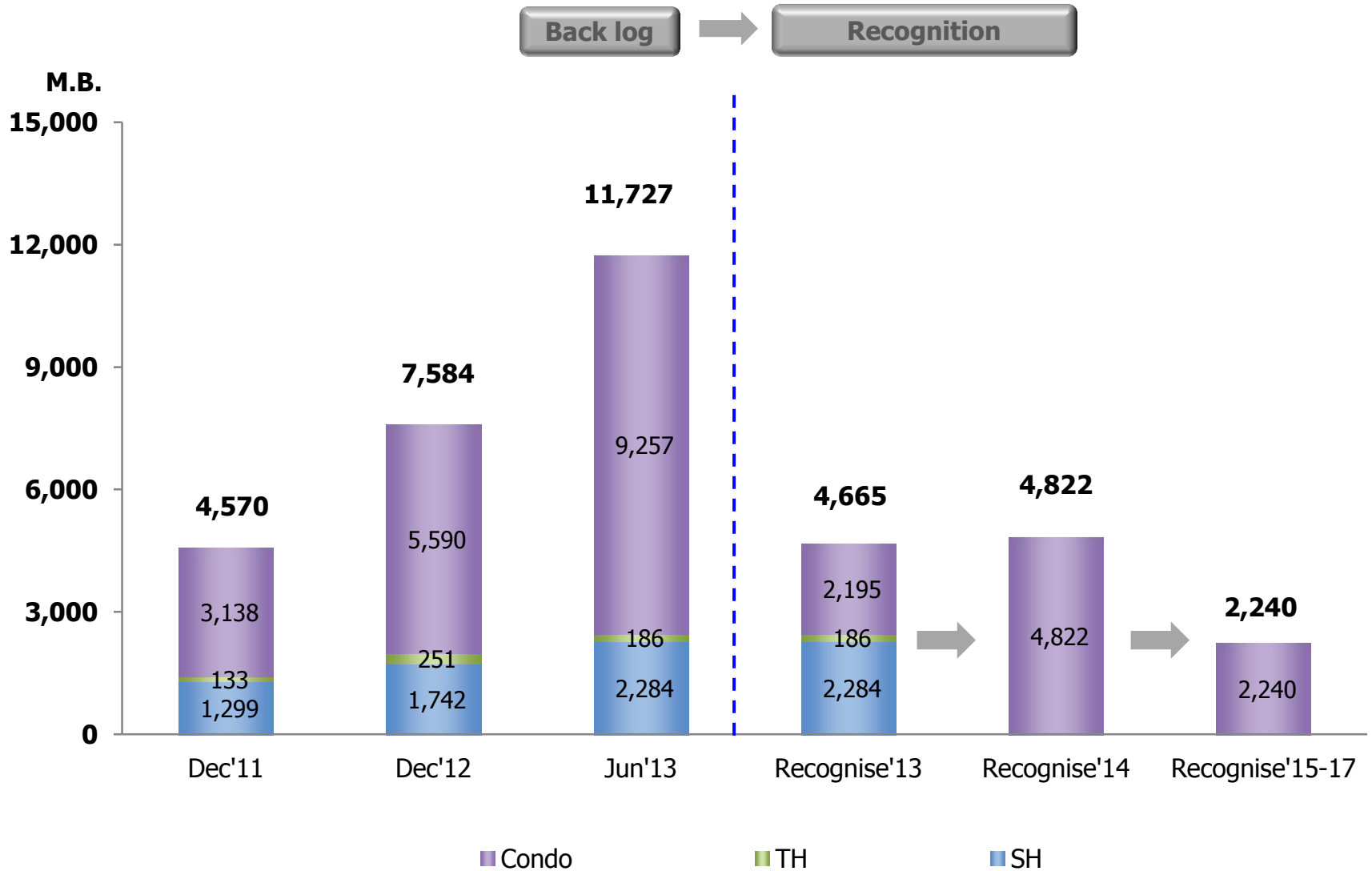


Existing Project as of Jun 2013

TYPE	LOCATION	NO. OF PROJECT	SIZE (Rai)	UNIT	% AVAILABLE FOR SALES	UNIT PRICE	REMAINING PRJ. VALUE
SH	1. Inizio	6	426.9	2,102	35%	3.3	2,412
	2 .Pruklada	6	513.2	2,292	53%	3.9	4,765
	3. Chaiyapruk	4	323.9	1,337	30%	4.5	1,795
	4. Chollada	2	436.6	1,504	6%	5.1	479
	5. Mantana	7	859.5	3,107	46%	6.6	9,416
	6. Seewalee	6	679.3	2,681	36%	4.8	4,638
	7. Nantawan	5	1064.9	2,054	25%	17.0	8,676
	8. Ladawan	2	257.4	280	78%	45.5	9,924
	9. L&H Park	3	262.9	742	12%	11.2	959
TH	10. Indy	2	42.2	510	57%	1.8	527
	11. Villaggio	1	81.9	496	81%	2.5	995
	12. Baan Mai	1	20.3	207	16%	3.6	122
	13. Terrace	1	29.9	299	5%	5.0	80
Condo	14. The Key	1	2.1	154	84%	2.0	254
	15. North	3	7.8	207	27%	2.3	128
	16. The Room	1	1.8	213	17%	7.9	292
	17. Wan Vayla	1	20.2	294	60%	9.2	1,625
	18. Ocas	1	17.4	179	1%	14.5	15
	19. The Bangkok	1	4.9	468	72%	16.0	5,383
	TOTAL	54	5,053.1	19,126	37%	7.3	52,486



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 Rajapruk	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	16.0	7,500	Mar
6	Chaiyapruk	Pinklao	SH	29.3	145	4.5	650	Mar
7	Wan-Way-La	Khao Tao	CD	20.2	294	9.2	2,700	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	Jun
10	The Key	Wutthakat	CD	3.0	441	2.7	1,200	Jul
11	The Room	Rama IV	CD	2.8	286	7.7	2,200	Jul
12	The Room	Sathorn	CD	1.7	219	7.5	1,650	Jul
13	The Room	Sukhumvit	CD	3.3	375	7.0	2,630	Jul
14	Seewalee	Chiang Mai	SH	90.0	179	7.8	1,400	Jul
15	Indy	Srinakharin	TH	13.2	150	2.7	400	Q.3
16	Mantana	Pracha-u-tid	SH	43.4	107	8.9	950	Q.3
17	88 L&H	Phuket	SH	54.8	182	7.4	1,350	Q.4
18	The Landmark	Ekkamai-Raminthra	TH	28.4	245	8.2	2,000	Q.4
19	Villaggio	Bangna	TH	153.0	1,037	2.8	2,900	Q.4
20	Seewalee	Udonthani	SH	90.1	317	5.6	1,760	Q.4
21	Pruklada	Mahachai	SH	64.9	288	4.2	1,200	Q.4
22	Villaggio	Rama II	SH	65.0	289	4.2	1,200	Q.4
23	Pruklada	Suvarnabhumi	SH	85.8	431	4.4	1,890	Q.4
24	Seewalee	Chiang Rai	SH	57.1	200	4.5	905	Q.4
25	North 4-5	Chiang Mai	CD	5.1	138	2.3	320	Q.4
		Total		1,079.5	6,817	6.4	43,955	



Condominium Schedule

No	Project	2013				2014				2015				2016			
		Q1	Q2	Q3	Q4	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 Key - Wutthakat	Develop & EIA															
11	The Room - Rama IV	Develop & EIA															
12	The Room - Pan Road	Develop & EIA															
13	The Room - Suk. 69			Develop & EIA													
14	The Key- Udomsuk																
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