



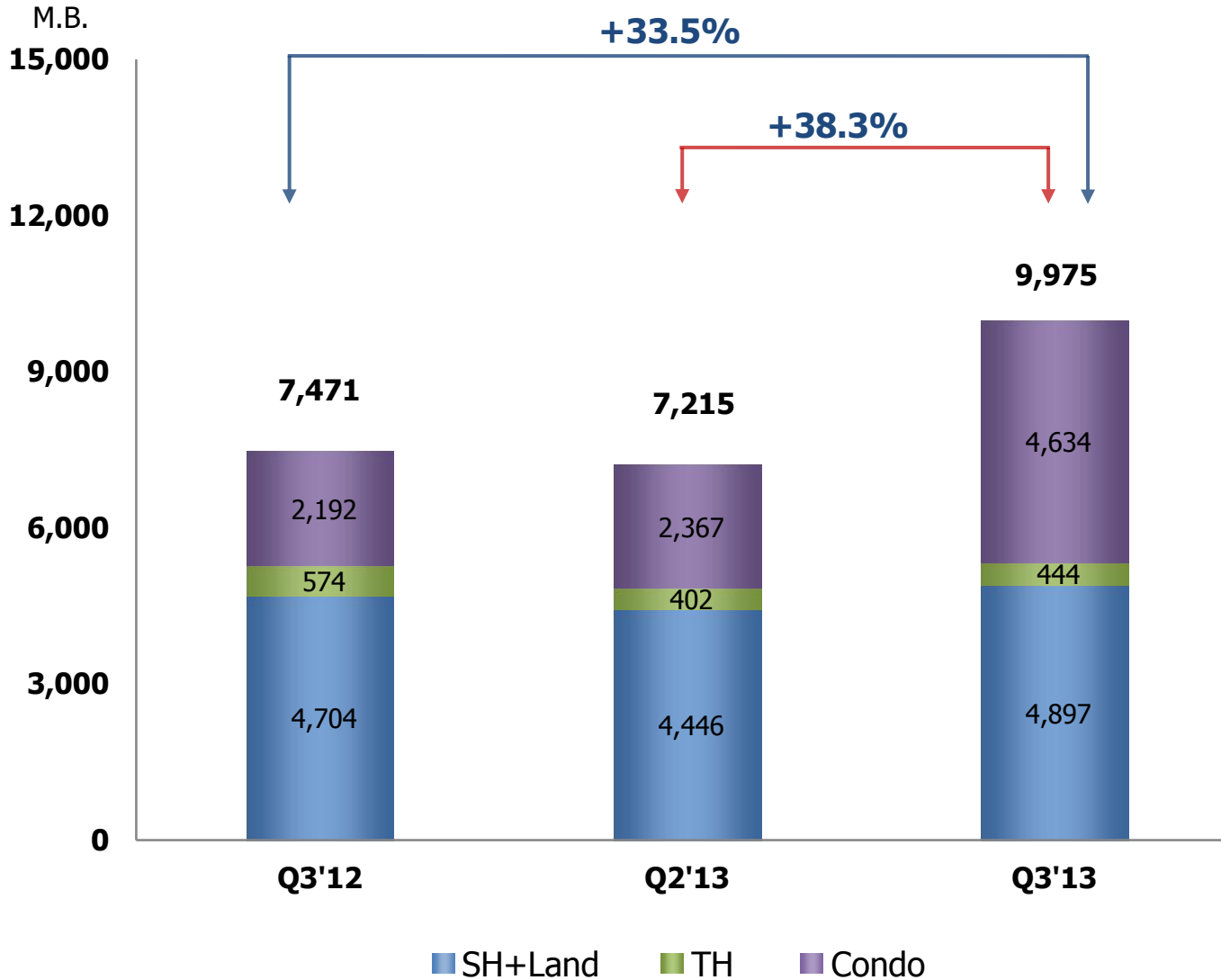
LAND & HOUSES

Analyst Meeting – Q3'13

12 NOV 13



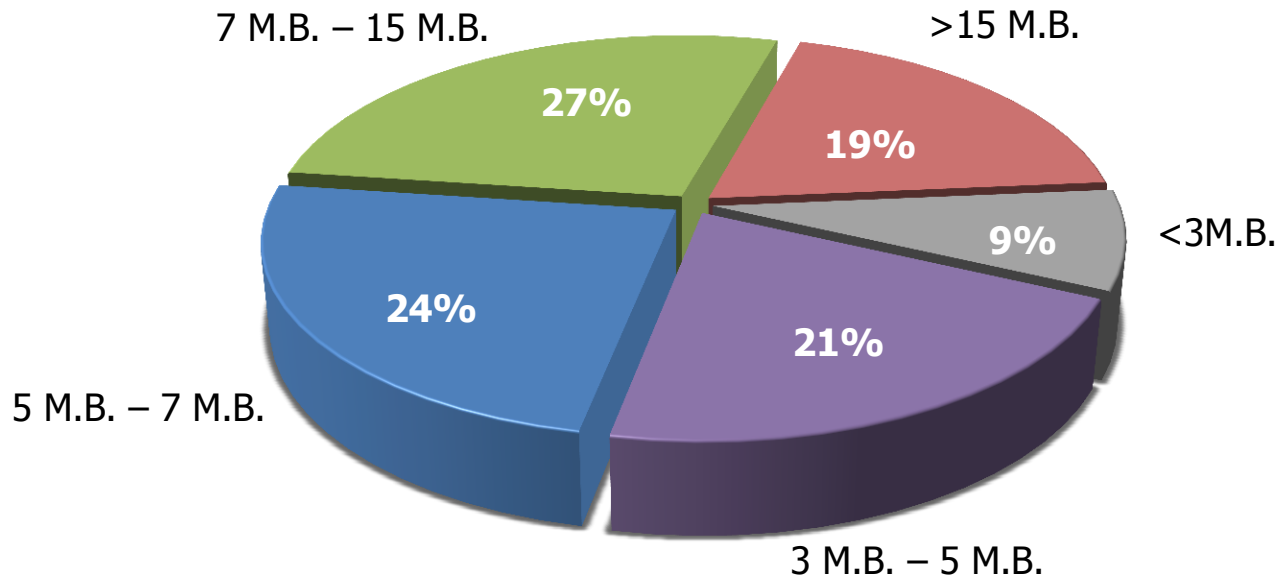
Sales Growth (Booking)



Unit	
SH+L	730
TH	175
Condo	812
Total	1,717

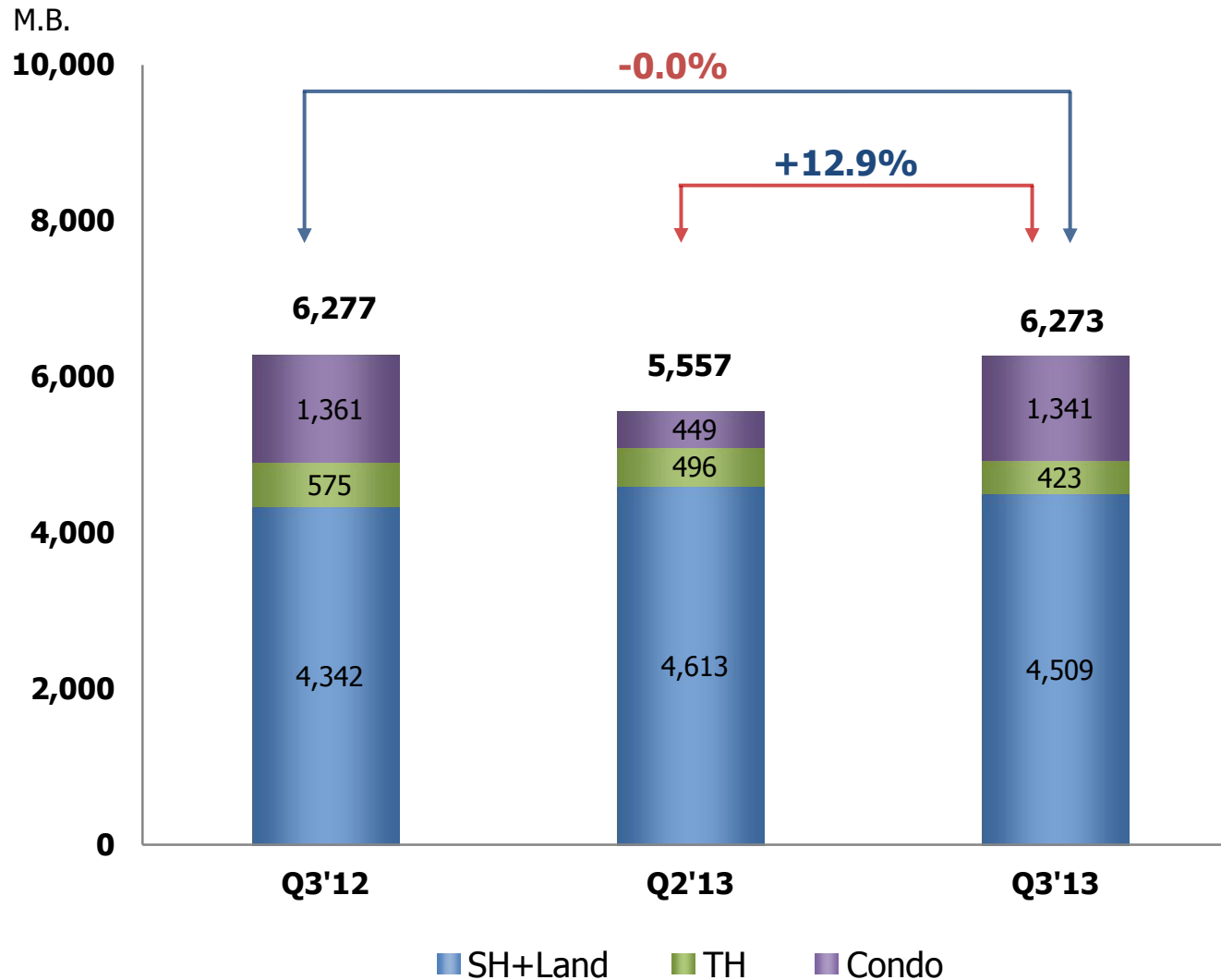


Booking by Segmentation : YTD Q3'13





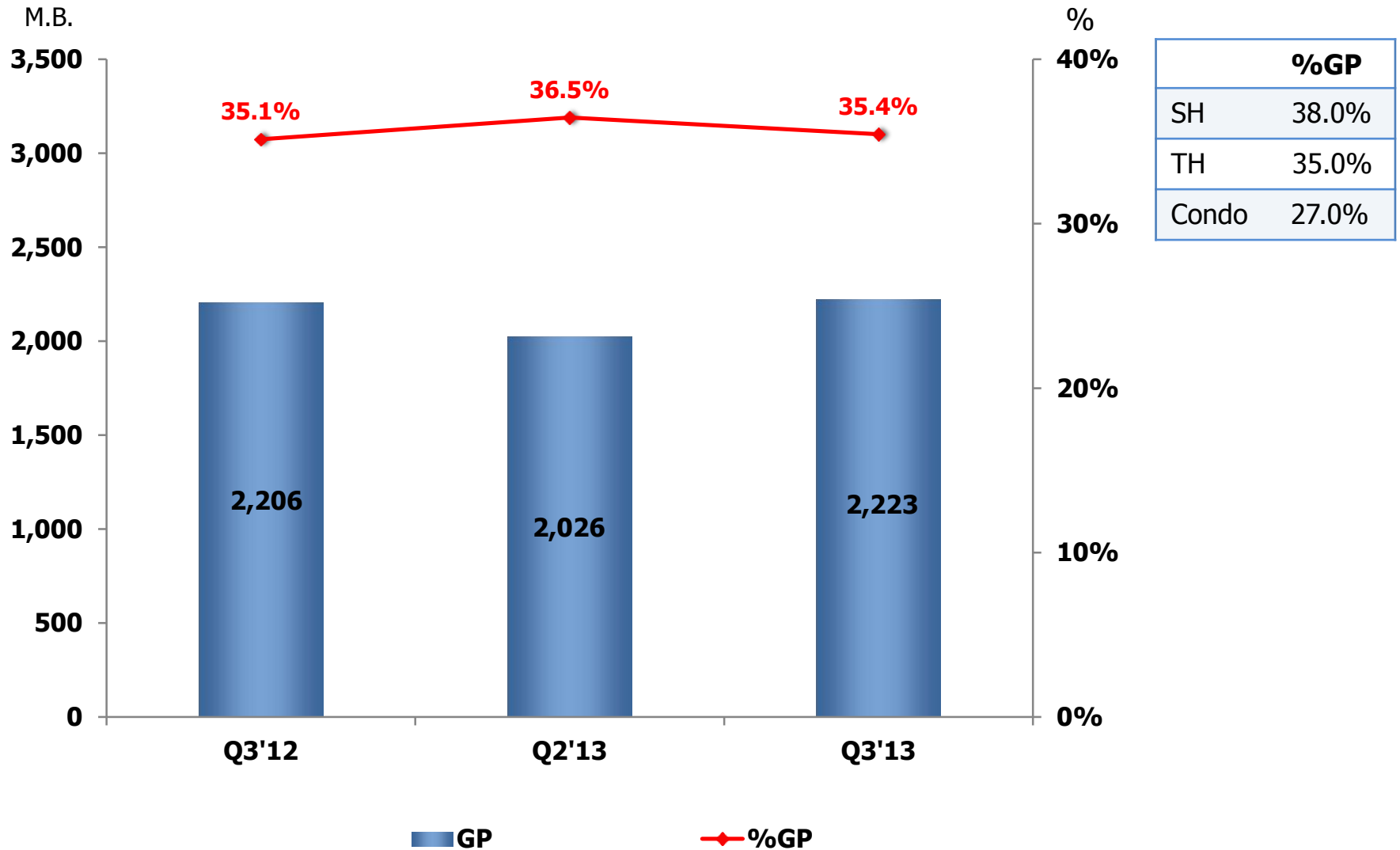
Recognized Sales Growth (Transfer)



	Unit
SH+L	715
TH	145
Condo	282
Total	1,142

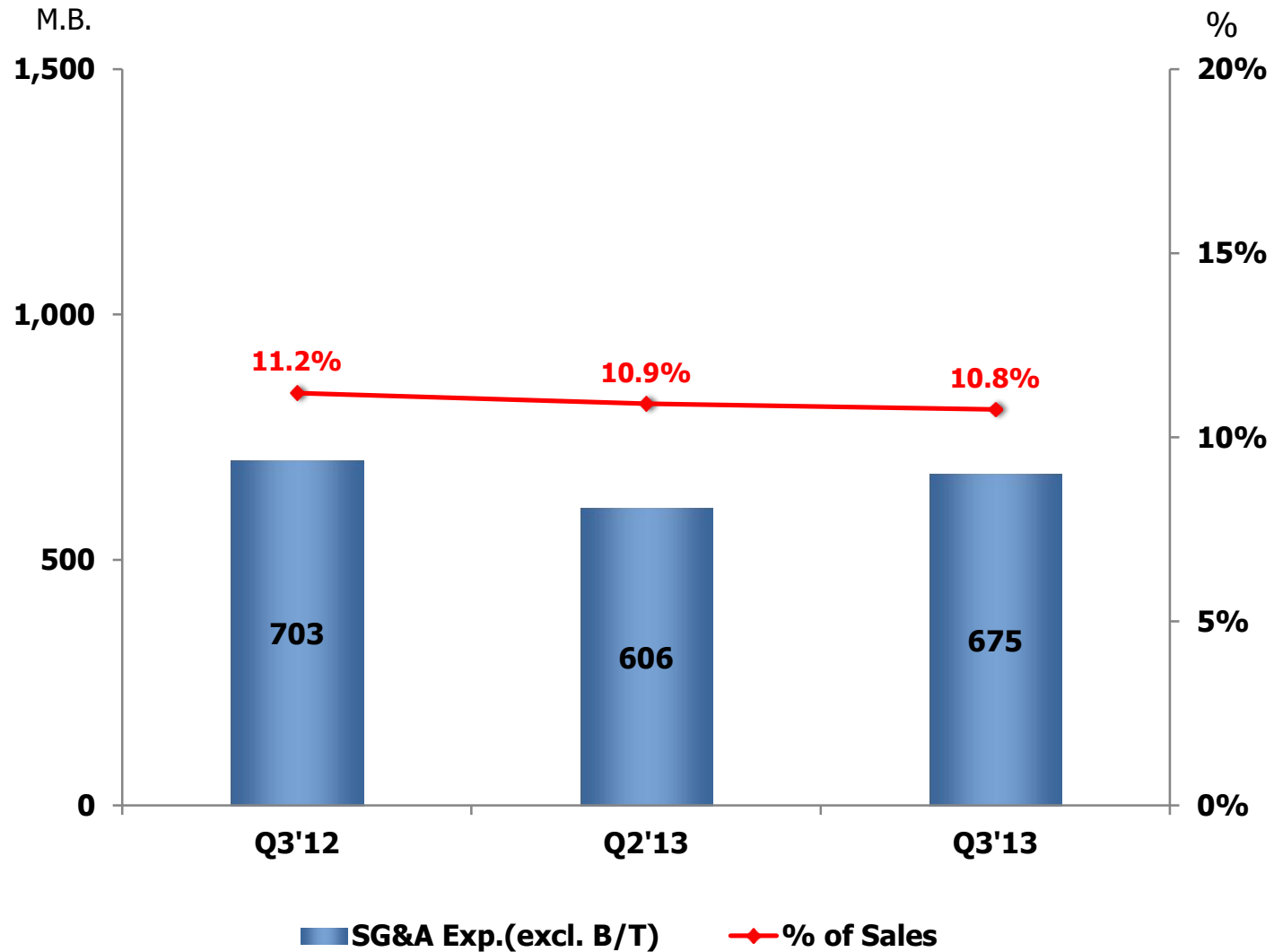


G.P.



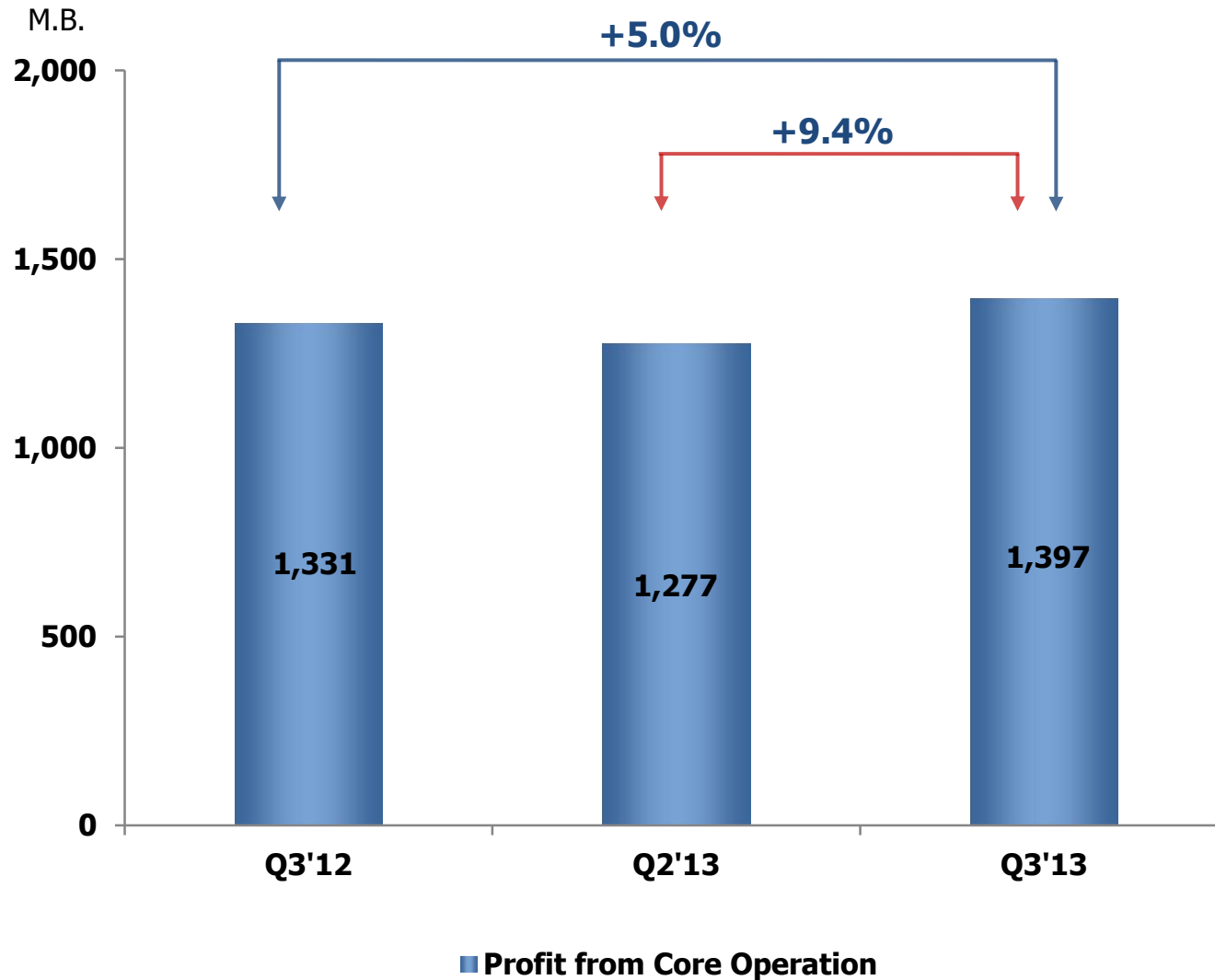


SG&A Exp.(excl. B/T)



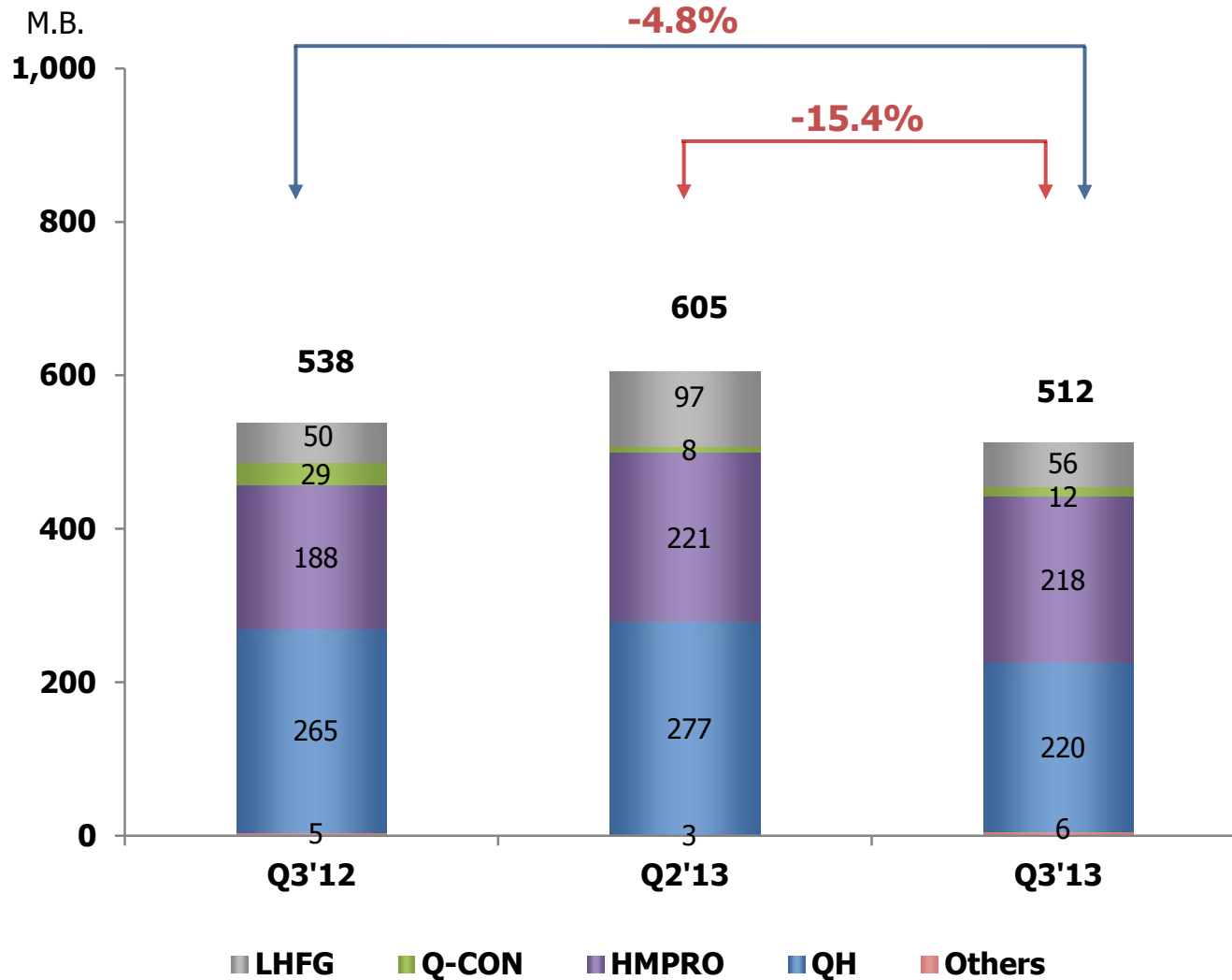


Profit from Core Operation (before tax)



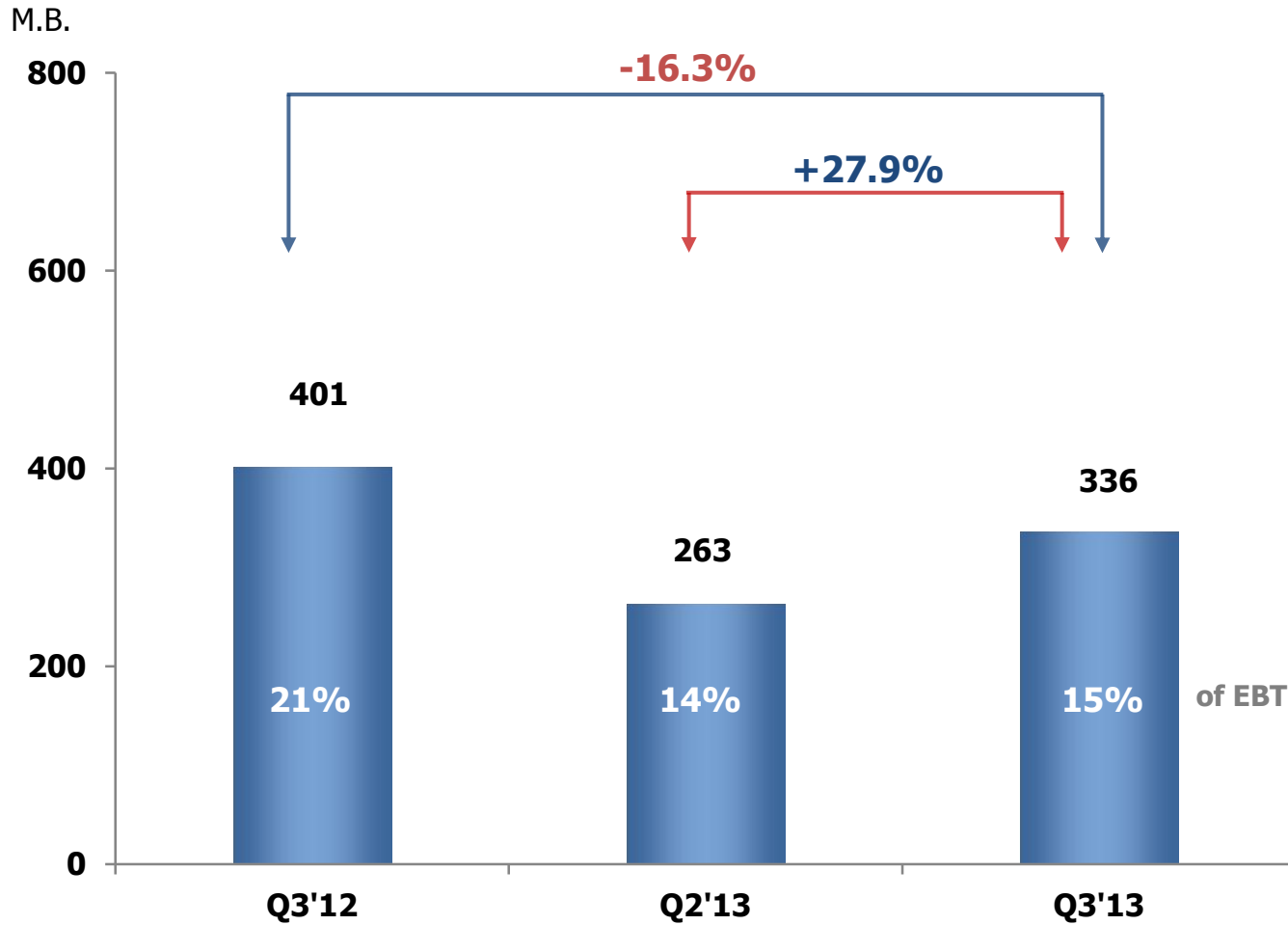


Share of Income from Investments



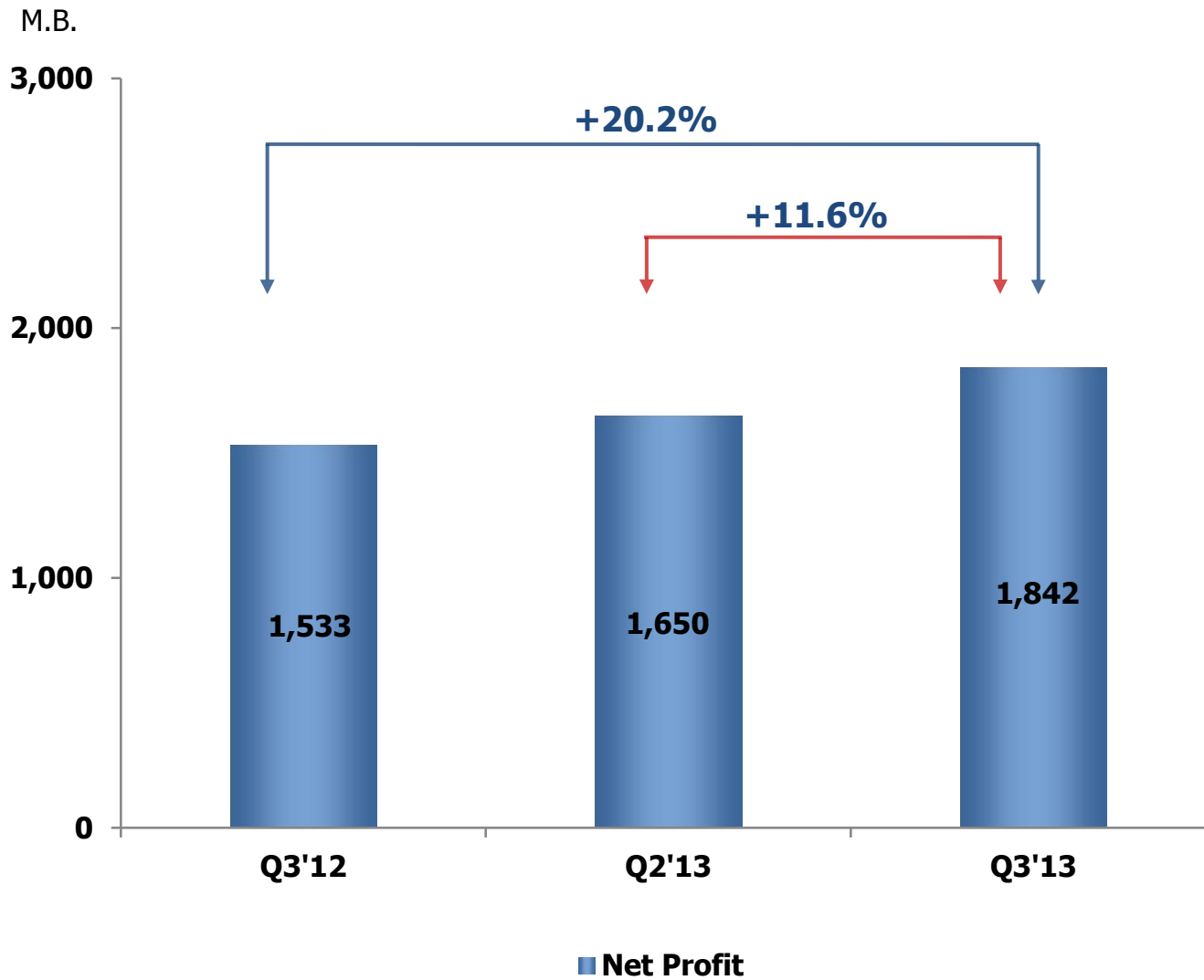


Corporate Tax



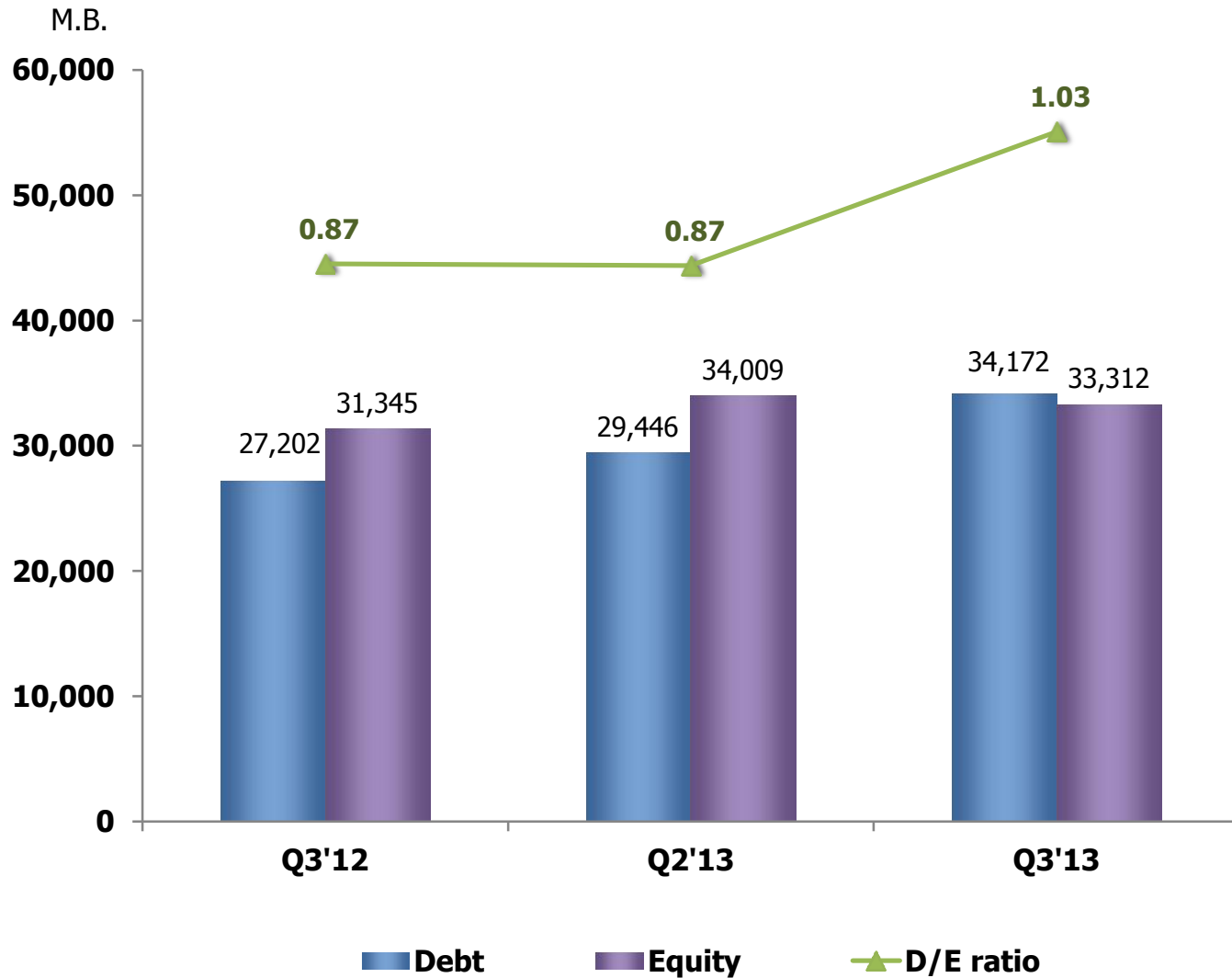


Net Profit



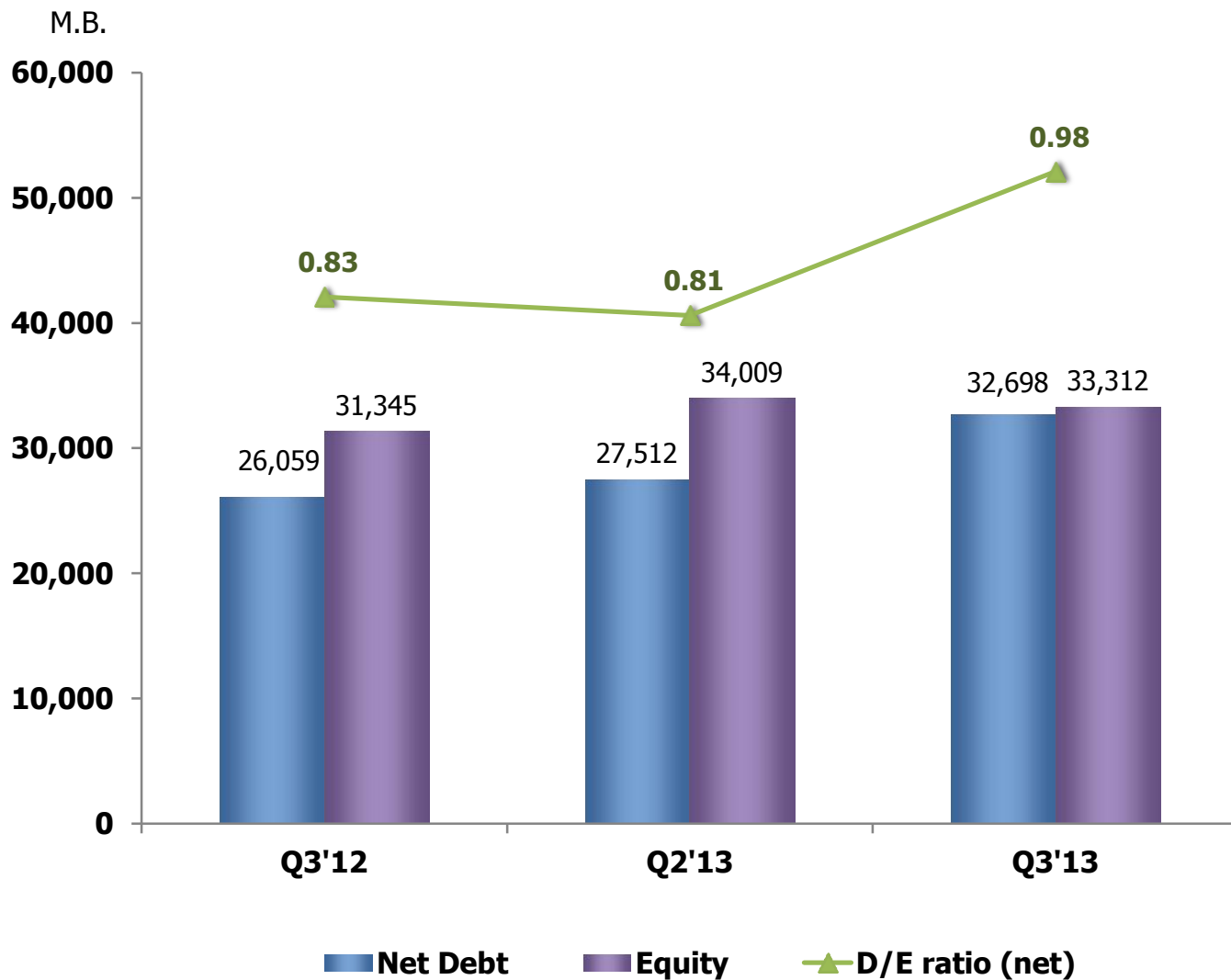


Debt to Equity



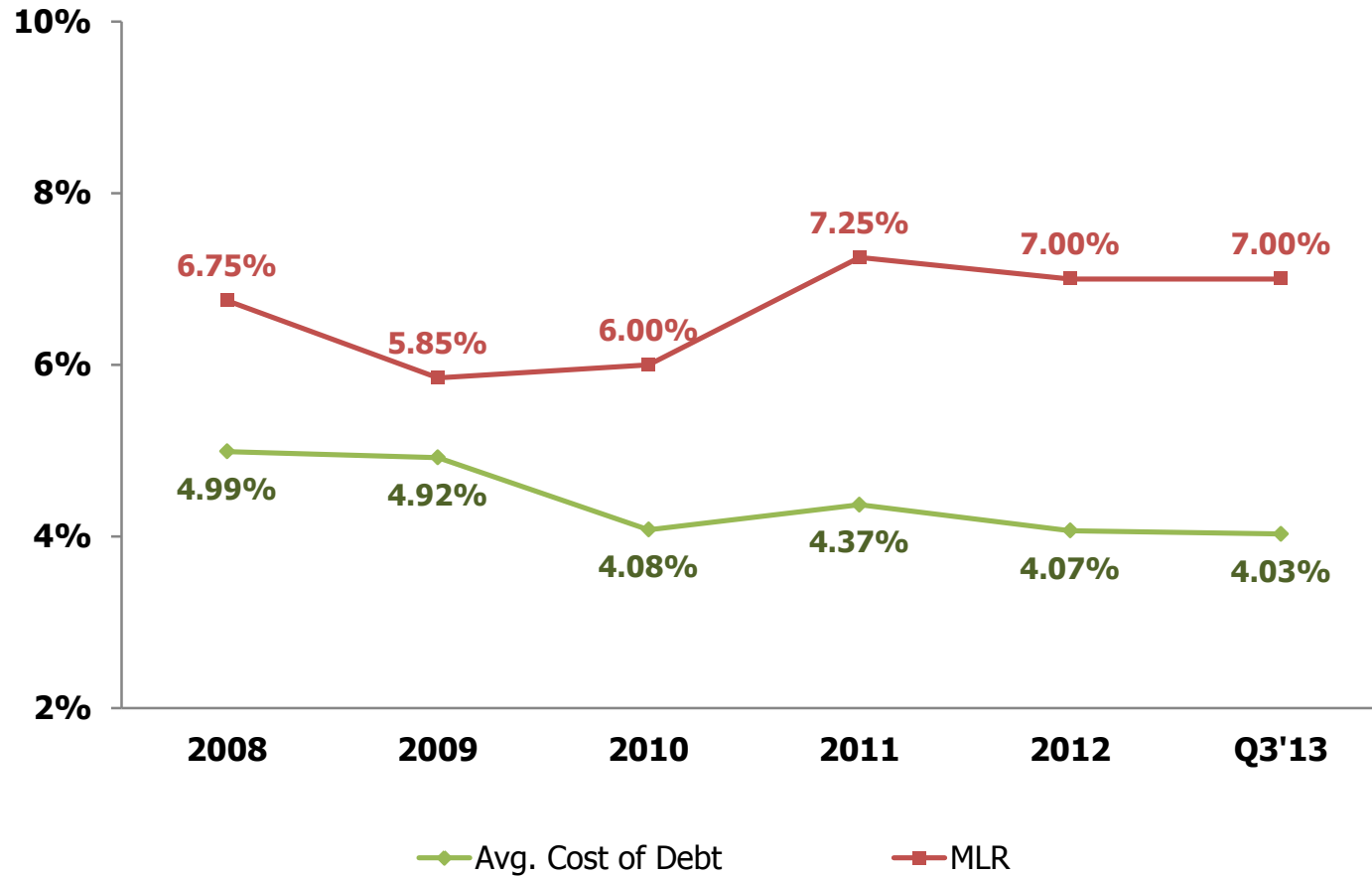


Net debt to Equity





Average cost of Debts



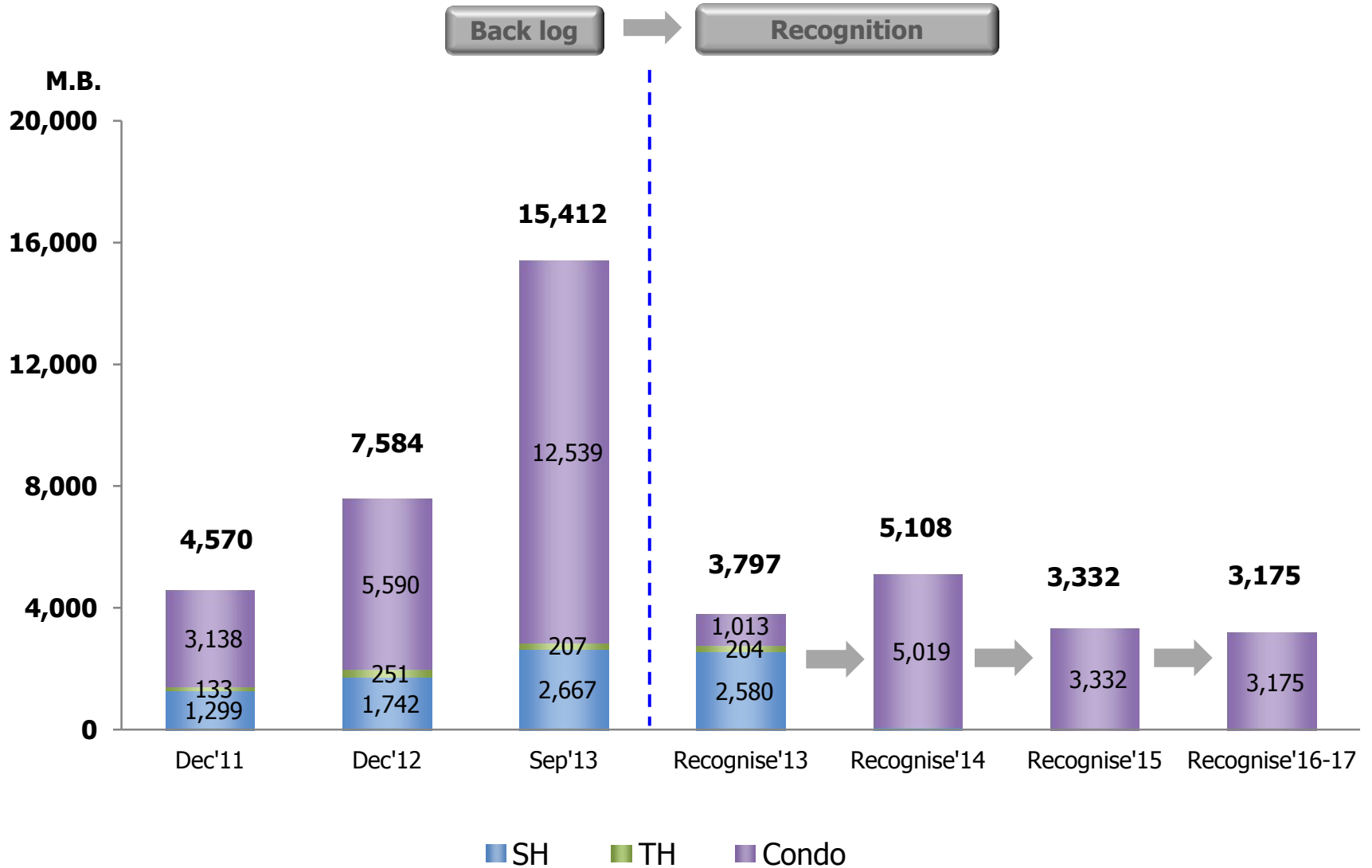


Existing Project as of Sep 2013

TYPE	LOCATION	NO. OF PROJECT	SIZE (Rai)	UNIT	% AVAILABLE FOR SALES	UNIT PRICE	REMAINING PRJ. VALUE
SH	1. Inizio	6	426.9	2,102	30%	3.3	2,033
	2 .Pruklada	5	505.9	2,256	50%	3.9	4,411
	3. Chaiyapruk	4	323.9	1,337	22%	4.5	1,329
	4. Chollada	2	436.6	1,504	5%	5.0	373
	5. Mantana	8	902.9	3,214	43%	6.7	9,120
	6. Seewalee	6	533.5	1,875	54%	5.2	5,225
	7. Nantawan	5	1,064.9	2,054	22%	17.3	7,701
	8. Ladawan	2	257.4	280	76%	45.5	9,652
	9. 88 L&H	3	262.9	742	11%	11.0	898
TH	10. Indy	3	55.4	660	51%	2.1	695
	11. Villaggio	1	81.9	496	73%	2.5	901
	12. Baan Mai	1	20.3	207	4%	3.6	29
	13. Terrace	1	29.9	299	3%	5.0	45
Condo	14. The Key	2	5.1	595	34%	2.3	461
	15. North	3	7.8	207	23%	2.3	109
	16. The Room	4	9.6	1,093	48%	7.2	3,807
	17. Wan Vayla	1	20.2	294	53%	9.2	1,432
	18. The Bangkok	1	4.9	468	67%	16.0	5,014
	TOTAL	58	4,949.9	19,683	37%	7.4	53,236



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	214.4	384	19.5	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	154	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	152	2.6	400	Aug
16	Mantana	Pracha-u-tid	SH	43.4	107	8.9	950	Aug
17	88 L&H	Phuket	SH	54.8	182	7.4	1,350	Oct
18	Seewalee	Udonthani	SH	90.1	317	5.6	1,760	Oct
19	Pruklada	Mahachai	SH	66.1	288	4.2	1,200	Oct
20	Ease	Rama II	CD	5.0	480	1.6	780	Nov
21	The Landmark	Ekkamai-Raminthra	TH	28.4	245	8.2	2,000	Q.4
22	Villaggio	Bangna	TH	153.0	1,036	2.8	2,900	Q.4
23	Villaggio	Rama II	SH	65.0	289	4.2	1,200	Q.4
24	Seewalee	Chiang Rai	SH	57.1	214	4.2	905	Q.4
25	North 4-5	Chiang Mai	CD	5.1	138	2.3	320	Q.4
Total				999.8	6,882	6.2	42,845	



Condominium Schedule

No	Project	% Transfer	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	68%																	
2	The Room - Suk.40	70%																	
3	North 8 - Chiang Mai	55%																	
4	The Key - Sathorn Rajapruk																		
5	The Room - BTS wongwiengyai																		
6	Wan-Way-La - Kao Tao		Develop&EIA																
7	The Bangkok - Sathorn		Develop & EIA																
8	The Key - Wutthakat		Develop & EIA																
9	The Room - Rama IV		Develop & EIA																
10	The Room - Pan Road		Develop & EIA																
11	The Room - Suk. 69				Develop & EIA														
12	The Key- Udomsuk																		
13	North 1 - Chiang Mai																		
14	North 2 - Chiang Mai																		
15	North 3 - Chiang Mai																		
16	North 4 - Chiang Mai																		
17	North 5 - Chiang Mai																		
18	Ease - Rama II				Develop&EIA														

 Construction period
 Transfer