



LAND & HOUSES

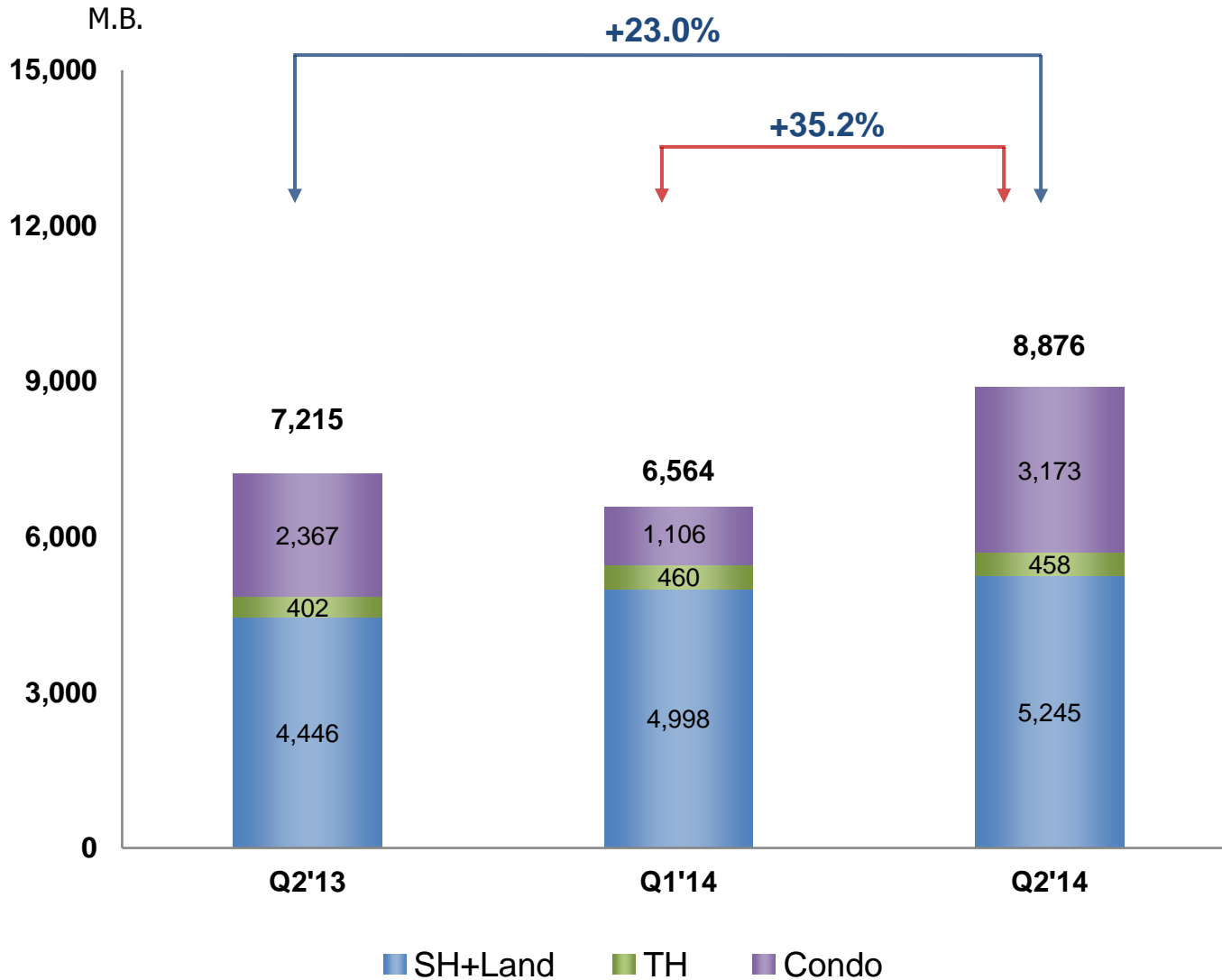


Analyst Meeting – Q2'14

15 AUG 14



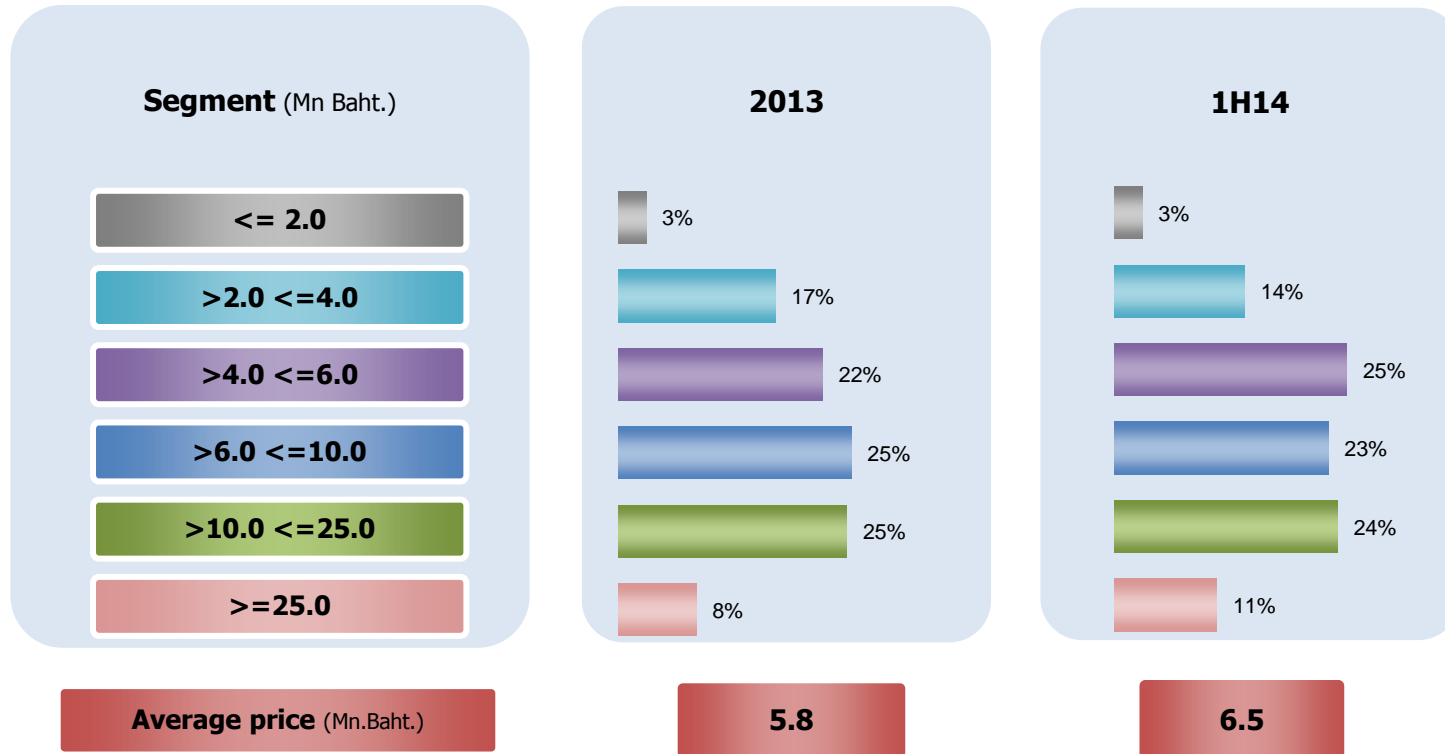
Sales Growth (Booking)



	Unit
SH+L	732
TH	174
Condo	472
Total	1,378

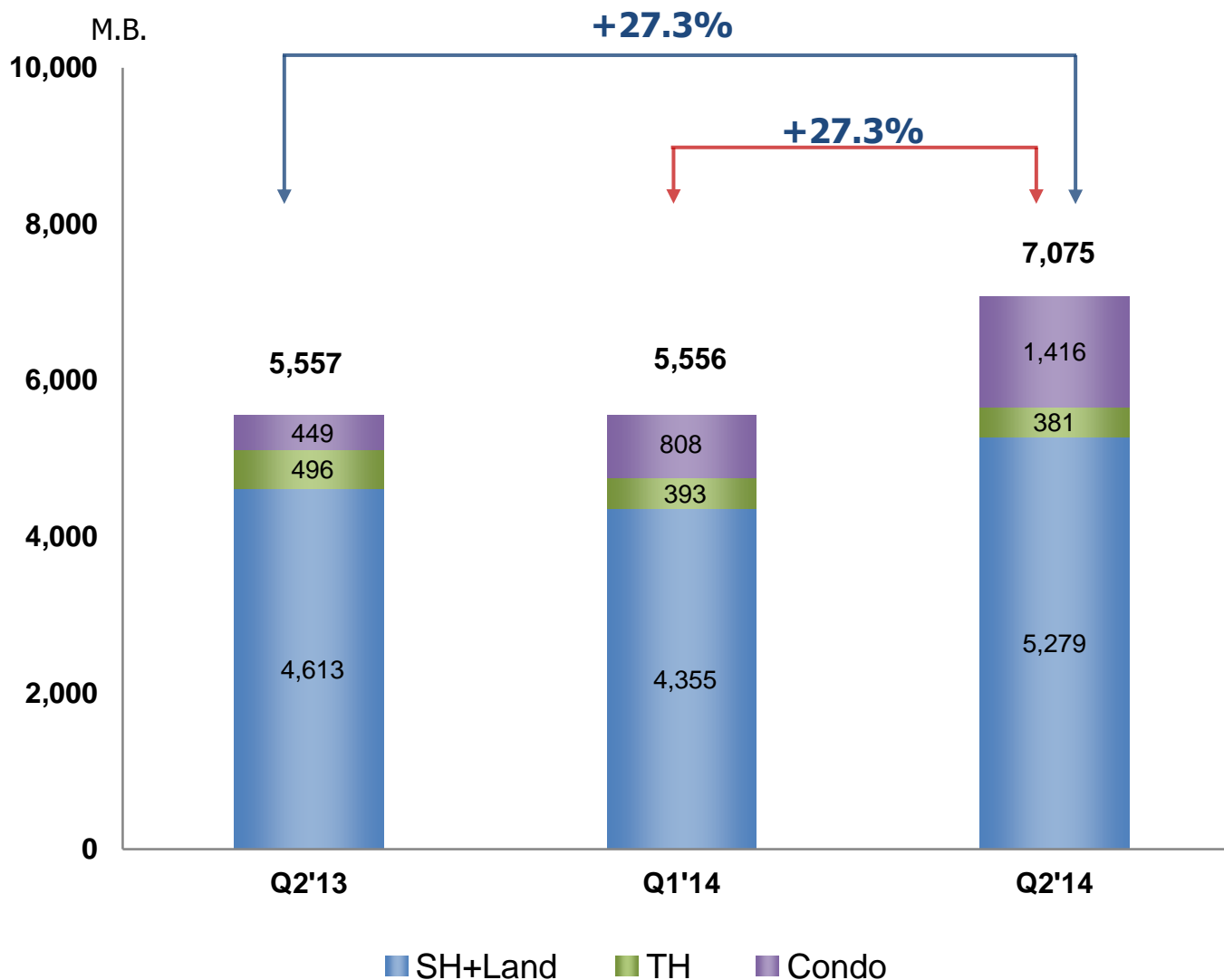


Booking by Segmentation





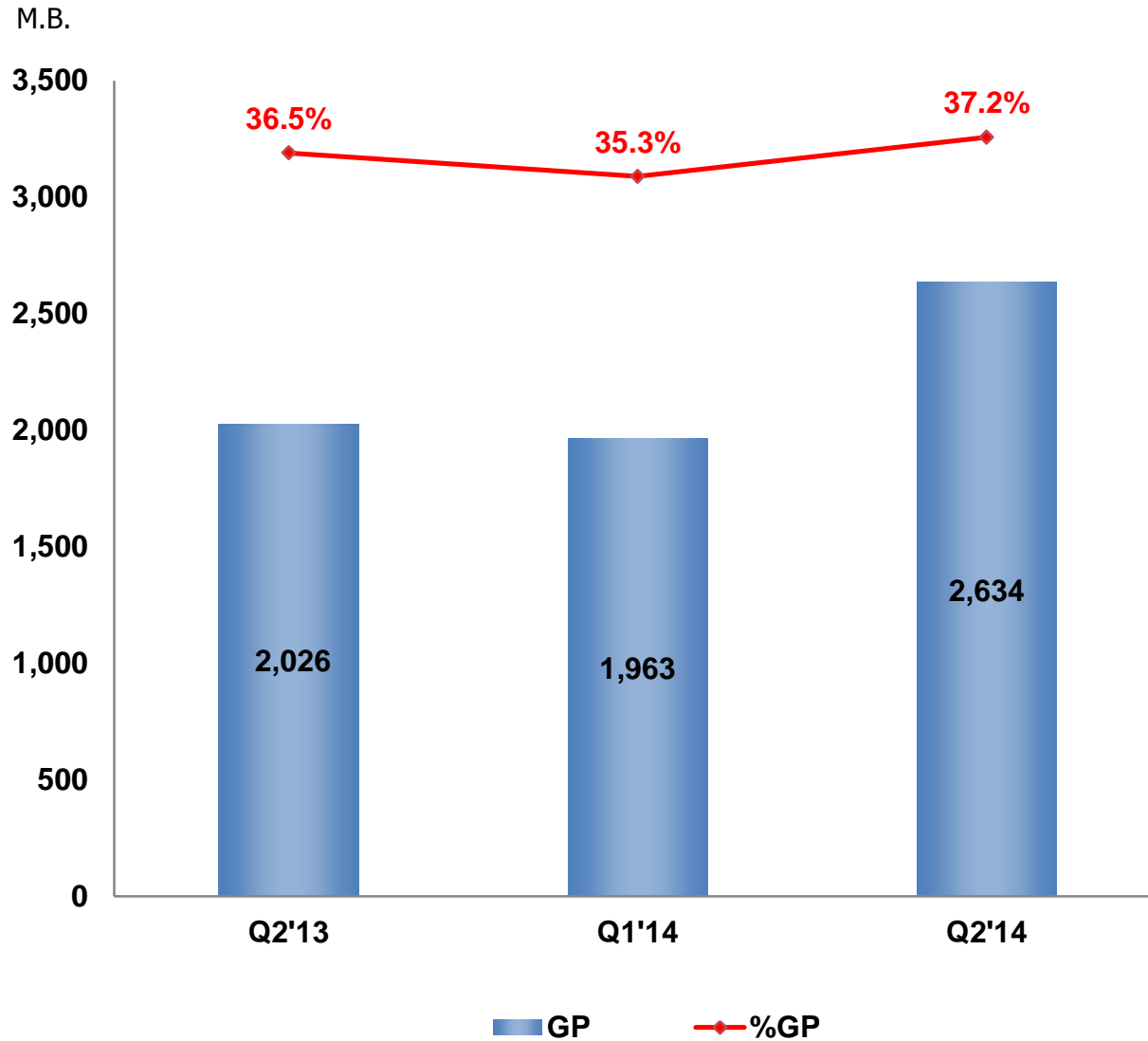
Recognized Sales Growth (Transfer)



	Unit
SH+L	773
TH	161
Condo	579
Total	1,513



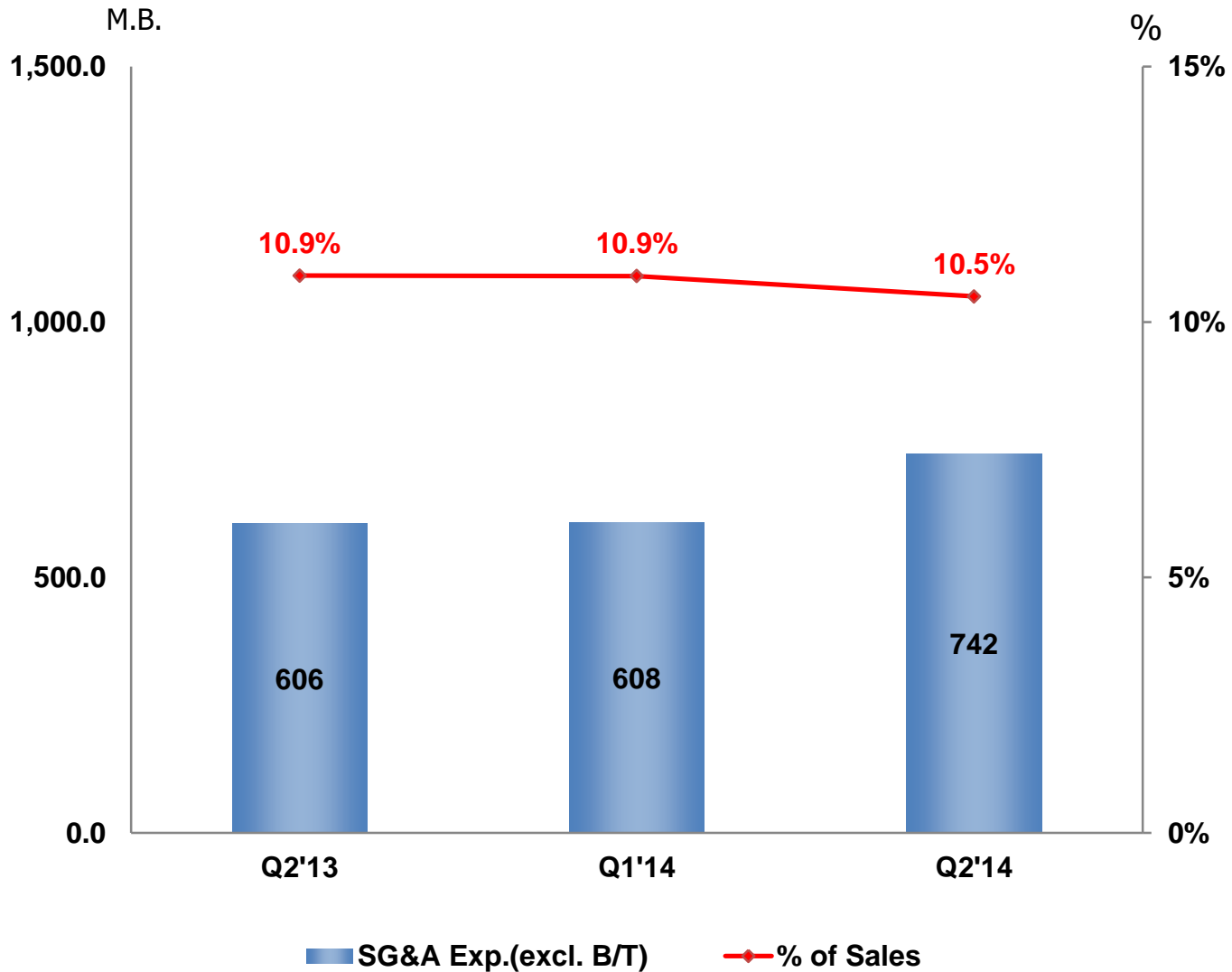
G.P.



	%GP
SH	39.1%
TH	35.9%
Condo	30.5%

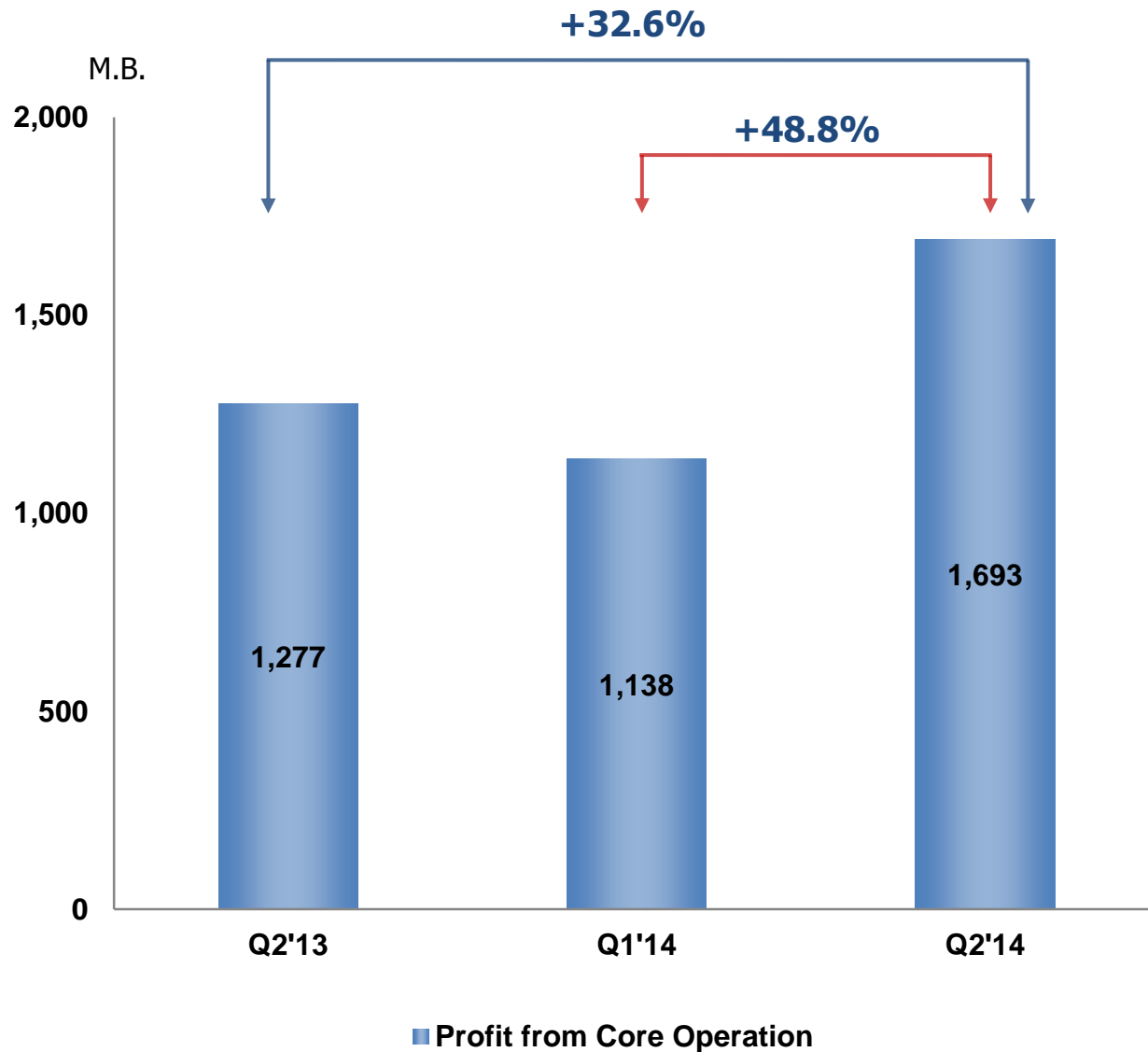


SG&A Exp.(excl. B/T)



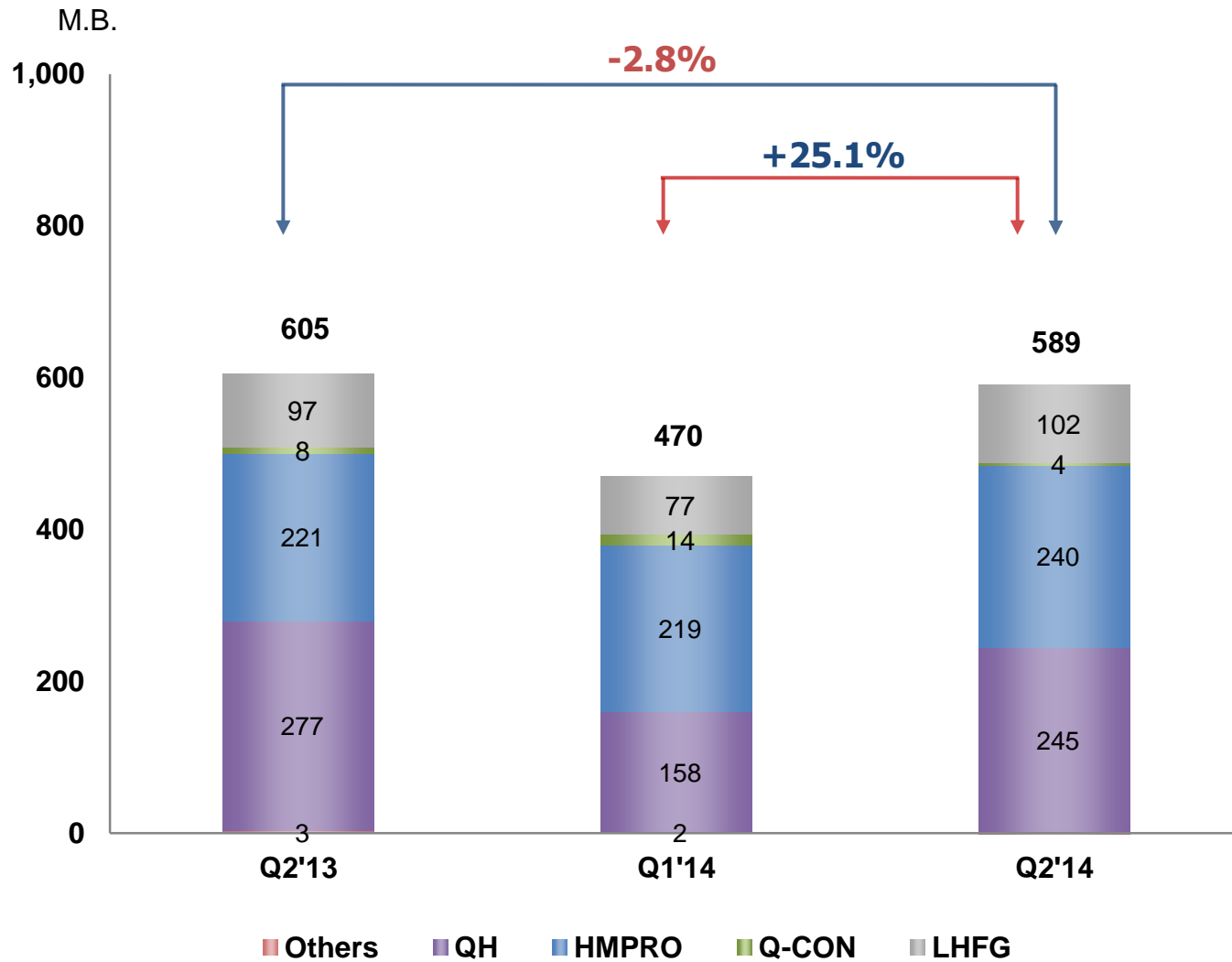


Profit from Core Operation (before tax)



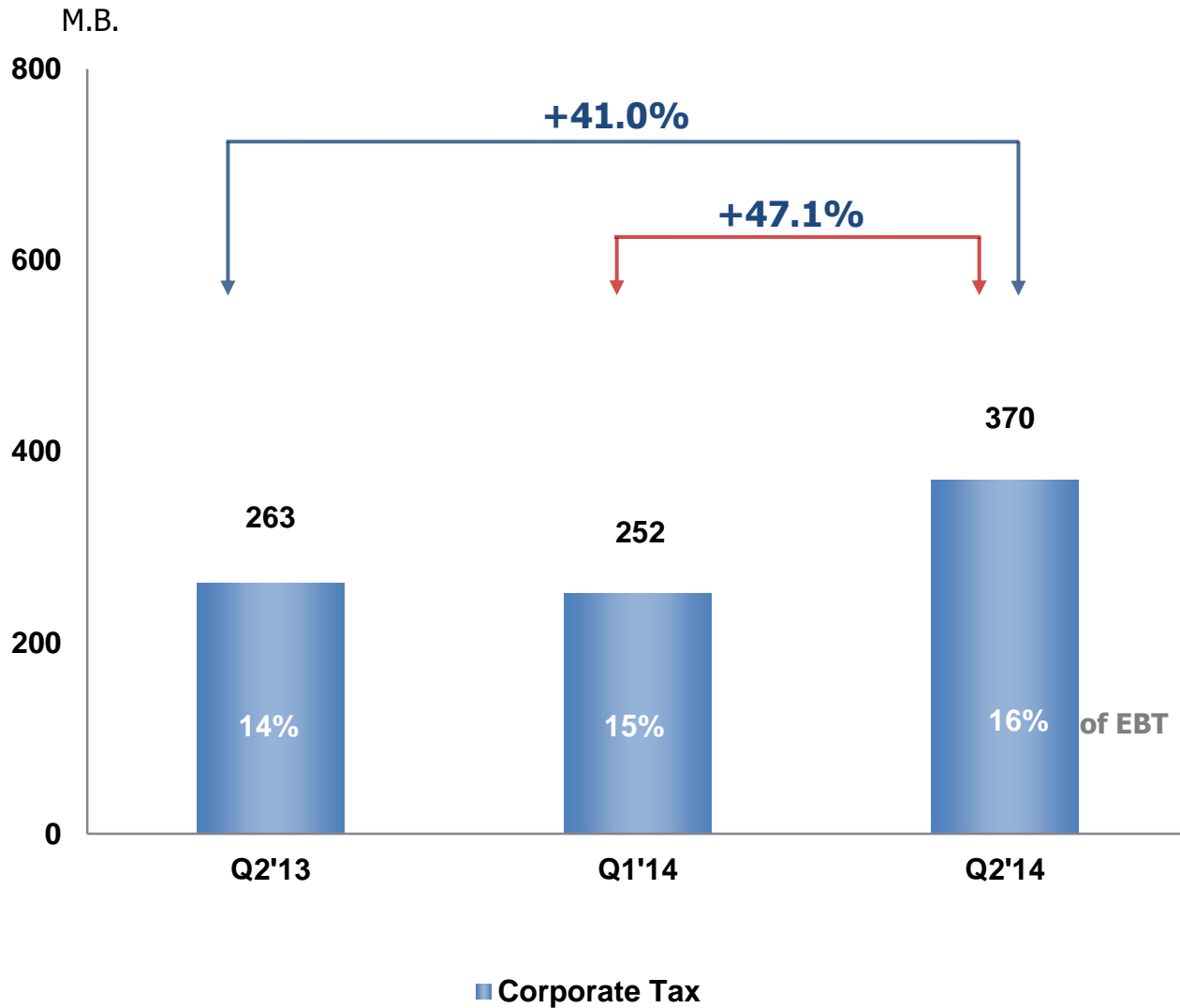


Share of Profit from Investments



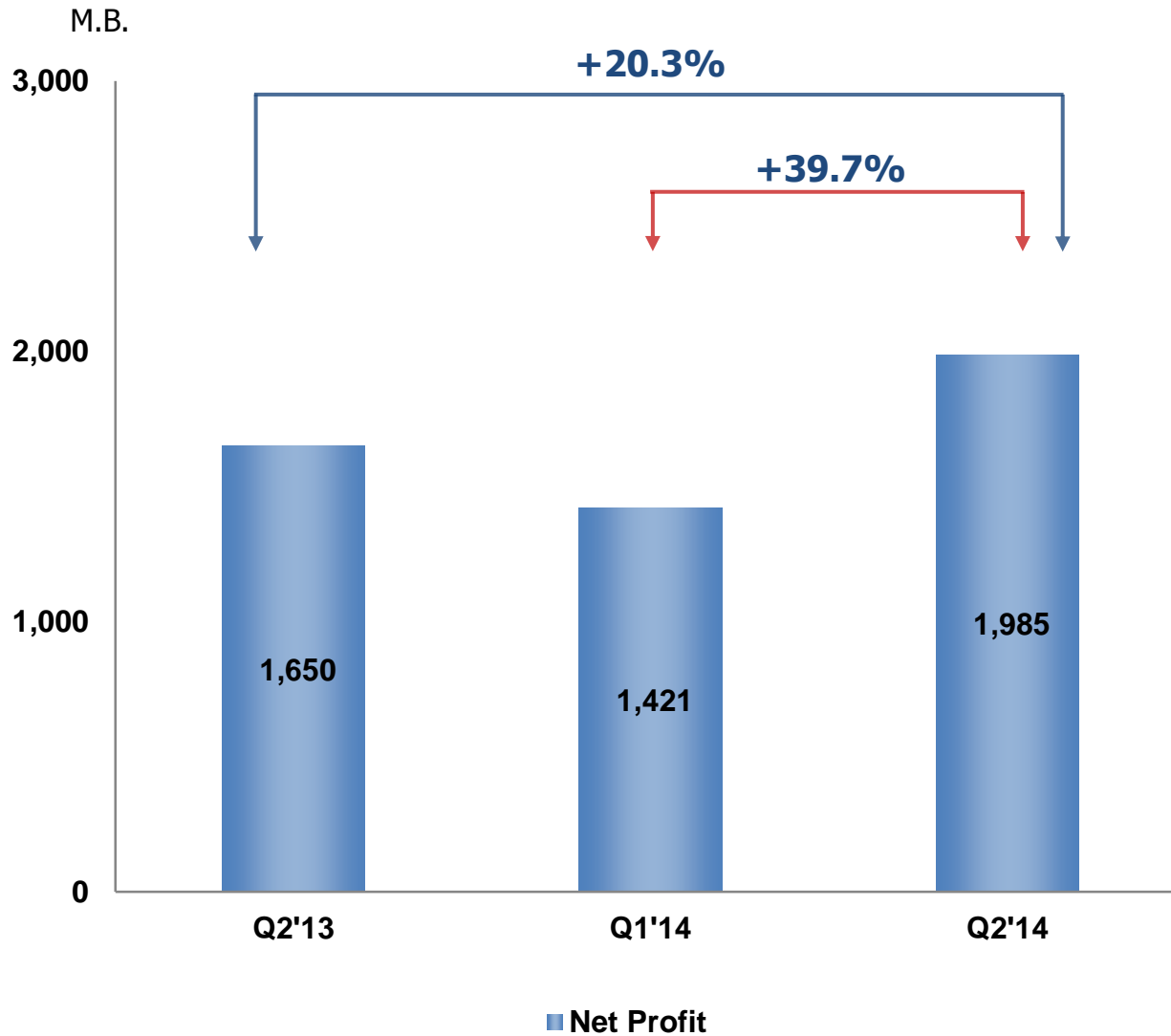


Corporate Tax



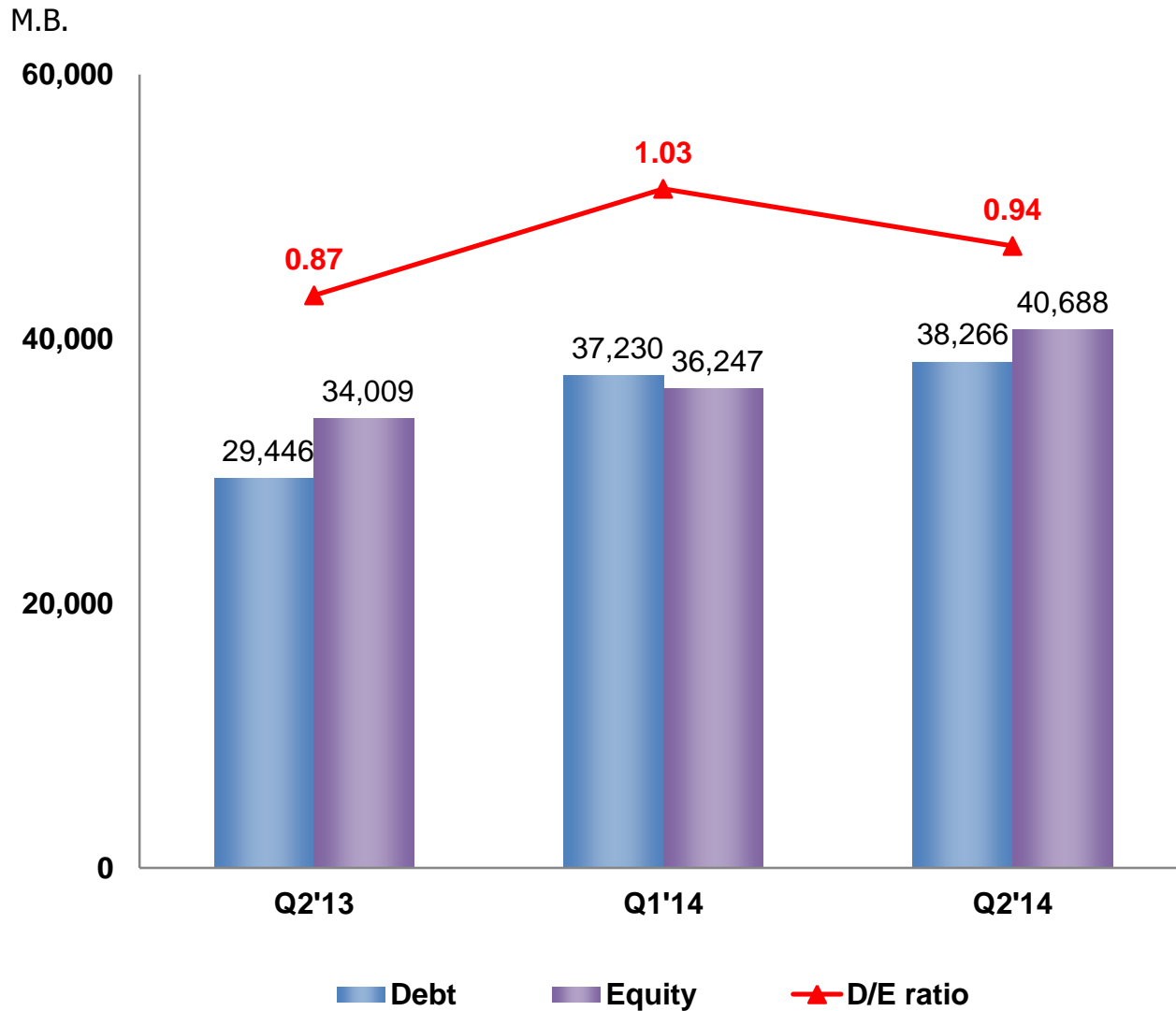


Net Profit



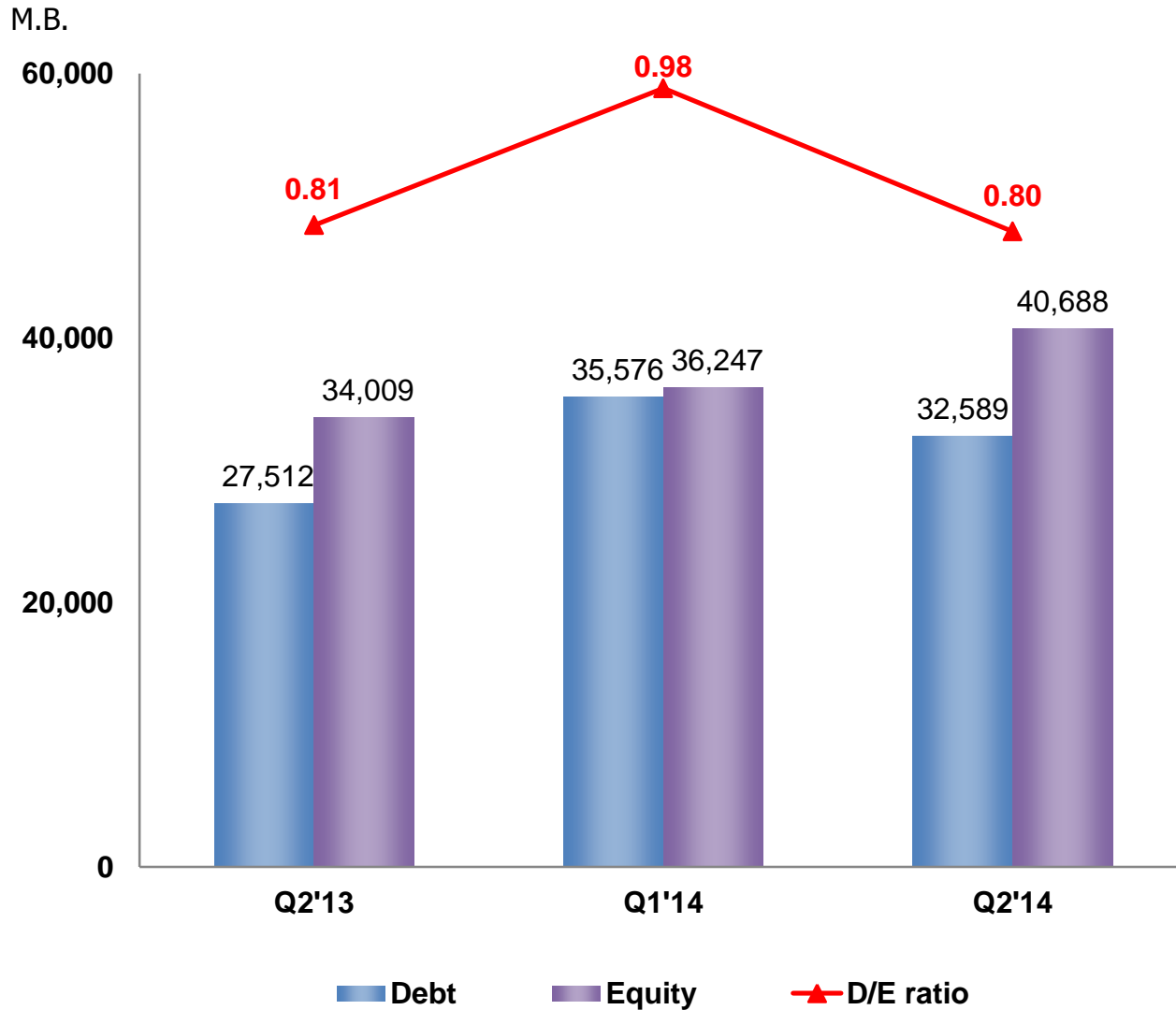


Debt to Equity



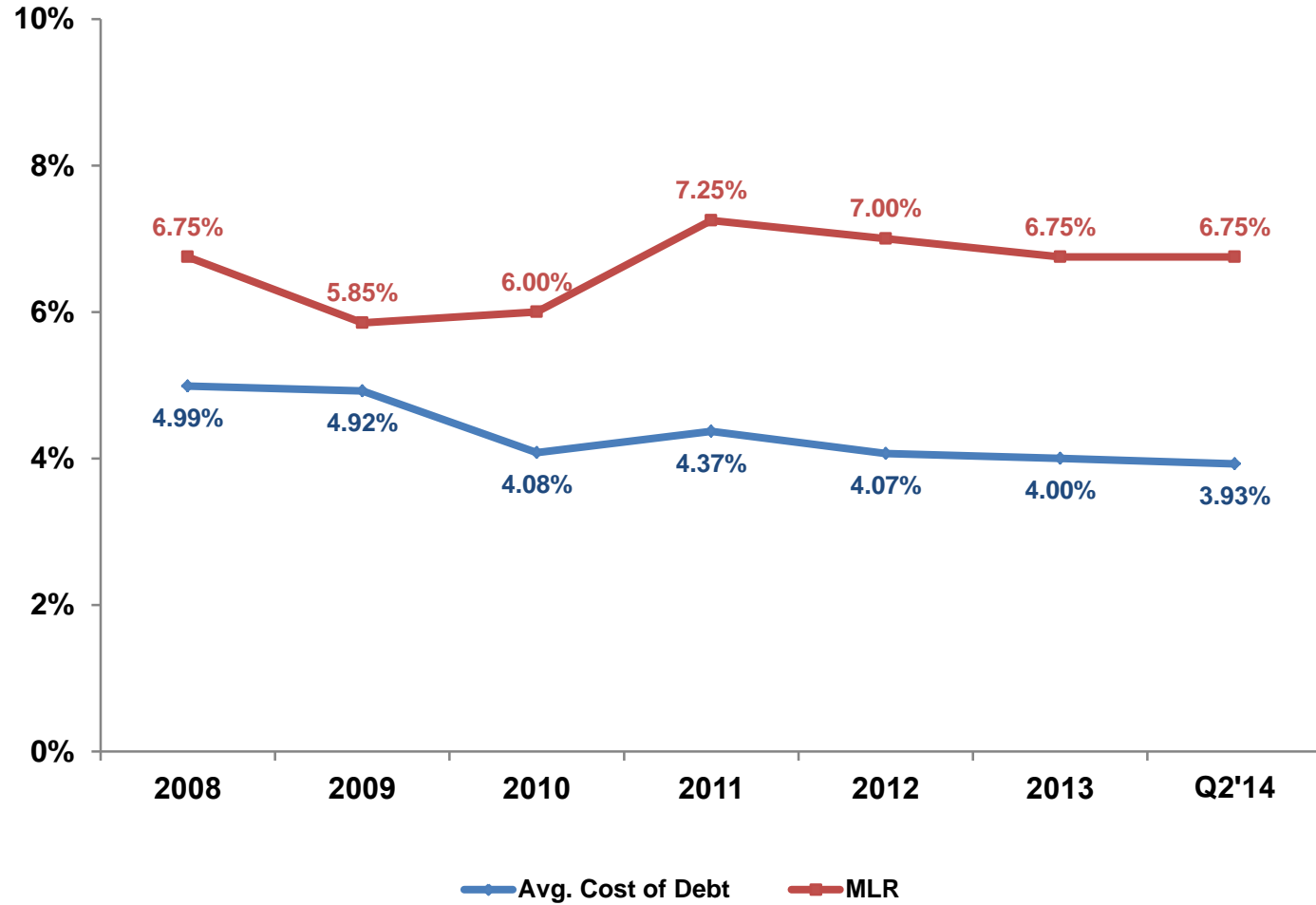


Net debt to Equity





Average cost of Debts



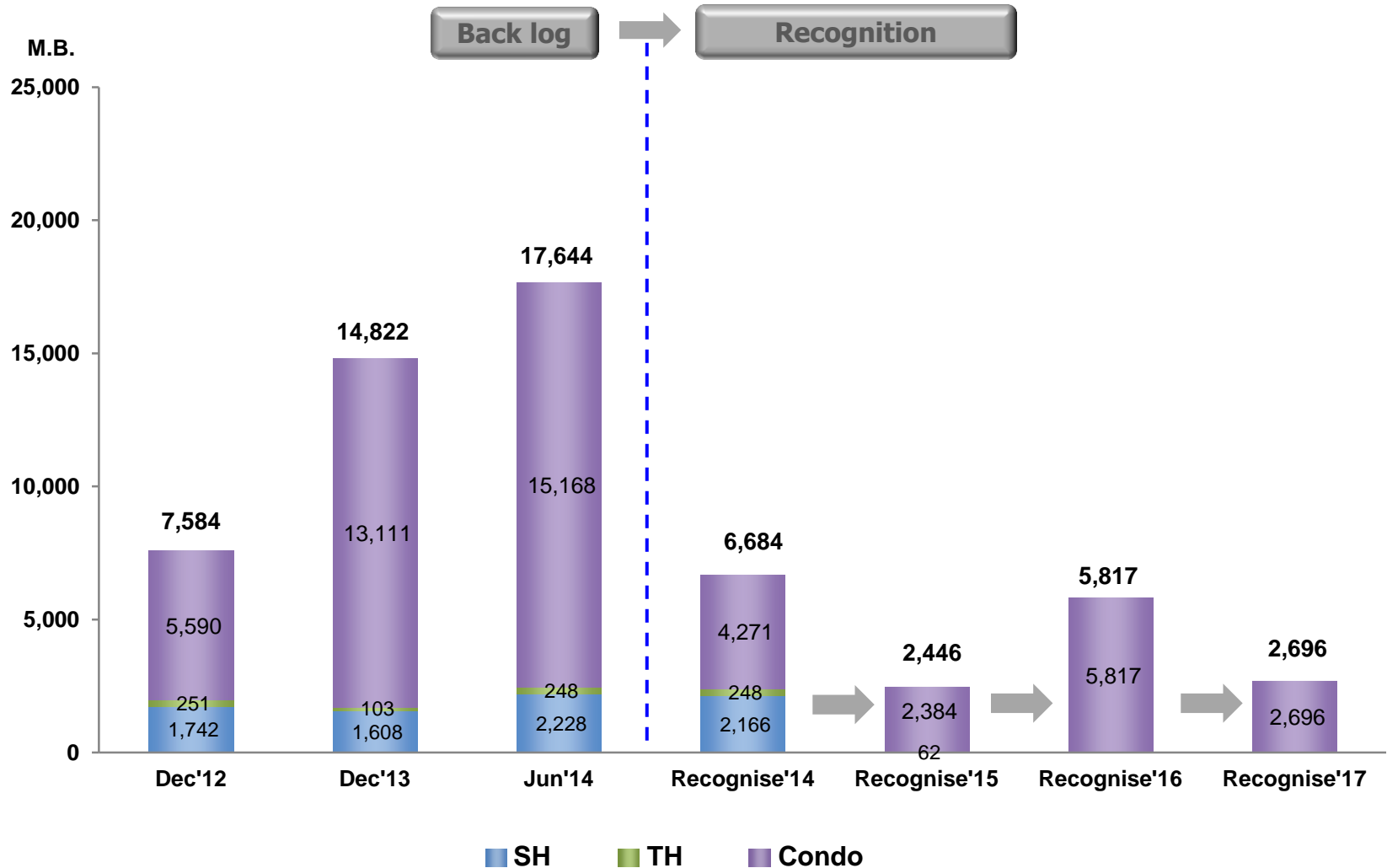


Existing Project as of Jun 2014

TYPE	BRAND	NO. OF PROJECT	SIZE (Rai)	UNIT	% AVAILABLE FOR SALES	UNIT PRICE	REMAINING PRJ. VALUE
SH	1. Inizio	6	369.8	1,719	72%	3.6	4,490
	2. Villaggio (SH)	1	65.0	289	69%	4.2	832
	3 .Pruklada	7	741.8	3,367	56%	4.3	8,087
	4. Chaiyapruk	5	390.1	1,598	29%	4.6	2,166
	5. Chollada	1	109.0	327	6%	12.0	228
	6. Mantana	8	966.5	3,438	35%	7.2	8,679
	7. Seewalee	8	681.7	2,407	51%	5.3	6,485
	8. Nantawan	4	380.0	755	45%	18.3	6,278
	9. Ladawan	2	257.4	280	65%	49.3	9,026
	10. 88 Land&Houses	3	120.9	345	65%	8.7	1,956
	11. Land&Houses Park	1	196.8	579	2%	2.4	22
TH	12. Indy	4	83.5	960	41%	2.5	995
	13. Villaggio	2	169.8	1243	75%	2.8	2,594
	14. Baan Mai	1	20.3	207	1%	4.5	9
	15. The Landmark	1	28.4	245	95%	8.2	1,911
Condo	16. Ease	1	5.0	480	28%	1.5	198
	17. North	5	13.1	345	23%	2.4	187
	18. The Key	2	5.2	595	16%	2.4	225
	19. 333	1	11.4	950	72%	7.4	5,011
	20. The Room	2	4.9	594	61%	7.7	2,804
	21. Wan Vayla	1	20.2	294	39%	9.5	1,088
	22. The Bangkok	1	4.9	468	56%	15.8	4,116
	TOTAL	67	4,645.7	21,485	48%	6.5	67,384



Backlog and Recognition





New Projects Plan to Launch in 2014

No.	PROJECT NAME	LOCATION	TYPE	SIZE (Rai)	UNIT	UNIT PRICE	PRJ. VALUE	LAUNCH DATE	
1	Inizio	Pinklao - Wong Whan (2)	SH	62.0	296	3.4	1,000	Jan	
2	Pruklada	Phetkasem Sai 4	SH	98.3	450	4.4	1,960	Jan	
3	Villaggio	Rama II	SH	65.0	289	4.2	1,200	Jan	
4	The Landmark	Ekkamai-Raminthra	TH	28.4	245	8.2	2,000	Mar	
5	Pruklada	Suvarnabhumi	SH	85.8	418	4.5	1,900	Apr	
6	Chaiyapruk	Pinklao - Kanchana	SH	86.4	380	4.8	1,820	Apr	
7	Inizio	Rangsit Klong 3(2)	SH	60.0	275	3.5	960	May	
8	Mantana	Onnuch - Wong Whan 4	SH	94.0	356	7.6	2,710	May	
9	Indy	Bangyai	TH	28.1	300	2.7	800	May	
10	Inizio	Chiang Mai	SH	78.1	336	3.9	1,300	Jun	
11	333	Riverside	CD	11.4	950	7.4	7,000	Jun	
12	Seewalee	Chiang Rai	SH	57.1	216	4.5	980	Jun	
13	Chaiyapruk	Pinklao Sai 2	SH	9.1	26	7.3	190	Jun	
14	Chaiyapruk	Phutthamonthon Sai 5	SH	71.0	332	5.3	1,760	Aug	
15	The Key	Charoen Rat	CD	5.9	810	3.7	3,000	Q.3	
16	The Room	Charoen Krung	CD	2.1	211	9.5	2,000	Q.3	
17	The Room	Sathorn 11	CD	2.8	376	5.0	1,880	Q.3	
18	Pruklada	Wong Whan - Hathai Rat	SH	98.1	456	4.4	2,020	Q.3	
19	Mantana	Kanlapaphruak - Wong Whan	SH	57.5	213	8.5	1,800	Q.3	
20	Seewalee	Khon Khaen	SH	83.9	305	5.9	1,800	Q.4	
21	Seewalee	Maha Sarakham	SH	9.1	323	5.2	1,680	Q.4	
22	North 6	Chiang Mai	CD	5.9	69	2.5	170	Q.4	
23	Norht 7	Chiang Mai	CD	2.1	57	2.6	150	Q.4	
		Total			1,102.1	7,689	5.2	40,080	

2014	Q.1	Q.2	Q.3	Q.4	No. of prj.	Prj. Value	%		No. of prj.	Prj. Value	%
SH	3	7	3	2	15	23,080	58%	Bangkok	17	34,000	85%
TH	1	1	-	-	2	2,800	7%	Provincial	6	6,080	15%
CD	-	1	3	2	6	14,200	35%		23	40,080	
No. of prj.	4	9	6	4	23						
Prj. Value	6,160	17,660	12,460	3,800		40,080	100%				
%	15%	44%	31%	9%		100%					



Condominium Schedule

No	Project	Prj. Value	% Transfer	2014				2015				2016				2017			
				Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
1	The Room - Suk. 21	1,580	108%	Transfer	Transfer	Transfer													
2	North 8 - Chiang Mai	400	105%	Transfer	Transfer														
3	The Key - Sathorn Rajapruk	1,790	93%	Transfer	Transfer	Transfer													
4	The Room - BTS wongwienyai	1,580		Construction	Construction	Construction	Transfer	Transfer											
5	Wan-Way-La - Kao Tao	2,700		Construction	Construction	Construction	Transfer	Transfer	Transfer										
6	The Bangkok - Sathorn	7,500		Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Transfer	Transfer	Transfer	Transfer	Transfer	Transfer
7	The Key - Wutthakat	1,200		Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Transfer	Transfer	Transfer	Transfer	Transfer	Transfer
8	The Room - Rama IV	2,200		Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction
9	The Room - Pan Road	1,650		Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction
10	The Room - Suk. 69	2,630		Develop & EIA	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction
11	The Key- Udomsuk	300	58%	Transfer	Transfer	Transfer	Transfer												
12	North 1 - Chiang Mai	160	69%	Transfer	Transfer														
13	North 2 - Chiang Mai	160	63%	Construction	Transfer														
14	North 3 - Chiang Mai	160	27%	Construction	Construction	Transfer													
15	North 4 - Chiang Mai	160		Construction	Construction	Construction	Transfer												
16	North 5 - Chiang Mai	160		Construction	Construction	Construction	Transfer												
17	Ease - Rama II	780		Construction	Construction	Construction	Construction	Transfer	Transfer										
18	333 Riverside	7,000		Develop & EIA	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction
19	The Key - Charoen Rat	3,000				Develop & EIA	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction
20	The Room - Charoen Krung	2,000				Develop & EIA	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction
21	North 6 - Chiang Mai	170		Construction	Construction	Construction	Construction	Transfer	Transfer										
22	North 7 - Chiang Mai	150		Construction	Construction	Construction	Construction	Transfer	Transfer										

Develop & EIA
 Construction period
 Transfer