



LAND & HOUSES

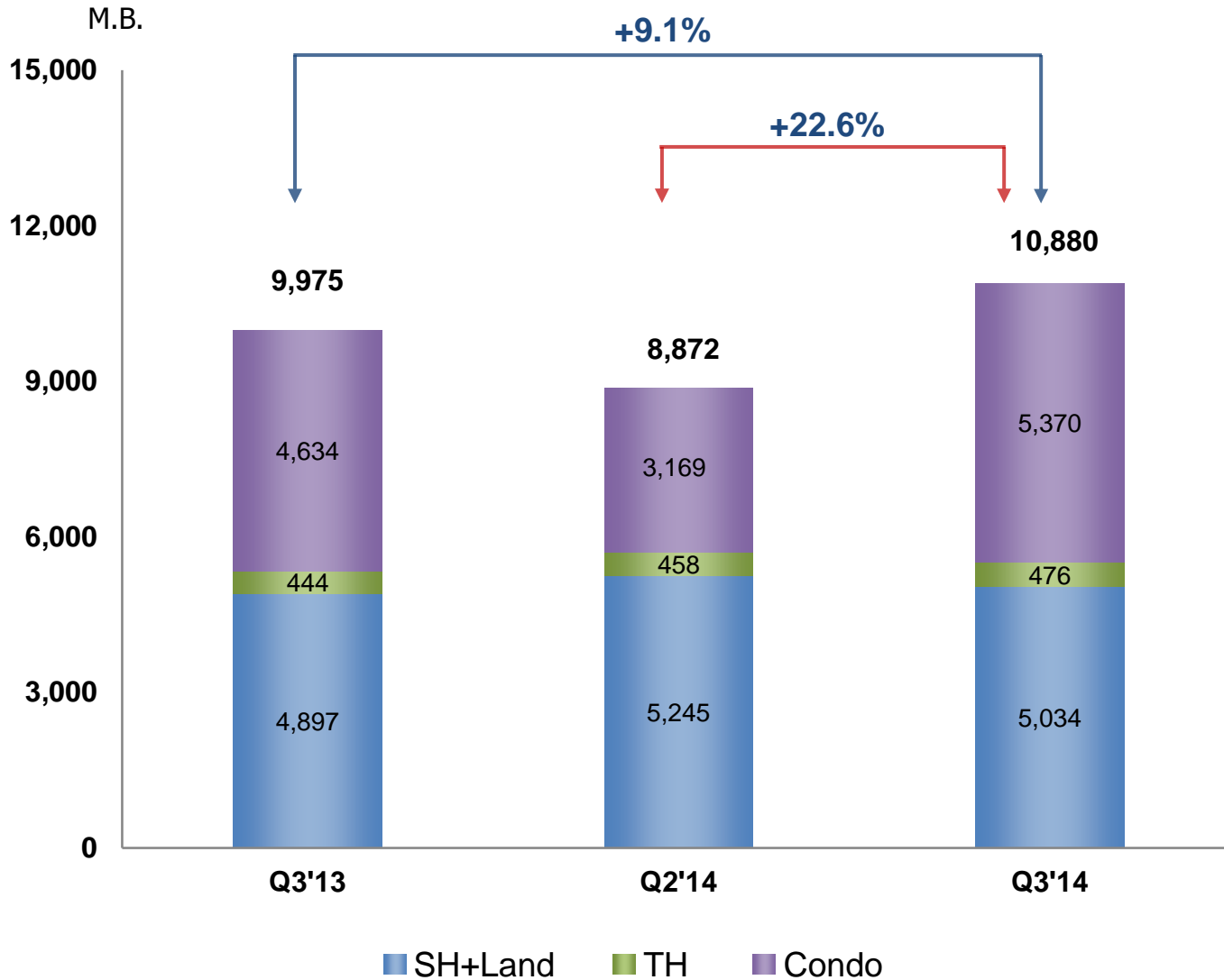


Analyst Meeting – Q3'14

12 NOV 14



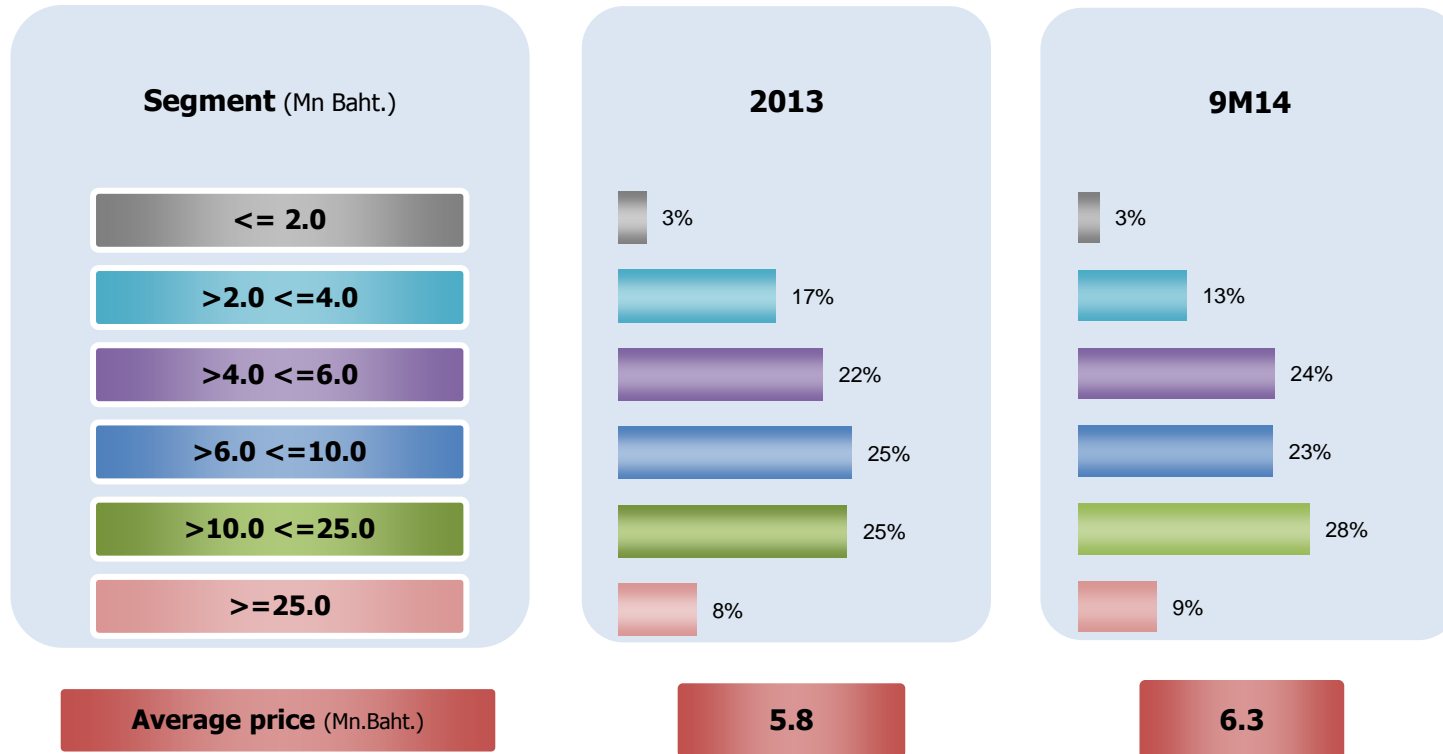
Sales Growth (Booking)



	Unit
SH+L	708
TH	155
Condo	738
Total	1,601

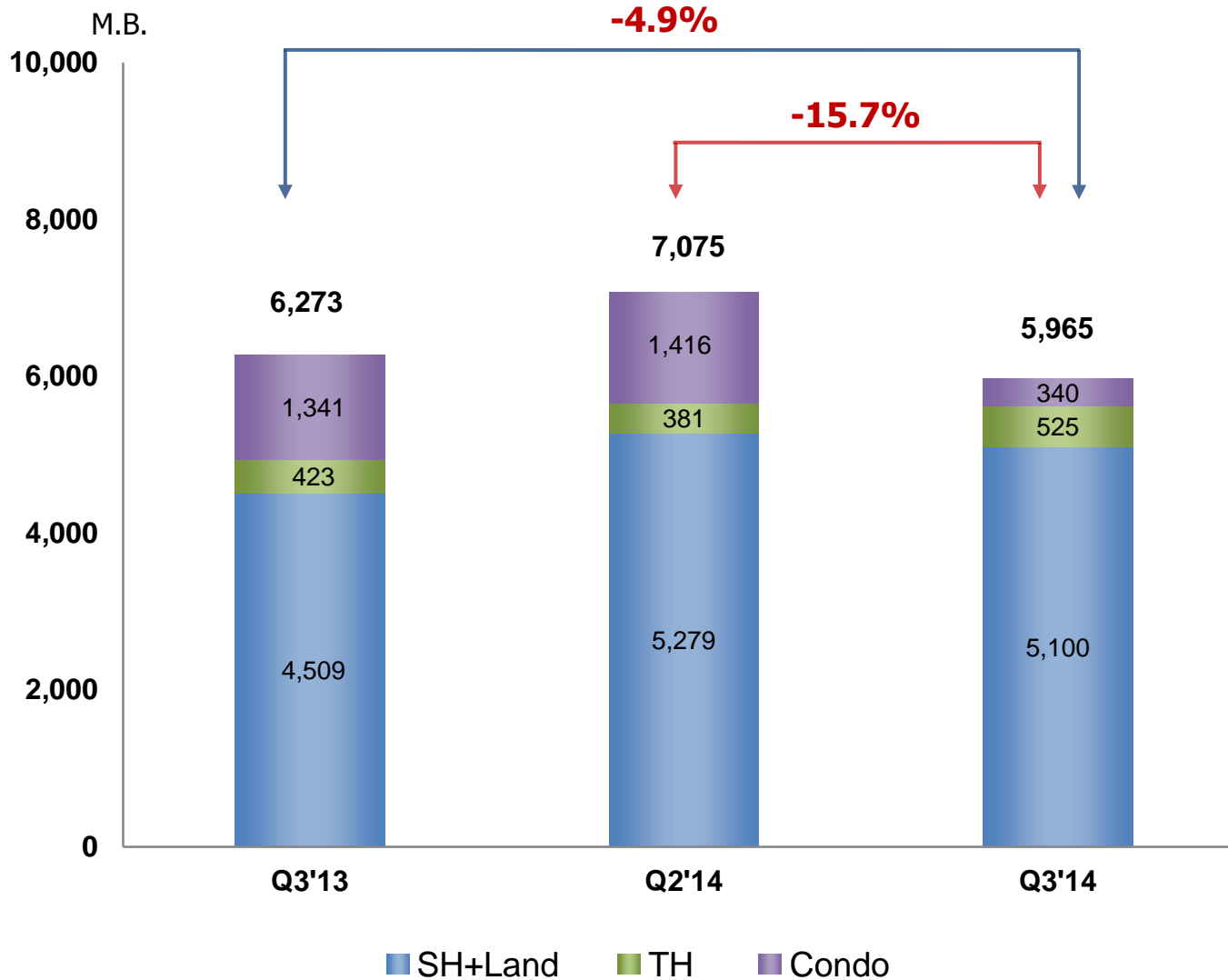


Booking by Segmentation





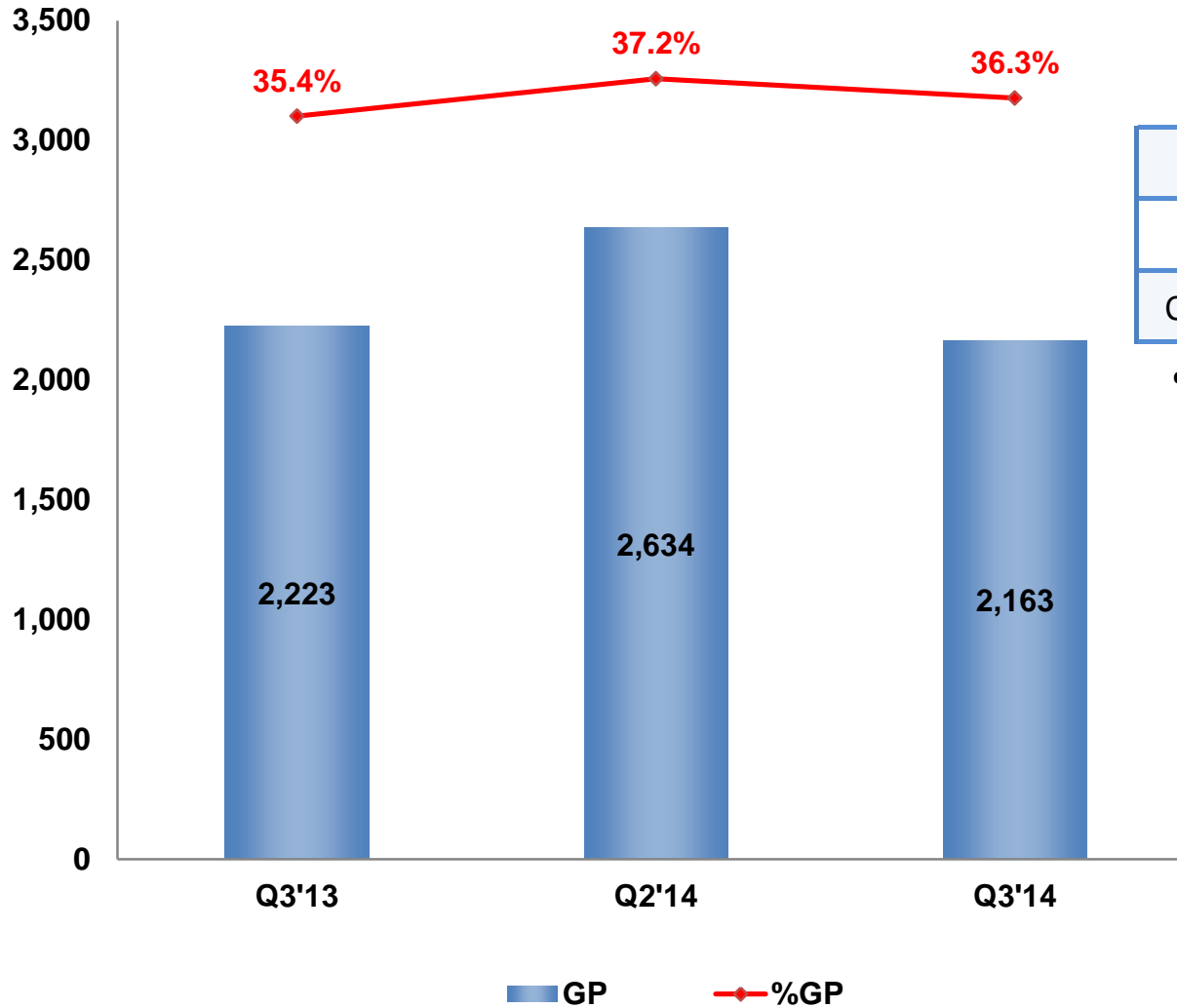
Recognized Sales Growth (Transfer)



Unit	
SH+L	662
TH	214
Condo	137
Total	1,013



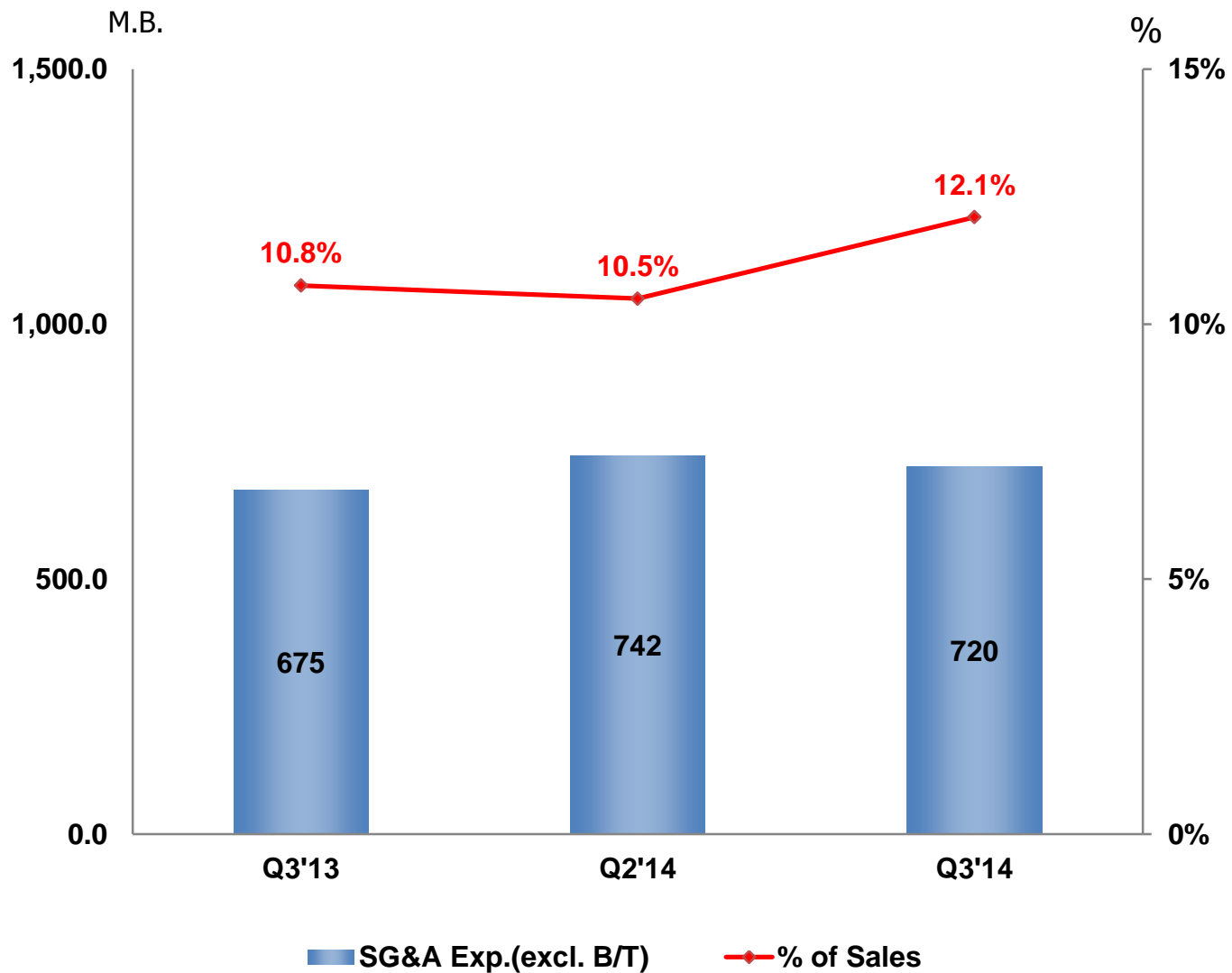
M.B.



	Q3'14	9M14
SH	37.0%	37.8%
TH	32.4%	34.3%
Condo	31.8%	28.9%
%GP	36.3%	36.4%

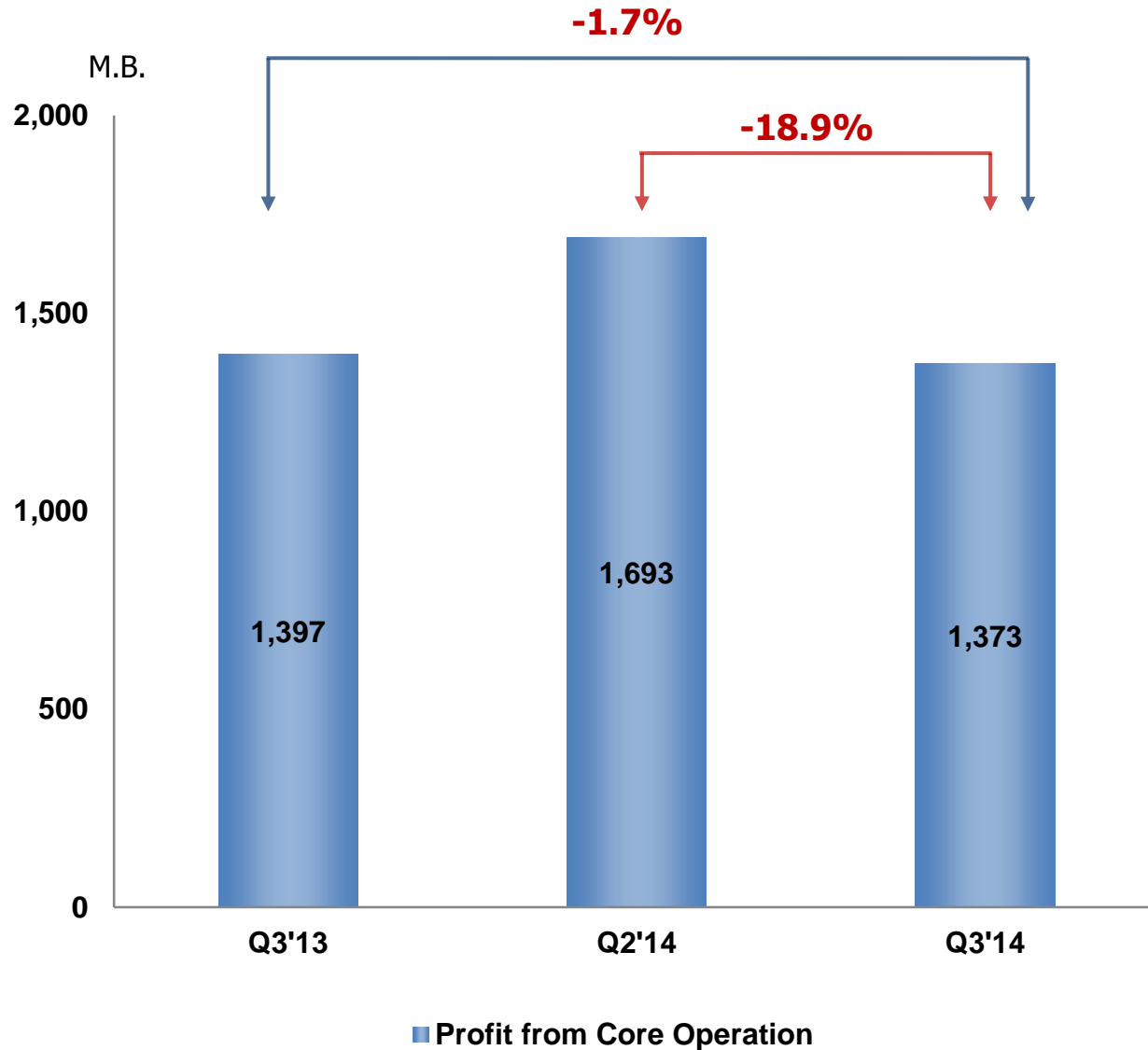


SG&A Exp.(excl. B/T)



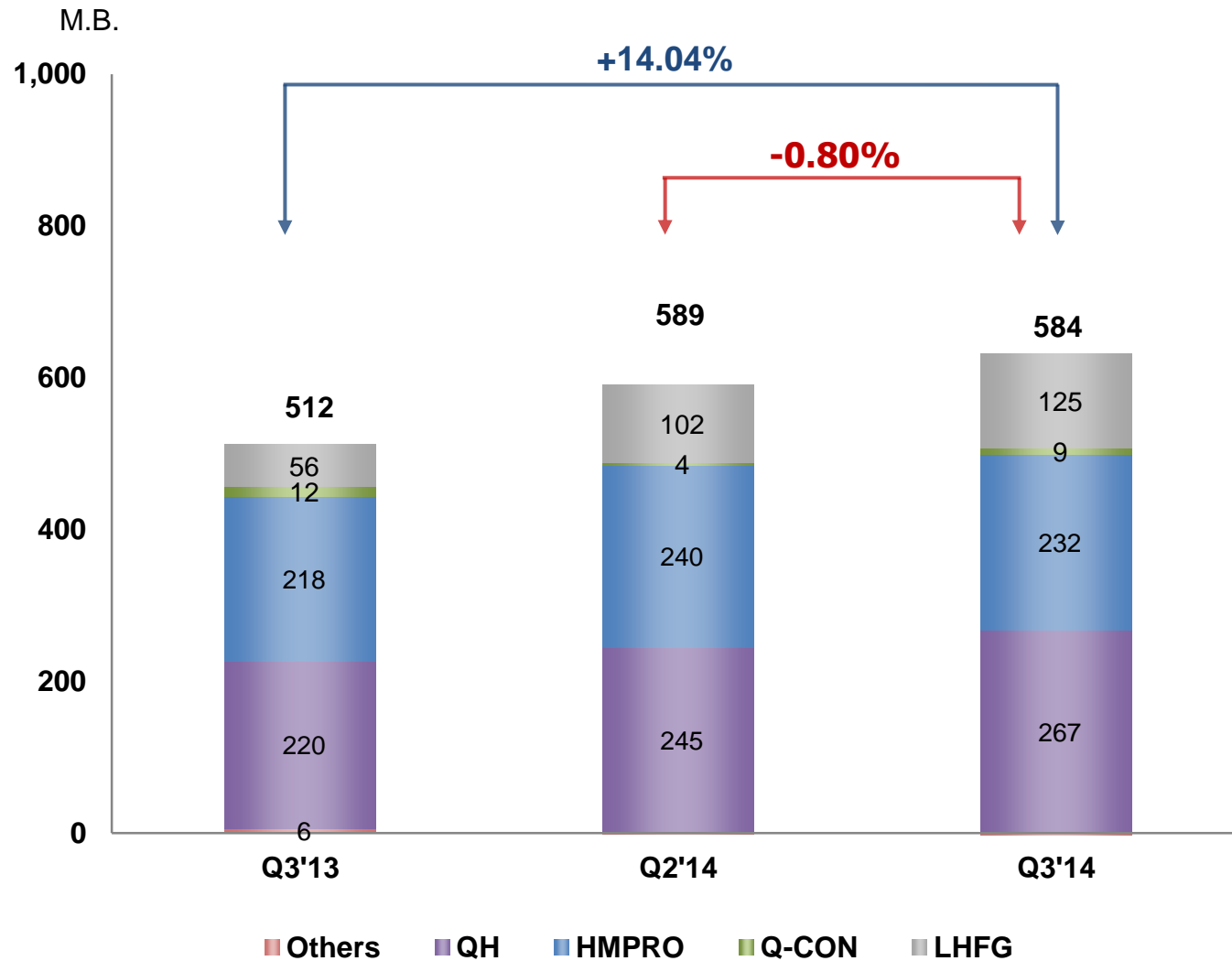


Profit from Core Operation (before tax)



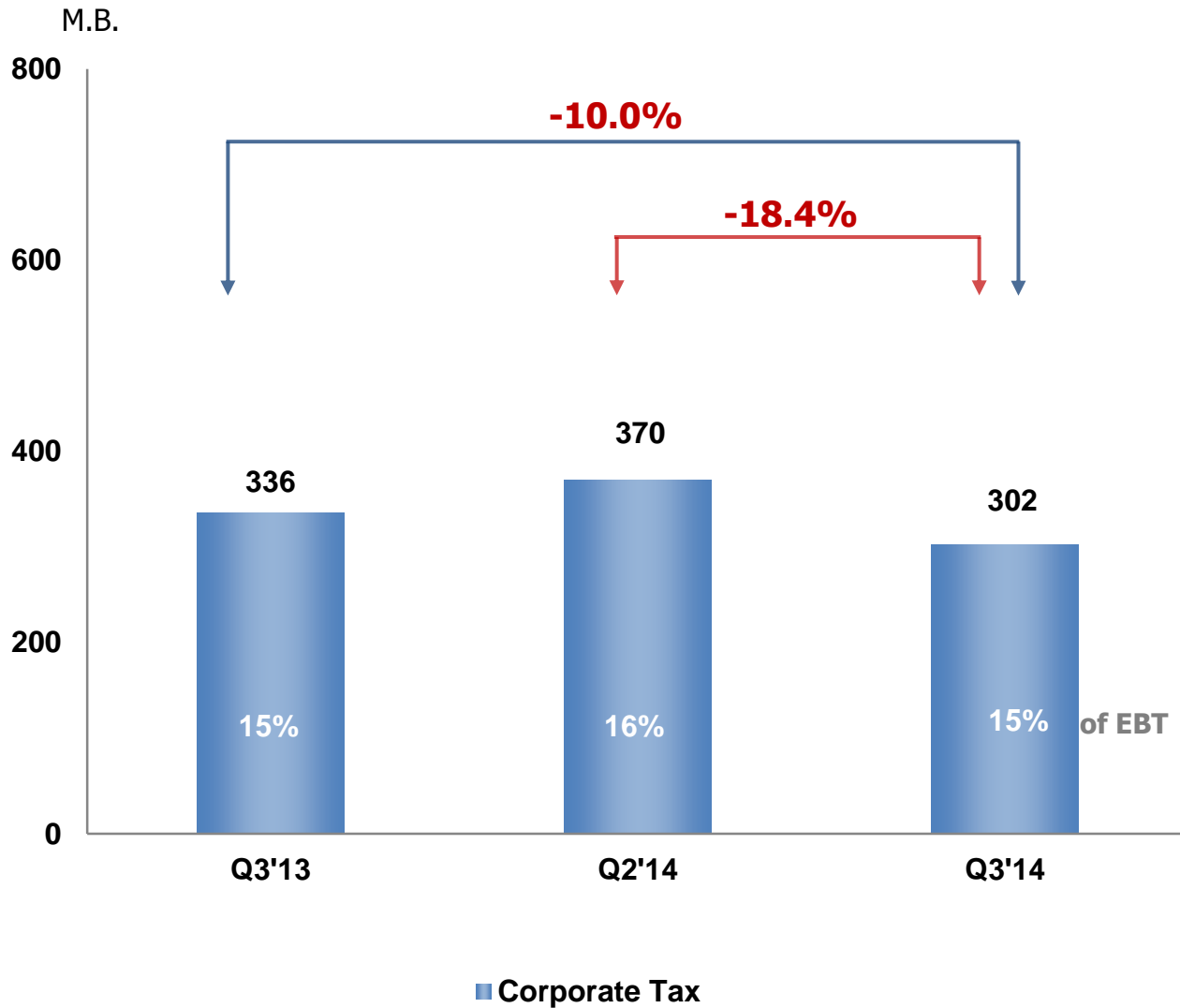


Share of Profit from Investments



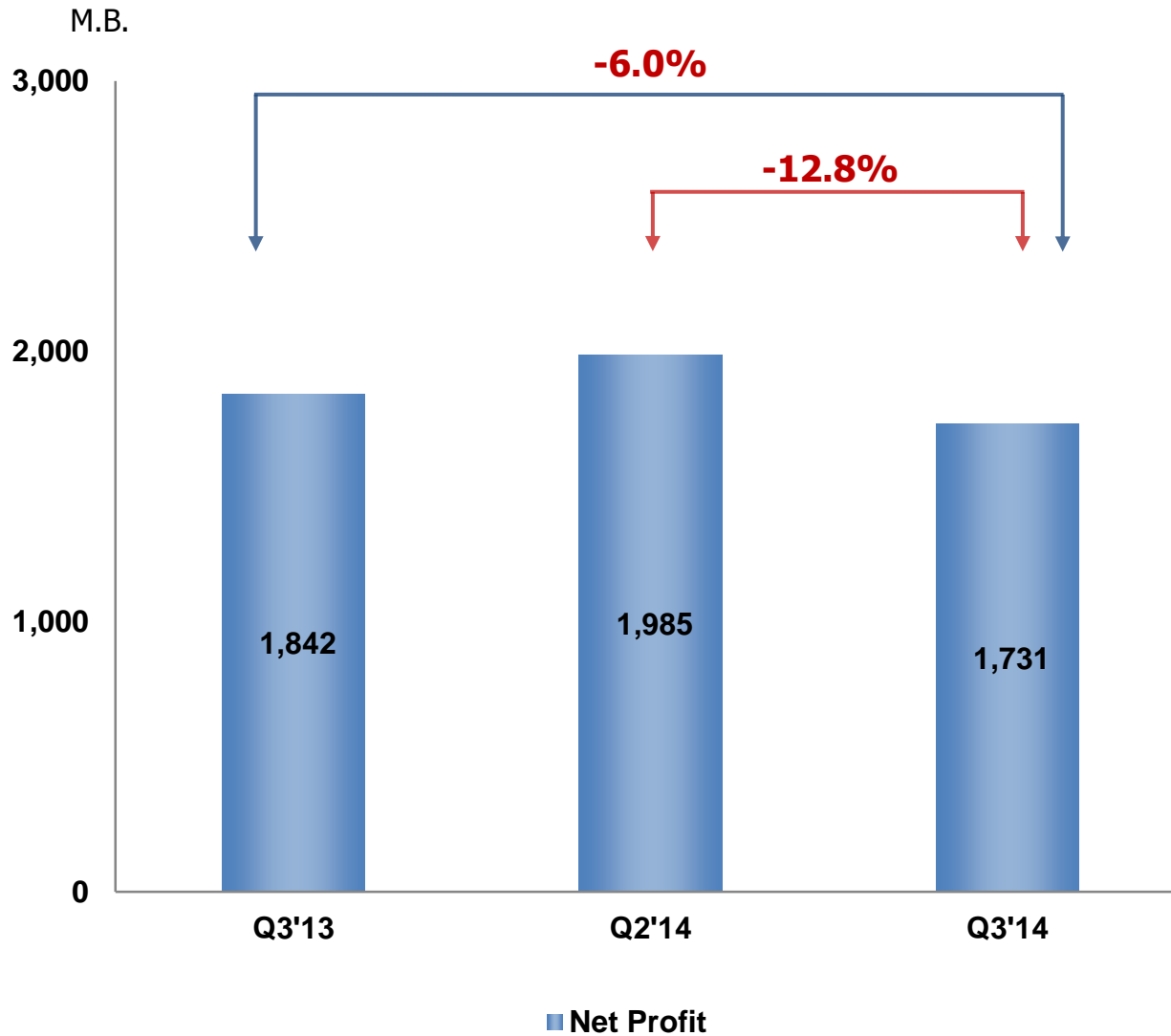


Corporate Tax



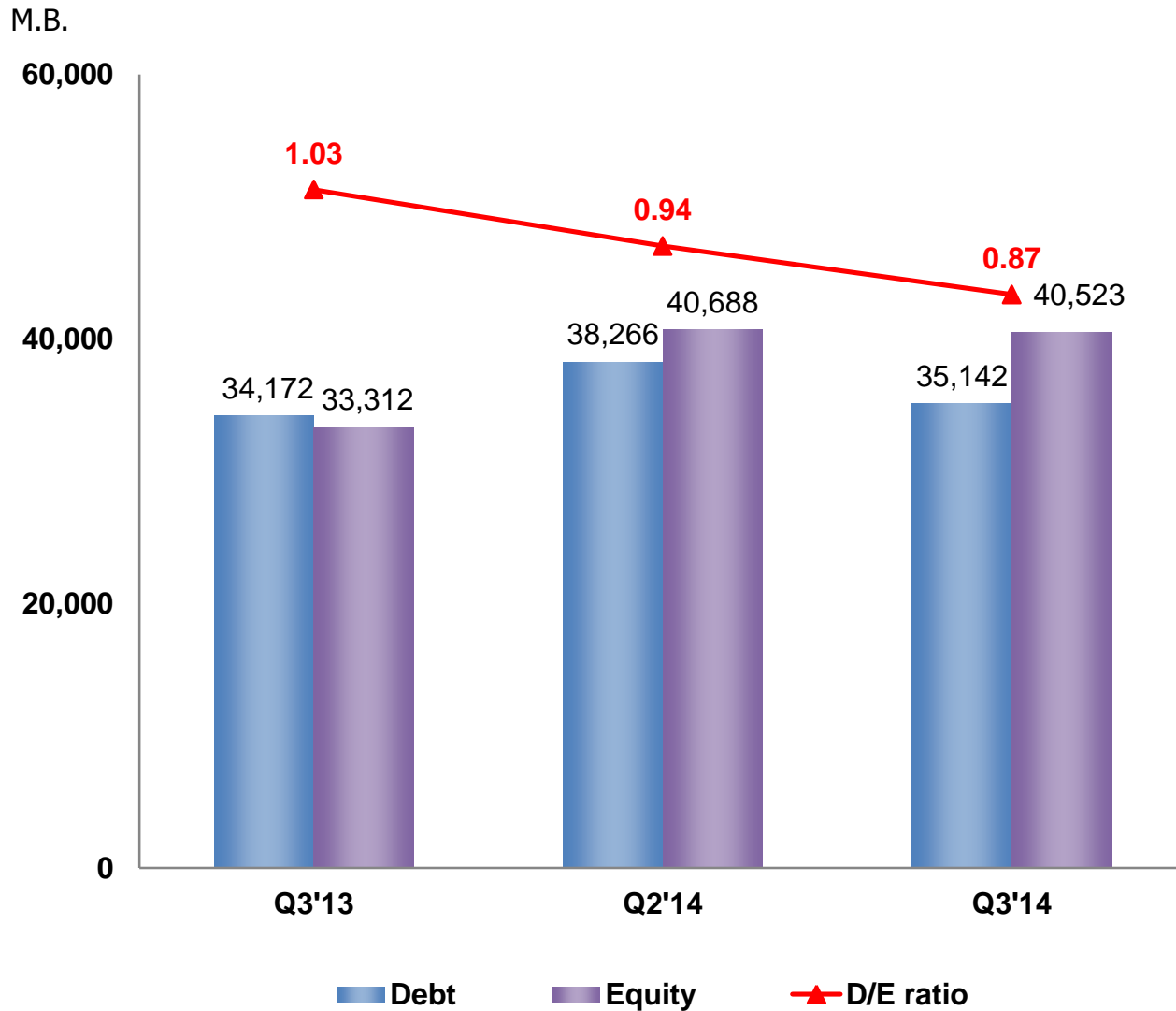


Net Profit



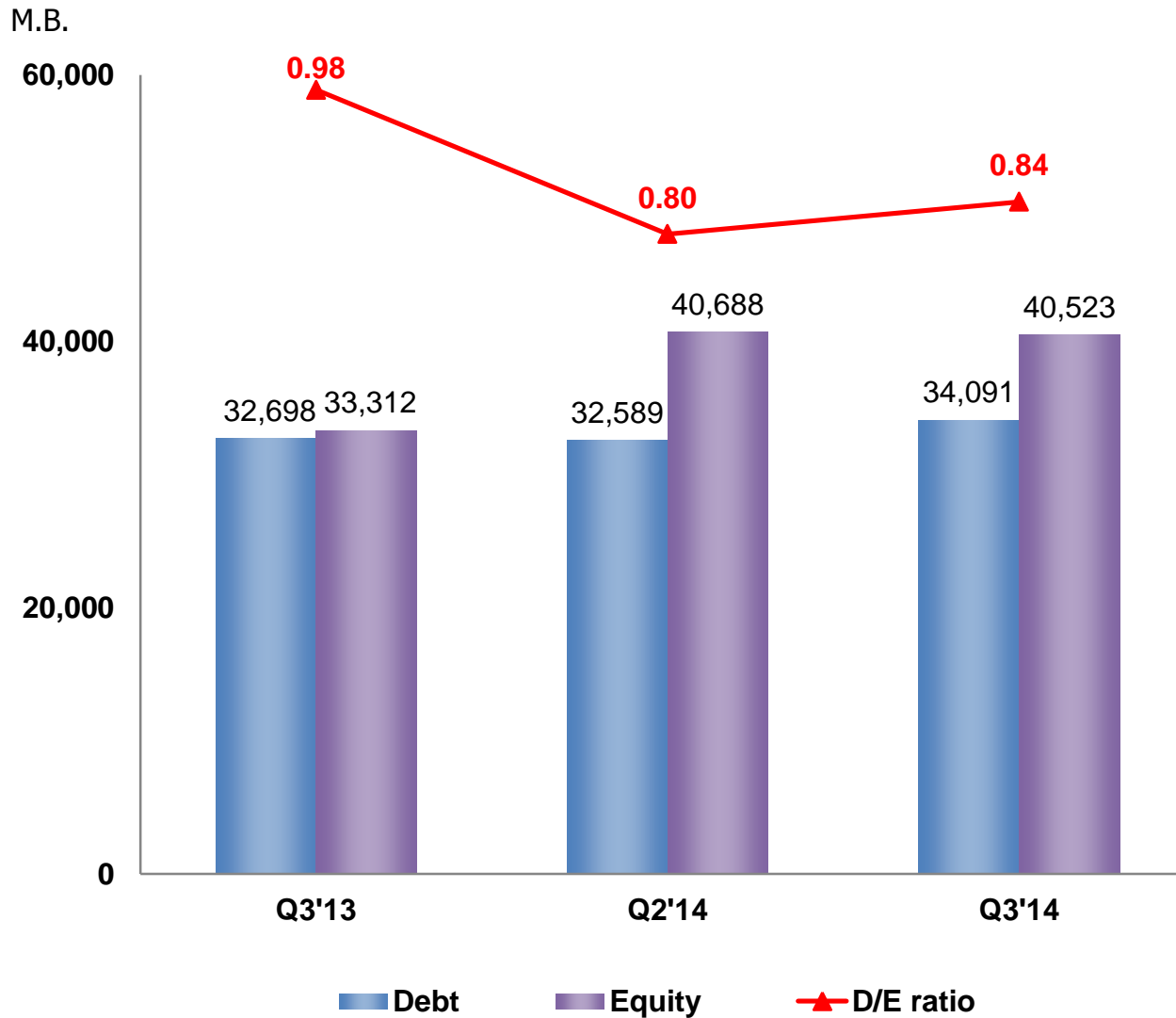


Debt to Equity



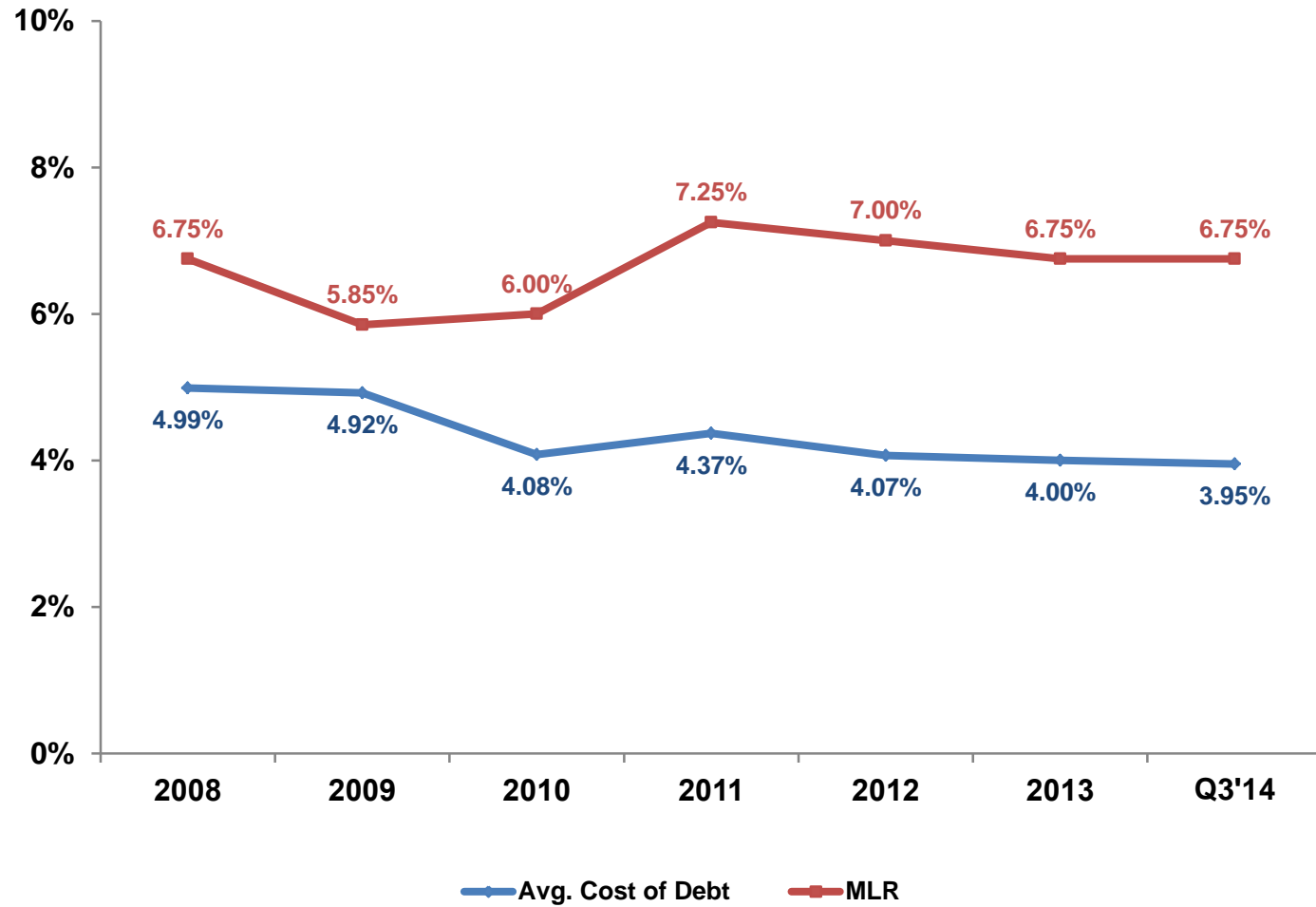


Net debt to Equity





Average cost of Debts



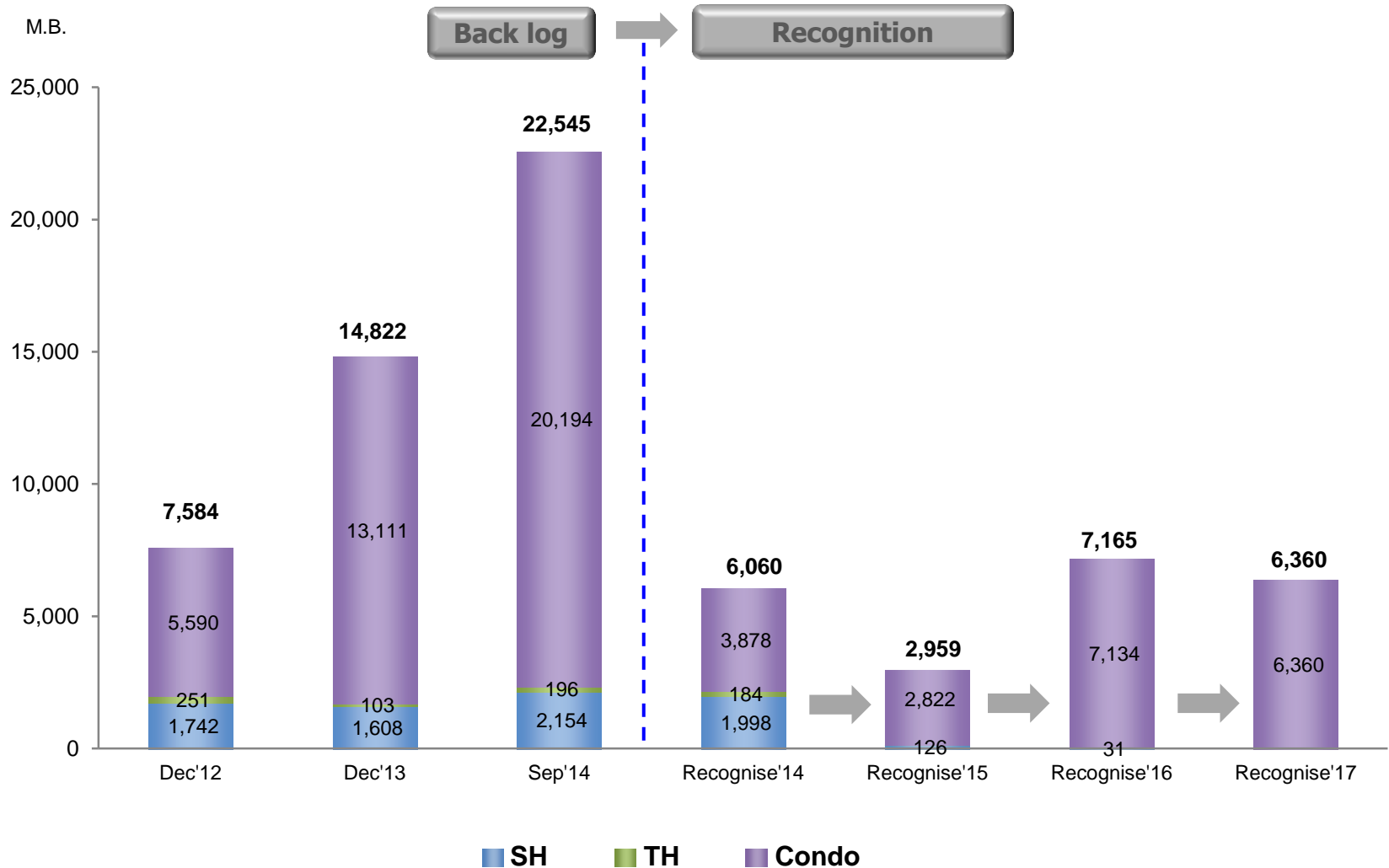


Existing Project as of Sep 2014

TYPE	BRAND	NO. OF PROJECT	SIZE (Rai)	UNIT	% AVAILABLE FOR SALES	UNIT PRICE	REMAINING PRJ. VALUE
SH	1. Inizio	6	369.8	1,719	67%	3.6	4,175
	2. Villaggio (SH)	1	65.0	289	58%	4.2	695
	3 .Pruklada	8	839.9	3,819	57%	4.3	9,429
	4. Chaiyapruk	4	378.1	1,568	46%	4.8	3,515
	5. Chollada	1	109.0	327	6%	12.0	228
	6. Mantana	9	1,024.0	3,651	33%	7.4	8,934
	7. Seewalee	8	681.7	2,407	46%	5.3	5,910
	8. Nantawan	4	380.0	755	41%	18.6	5,790
	9. Ladawan	2	257.4	280	61%	49.4	8,493
	10. 88 Land&Houses	3	120.9	345	64%	8.7	1,914
	11. Land&Houses Park	1	196.8	579	1%	2.7	22
TH	12. Indy	4	83.5	960	31%	2.6	754
	13. Villaggio	1	153.0	1036	86%	2.8	2,481
	14. Baan Mai	1	20.3	207	1%	4.5	9
	15. The Landmark	1	28.4	245	91%	8.2	1,820
Condo	16. Ease	1	5.0	480	20%	1.5	141
	17. North	5	13.1	345	18%	2.4	146
	18. The Key	3	11.1	1480	59%	3.3	2,899
	19. 333	1	11.4	950	32%	7.4	2,225
	20. The Room	4	9.9	1181	67%	7.0	5,523
	21. Wan Vayla	1	20.2	294	34%	9.5	944
	22. The Bangkok	1	4.9	468	51%	15.8	3,752
	TOTAL	70	4,783.3	23,385	48%	6.3	<u>69,799</u>



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	Mantana	Kanlapaphruak - Wong Whan	SH	57.5	213	8.5	1,800	Aug
16	The Key	Charoen Rat	CD	5.9	885	3.4	3,000	Sep
17	The Room	Charoen Krung 30	CD	2.1	211	9.5	2,000	Sep
18	The Room	Sathorn St.Louis	CD	2.8	376	5.0	1,880	Sep
19	Pruklada	Wong Whan - Hathai Rat	SH	98.1	452	4.5	2,020	Sep
20	Mantana	Srinakarin Bangna	SH	99.0	414	7.8	3,220	Oct
21	Seewalee	Khon Khaen	SH	83.9	305	5.9	1,800	Oct
Total				1,184.0	7,725	5.3	41,300	

2014	Q.1	Q.2	Q.3	Q.4	No. of prj.	Prj. Value	%
SH	3	7	3	2	15	24,620	60%
TH	1	1	-	-	2	2,800	7%
CD	-	1	3	-	4	13,880	34%
No. of prj.	4	9	6	2	21		
Prj. Value	6,160	17,660	12,460	5,020		41,300	100%
%	15%	43%	30%	12%			

	No. of prj.	Prj. Value	%
Bangkok	18	37,220	90%
Provincial	3	4,080	10%
	21	41,300	



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	109%	Transfer	Transfer	Transfer													
2	North 8 - Chiang Mai	400	105%	Transfer	Transfer														
3	The Key - Sathorn Rajapruk	1,790	103%	Transfer	Transfer	Transfer													
4	The Room - BTS wongwienyai	1,580		Construction	Construction	Construction	Construction	Transfer	Transfer										
5	Wan-Way-La - Kao Tao	2,700		Construction	Construction	Construction	Construction	Transfer	Transfer										
6	The Bangkok - Sathorn	7,500		Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Transfer	Transfer	Transfer	Transfer		
7	The Key - Wutthakat	1,200		Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Transfer	Transfer	Transfer	Transfer		
8	The Room - Rama IV	2,200		Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Transfer	Transfer	Transfer	Transfer		
9	The Room - Pan Road	1,650		Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Transfer	Transfer	Transfer	Transfer		
10	The Room - Suk. 69	2,630		Develop & EIA	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Transfer	Transfer	Transfer	Transfer		
11	The Key- Udomsuk	300	78%	Transfer	Transfer	Transfer	Transfer	Transfer	Transfer	Transfer									
12	North 1 - Chiang Mai	160	78%	Transfer	Transfer														
13	North 2 - Chiang Mai	160	68%	Construction	Transfer	Transfer													
14	North 3 - Chiang Mai	160	55%	Construction	Construction	Transfer	Transfer												
15	North 4 - Chiang Mai	185		Construction	Construction	Construction	Construction	Transfer	Transfer										
16	North 5 - Chiang Mai	160		Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction
17	Ease - Rama II	780		Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction
18	333 Riverside	7,000		Develop & EIA	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Transfer	Transfer	Transfer	Transfer
19	The Key - Charoen Rat	3,000		Construction	Construction	Develop & EIA	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Transfer
20	The Room - Charoen Krung	2,000		Construction	Construction	Develop & EIA	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Transfer
21	The Room - Sathorn 11	1,880		Develop & EIA	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Transfer	Transfer	Transfer	Transfer
22	North 6 - Chiang Mai	170		Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction
23	North 7 - Chiang Mai	150		Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction	Construction

Develop & EIA
 Construction period
 Transfer