



LAND & HOUSES

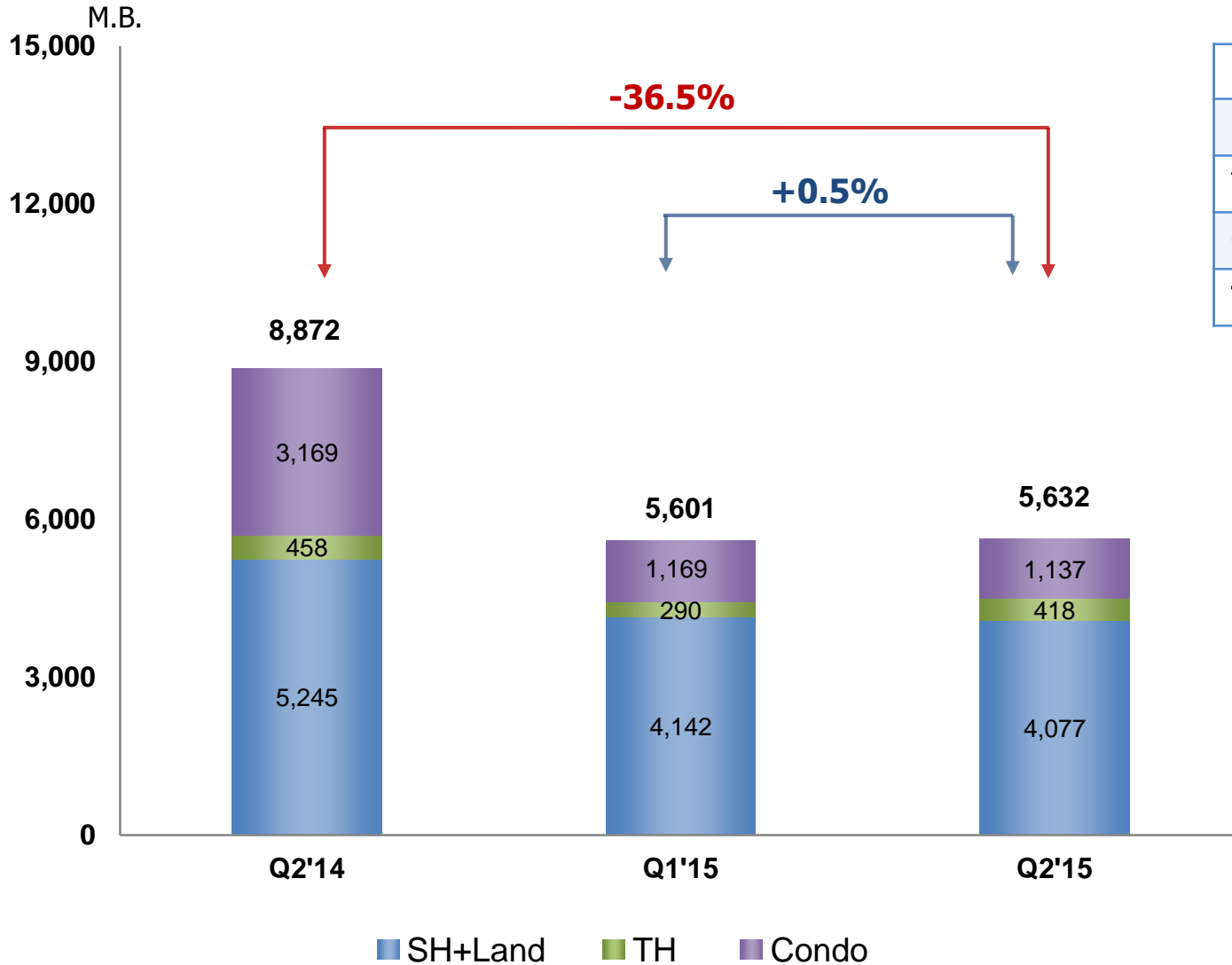


Analyst Meeting – Q2'15

14 AUG 15



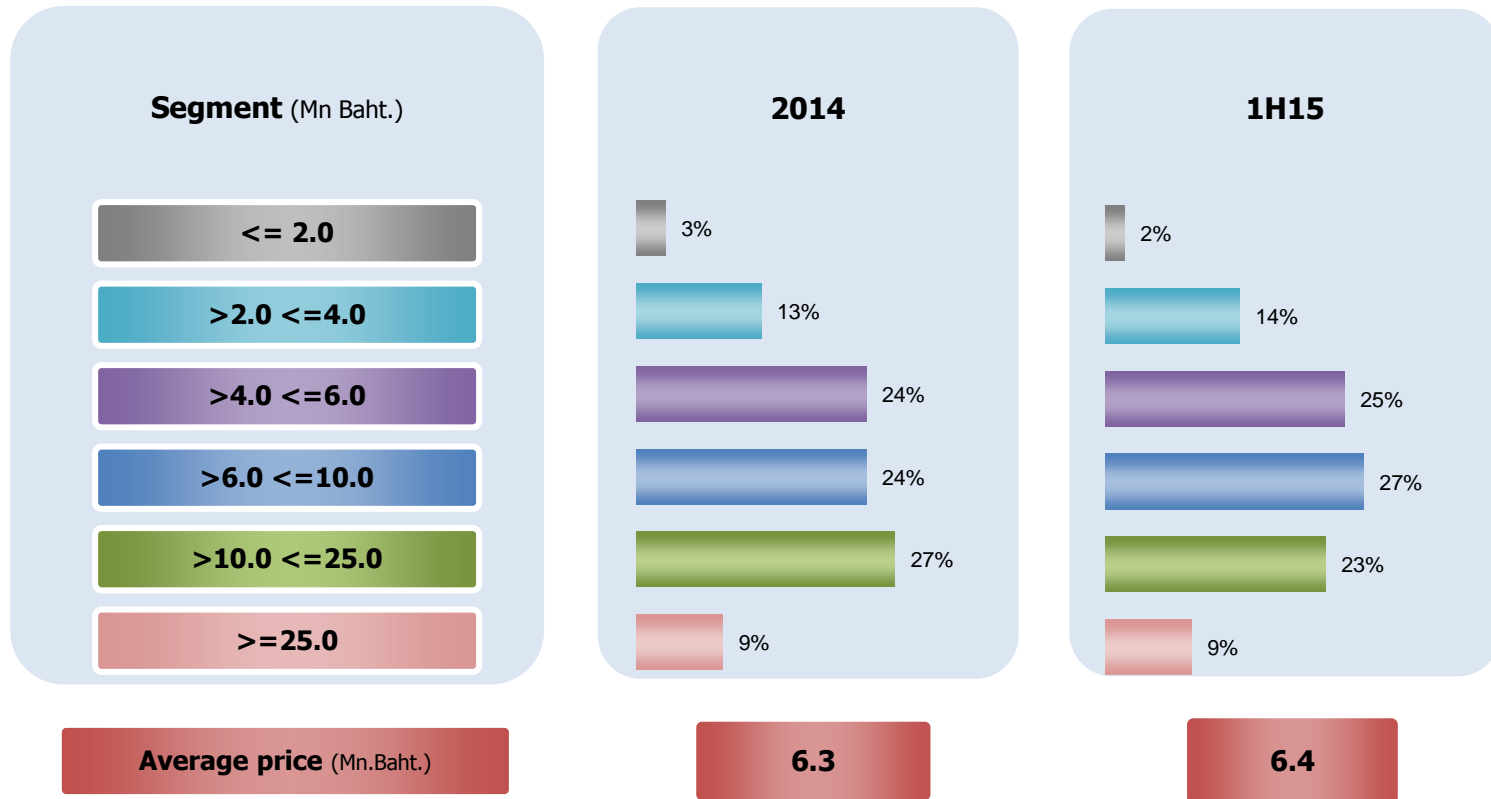
Sales Growth (Booking)



Unit	
SH+L	609
TH	80
Condo	158
Total	847

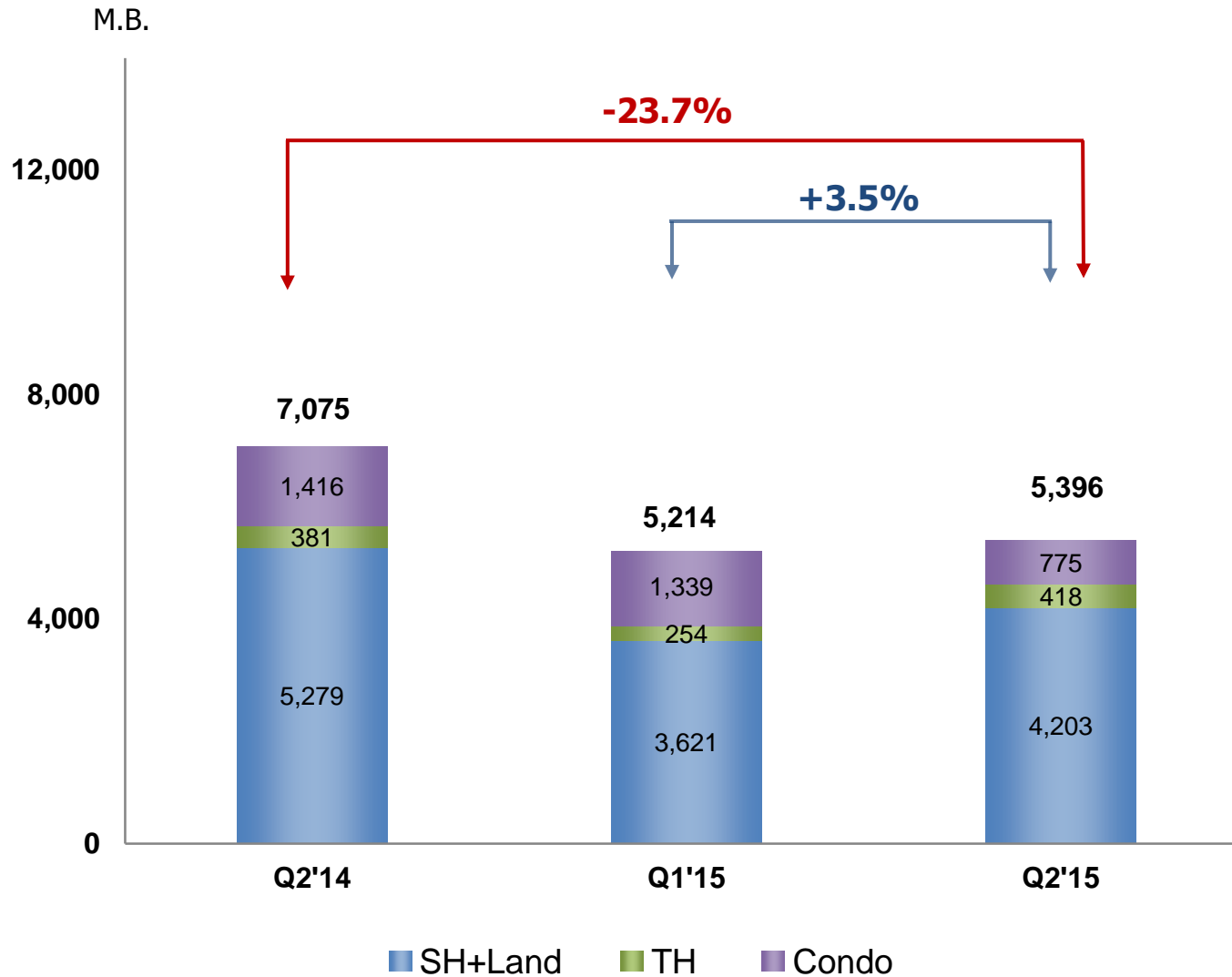


Booking by Segmentation





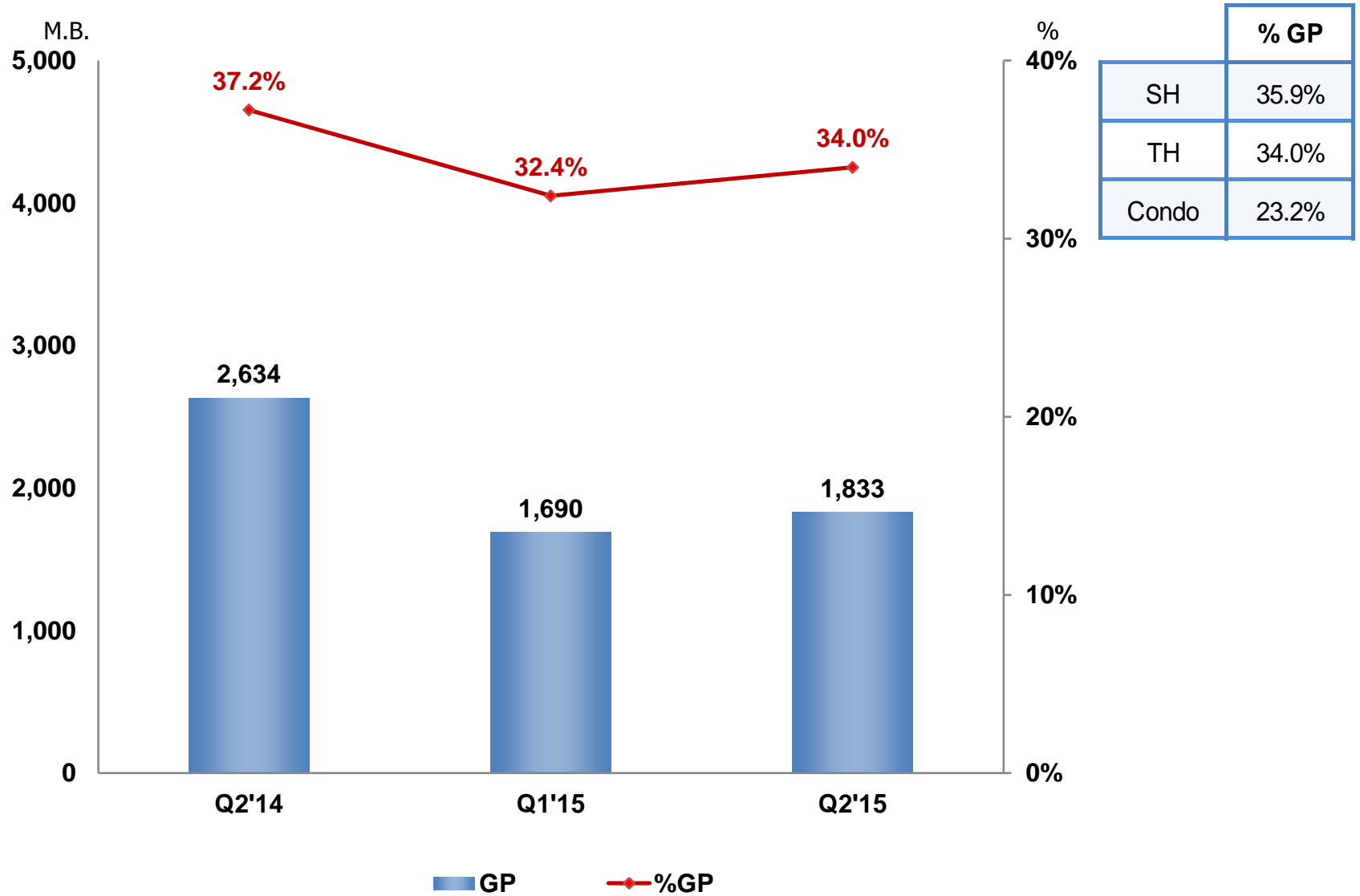
Recognized Sales Growth (Transfer)



	Unit
SH+L	624
TH	86
Condo	289
Total	999

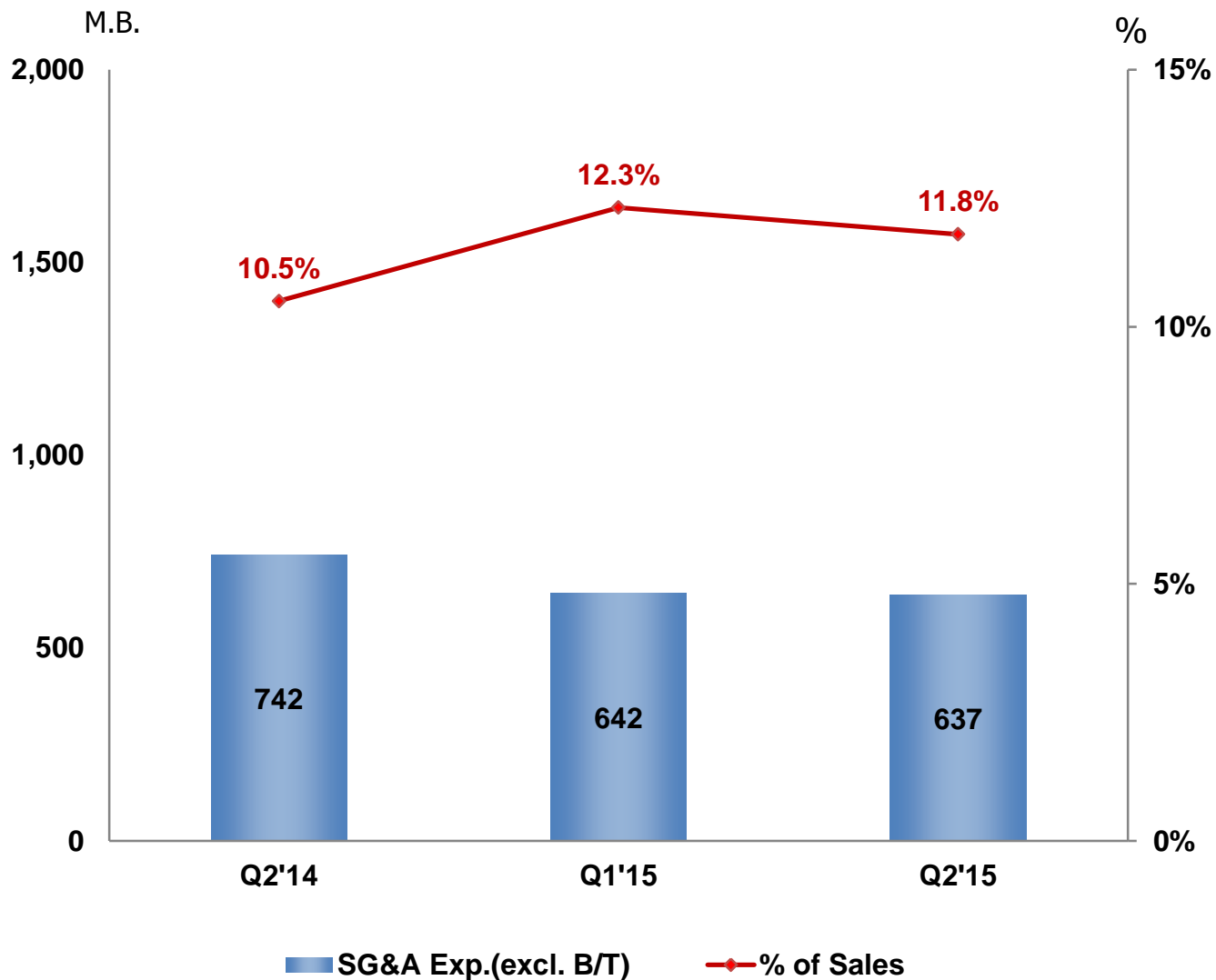


G.P.



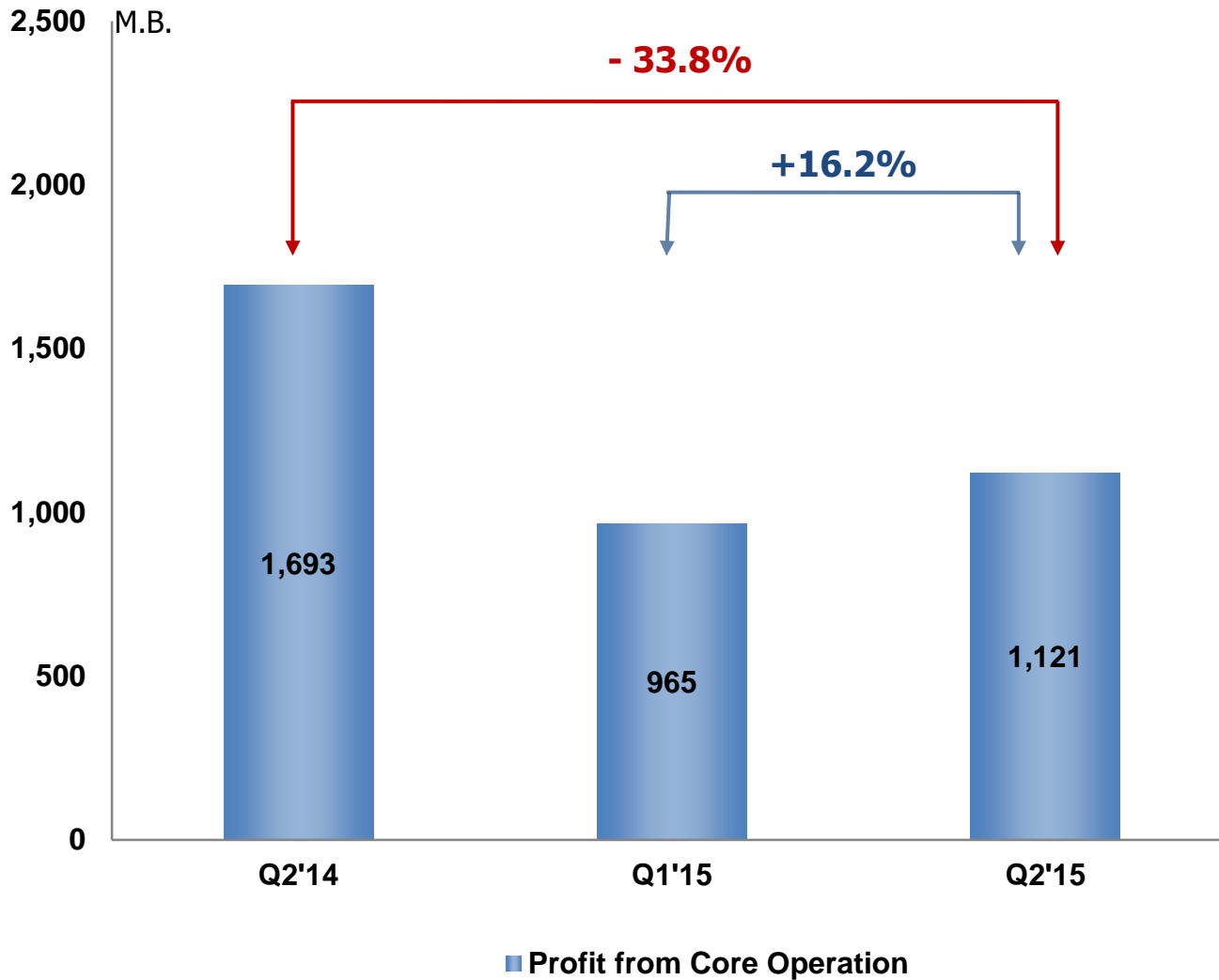


SG&A Exp.(excl. B/T)



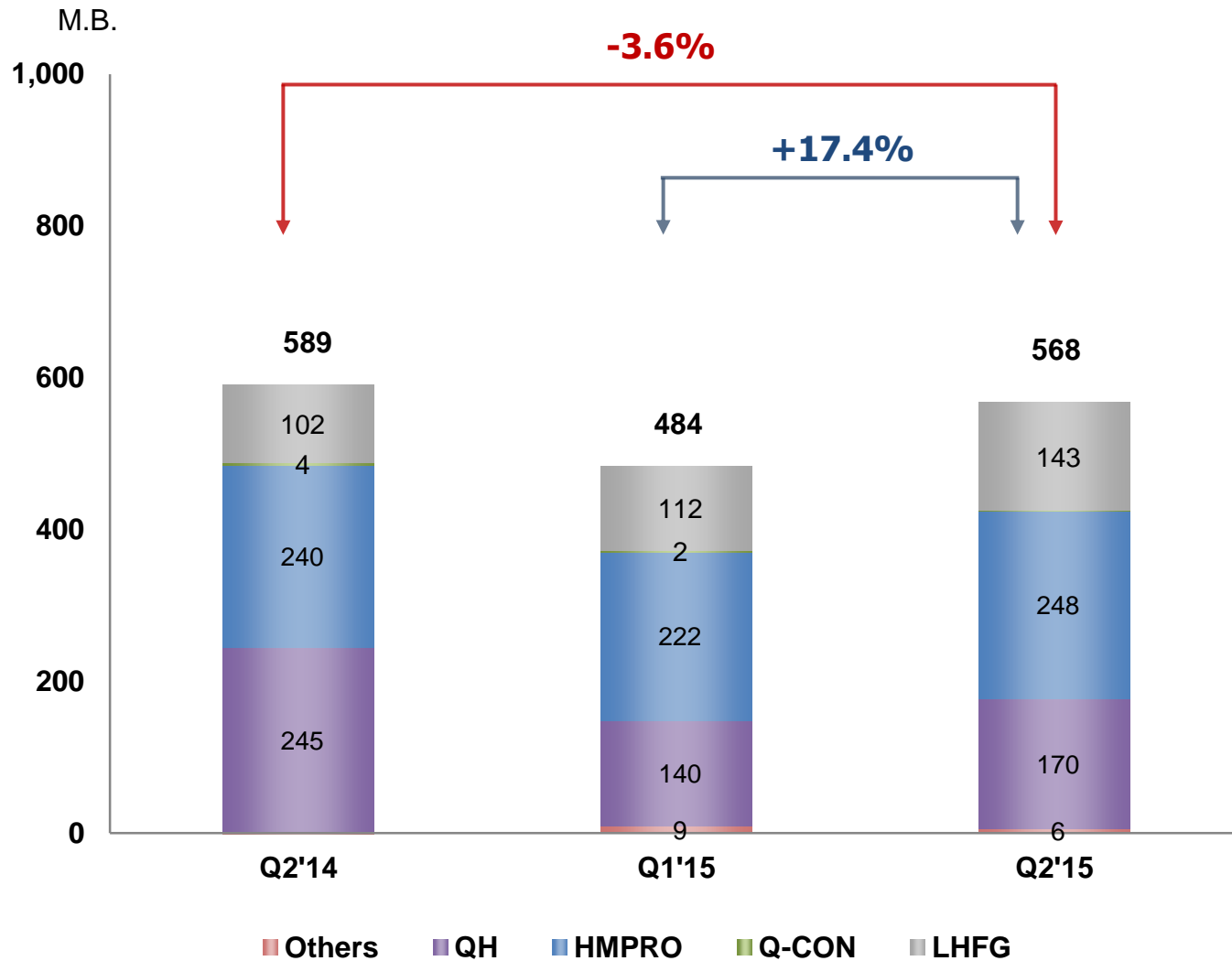


Profit from Core Operation (before tax)



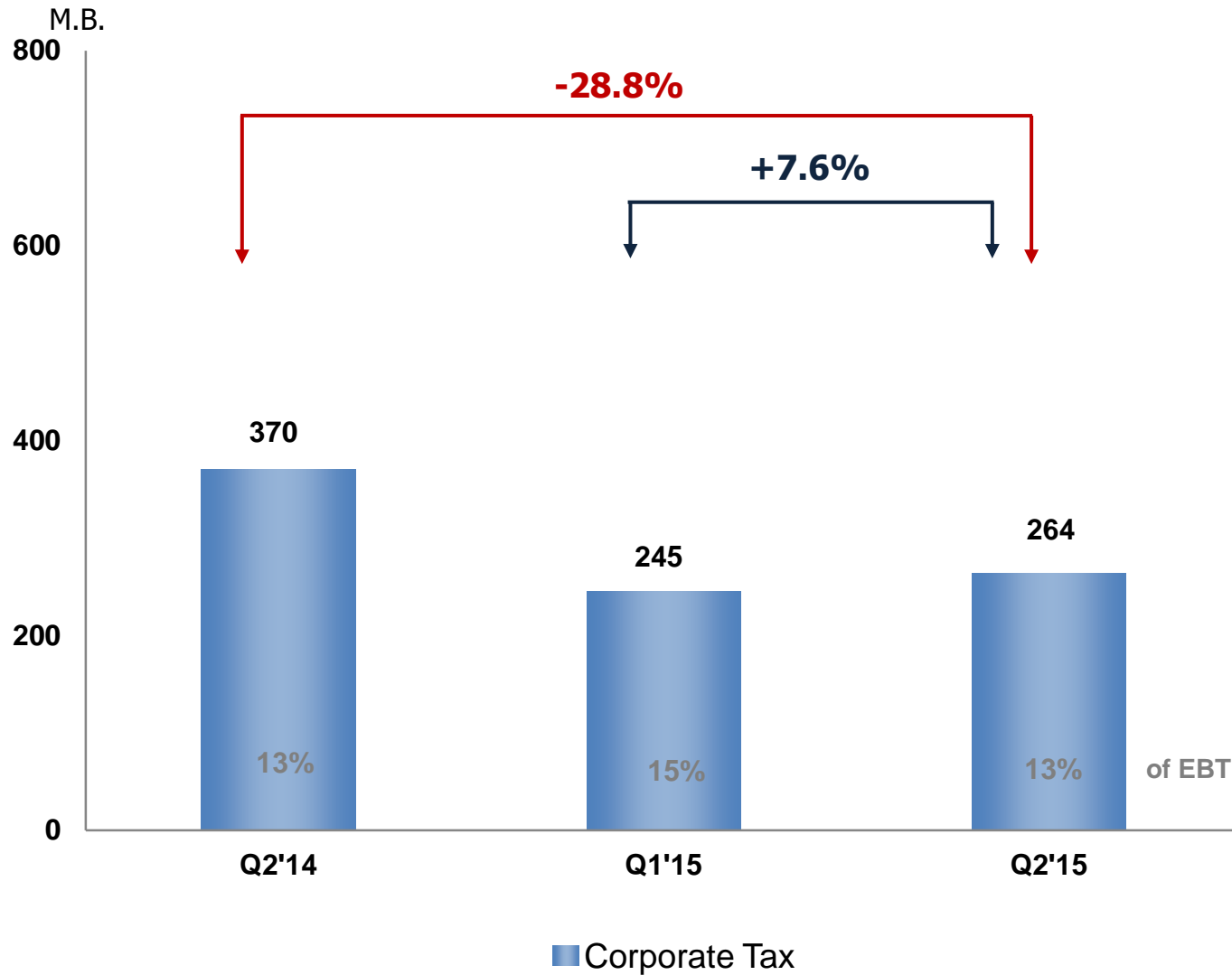


Share of Profit from Investments



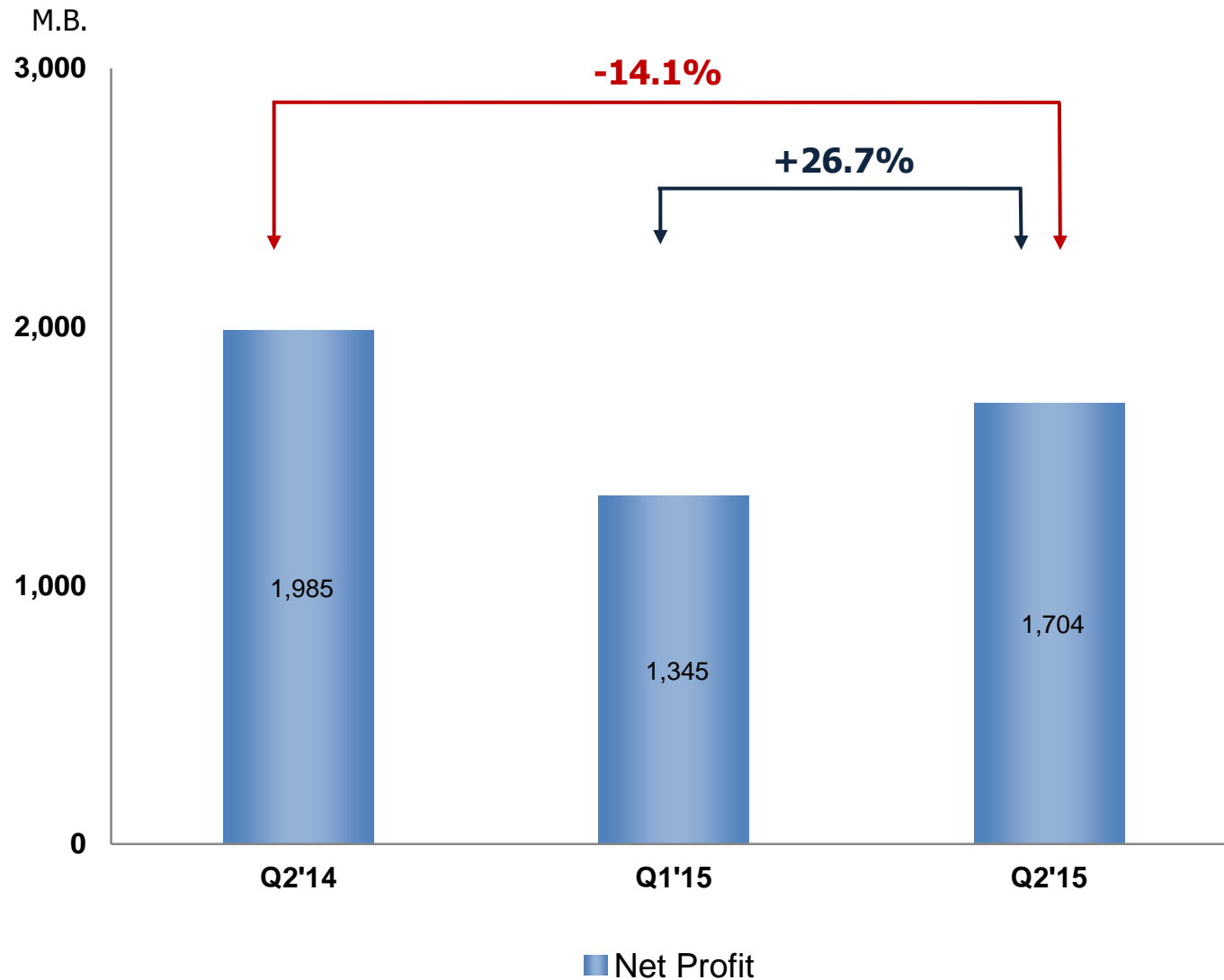


Corporate Tax



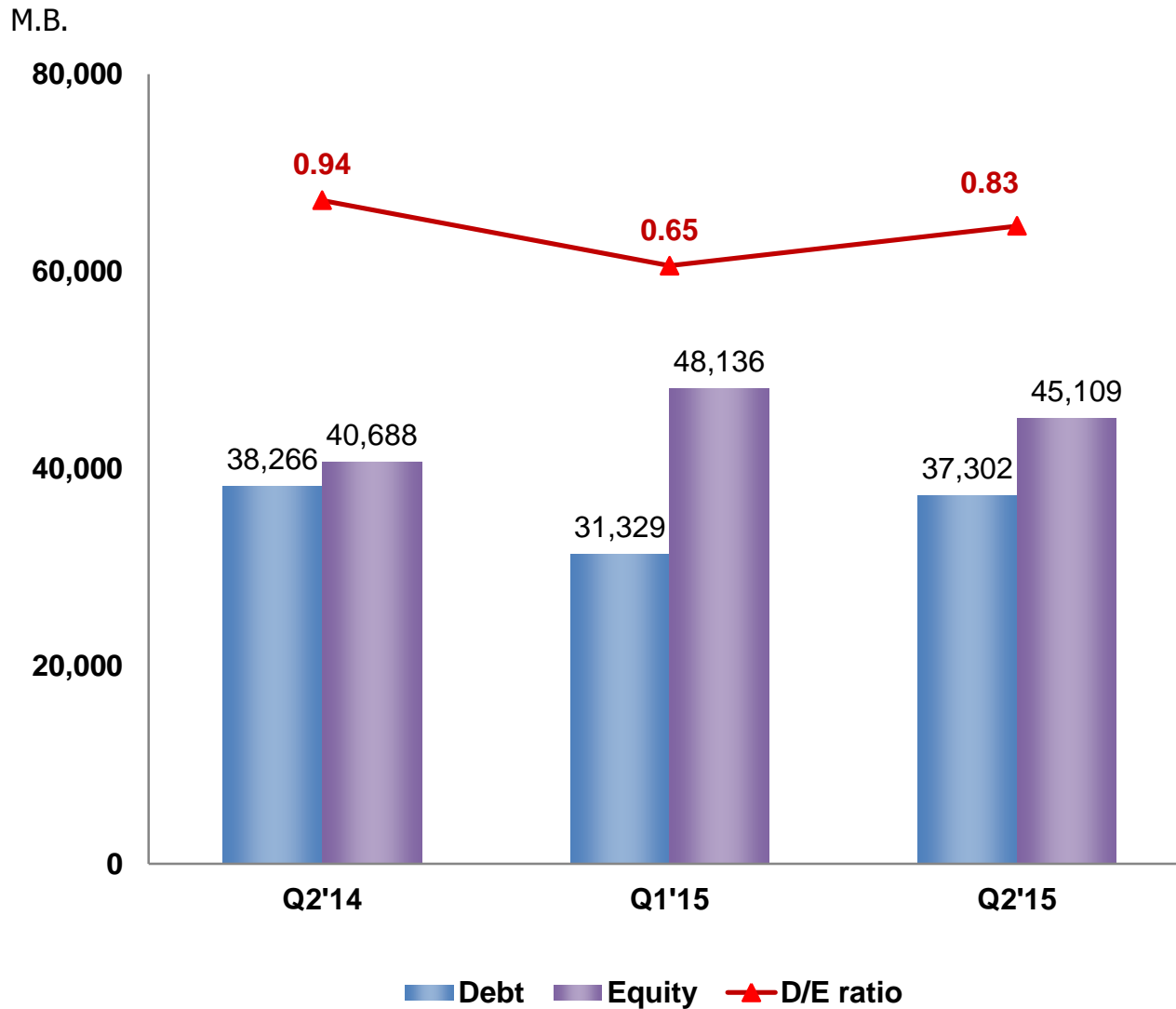


Net Profit



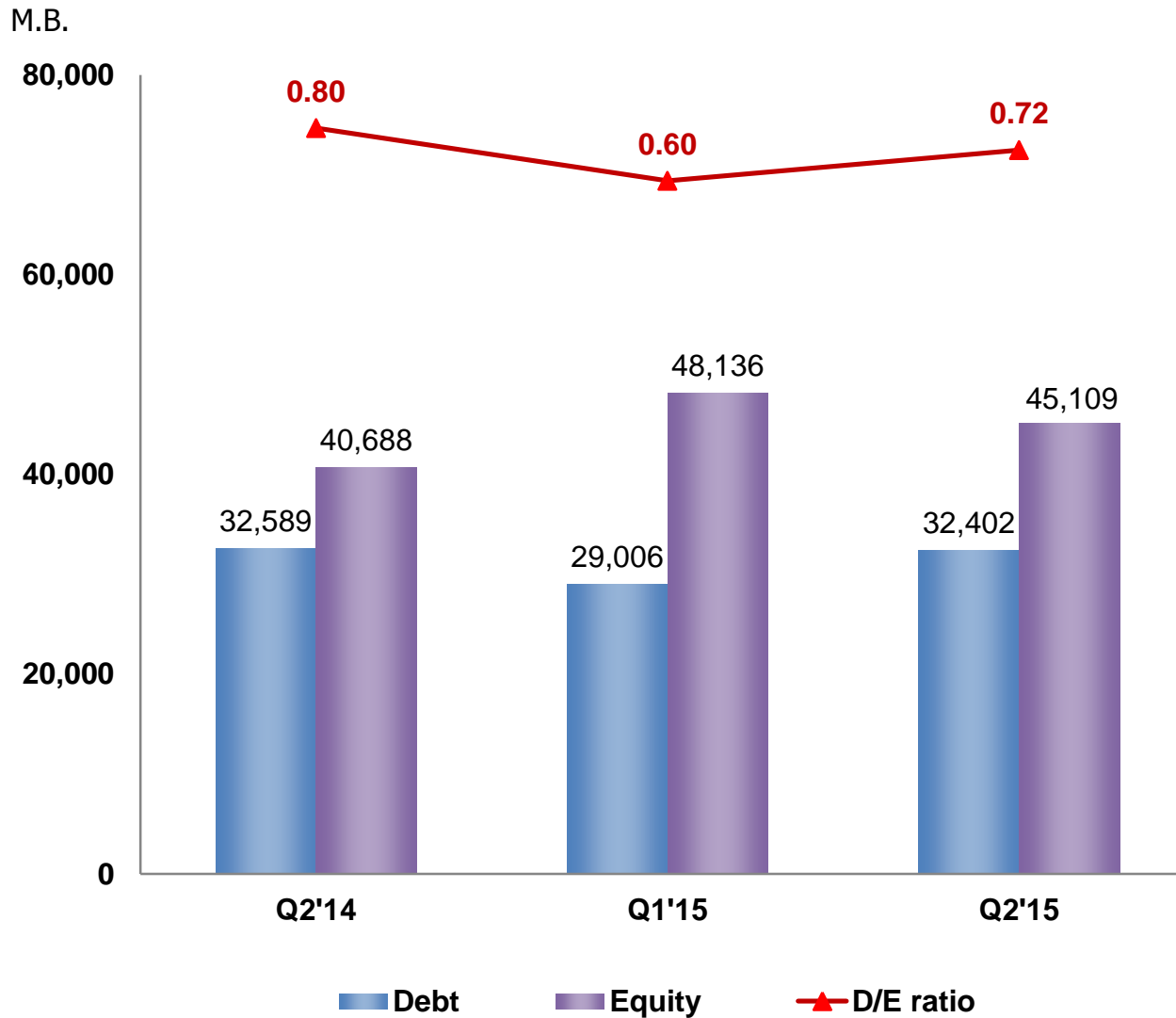


Debt to Equity



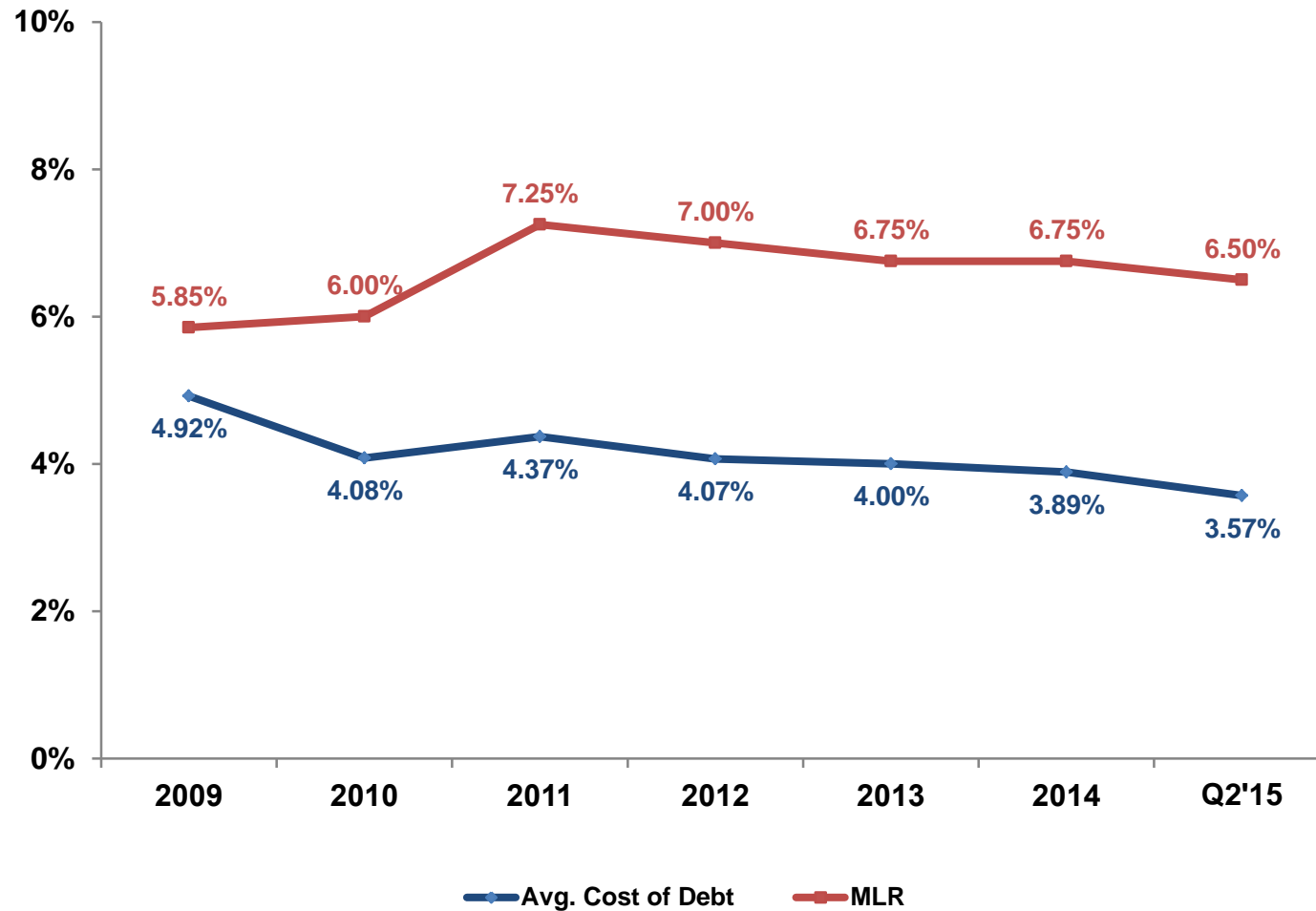


Net debt to Equity





Average cost of Debts



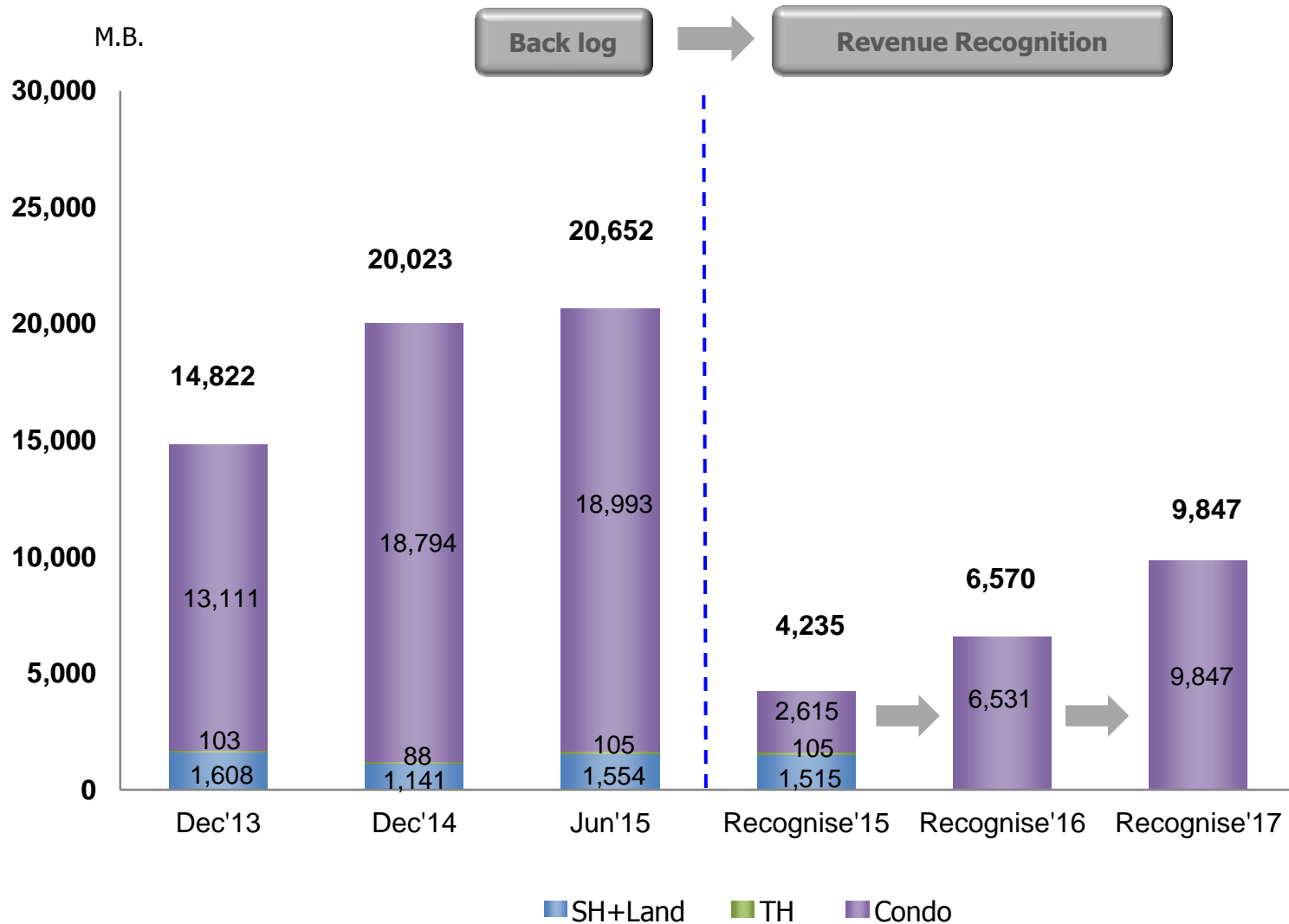


Existing Project as of Jun 2015

TYPE	BRAND	NO. OF PROJECT	SIZE (Rai)	UNIT	% AVAILABLE FOR SALES	UNIT PRICE	REMAINING PRJ. VALUE
SH	1. Inizio	6	369.8	1,719	53%	3.7	3,326
	2. Villaggio	1	65.0	289	30%	4.2	366
	3. Pruklada	8	839.9	3,819	45%	4.3	7,382
	4. Chaiyapruk	4	309.5	1,303	65%	4.8	4,043
	5. Chollada	1	109.0	327	6%	12.0	228
	6. Mantana	7	814.9	2,910	38%	7.4	8,271
	7. Seewalee	10	775.0	2,703	60%	5.4	8,704
	8. Nantawan	3	302.1	560	46%	18.8	4,876
	9. Ladawan	2	257.4	280	55%	49.6	7,589
	10. 88 Land&Houses	3	120.9	345	59%	8.2	1,675
	11. Land&Houses Park	1	196.8	579	1%	2.7	22
TH	12. Indy	2	58.1	654	28%	2.7	490
	13. Villaggio	1	153.0	1,036	77%	2.3	1,808
	14. The Landmark	1	28.4	245	72%	8.2	1,437
Condo	15. Ease	1	5.0	480	5%	1.5	39
	16. North	5	13.1	345	19%	2.4	152
	17. The Key	2	9.0	1,326	52%	3.4	2,339
	18. 333	1	11.4	950	17%	7.4	1,208
	19. The Room	4	9.9	1,181	57%	7.0	4,648
	20. Wan Vayla	1	20.2	294	22%	9.5	620
	21. The Bangkok	1	4.9	468	45%	15.8	3,356
	TOTAL	65	4,473.2	21,813	46%	6.3	<u>62,579</u>



Backlog and Revenue Recognition





New Projects Plan to Launch in 2015

No.	PROJECT NAME	LOCATION	TYPE	SIZE (Rai)	UNIT	UNIT PRICE	PRJ. VALUE	LAUNCH DATE
1	Seewalee	Maha Sarakham	SH	9.1	323	5.2	1,680	Feb
2	Chaiyapruk	Ram Intra - Praya Surain	SH	53.0	270	4.8	1,300	Mar
3	Seewalee	Ayuthaya	SH	16.0	67	5.7	380	Apr
4	The Key	Wutthakat 2	CD	7.0	586	2.9	1,700	Q4
5	North 6	Chiang Mai	CD	5.9	69	2.5	170	Q4
6	Nantawan	Bangna	SH	219.2	381	31.5	12,000	Q4
7	Ladawan	Rama II	SH	82.2	122	57.4	7,000	Q4
8	Nantawan	Udonthani	SH	50.0	157	10.5	1,650	Q4
9	North 7	Chiang Mai	CD	2.1	57	2.6	150	Q4
10	Chaiyapruk	Chatuchot Ramindra	SH	48.0	240	5.8	1,400	Q4
11	Chaiyapruk	Bangna	SH	31.0	140	5.7	800	Q4
12	Pruklada	Srinakarin	SH	73.0	365	4.4	1,600	Q4
13	Inizio	Pinklao Salaya 2	SH	160.0	890	4.2	3,700	Q4
14	Mantana	Bangna	SH	28.0	93	7.0	650	Q4
15	Mantana	Ekkachai - Wong Whan	SH	60.0	150	9.0	1,350	Q4
16	Indy	Bangna	TH	22.0	230	2.8	650	Q4
17	Indy	Pracha-u-tid3	TH	33.4	350	2.3	820	Q4
Total				899.9	4,490	8.2	37,000	

2014	Q.1	Q.2	Q.3	Q.4	No. of prj.	Prj. Value	%
SH	2	1	-	9	12	33,510	91%
TH	-	-	-	2	2	1,470	4%
CD	-	-	-	3	3	2,020	5%
No. of prj.	2	1	-	14	17		
Prj. Value	2,980	380	-	33,640		37,000	100%
%	8%	1%	-	91%			

	No. of prj.	Prj. Value	%
Bangkok	12	32,970	89%
Provincial	5	4,030	11%
	17	37,000	



Condominium Schedule as of Jun 2015

(14 projects)

(9 projects)

(5 projects)

Project	Prj. Value	% Transfer	2014				2015				2016				2017			
			Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Ease - Rama II	780	82%																
The Key- Udomsuk	300	111%																
The Key - Wutthakat	1,200																	
The Key - Charoen Rat	3,000				Develop & EIA													
The Room - BTS wongwienyai	1,580	105%																
The Room - Pan Road	1,650																	
The Room - Rama IV	2,200																	
The Room - Suk. 69	2,630																	
The Room - Sathorn 11	1,880		Develop & EIA															
The Room - Charoen Krung	2,000				Develop & EIA													
333 Riverside	7,000																	
The Bangkok - Sathorn	7,500																	
North 1 - Chiang Mai	160	84%																
North 2 - Chiang Mai	160	79%																
North 3 - Chiang Mai	160	73%																
North 4 - Chiang Mai	185	71%																
North 5 - Chiang Mai	160	57%																
North 6 - Chiang Mai	170																	
North 7 - Chiang Mai	150																	
Wan-Way-La - Kao Tao	2,700	81%																

Develop & EIA
 Construction period
 Transfer



Revenue from Rental Property

	Actual	Budget 2015		Growth
	2014	Original	Revised	
L&H USA				
Verona	31	36	16	
Domain	247	268	270	
Mode	-	-	112	
	278	304	398	+43%
L&H Property				
Ratchadamri	450	585	585	
T.21-Hotel	553	640	640	
Ploenchit	45	-	310	(from sublease)
Mgt service income	2	3	120	(from LHPF & LHSC)
	1,050	1,228	1,655	+58%
T.21-Shop.Mall	952	-	-	
Total	2,280	1,532	2,053	-10%

