



LAND & HOUSES

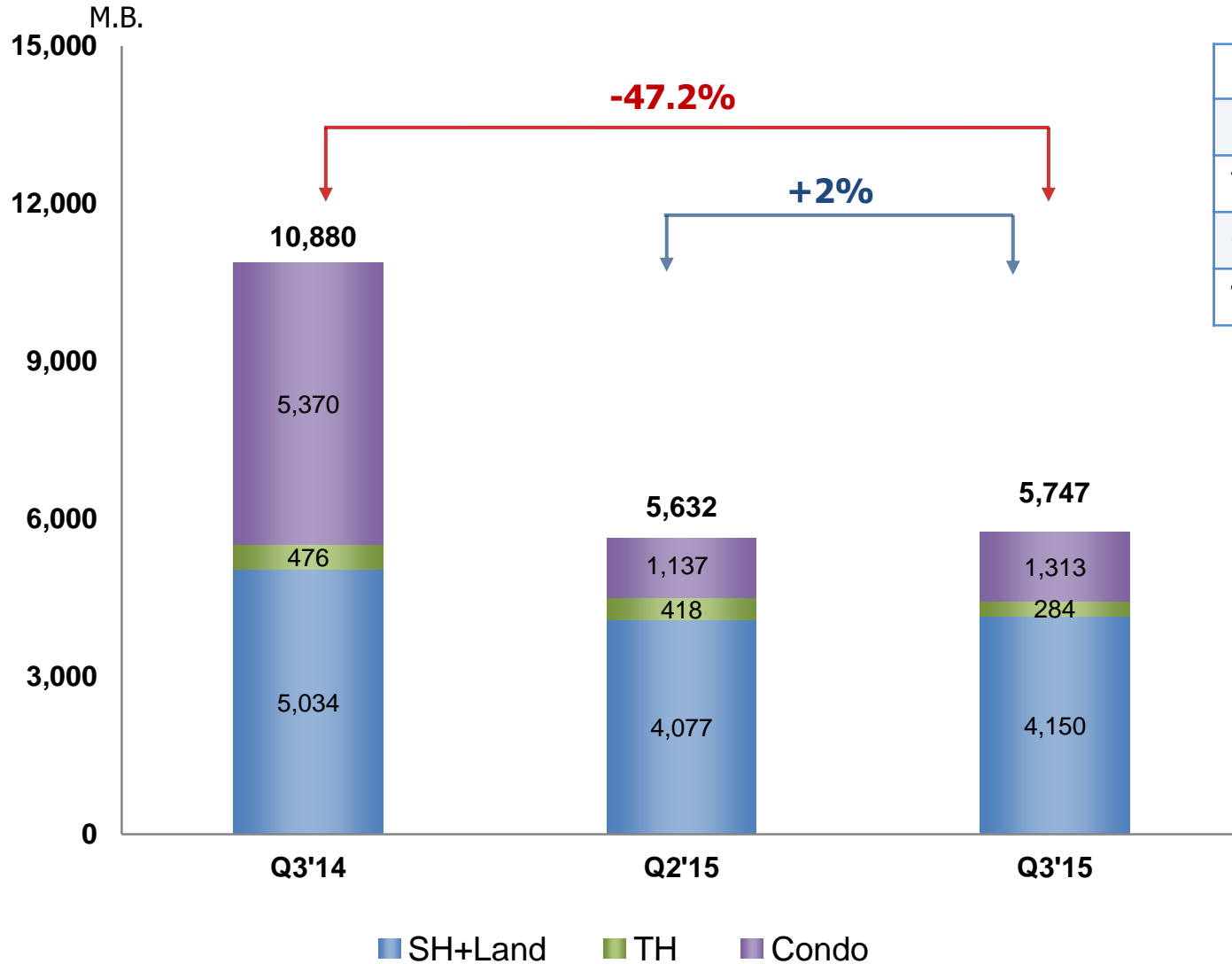


Analyst Meeting – Q3'15

10 NOV 15



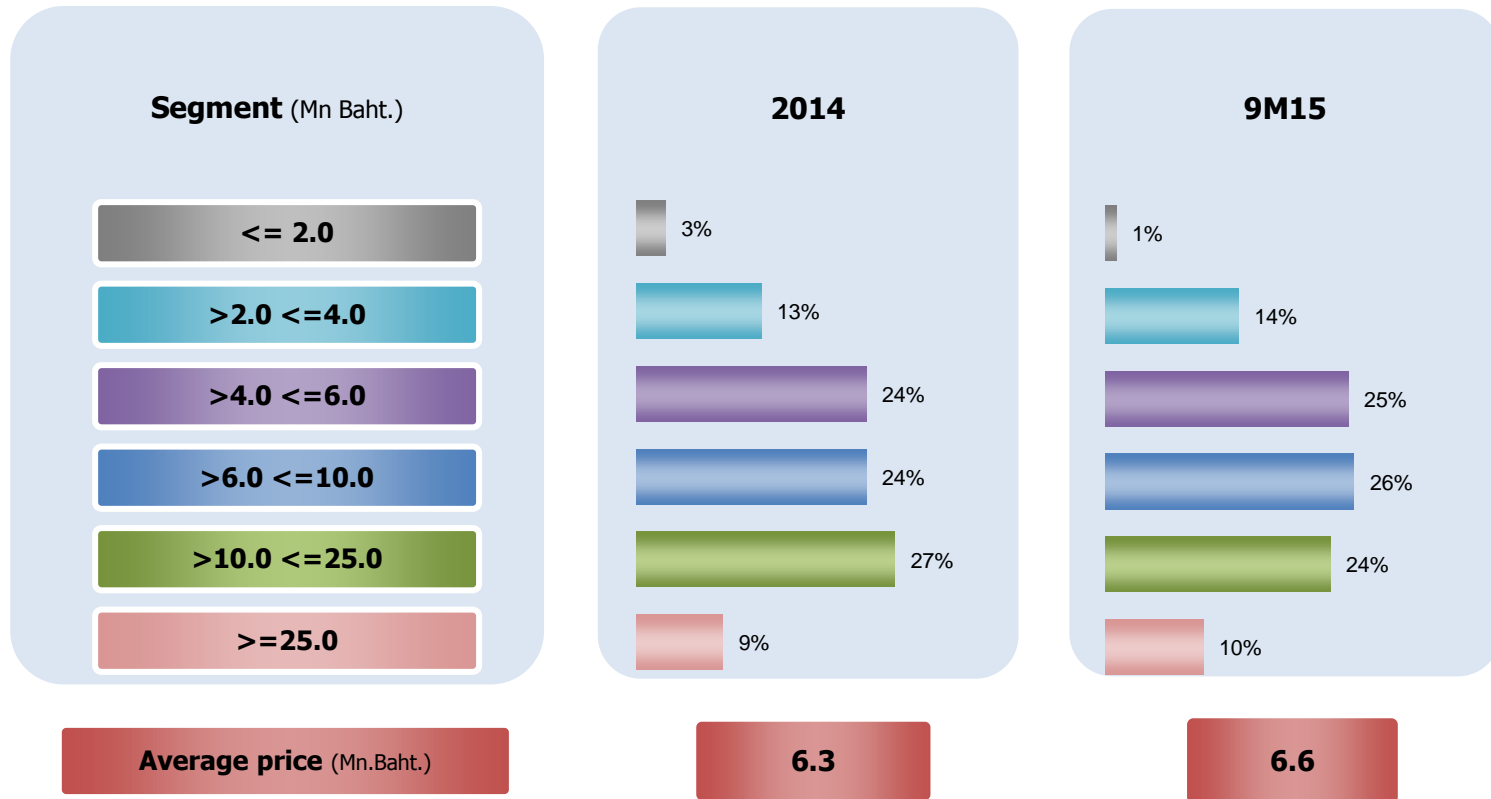
Sales Growth (Booking)



Unit	
SH+L	587
TH	59
Condo	170
Total	816

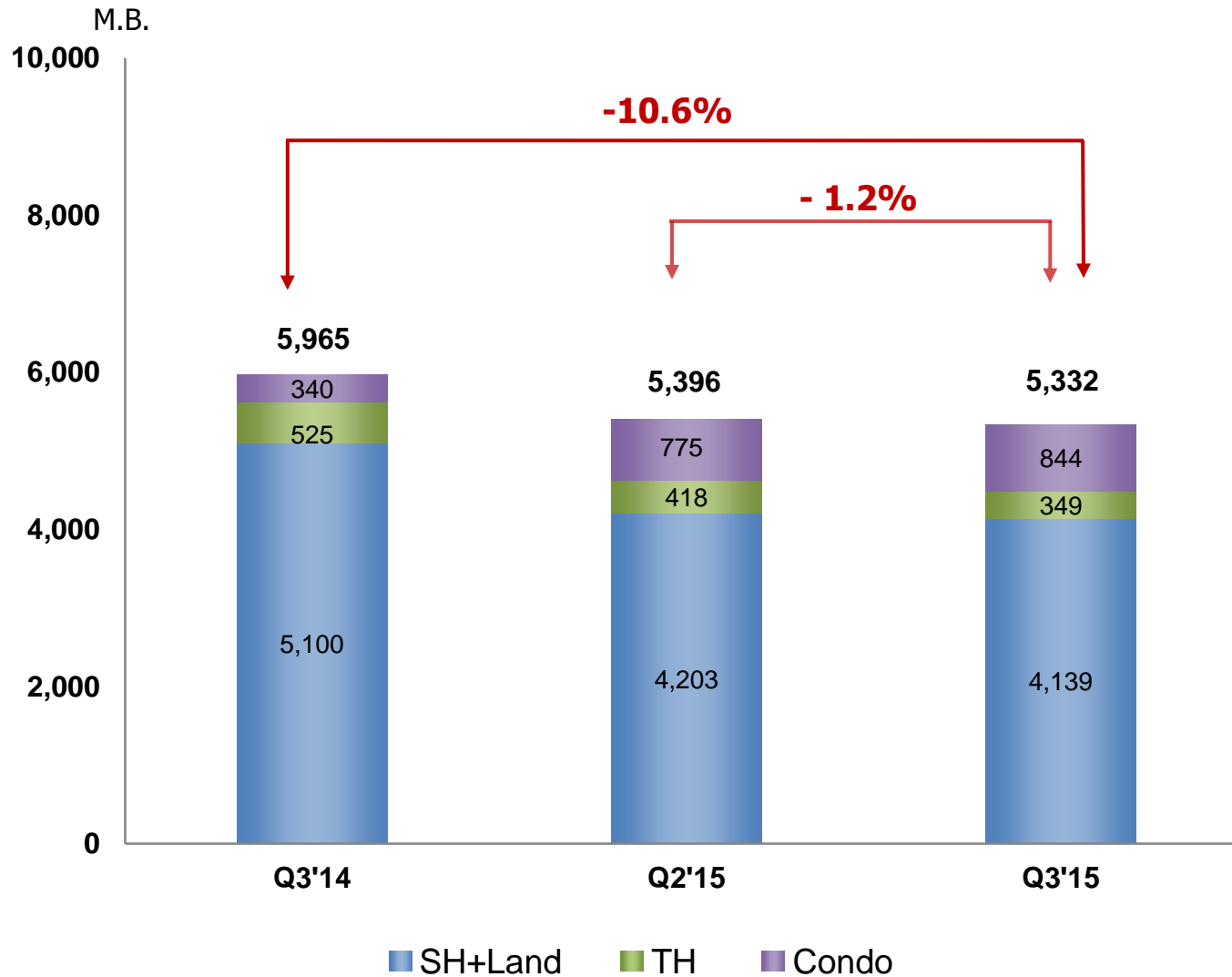


Booking by Segmentation





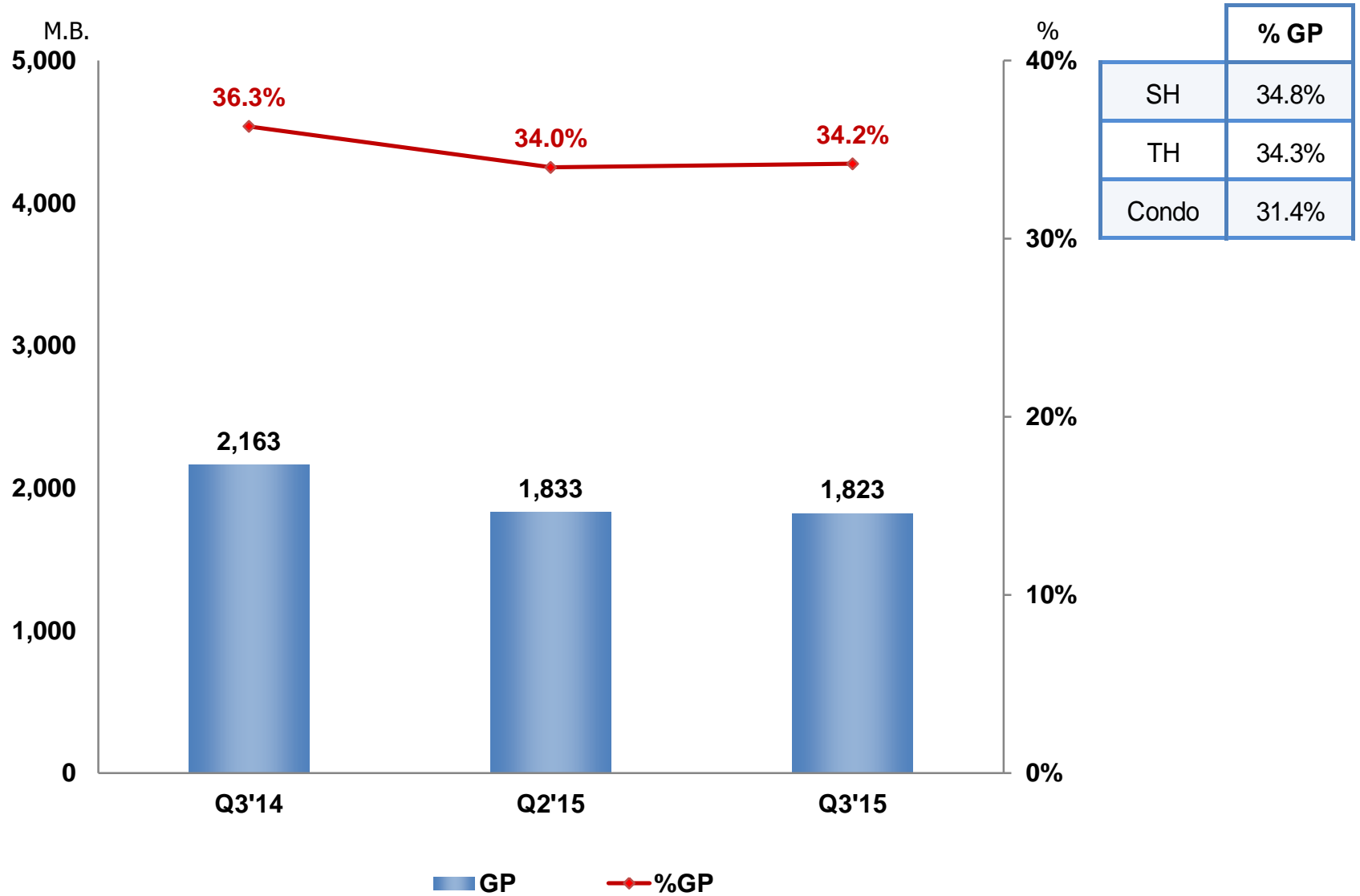
Recognized Sales Growth (Transfer)



Unit	
SH+L	599
TH	72
Condo	156
Total	827

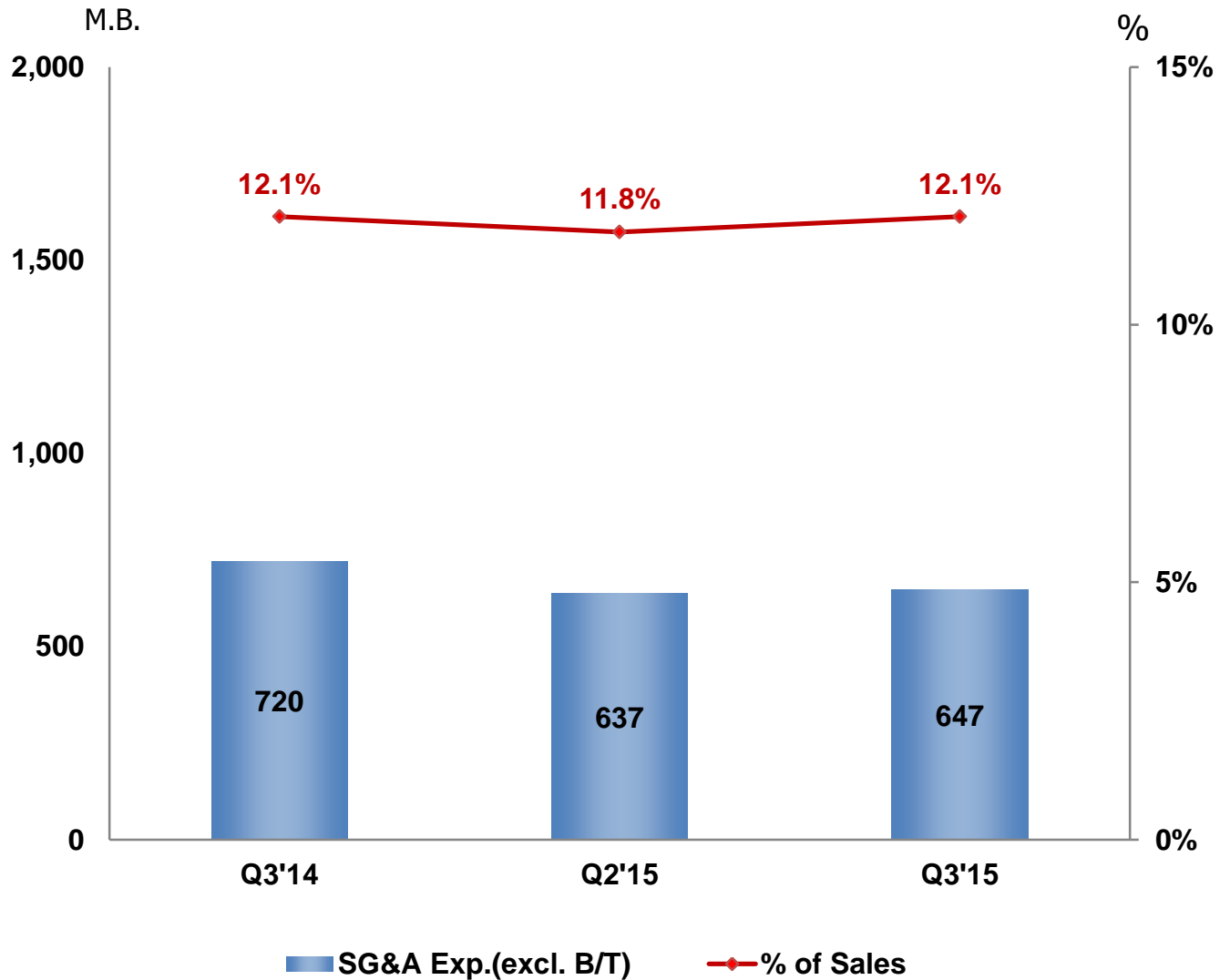


G.P.



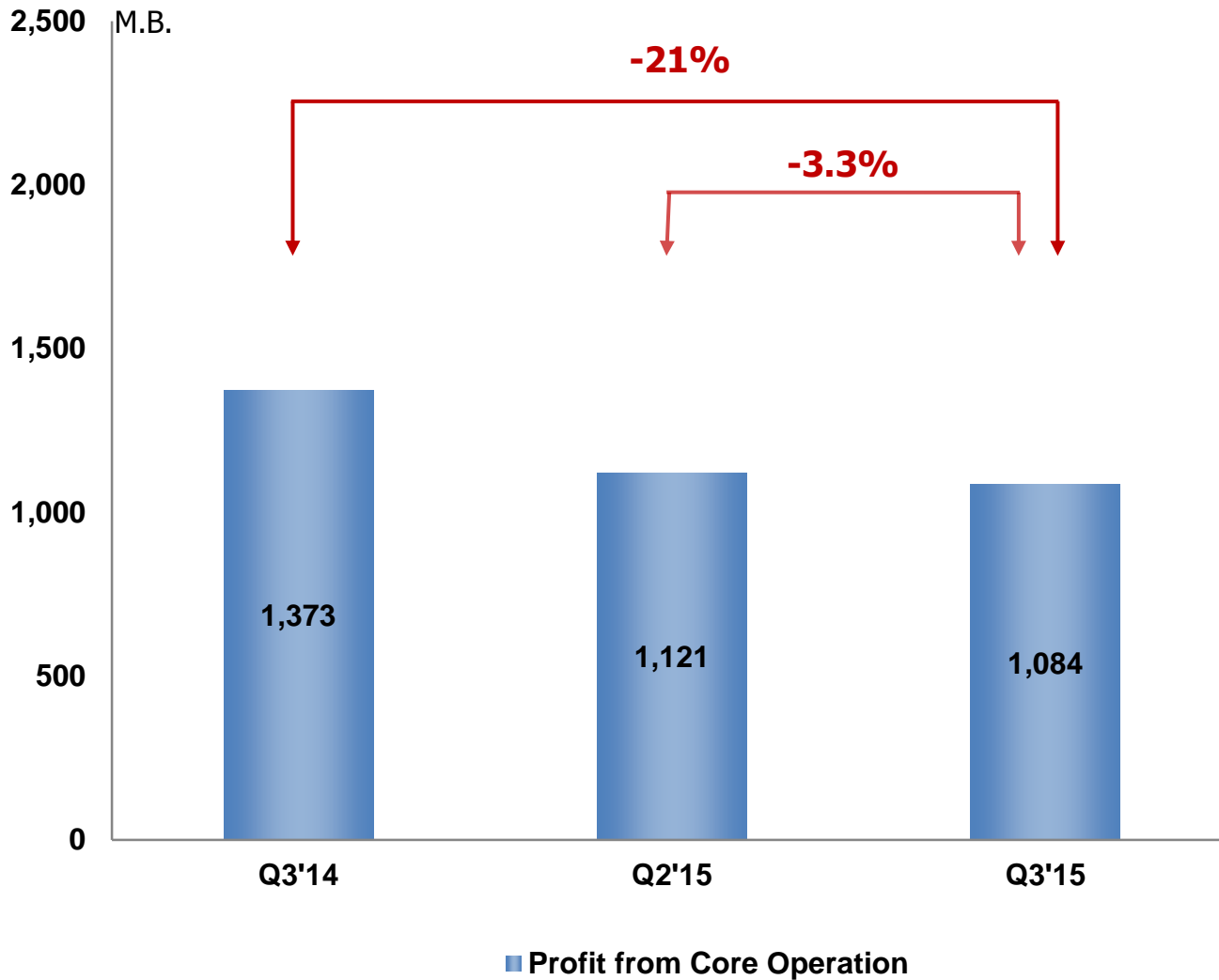


SG&A Exp.(excl. B/T)



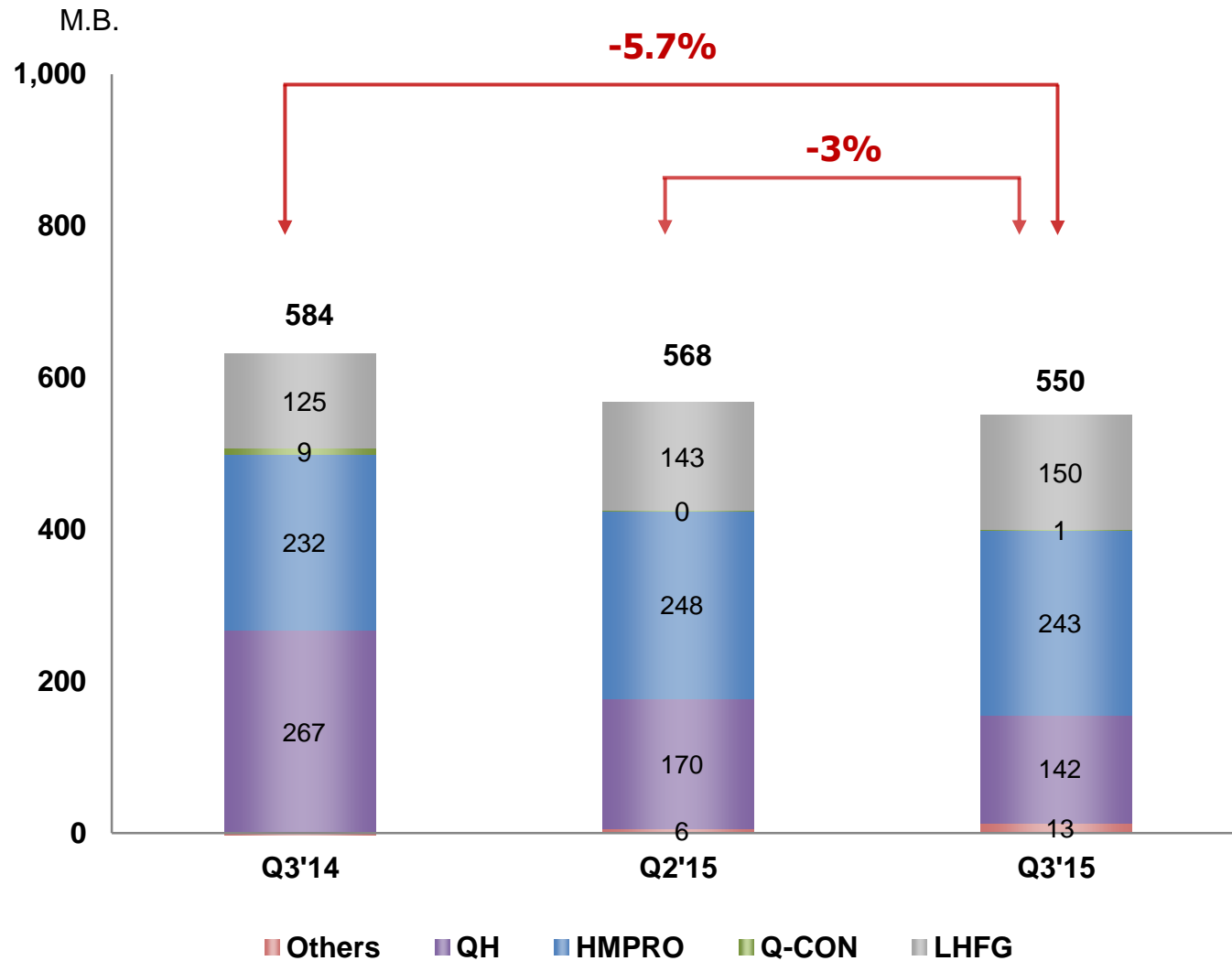


Profit from Core Operation (before tax)



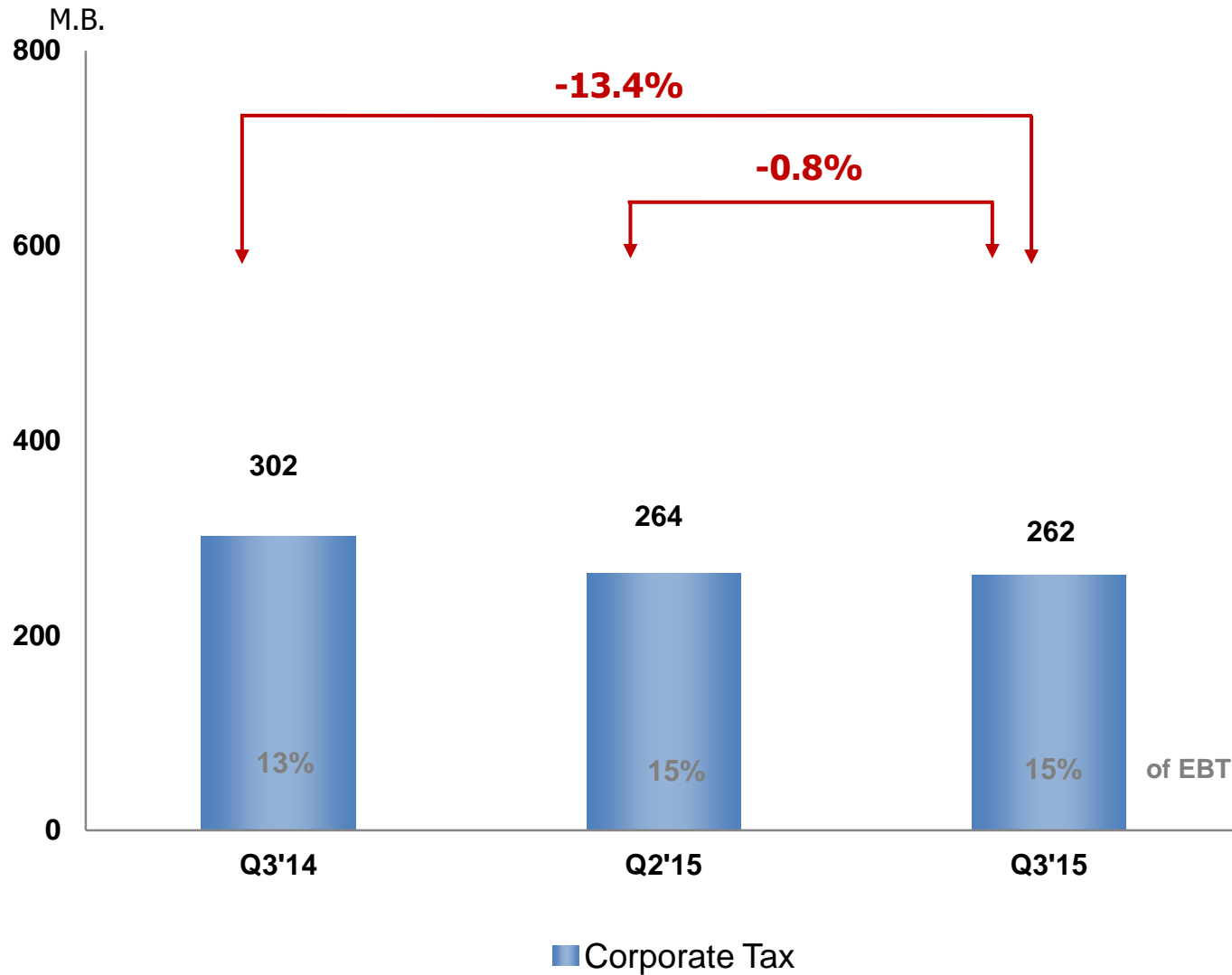


Share of Profit from Investments



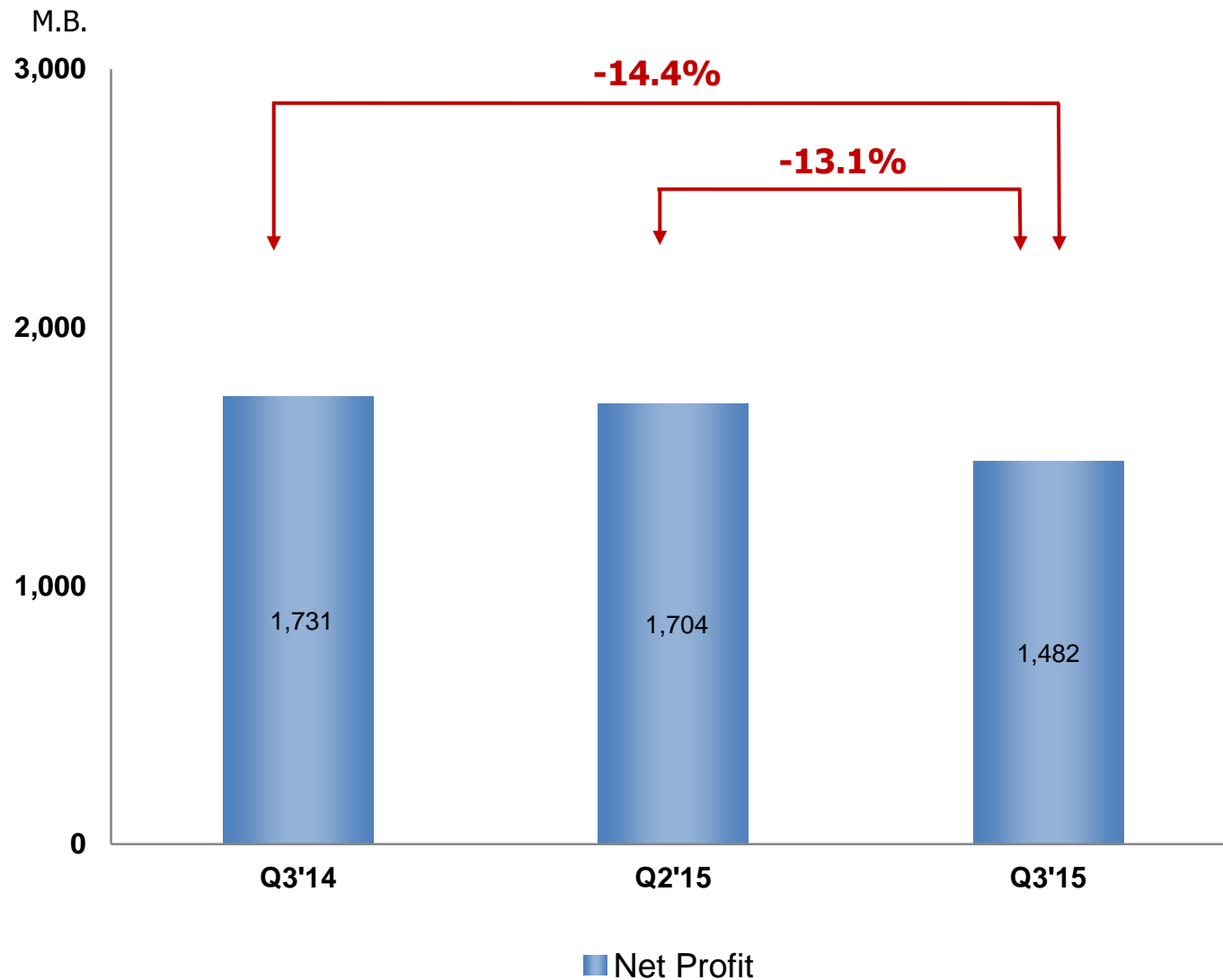


Corporate Tax



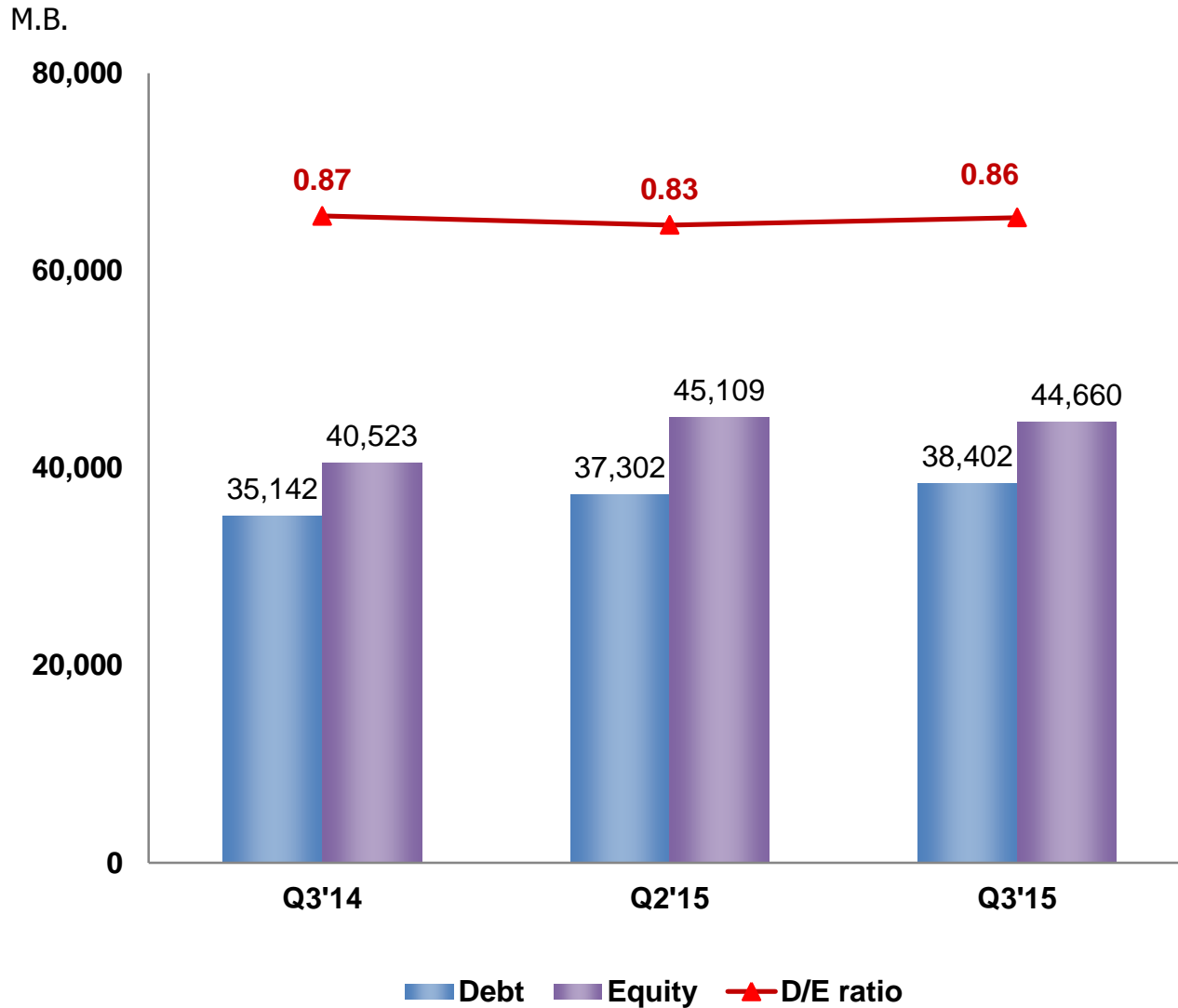


Net Profit



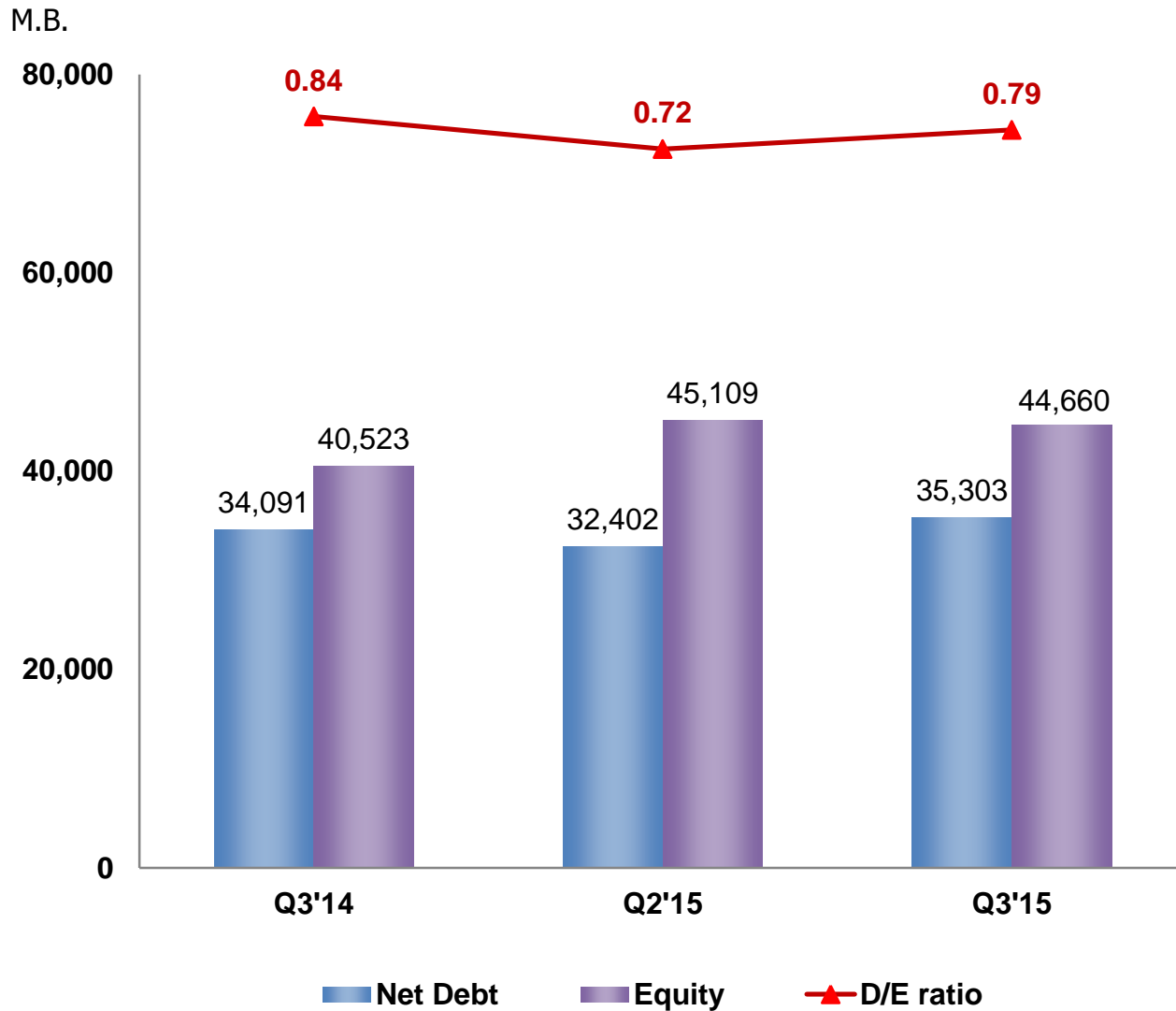


Debt to Equity



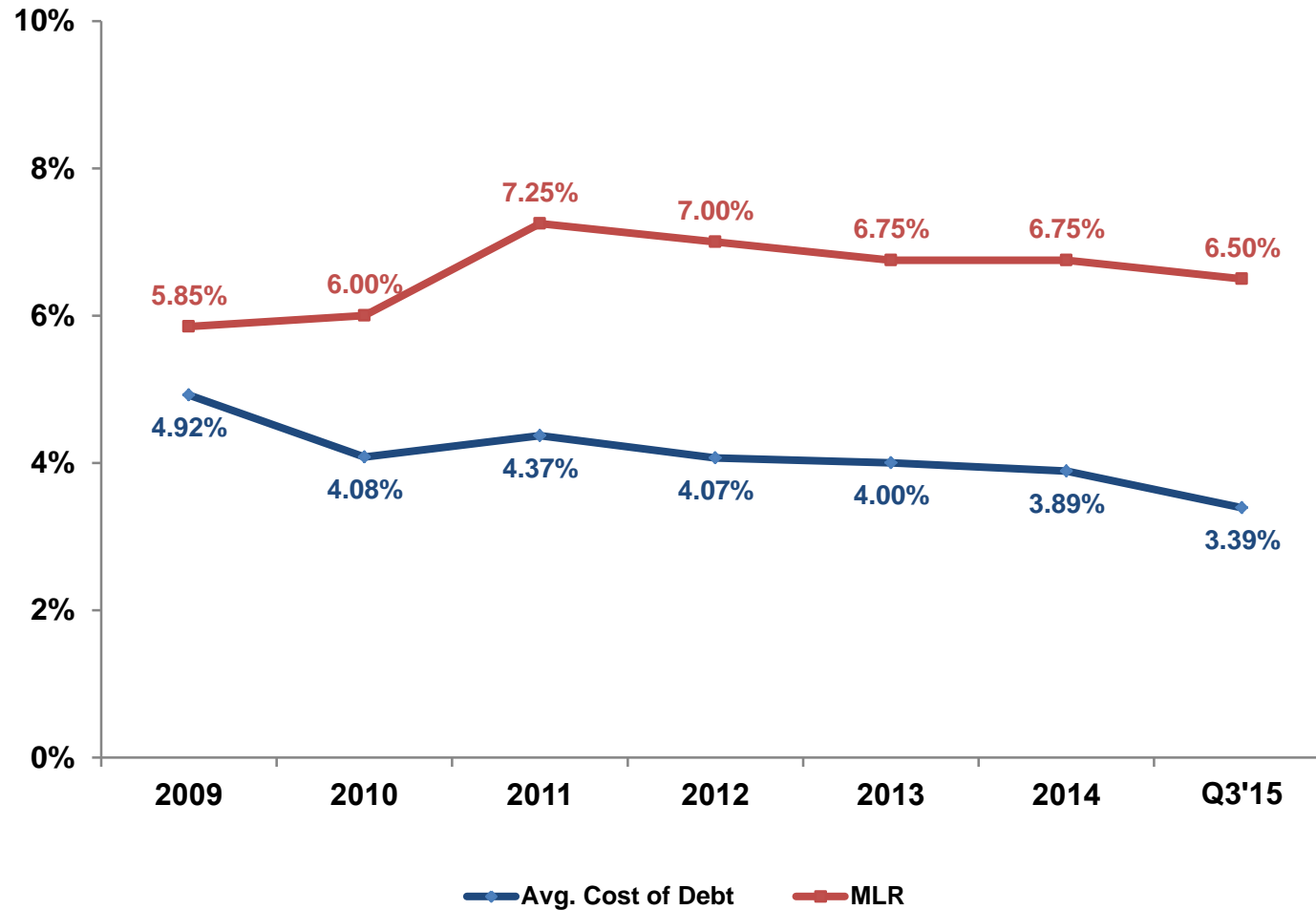


Net debt to Equity





Average cost of Debts



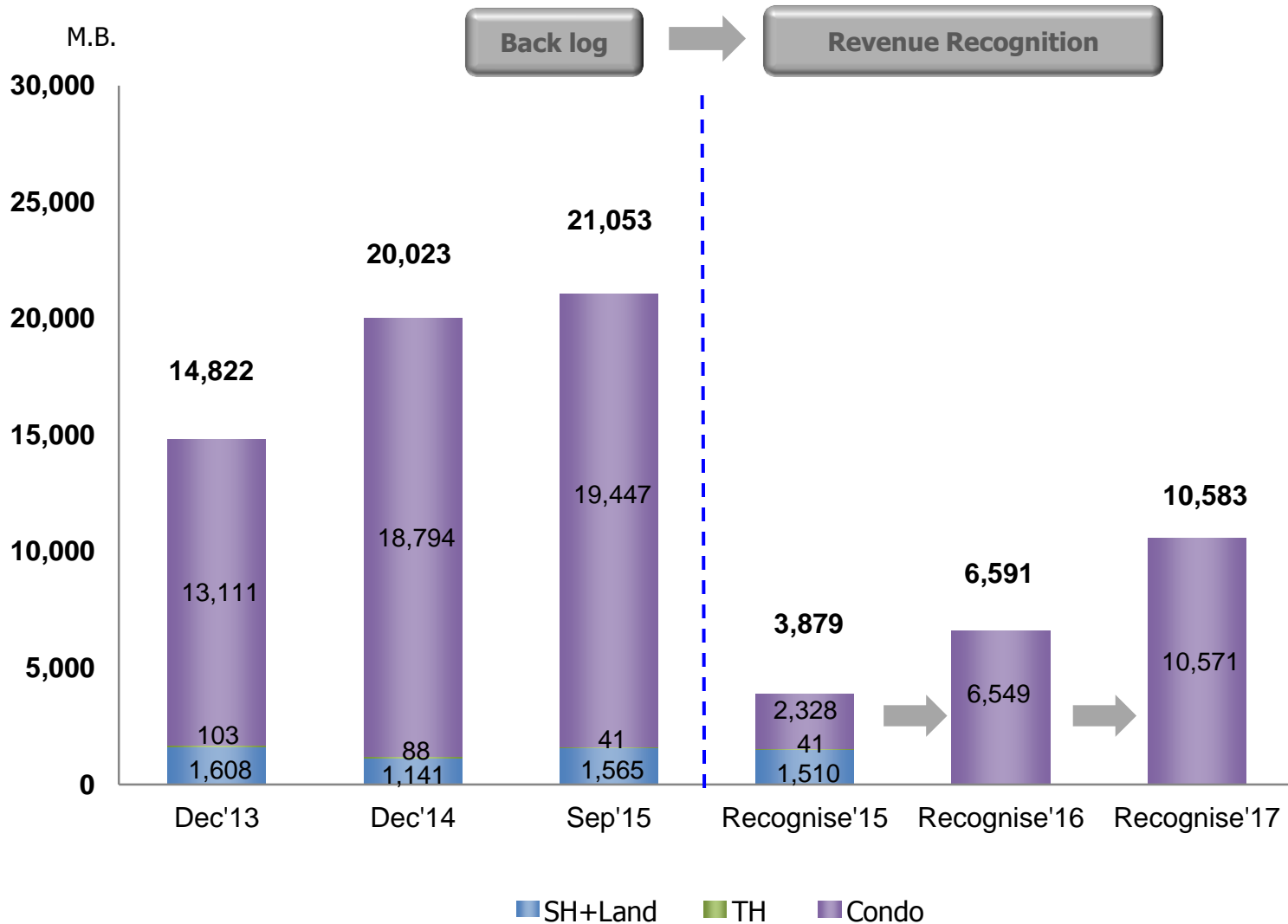


Existing Project as of Sep 2015

TYPE	BRAND	NO. OF PROJECT	SIZE (Rai)	UNIT	% AVAILABLE FOR SALES	UNIT PRICE	REMAINING PRJ. VALUE
SH	1. Inizio	6	369.8	1,719	48%	3.7	3,030
	2. Villaggio	1	65.0	289	20%	4.2	241
	3. Pruklada	8	839.9	3,819	41%	4.3	6,720
	4. Chaiyapruk	4	309.5	1,303	61%	4.8	3,811
	5. Chollada	1	109.0	327	6%	12.0	228
	6. Mantana	7	814.9	2,910	34%	7.4	7,220
	7. Seewalee	10	775.0	2,703	57%	5.4	8,222
	8. Nantawan	3	302.1	560	43%	18.8	4,498
	9. Ladawan	2	257.4	280	51%	49.8	7,168
	10. 88 Land&Houses	3	120.9	345	57%	8.2	1,607
	11. Land&Houses Park	1	196.8	579	1%	2.7	22
TH	12. Indy	1	28.1	300	50%	2.7	398
	13. Villaggio	1	153.0	1,036	76%	2.3	1,783
	14. The Landmark	1	28.4	245	66%	8.2	1,322
Condo	15. Ease	1	5.0	480	3%	1.5	18
	16. North	5	13.1	345	18%	2.4	145
	17. The Key	2	9.0	1,326	48%	3.4	2,168
	18. 333	1	11.4	950	15%	7.4	1,024
	19. The Room	4	9.9	1,181	53%	6.9	4,299
	20. Wan Vayla	1	20.2	294	18%	9.5	496
	21. The Bangkok	1	4.9	468	41%	15.8	3,008
	TOTAL	64	4,443.2	21,459	43%	6.3	57,428



Backlog and Revenue Recognition





New projects launched in 2015 (Revised)

No.	PROJECT NAME	LOCATION	TYPE	SIZE (Rai)	UNIT	UNIT PRICE	PRJ. VALUE	LAUNCH DATE
1	Seewalee	Maha Sarakham	SH	90.6	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	Nantawan	Bangna	SH	219.2	381	31.5	12,000	Oct
5	Ladawan	Rama II	SH	82.2	122	57.4	7,000	Oct
6	Chaiyapruk	Bangna	SH	31.0	140	5.7	800	Q4
7	Mantana	Bangna	SH	28.0	93	7.0	650	Q4
8	Indy	Bangna	TH	22.0	230	2.8	650	Q4
9	Indy	Pracha-u-tid3	TH	33.4	350	2.3	820	Q4
Total				575.4	1,976	12.8	25,280	

New Projects postponed to launch 2016

No.	PROJECT NAME	LOCATION	TYPE	SIZE (Rai)	UNIT	UNIT PRICE	PRJ. VALUE	LAUNCH DATE
1	The Key	Wutthakat 2	CD	7.0	586	2.9	1,700	
2	North 6	Chiang Mai	CD	5.9	69	2.5	170	
3	Nantawan	Udonthani	SH	50.0	157	10.5	1,650	
4	North 7	Chiang Mai	CD	2.1	57	2.6	150	
5	Chaiyapruk	Chatuchot Ramindra	SH	48.0	240	5.8	1,400	
6	Pruklada	Srinakarin	SH	73.0	365	4.4	1,600	
7	Inizio	Pinklao Salaya 2	SH	160.0	890	4.2	3,700	
8	Mantana	Ekkachai - Wong Whan	SH	60.0	150	9.0	1,350	
Total				406.0	2,514	4.7	11,720	

Grand Total				981.4	4,490	17.5	37,000	
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2015	Q.1	Q.2	Q.3	Q.4	No. of prj.	Prj. Value	%
SH	2	1	-	4	7	23,810	94%
TH	-	-	-	2	2	1,470	6%
CD	-	-	-	-	-	-	-
No. of prj.	2	1	-	6	9		
Prj. Value	2,980	380	-	21,920		25,280	100%
%	12%	2%	-	87%			

	No. of prj.	Prj. Value	%
Bangkok	12	23,220	92%
Provincial	2	2,060	8%
	14	25,280	



Condominium Schedule as of Sep 2015

(14 projects)

(9 projects)

(5 projects)

Project	Prj. Value	2014				2015				2016				2017			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Ease - Rama II	780																
The Key- Udomsuk	300																
The Key - Wutthakat	1,200																
The Key - Charoen Rat	3,000			Develop & EIA													
The Room - BTS wongwienyai	1,580																
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																
North 2 - Chiang Mai	160																
North 3 - Chiang Mai	160																
North 4 - Chiang Mai	185																
North 5 - Chiang Mai	160																
North 6 - Chiang Mai	170																
North 7 - Chiang Mai	150																
Wan-Way-La - Kao Tao	2,700																

Develop & EIA
 Construction period
 Transfer