



2016 Business Plan

Analyst Meeting

Jan 21, 2016



Summary of major achievement in year 2015

1. Performance

- Booking = 24.7 Bn. : -21.6% y.o.y
- Revenue recognition = 2x.x Bn : - x.x% y.o.y
- Rental income = 2.0 Bn. : -12.4% y.o.y (+21% over budget)

2. Divested a rental property (hotel) into REIT with the fund size of 3.825 bn. in Dec'15 producing profit after tax approx. of 1.6 bn.

3. Launching of 9 projects with total project value of 26.9 Bn. (-34.8% VS. 2014)

(SH:TH:CD = 95%:5%:0%)

4. Secured 4 Bn. of raw land for Housing Development and acquire a piece of leasehold land for development of Hotel + Shopping Mall in Pattaya.

5. Acquired an apartment building “Mode” in San Mateo, USA at 74 M.USD in Feb'15 and divested “Verona”- the first apartment building acquired in Dec'12 in Sunnyvale, USA- at 18 M.USD in Jun'15 incurring 50% gain.



Executive Summary for 2016 Business Plan

1. Revenue growth target

- Booking (Presales) = 28.0 Bn. : +13.4% y.o.y
- Revenue recognition = 28.0 Bn. : +xx.x% y.o.y
- Rental income = 2.6 Bn. : +27.6% y.o.y
- Share of profit from associated co.= 2.7 Bn. : +13.0% y.o.y

2. Expected a small improvement in Gross Profit Margin compared to last year

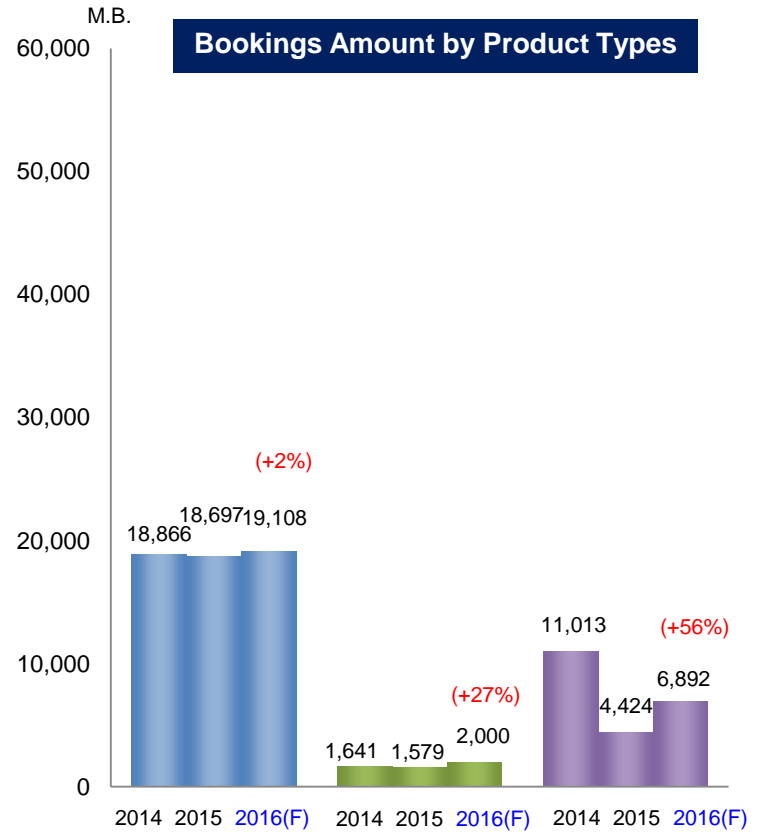
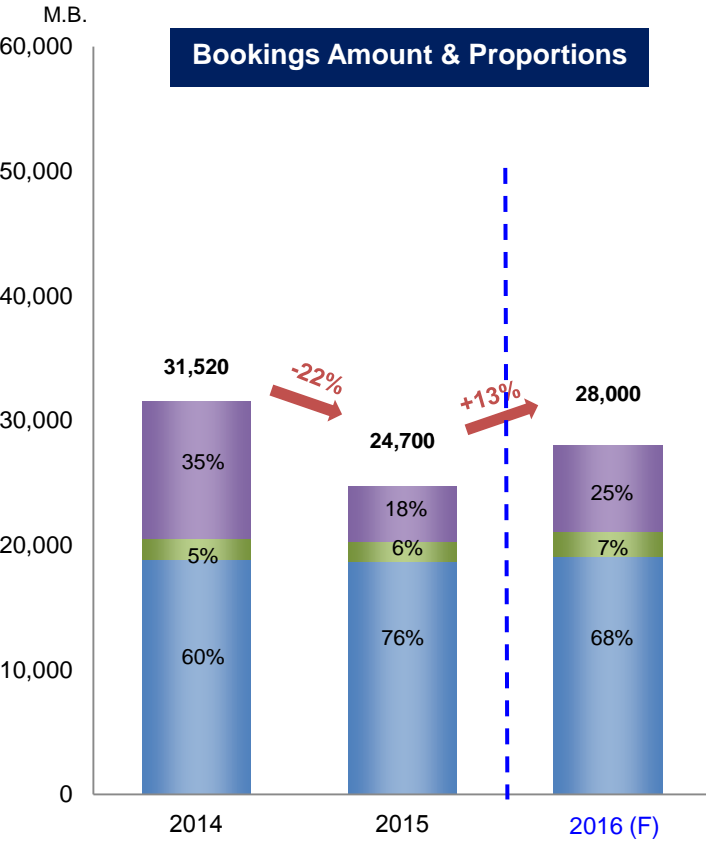
3. Set aside 14 bn. for land acquisitions and investments

- 7 Bn. for Housing Development Business
- 7 Bn. for Rental Business

4. Maintain Payout Ratio at least 70%



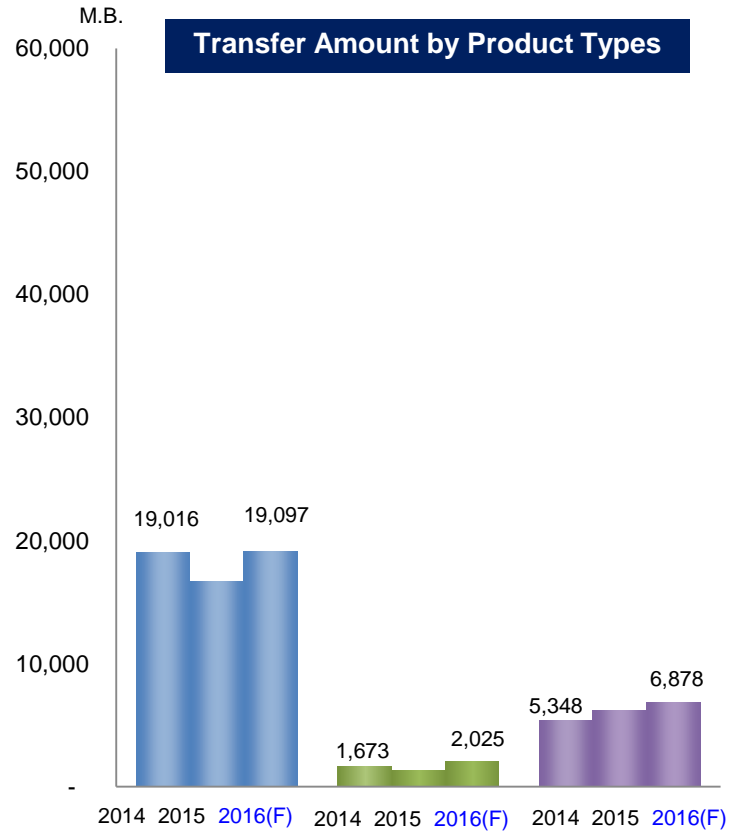
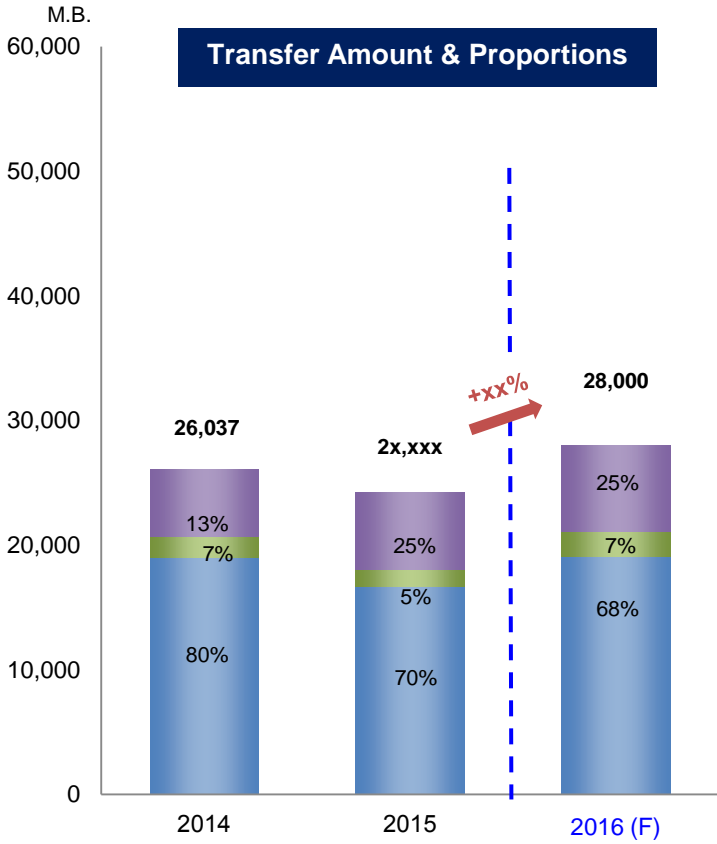
Booking (Presales) 2014-2015 & 2016's Target



■ SH+Land ■ TH ■ Condo



Transfer (Revenue Recognition) 2014-2015 & 2016's Target



■ SH+Land ■ TH ■ Condo



Condominium schedule (as of Dec'15)

(12 projects)

(9 projects)

(7 projects)

(5 projects)

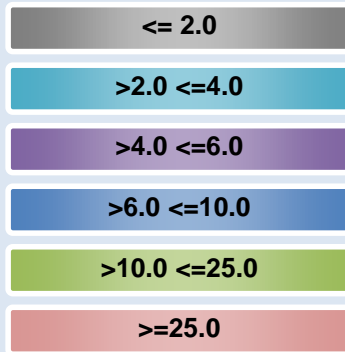
No	Project	Prj. Value	% Sales	2015				2016				2017				2018			
				Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
1	Ease - Rama II	780	101%																
2	The Key - Udomsuk	300	111%																
3	The Key - Wutthakat	1,200	107%																
4	The Key - Charoen Rat	3,000	39%																
5	The Key - Wutthakat 2	1,700																	
6	The Room - BTS wongwienyai	1,580	105%																
7	The Room - Sathorn	1,650	88%																
8	The Room - Rama IV	2,200	106%																
9	The Room - Suk. 69	2,630	58%																
10	The Room - Sathorn 11	1,880	33%																
11	The Room - Charoen Krung	2,000	46%																
12	333 Riverside	7,000	94%																
13	The Bangkok - Sathorn	7,500	62%																
14	The Bangkok - Suk.38	1,500																	
15	The Bangkok - Suk.55	4,000																	
16	North 1 - Chiang Mai	160	86%																
17	North 2 - Chiang Mai	160	81%																
18	North 3 - Chiang Mai	160	83%																
19	North 4 - Chiang Mai	185	90%																
20	North 5 - Chiang Mai	160	83%																
21	North 6 - Chiang Mai	170																	
22	North 7 - Chiang Mai	150																	
23	Wan-Way-La - Kao Tao	2,700	91%																

Develop & EIA
 Construction period
 Transfer

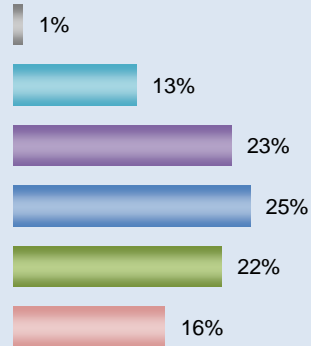


Bookings by Segmentation

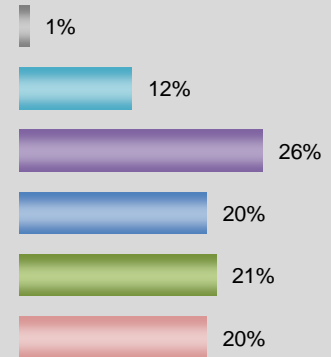
Segment (Mn Baht.)



2015



2016(F)



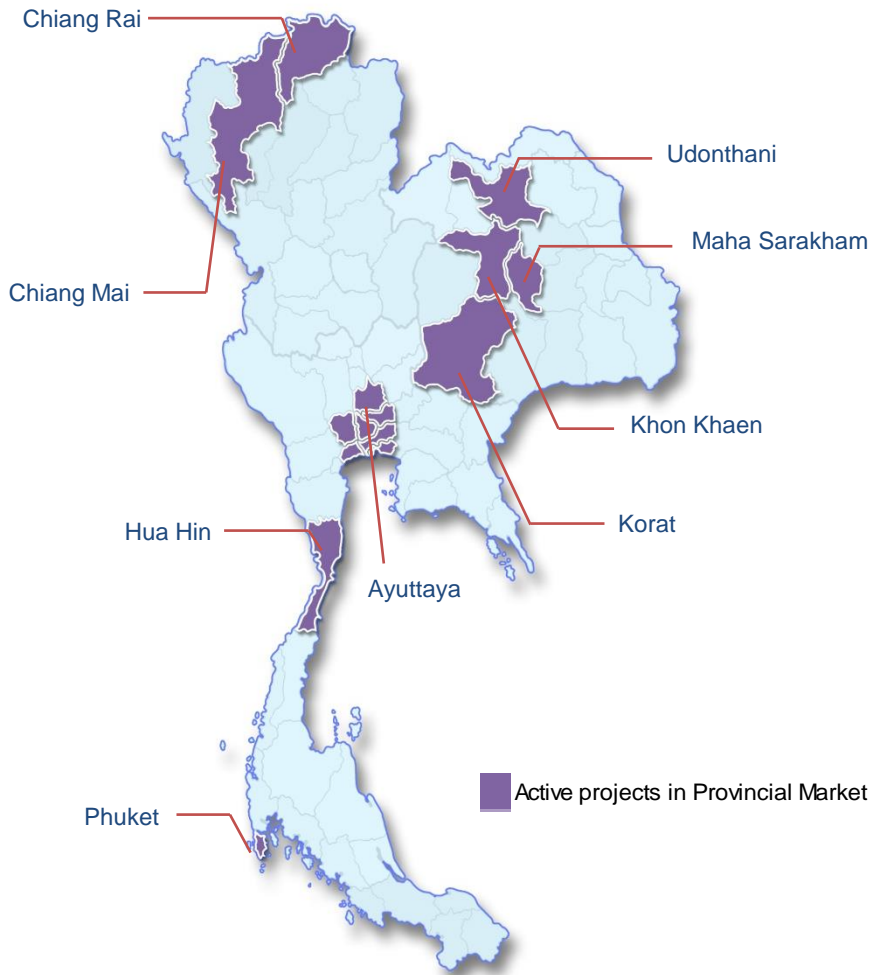
Average price (Mn.Baht.)

7.0

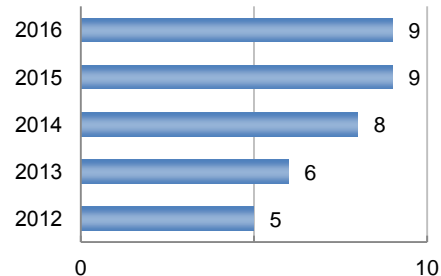
7.1



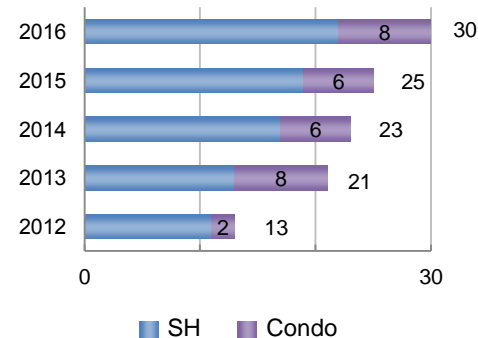
Provincial Markets



No. of Active Provinces

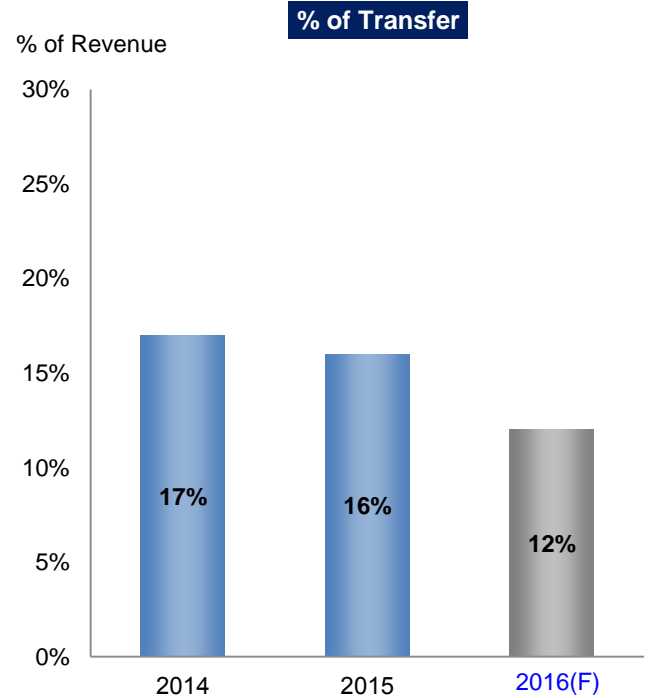
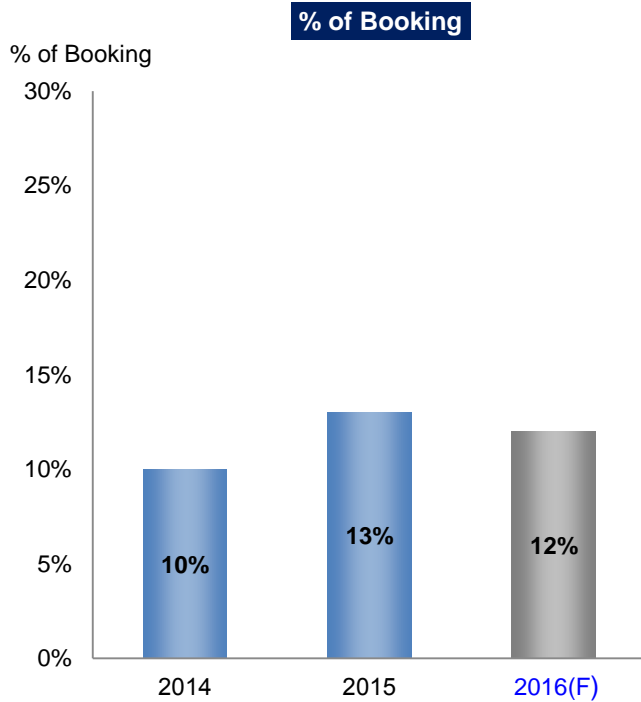


No. of Active Projects in the Provinces



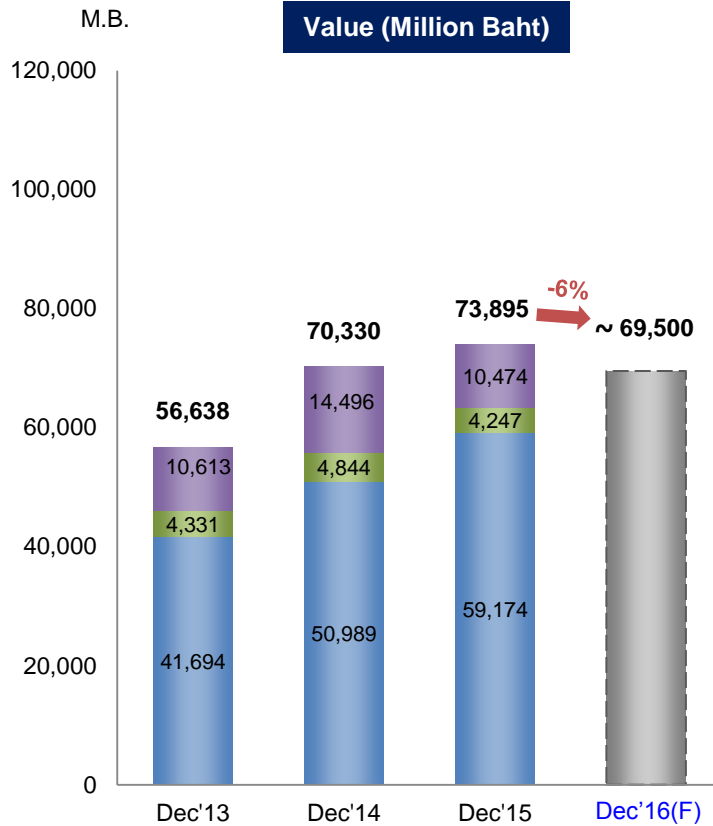
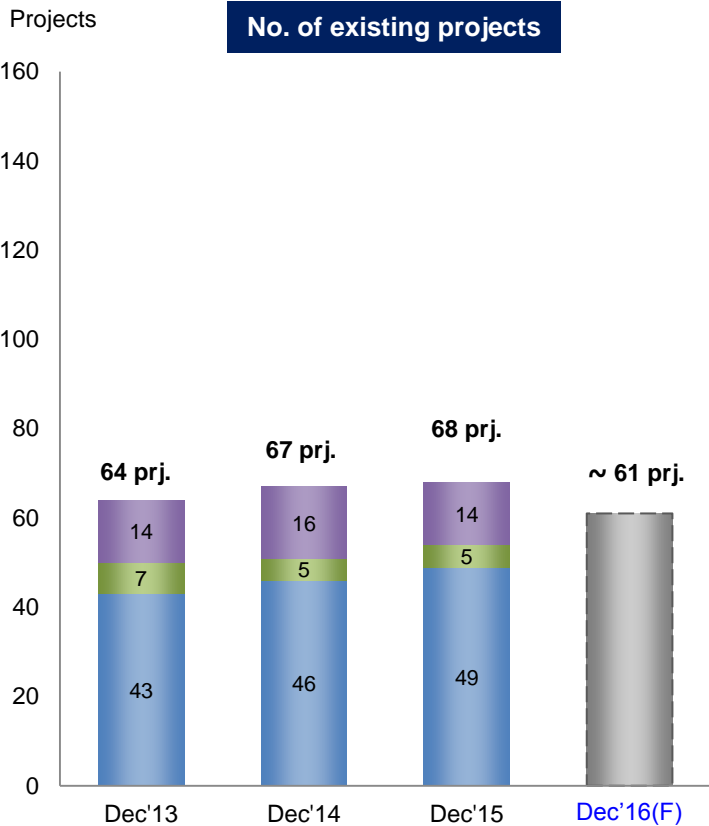


Contribution from provincial market 2014-2015 & 2016's Target





Existing projects



■ SH+Land ■ TH ■ Condo



Existing Project as of Dec. 2015

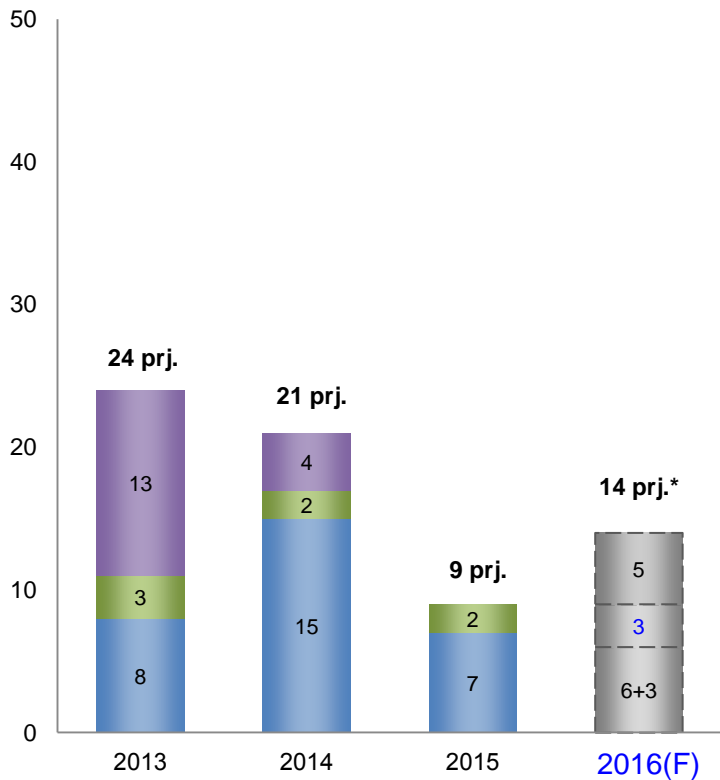
TYPE	BRAND	NO. OF PROJECT	SIZE (Rai)	UNIT	% AVAILABLE FOR SALES	UNIT PRICE	REMAINING PRJ. VALUE
SH	1. Inizio	6	369.8	1,719	43%	3.7	2,736
	2. Villaggio	1	65.0	289	13%	4.2	158
	3. Pruklada	8	839.9	3,819	37%	4.3	6,093
	4. Chaiyapruk	5	338.4	1,421	59%	5.0	4,172
	5. Chollada	1	109.0	327	6%	12.0	228
	6. Mantana	8	895.0	3,139	33%	8.0	8,206
	7. Seewalee	9	677.8	2,348	61%	5.4	7,658
	8. Nantawan	4	521.3	941	58%	26.3	14,396
	9. Ladawan	3	339.6	402	65%	53.3	13,916
	10. 88 Land&Houses	3	120.9	345	56%	8.2	1,589
	11. Land&Houses Park	1	196.8	579	1%	2.7	22
TH	12. Indy	3	77.7	837	68%	2.4	1,355
	13. Villaggio	1	153.0	1,036	74%	2.3	1,733
	14. Baan Mai	-	-	-	-	-	-
	15. The Landmark	1	28.4	245	58%	8.2	1,159
Condo	16. Ease	-	-	-	-	-	-
	17. North	5	13.1	345	19%	2.4	157
	18. The Key	2	9.0	1,326	45%	3.4	2,037
	19. 333	1	11.4	950	12%	7.4	869
	20. The Room	4	9.9	1181	50%	7.0	4,044
	21. Wan Vayla	1	20.2	294	14%	9.5	391
	22. The Bangkok	1	4.9	468	40%	15.8	2,976
	TOTAL	68	4,801.0	22,011	50%	6.8	<u>73,895</u>



New project launches

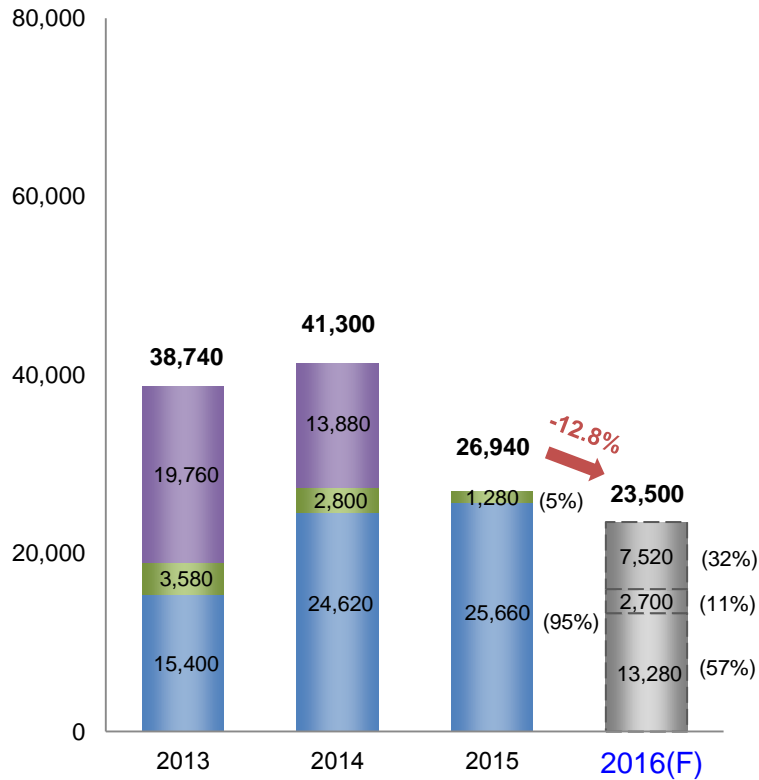
Project

No. of new projects



M.B.

Value (Million Baht)



■ SH+Land ■ TH ■ Condo

* 3 TH projects are included in SH projects



New projects planned to launch in 2016

No.	PROJECT NAME	LOCATION	TYPE	SIZE (Rai)	UNIT	UNIT PRICE	PRJ. VALUE	LAUNCH DATE
1	Villaggio	Ayuthaya	SH,TH	53.4	371	3.4	1,250	Q1
2	The Bangkok	Sukhumvit 38	CD	1.0	67	22.4	1,500	Q1
3	The Bangkok	Thonglor	CD	1.5	148	27.0	4,000	Q2
4	The Key	Wutthakat 2	CD	7.0	586	2.9	1,700	Q2
5	Nantawan	Udonthani	SH	38.4	84	11.9	1,000	Q2
6	Chaiyapruk	Chatuchot-Watcharapol	SH	46.0	212	6.6	1,400	Q2
7	Chaiyapruk	Srinakarin	SH	66.0	289	5.3	1,520	Q2
8	North 6	Chiang Mai	CD	5.9	69	2.5	170	Q3
9	Villaggio	Pinklao-Salaya	SH, Semi-SH	161.0	922	3.9	3,600	Q3
10	Villaggio	Rangsit Klong 3	SH,TH	43.4	335.0	3.0	1,000	Q3
11	Mantana	Wong Whan - Bangbon	SH	96.8	229	9.2	2,100	Q4
12	Mantana	Maha Chesadabodin Bridge	SH	60.0	216	9.7	2,100	Q4
13	Nantawan	Serene Lake Chiangmai	SH	51.0	98	20.5	2,010	Q4
14	North 7	Chiang Mai	CD	2.1	57	2.6	150	Q4
Total				634	3,683	6.4	23,500	

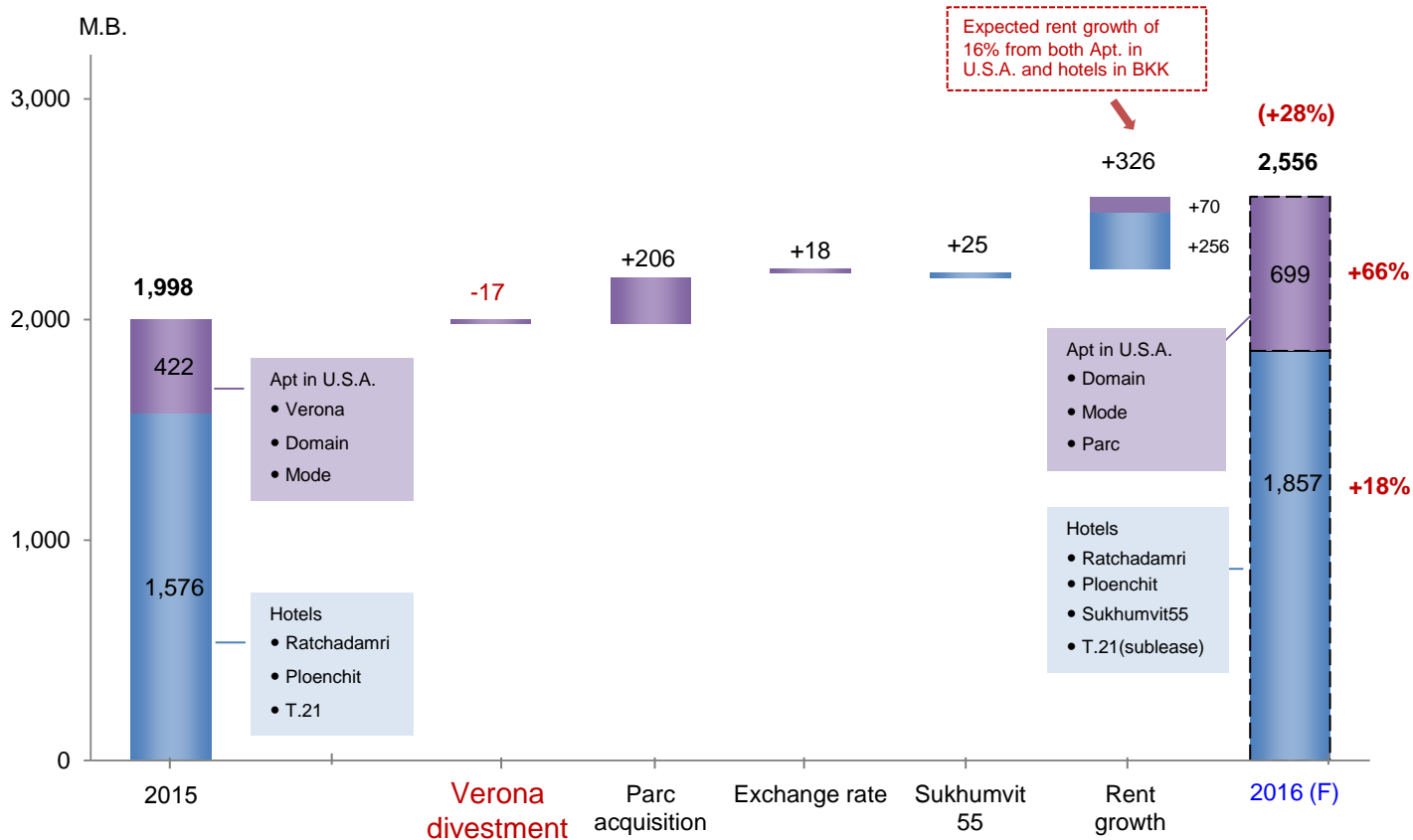
	Q.1	Q.2	Q.3	Q.4	No. of prj.	Prj. Value	%
SH	1	3	2	3	9	13,280	57%
TH*	1	-	2	-	3	2,700	11%
CD	1	2	1	1	5	7,520	32%
No. of prj.	3	5	5	4	17		
Prj. Value	2,750	9,620	4,770	6,360		23,500	100%
%	12%	41%	20%	27%		100%	

	No. of prj.	Prj. Value	%
Bangkok	9	18,920	81%
Provincial	5	4,580	19%
	14	23,500	

* These 3 TH projects are included in SH projects



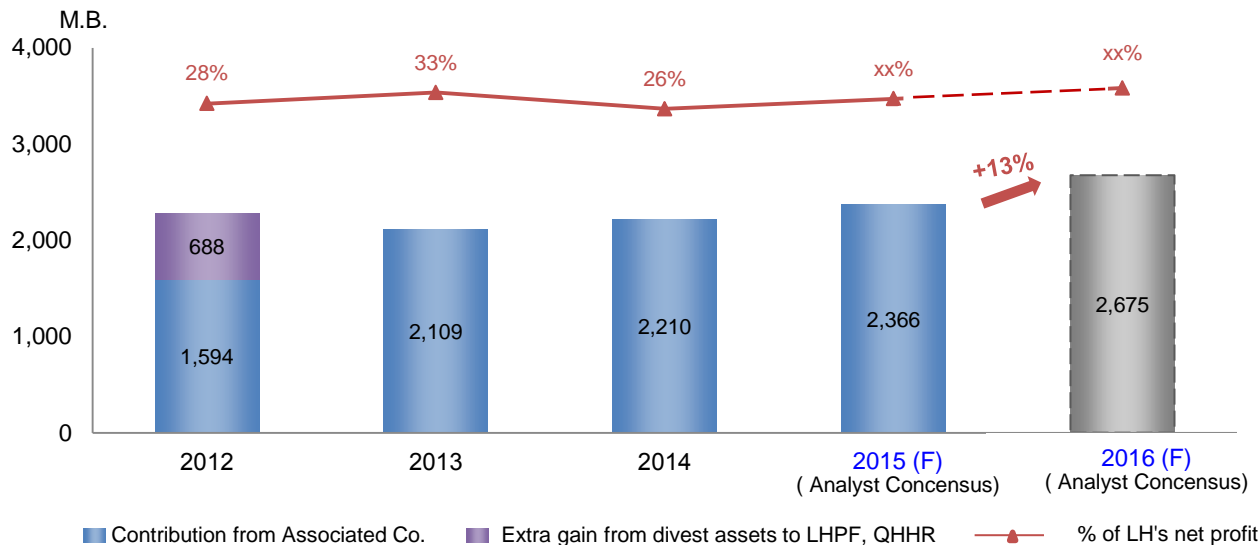
Revenue from Rental Properties



- Rental Properties in BKK : L&H Property Co.,Ltd. (60% holding), LH Mall & Hotel Co.,Ltd.(100% holding)
- Apartments in U.S.A. : L&H U.S.A.,Inc. (100% holding)



Contribution from associated co.



Associated Co.	% holding	2012	2013	2014	2015(F)	2016(F)
(: Million Baht)						
LH Property Fund I, II	49.9%	525	16	-55	35	53
LH Bank	34.1%	234	288	405	521	587
Home Pro	30.2%	803	927	1,002	1,036	1,187
Quality Houses	25.0%	610	824	832	769	841
Quality Construction	21.2%	84	50	27	5	6
Starmalls	9.6%	** 25	-	-	-	-
Bangkok Chain Hospital		Divested end of Q.1'11	-	-	-	-
Others		3	4	0	-	-
Total		2,285	2,109	2,210	2,366	2,675

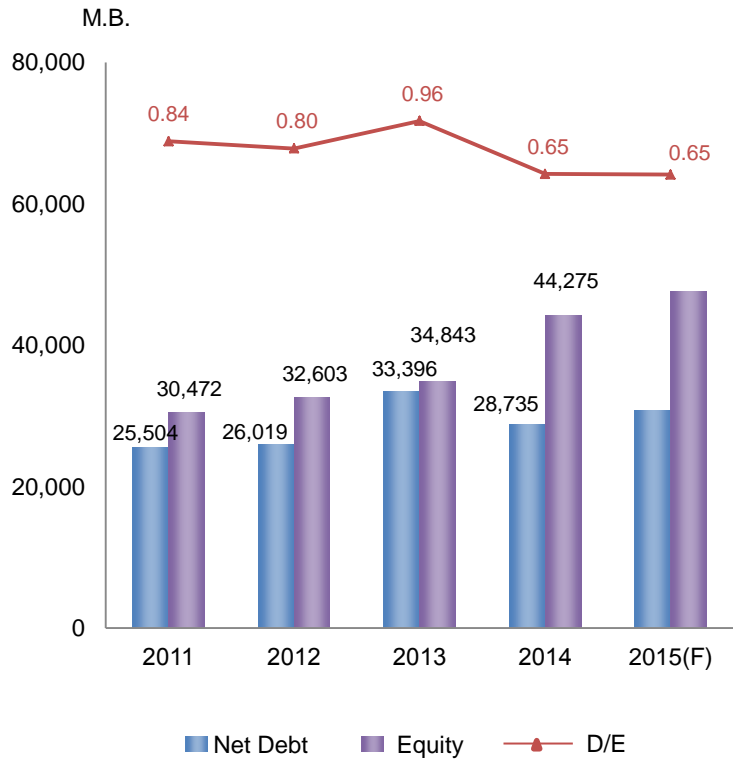
Mkt. Value	
31 Dec. 14	31 Dec. 15
1,140	1,010
8,791	7,695
27,334	27,036
8,395	6,155
740	420
4,229	4,834
-	-
-	-
50,629	47,150

** Transferred to other L/T investments in Q.2'12

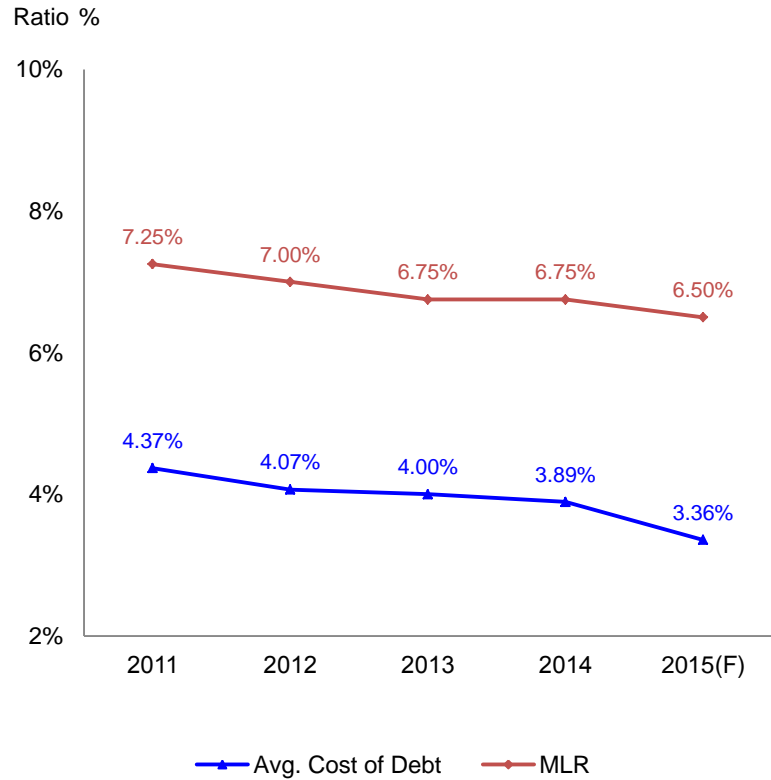


Debt Level & Average cost of Debts

Net debts/Equity



Average Cost of Debts





Bond Issuance

• 2013		7,000 M.B.	3.0 Yrs	3.81%
• 2014		8,000 M.B.	3.0 Yrs.	3.55%
		1,500 M.B.	2.0 Yrs.	3.25%
		<u>1,000 M.B.</u>	<u>3.5 Yrs.</u>	<u>3.30%</u>
		<u>10,500 M.B.</u>	<u>2.9 Yrs.</u>	<u>3.48%</u>
• 2015		9,000 M.B	3.3 Yrs.	2.88%
		<u>6,000 M.B.</u>	<u>3.5 Yrs.</u>	<u>2.55%</u>
		<u>15,000 M.B.</u>	<u>3.4 Yrs.</u>	<u>2.75%</u>
• 2016	Apr.	6,000 M.B	3.0 Yrs.	2.xx%
	Oct.	<u>6,000 M.B</u>	3.0 Yrs.	<u>2.xx%</u>
		<u>12,000 M.B.</u>		<u>2.xx%</u>



Share capital & Dividend Information

- ❑ No. of Shares (31/12/15) : 11,747 million
- ❑ Price per share (31/12/15) LH : Baht 9.45 (Par 1 Bt)
- LH-F : Baht 9.20 (Par 1 Bt)
- ❑ Market Cap. (31/12/15) : Baht 111,015 million (USD 3,084 million)
- ❑ Major Shareholder : Asavabhokin Family 31.37%

-
- ❑ LH-W3 - No. of warrants outstanding : 276 million
 - Conversion price : Baht 3.50
 - Price per warrant (31/12/15) : Baht 5.60
 - Term : 3 years, expire on May 5th, 2017

	<u>9M15</u>	<u>2014</u>	<u>2013</u>	<u>2012</u>	<u>2011</u>	<u>2010</u>
• Net profit (Bt million)	4,531	8,423	6,478	5,682	5,609	3,971
• EPS (Diluted : Bt)	0.38	0.74	0.65	0.56	0.56	0.40
• Dividend per share (Bt)	0.25	0.65	0.40	0.45	0.40	0.34
• Dividend paid (Bt million)	2,926	7,378	4,010	4,510	4,010	3,409
• Dividend Payout Ratio	96%	88%	62%	80%	71%	86%