



**LAND & HOUSES**

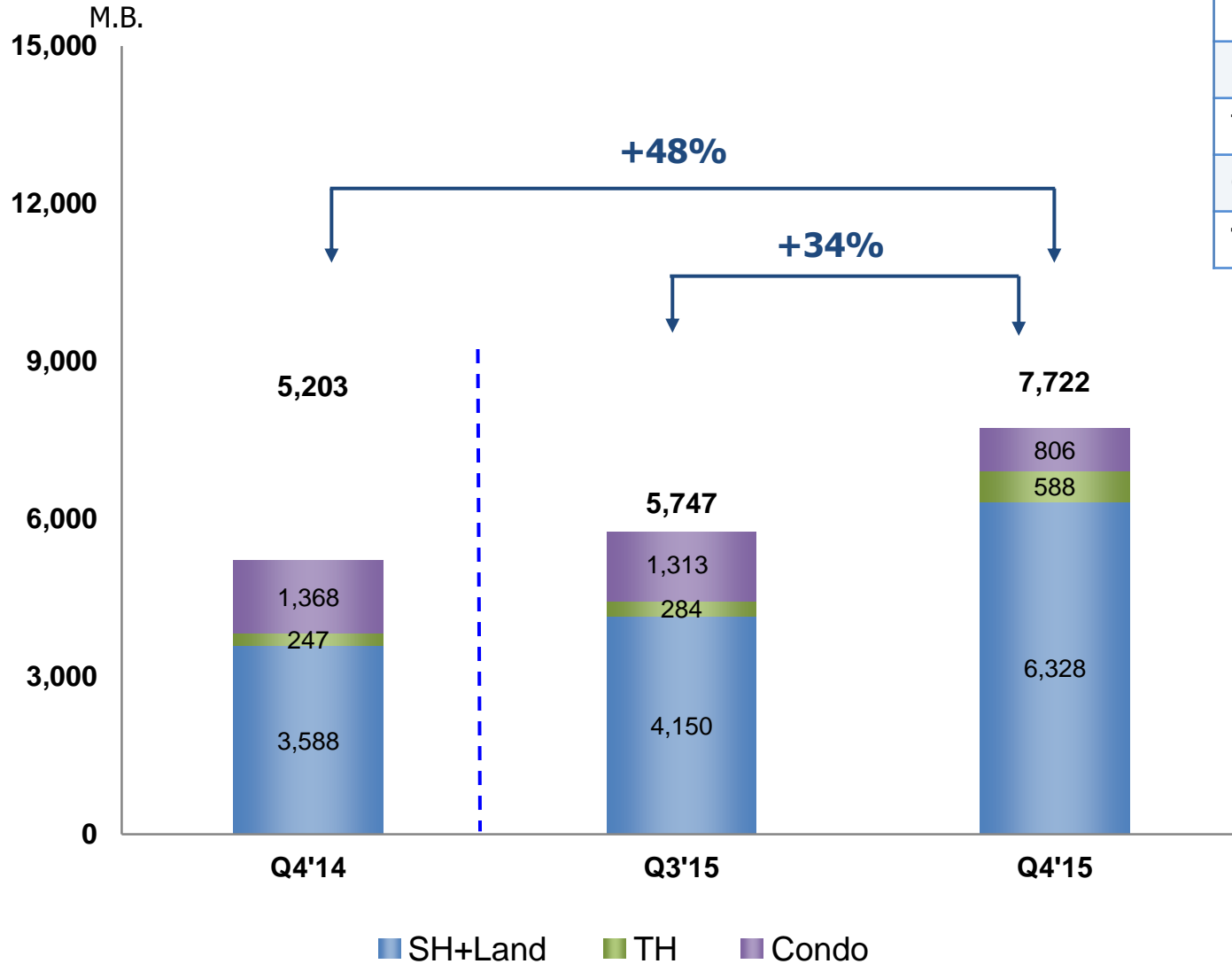


## **Analyst Meeting – Q4'15**

**1 MAR 16**



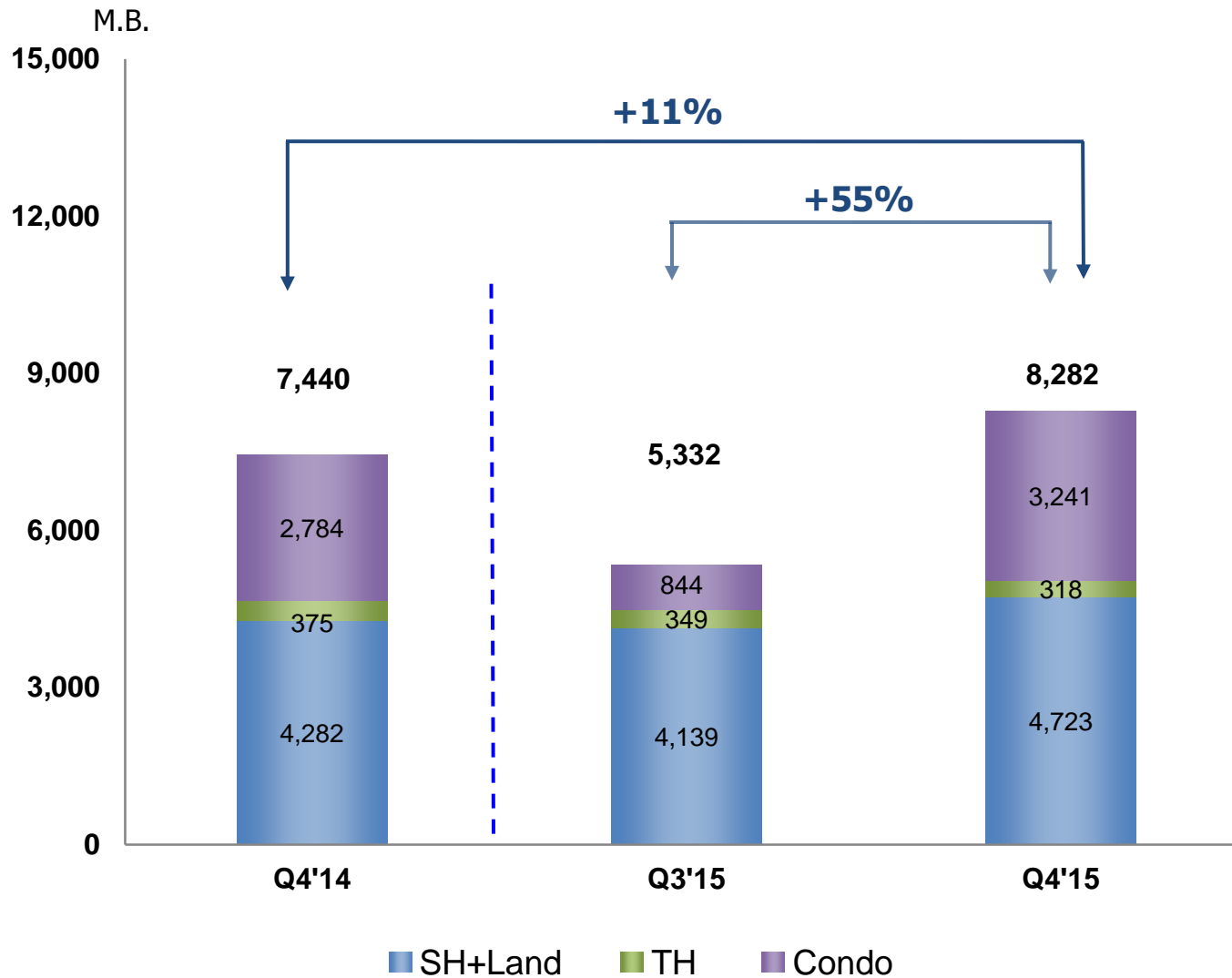
# Sales Growth (Booking)



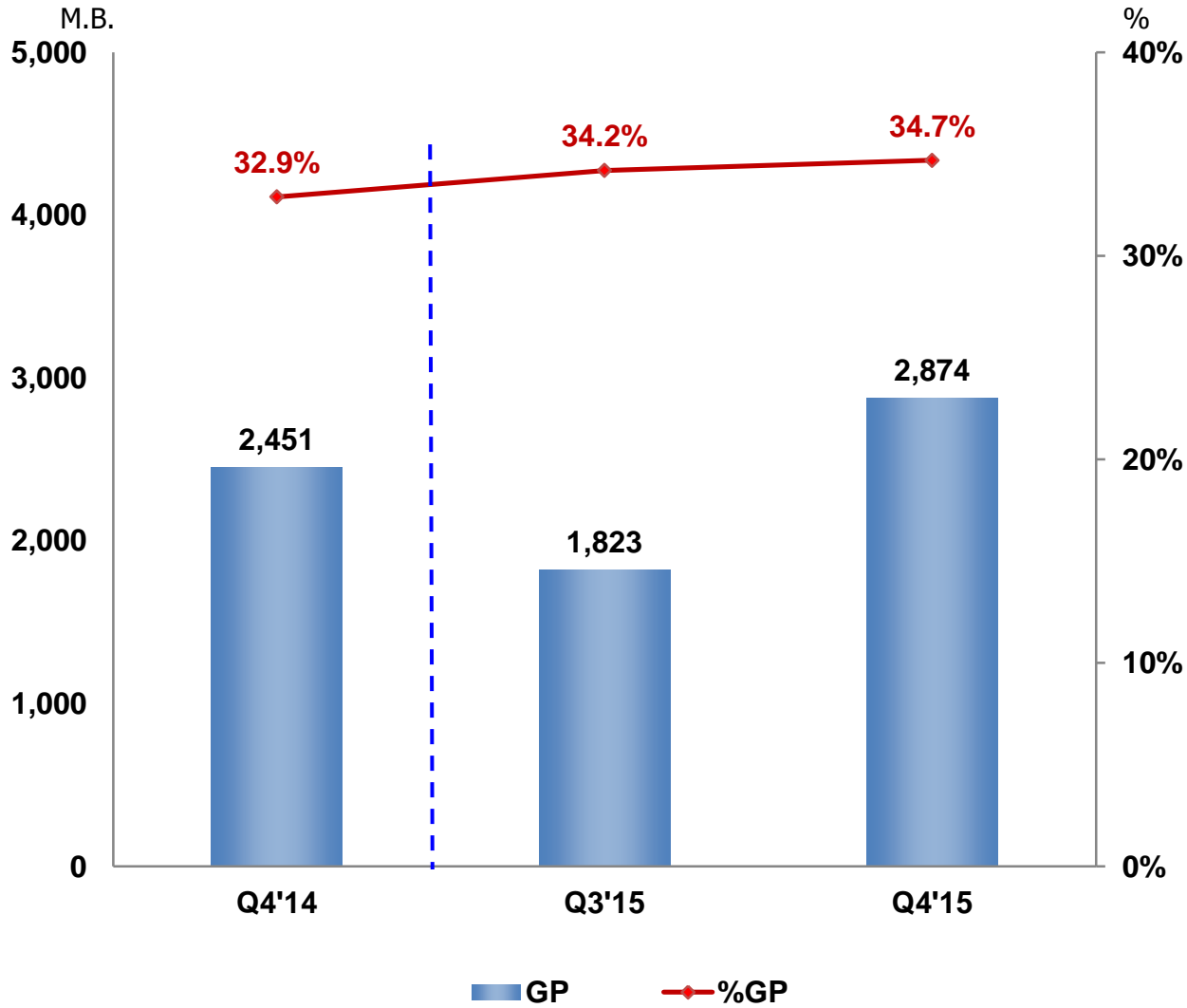
	Unit
SH+L	693
TH	165
Condo	123
<b>Total</b>	<b>981</b>



# Recognized Sales Growth (Transfer)



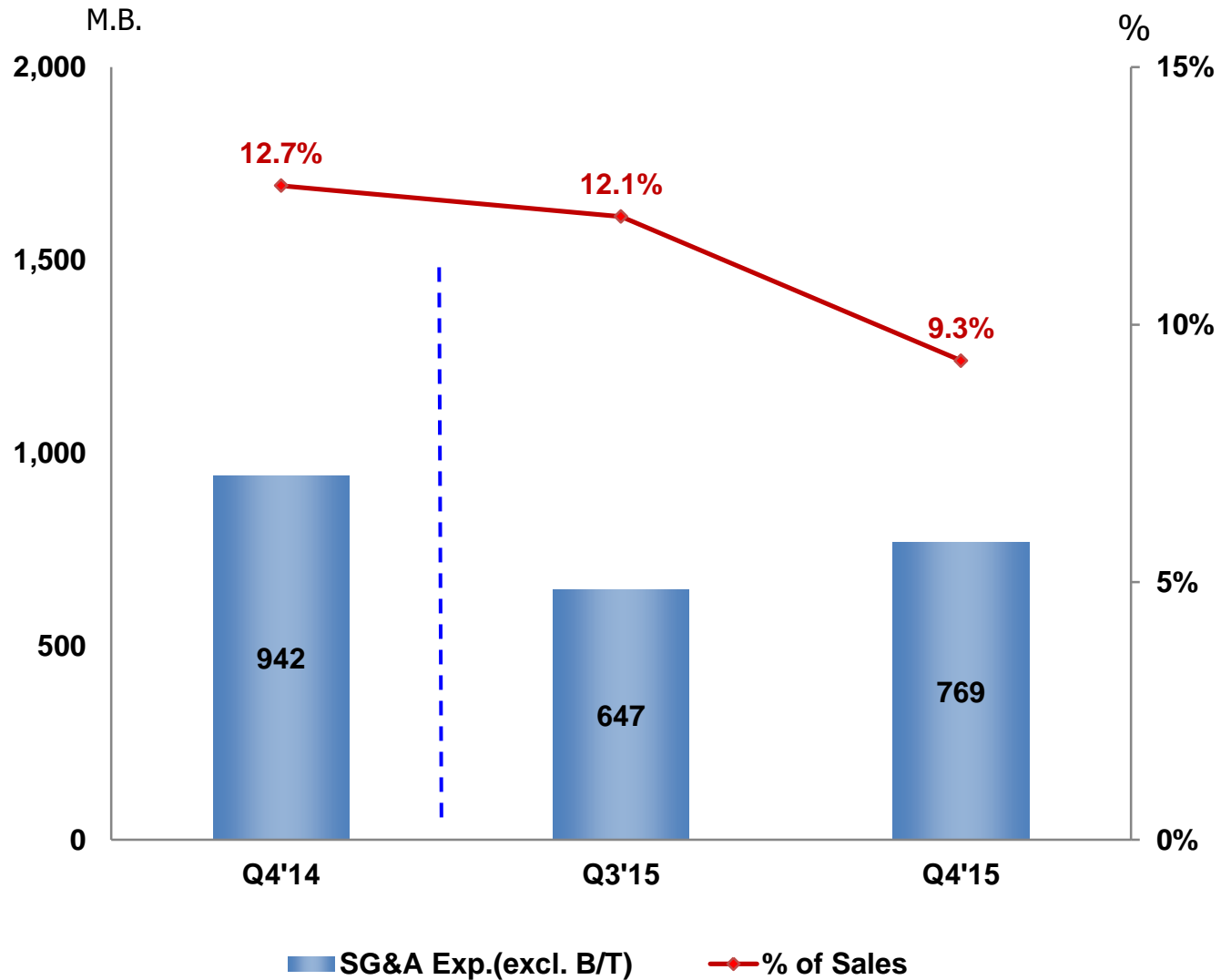
Unit	
SH+L	635
TH	77
Condo	675
<b>Total</b>	<b>1,387</b>



	Q4'15	2015
SH	35.2%	34.9%
TH	31.0%	33.5%
Condo	34.3%	31.5%
<b>%GP</b>	<b>34.7%</b>	<b>33.9%</b>

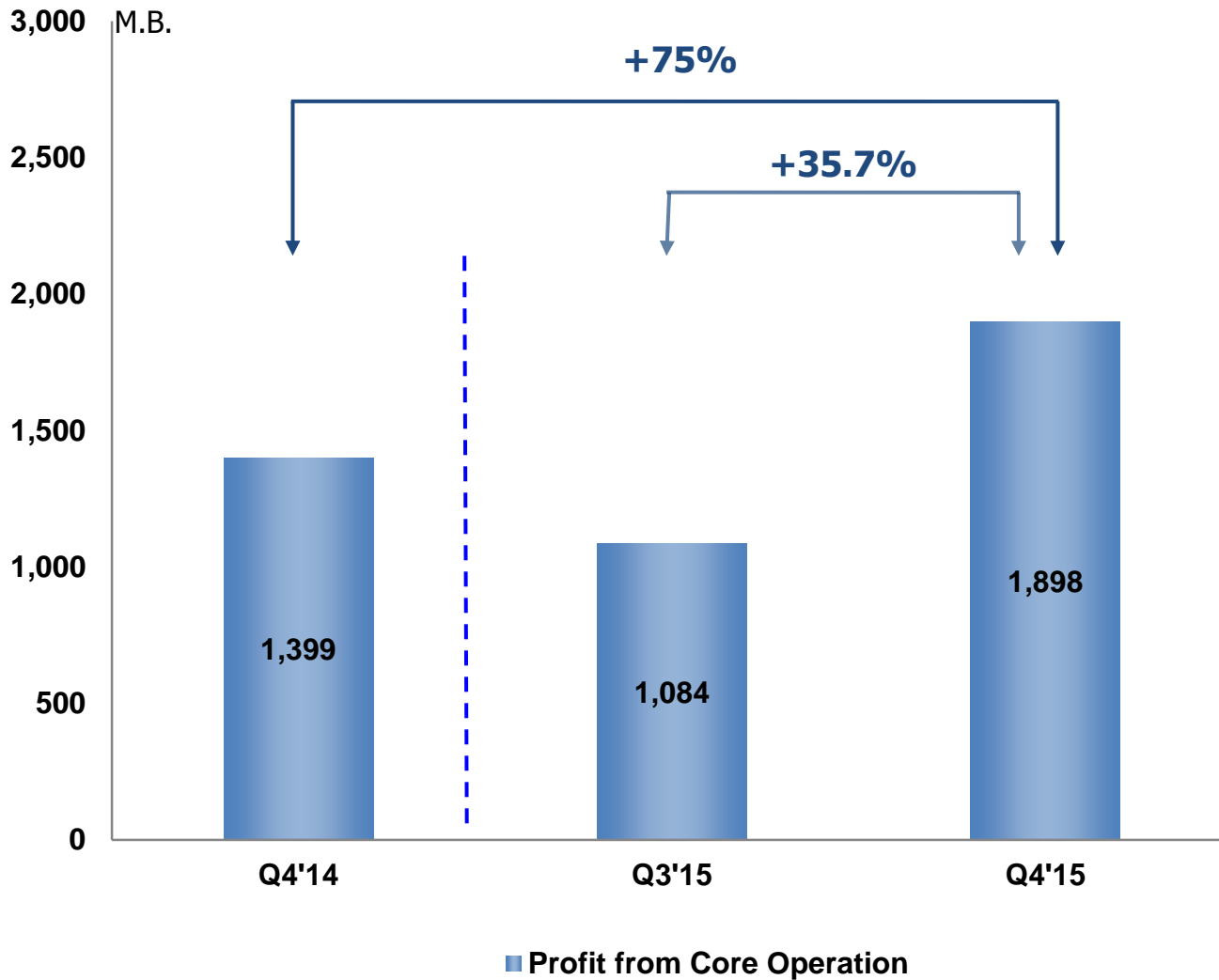


# SG&A Exp.(excl. B/T)



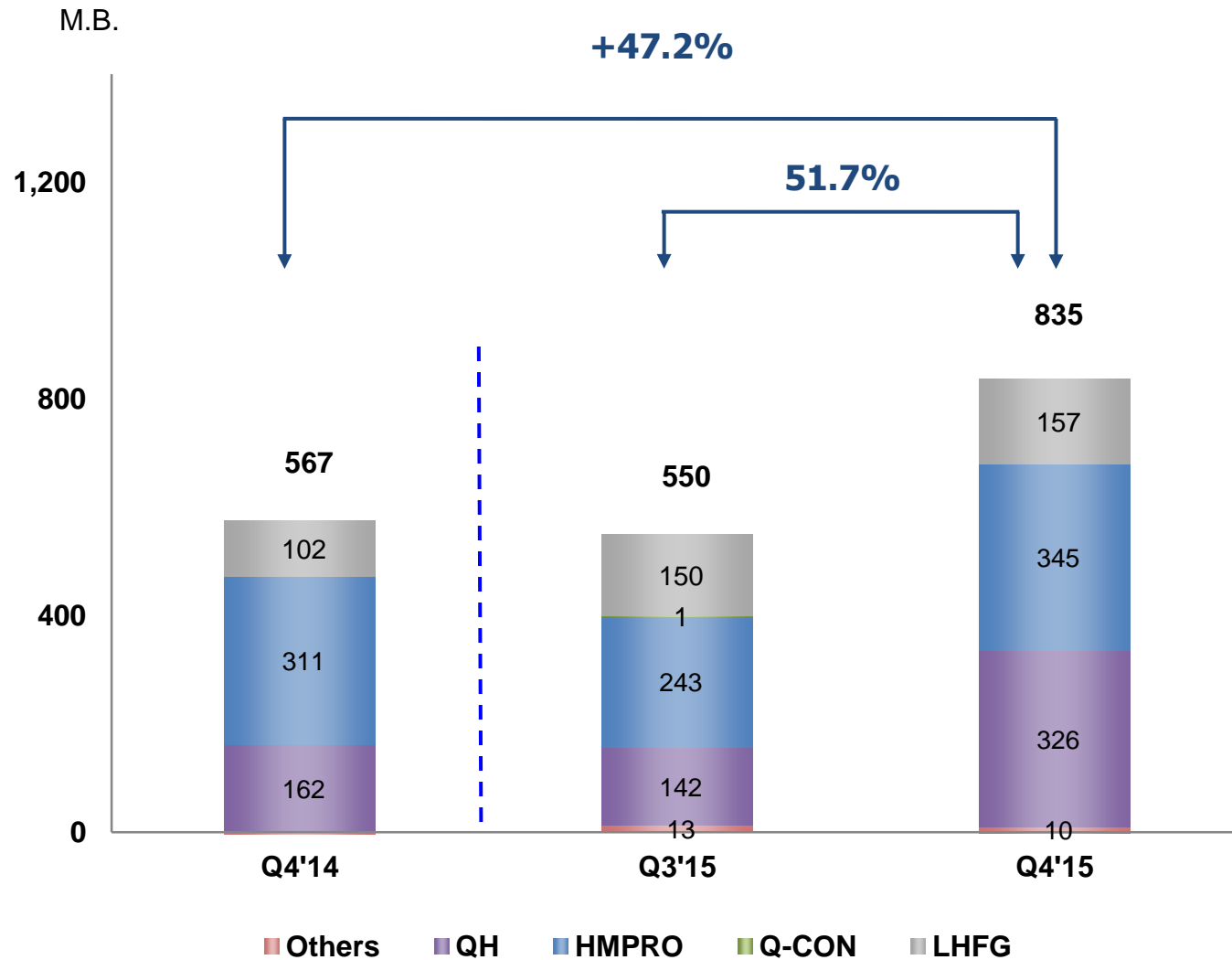


# Profit from Core Operation (before tax)



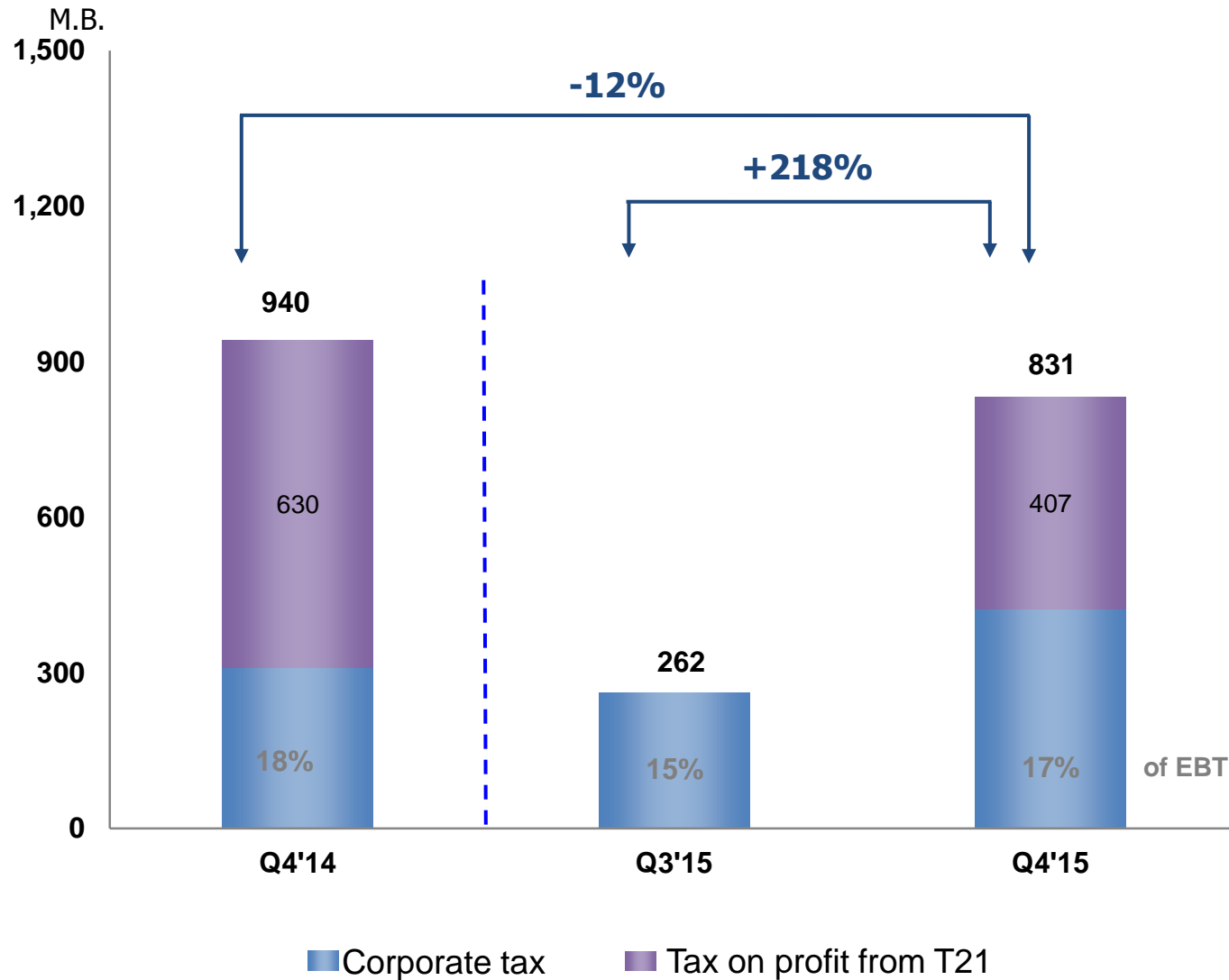


# Share of Profit from Investments





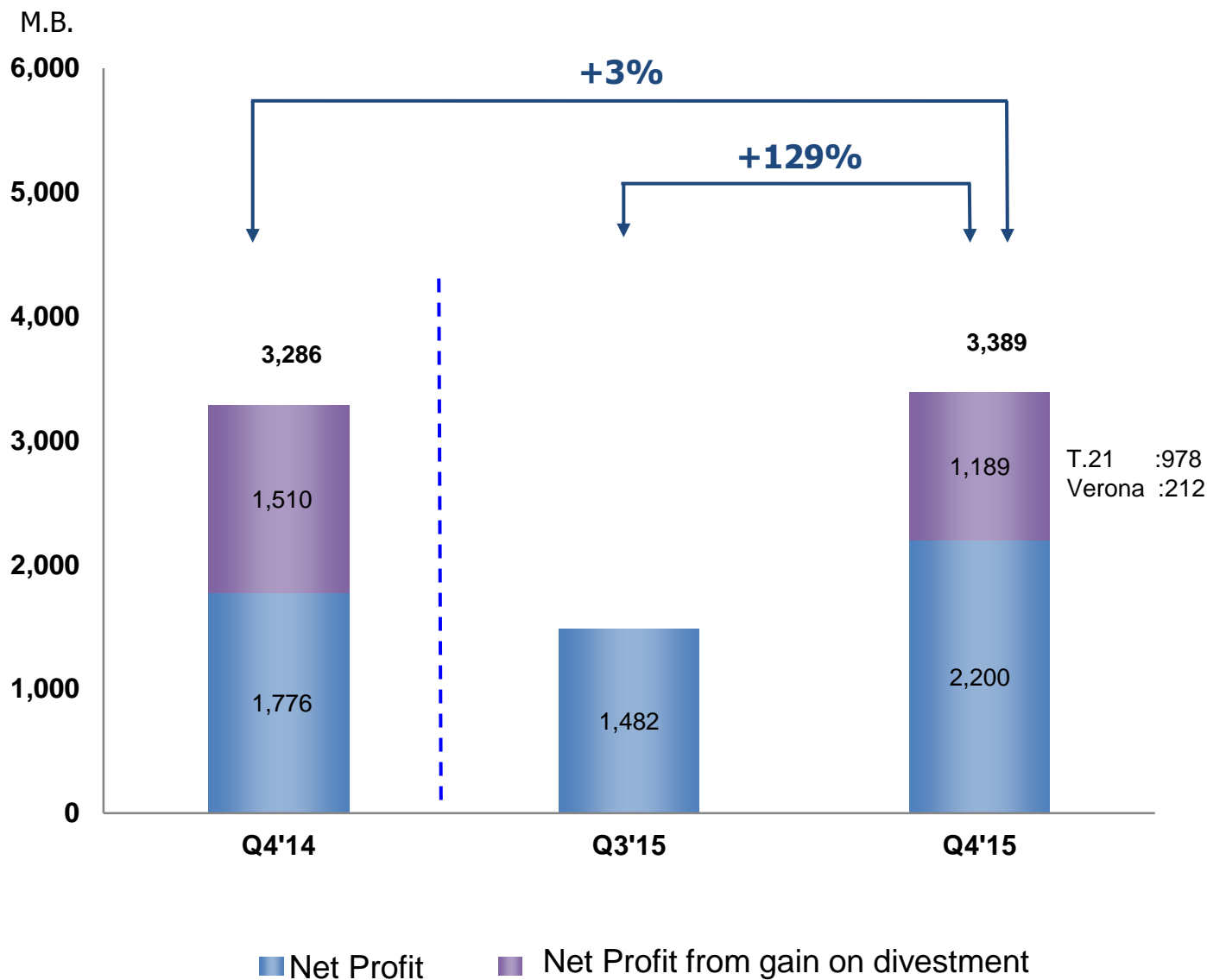
# Corporate Tax







# Net Profit



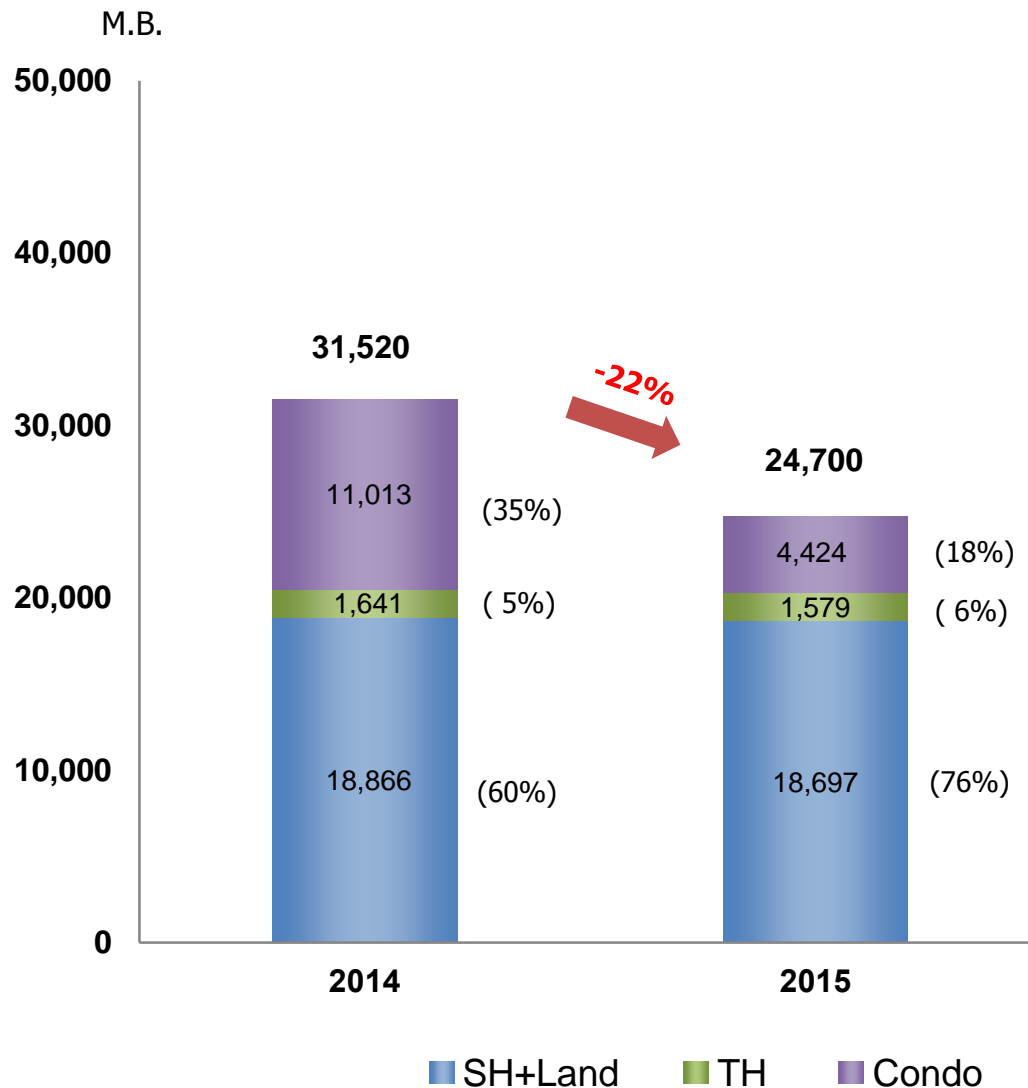


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# 2015 Performance



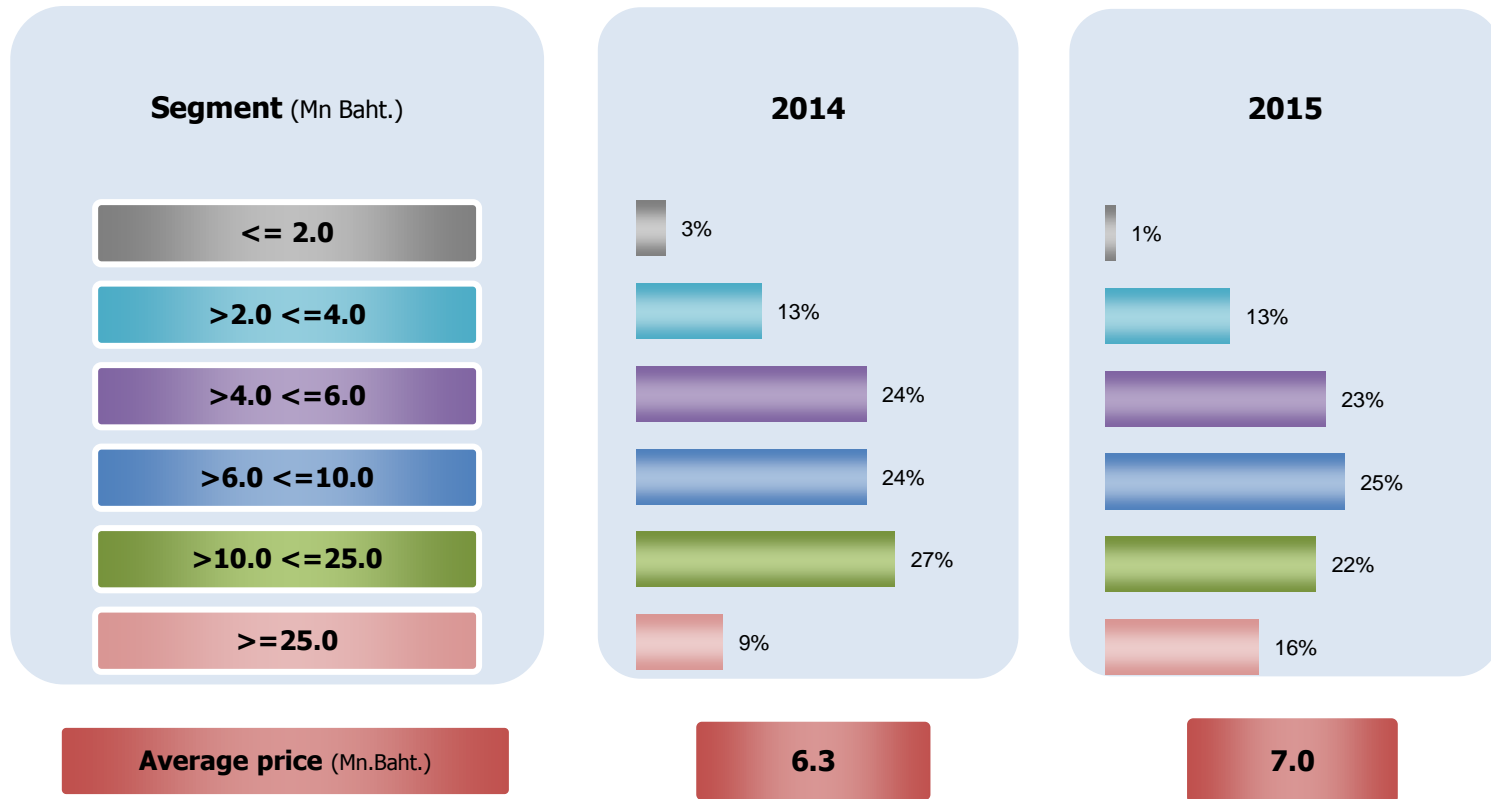
# Sales Growth (Bookings)



Unit	
SH+L	2,521
TH	385
Condo	643
<b>Total</b>	<b>3,549</b>

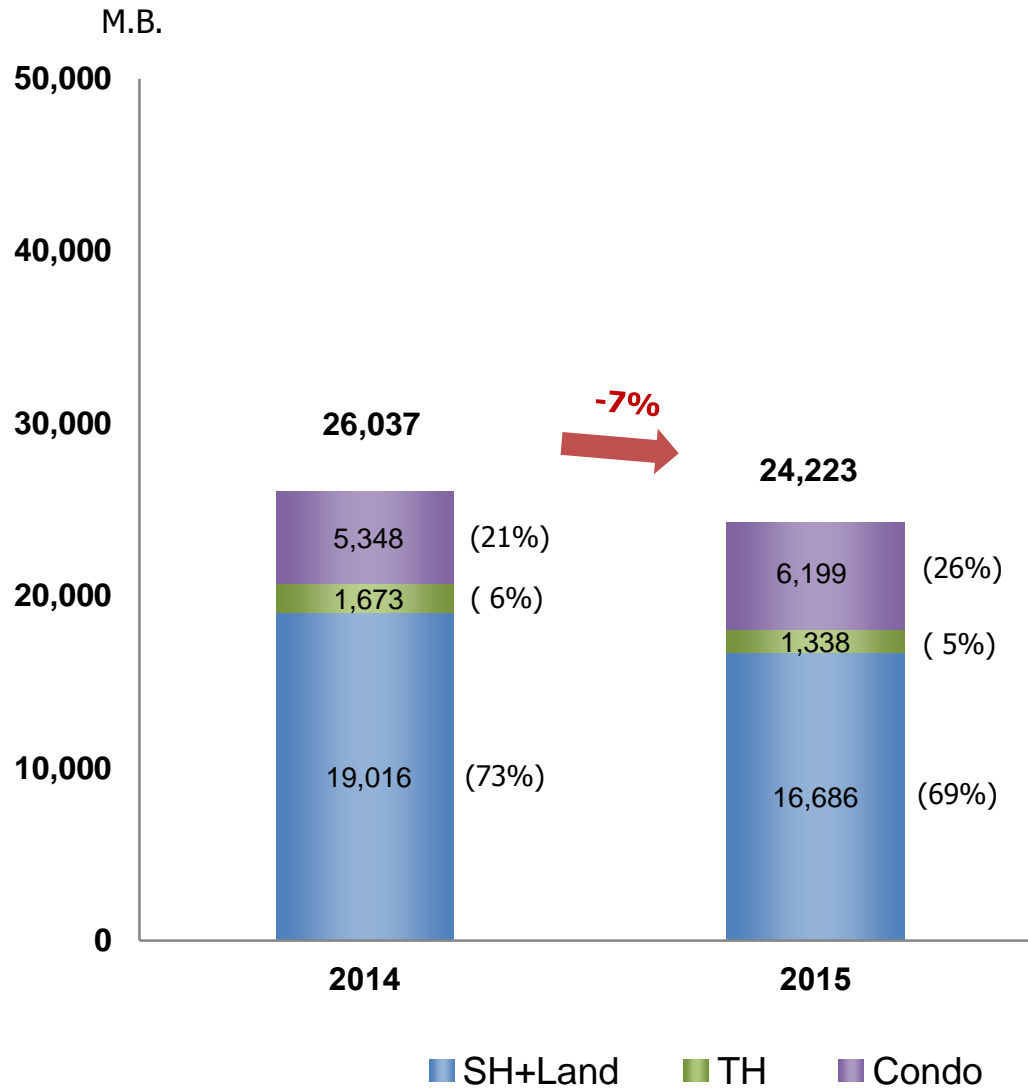


# Booking by Segmentation

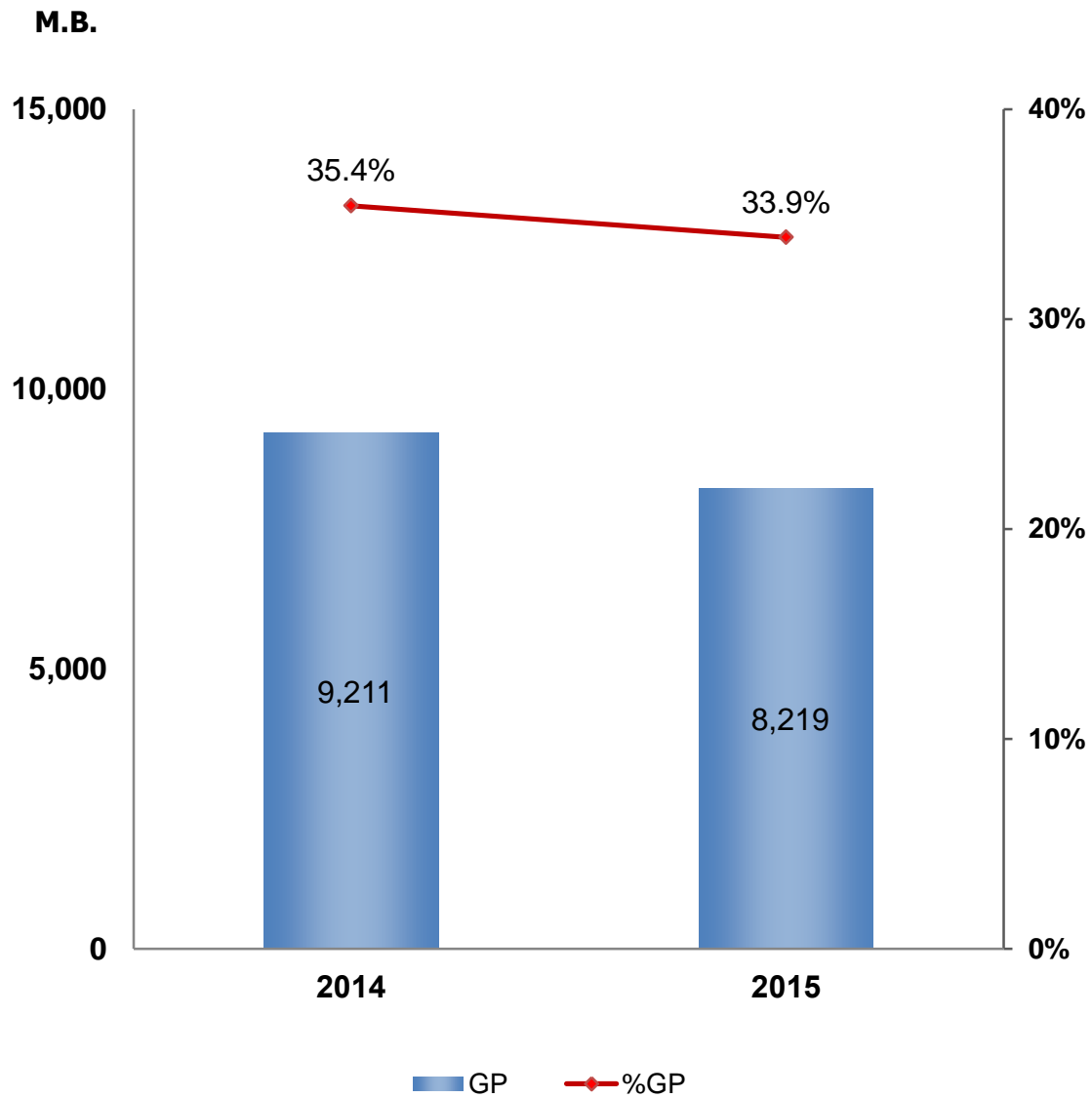




# Revenue Growth (Transfers)



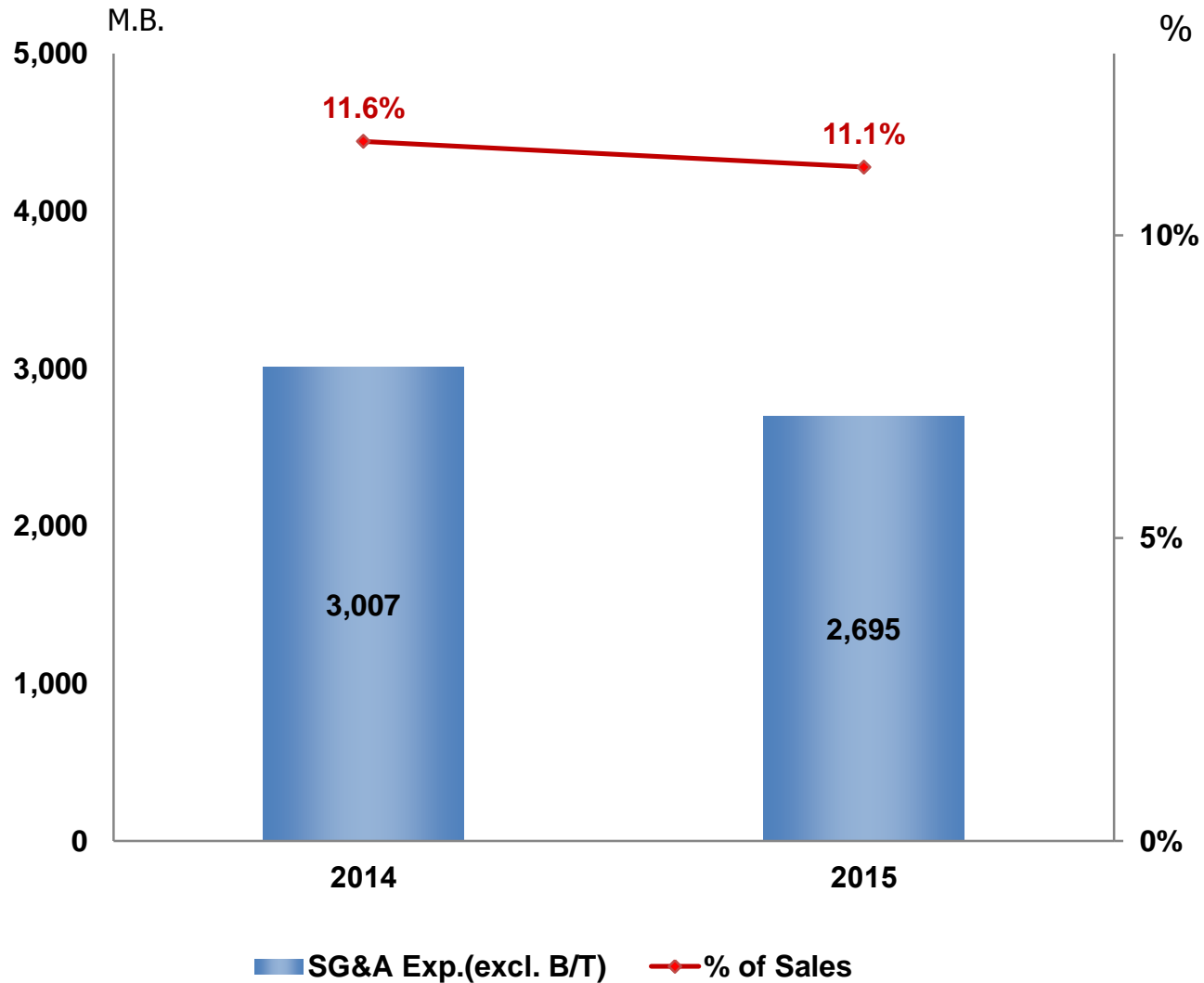
Unit	
SH+L	2,402
TH	305
Condo	1,434
<b>Total</b>	<b>4,141</b>



	2014	2015
SH	37.1	34.9
TH	33.3	33.5
Condo	30.9	31.5
<b>Total</b>	<b>35.4</b>	<b>33.9</b>

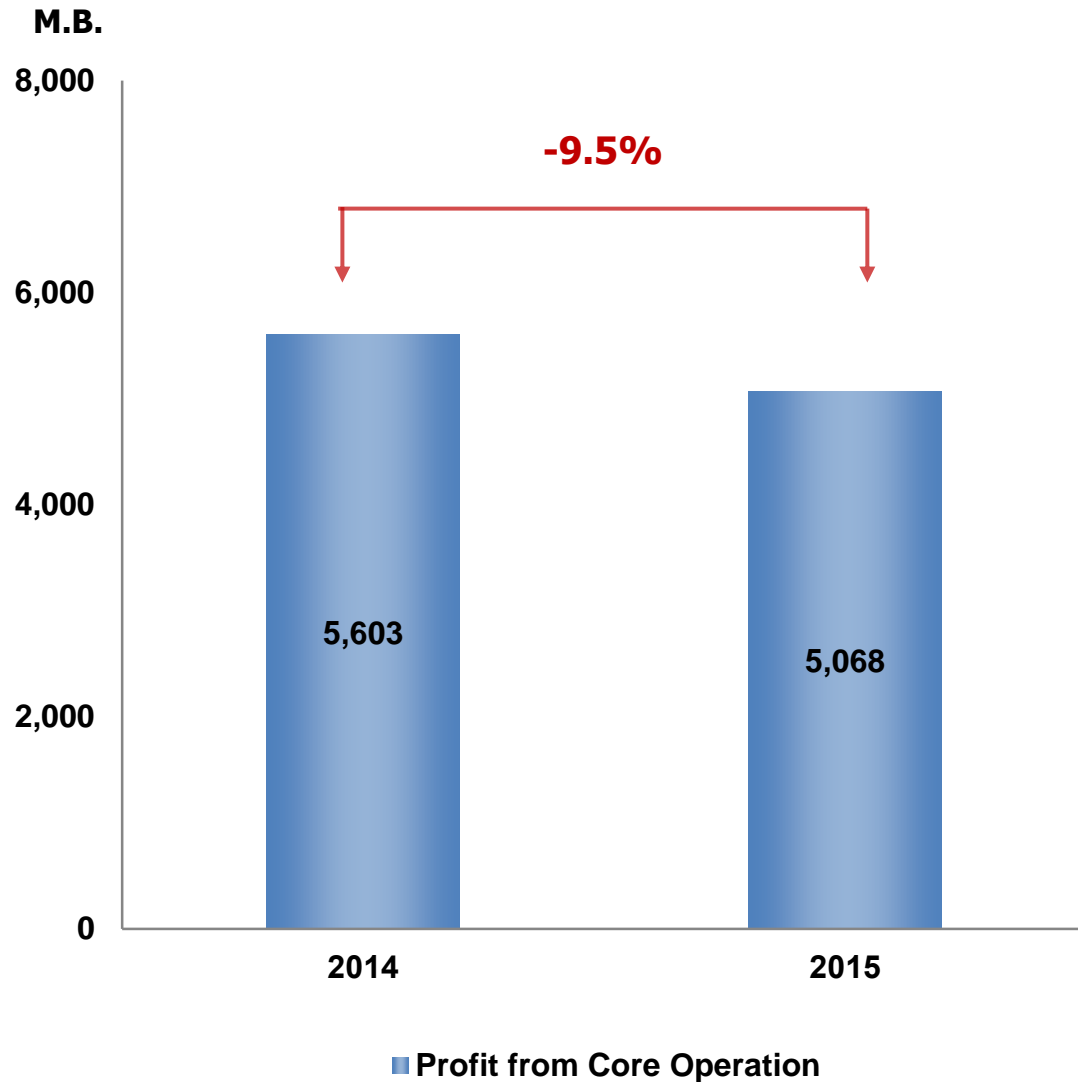


# SG&A Exp.(excl. B/T)





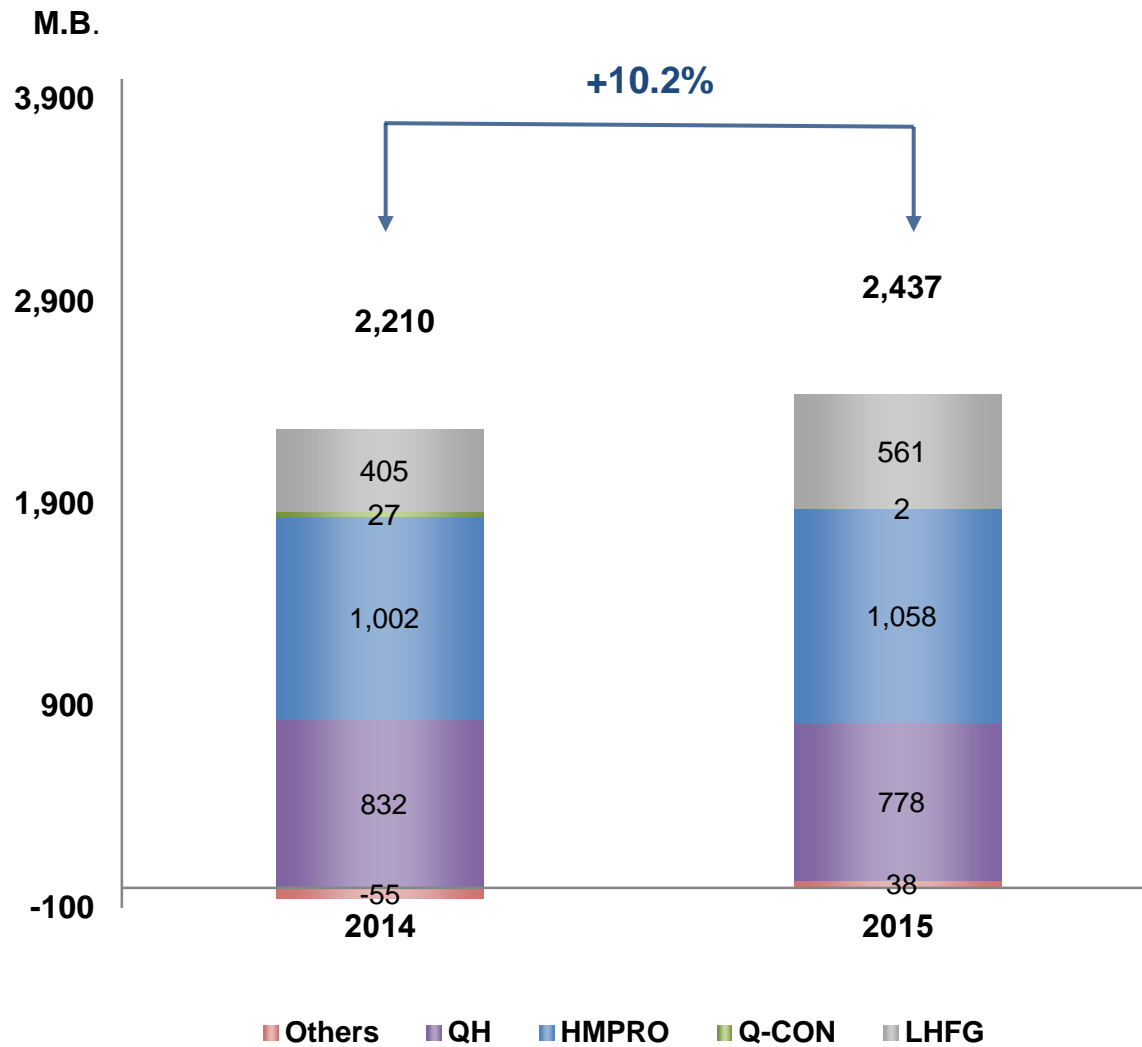
# Profit from Core Operation (before tax)





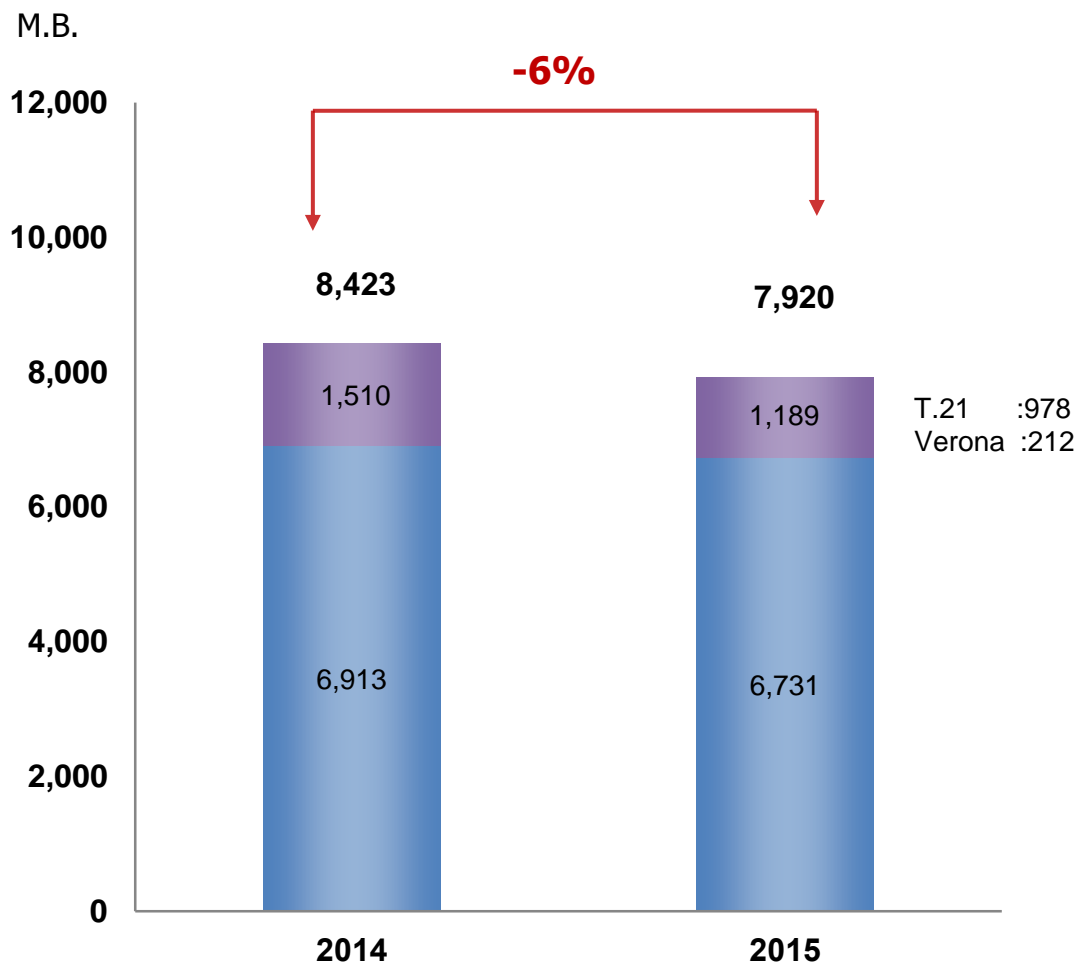


# Share of Profit from Investments





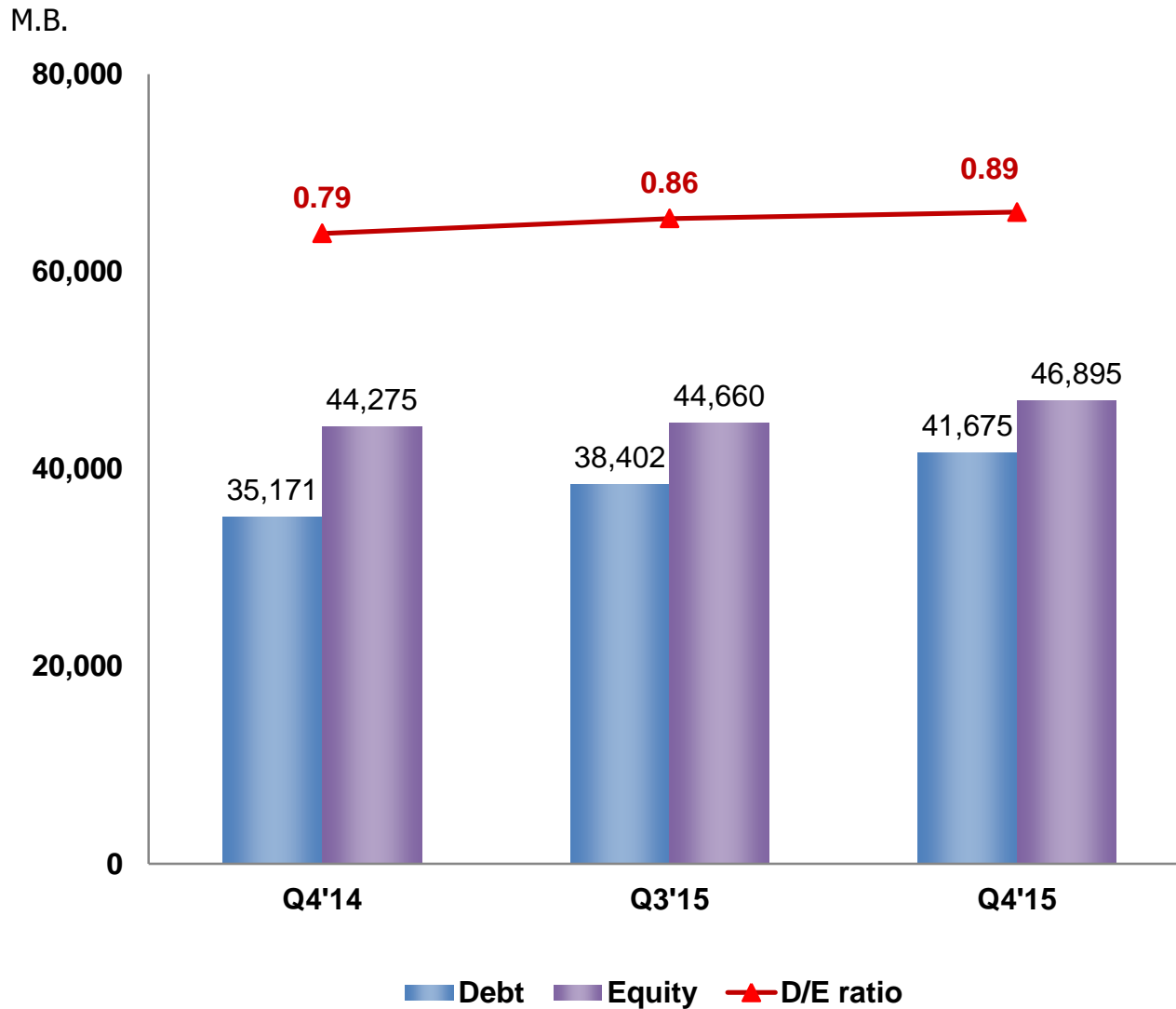
# Net Profit



■ Net Profit    ■ Net Profit from gain on divestment

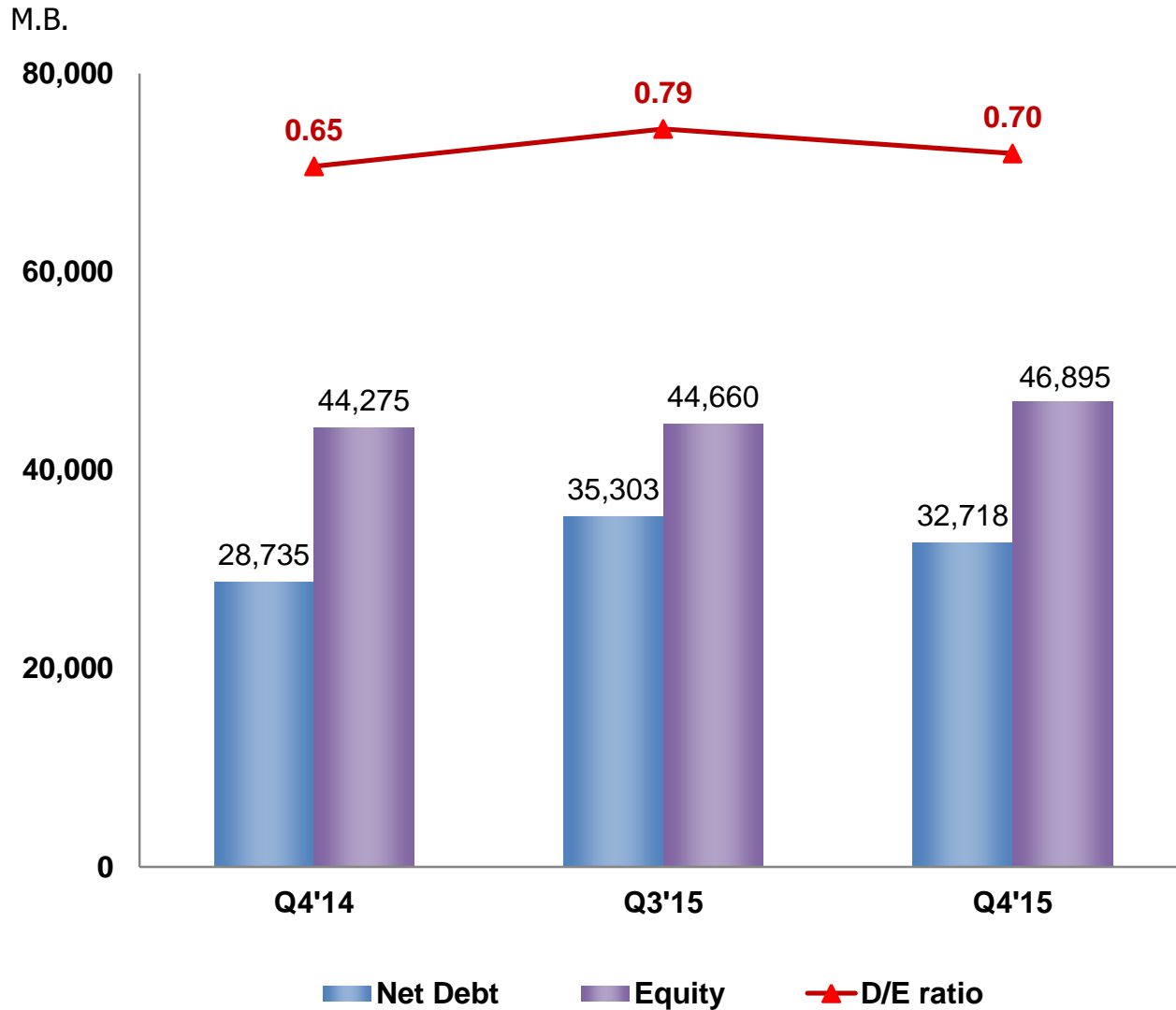


# Debt to Equity





# Net debt to Equity





# New projects launched in 2015

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	220.6	371	32.3	12,000	Oct
5	Ladawan	Rama II	SH	82.2	122	57.4	7,000	Oct
6	Chaiyapruk	Bangna	SH	28.9	118	6.7	800	Nov
7	Mantana	Bangna	SH	80.1	229	10.9	2,500	Nov
8	Indy	Bangna	TH	16.2	160	2.8	450	Nov
9	Indy	Pracha-u-tid3	TH	33.4	377	2.2	830	Nov
<b>Total</b>				<b>621.0</b>	<b>2,037</b>	<b>13.2</b>	<b>26,940</b>	

2015	Q.1	Q.2	Q.3	Q.4	No. of prj.	Prj. Value	%
SH	2	1	-	4	7	25,660	95%
TH	-	-	-	2	2	1,280	5%
CD	-	-	-	-	-	-	-
No. of prj.	2	1	-	6	9		
Prj. Value	2,980	380	-	23,580		26,940	100%
%	11%	1%	-	88%		100%	

	No. of prj.	Prj. Value	%
Bangkok	12	24,880	92%
Provincial	2	2,060	8%
	14	26,940	



# New projects plan to launch in 2016

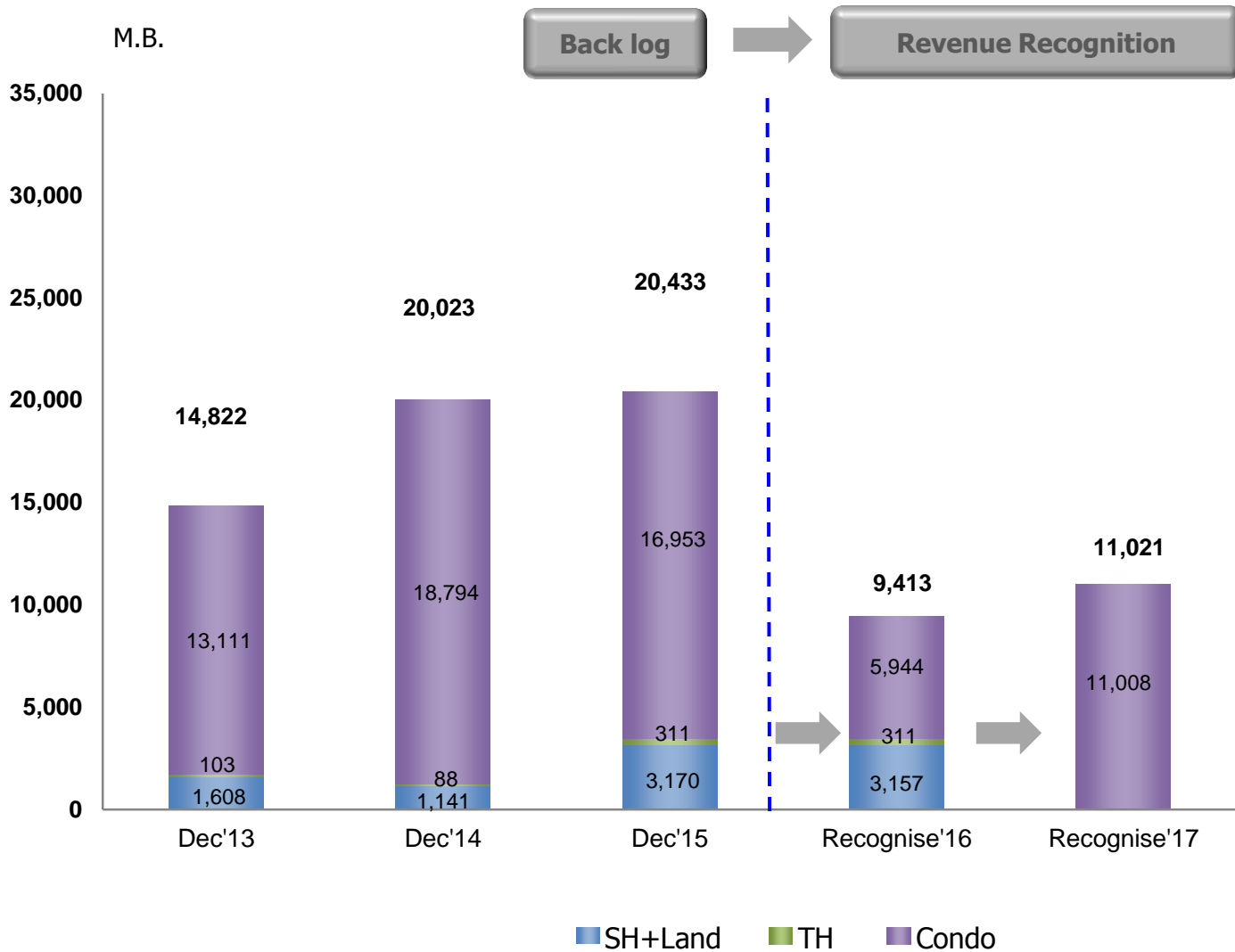
No.	PROJECT NAME	LOCATION	TYPE	SIZE (Rai)	UNIT	UNIT PRICE	PRJ. VALUE	LAUNCH DATE
1	Villaggio	Ayuthaya	SH,TH	53.4	371	3.4	1,250	Jan
2	The Bangkok	Thonglor	CD	1.5	148	27.0	4,000	Q2
3	The Bangkok	Sukhumvit 38	CD	1.0	67	22.4	1,500	Q2
4	The Key	Wutthakat 2	CD	7.0	586	2.9	1,700	Q2
5	Nantawan	Udonthani	SH	38.4	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
<b>Total</b>				<b>634</b>	<b>3,683</b>	<b>6.4</b>	<b>23,500</b>	

	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	



# Backlog and Revenue Recognition





# Condominium schedule (as of Dec'15)

No	Project	(Plan)	(Actual)	(12 projects)				(9 projects)				(7 projects)				(3 projects)				
		Prj. Value	% Sales	% Transfer	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%	101%																
2	The Key- Udomsuk	300	111%	111%																
3	The Key - Wutthakat	1,200	107%	95%																
4	The Key - Charoen Rat	3,000	39%																	
5	The Key - Wutthakat 2	1,700							Develop & EIA											
6	The Room - BTS wongwienyai	1,580	105%	105%																
7	The Room - Sathorn	1,650	88%	72%																
8	The Room - Rama IV	2,200	106%	58%																
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											Develop & EIA							
15	The Bangkok - Suk.55	4,000											Develop & EIA							
16	North 1 - Chiang Mai	160	86%	87%																
17	North 2 - Chiang Mai	160	81%	81%																
18	North 3 - Chiang Mai	160	83%	79%																
19	North 4 - Chiang Mai	185	90%	88%																
20	North 5 - Chiang Mai	160	83%	68%																
21	North 6 - Chiang Mai	170																		
22	North 7 - Chiang Mai	150																		
23	Wan-Way-La - Kao Tao	2,700	91%	91%																

Develop & EIA
  Construction period
  Transfer