



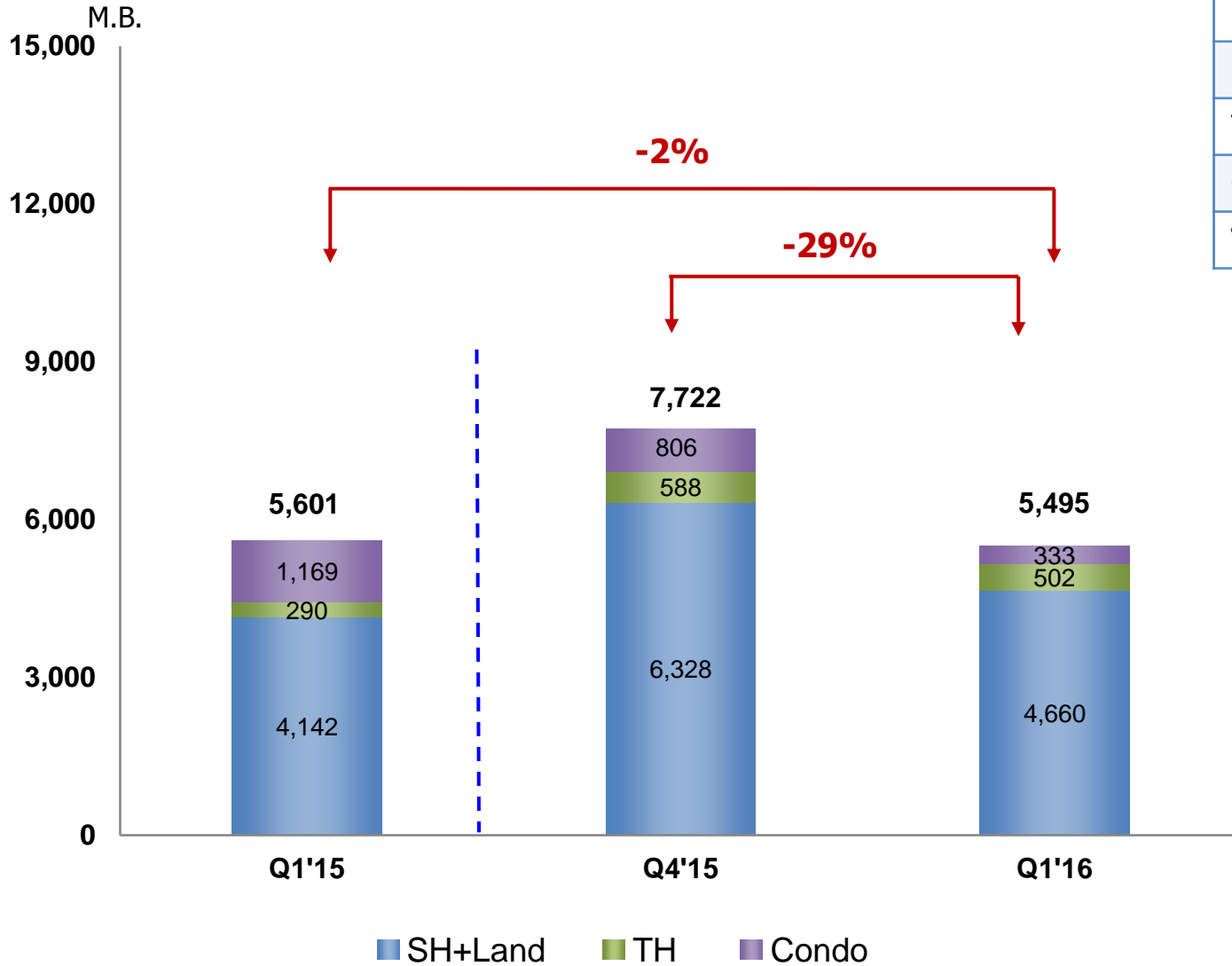
LAND & HOUSES

Analyst Meeting – Q1'16

13 MAY 16



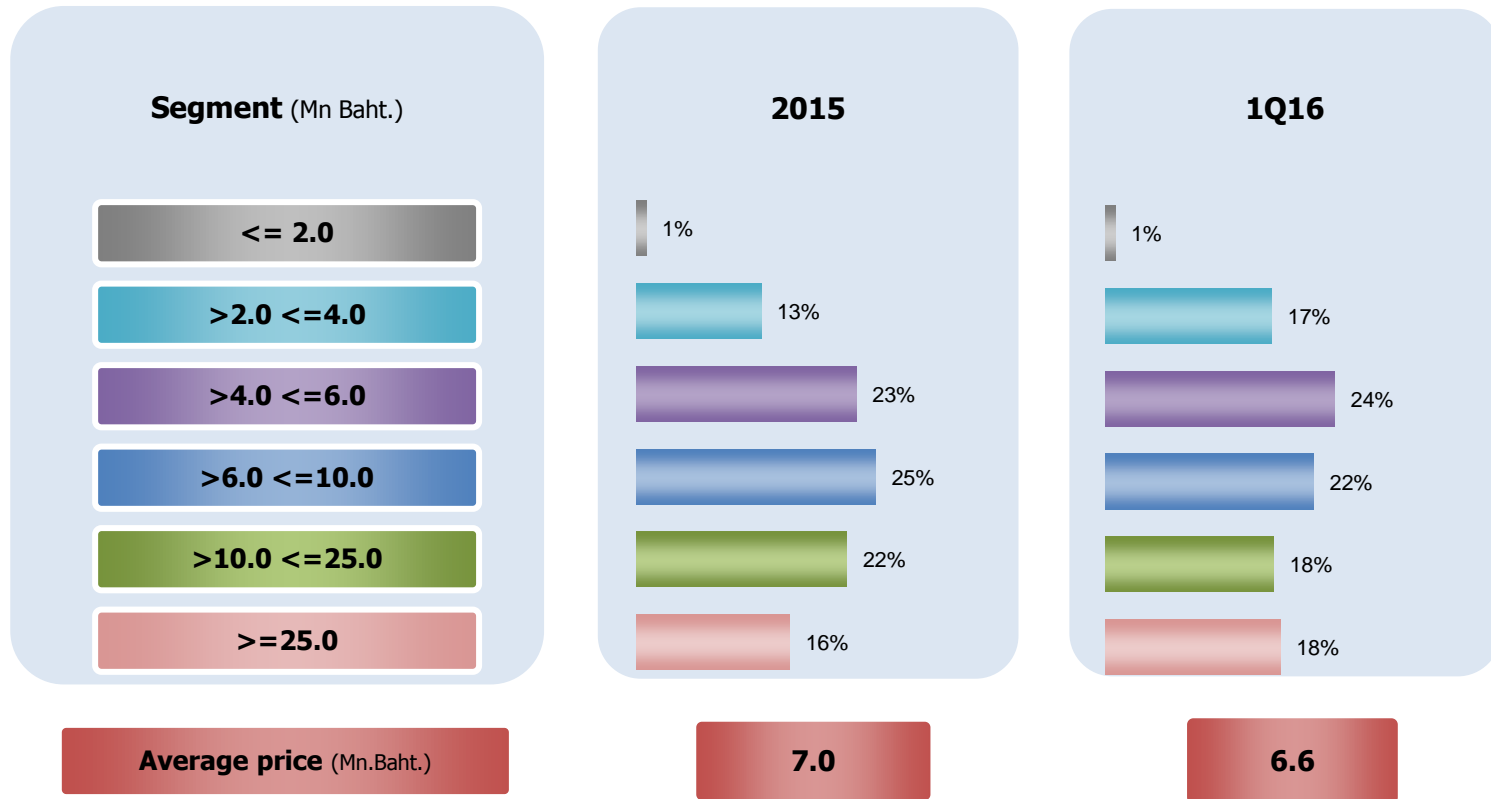
Sales Growth (Booking)



Unit	
SH+L	616
TH	164
Condo	58
Total	838

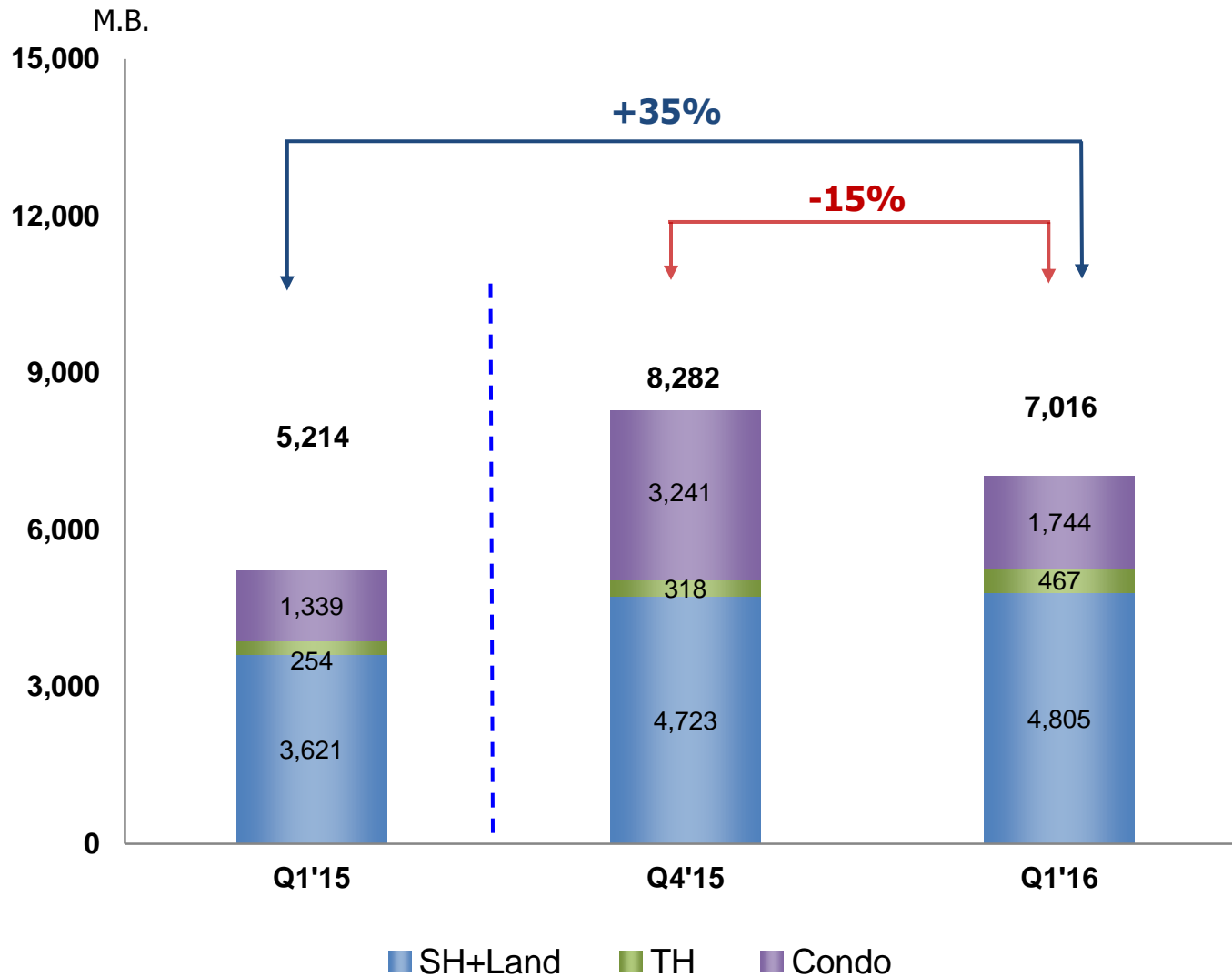


Booking by Segmentation





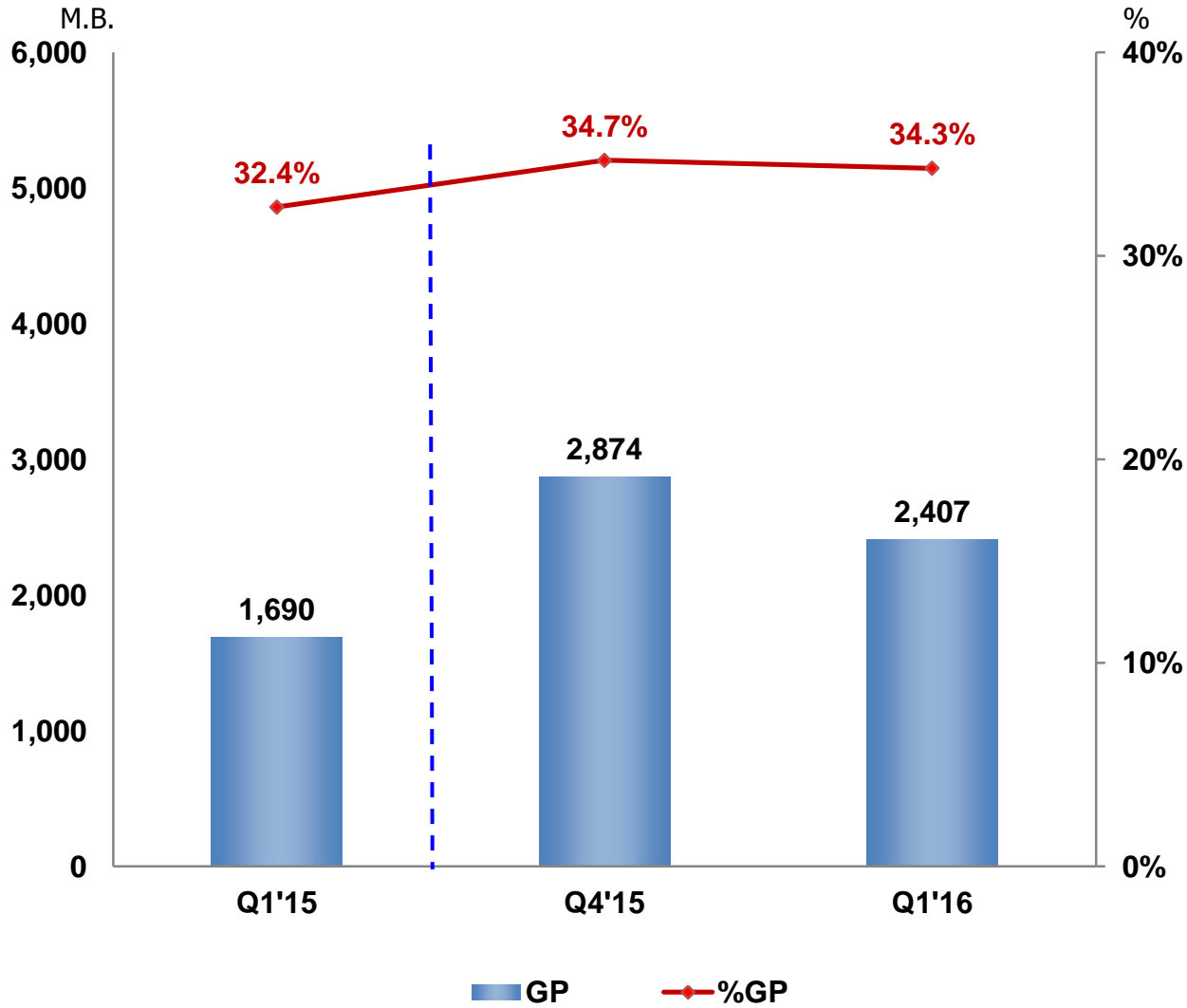
Recognized Sales Growth (Transfer)



Unit	
SH+L	614
TH	143
Condo	263
Total	1,020



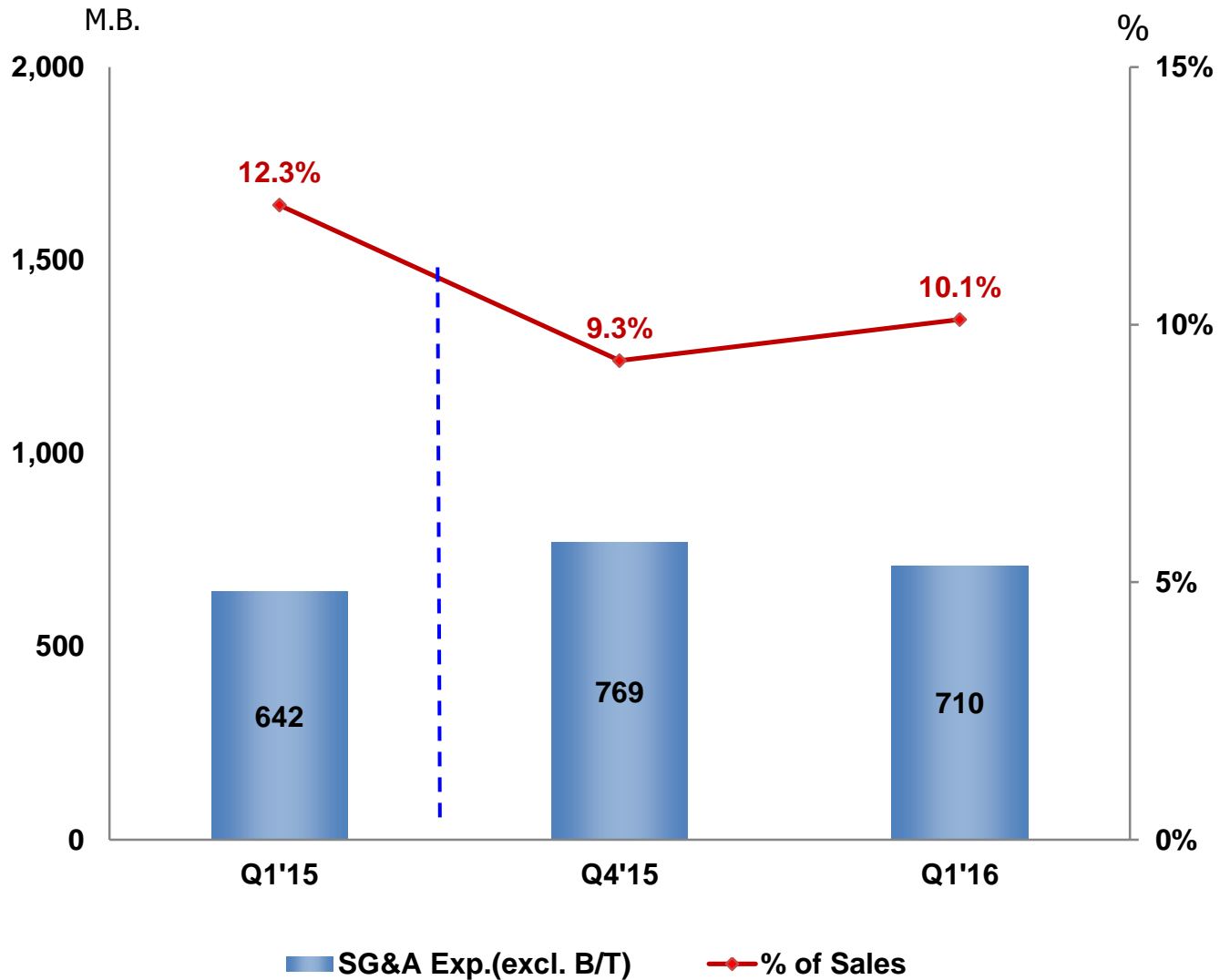
G.P.



	% GP
SH	35.9%
TH	33.8%
Condo	30.0%

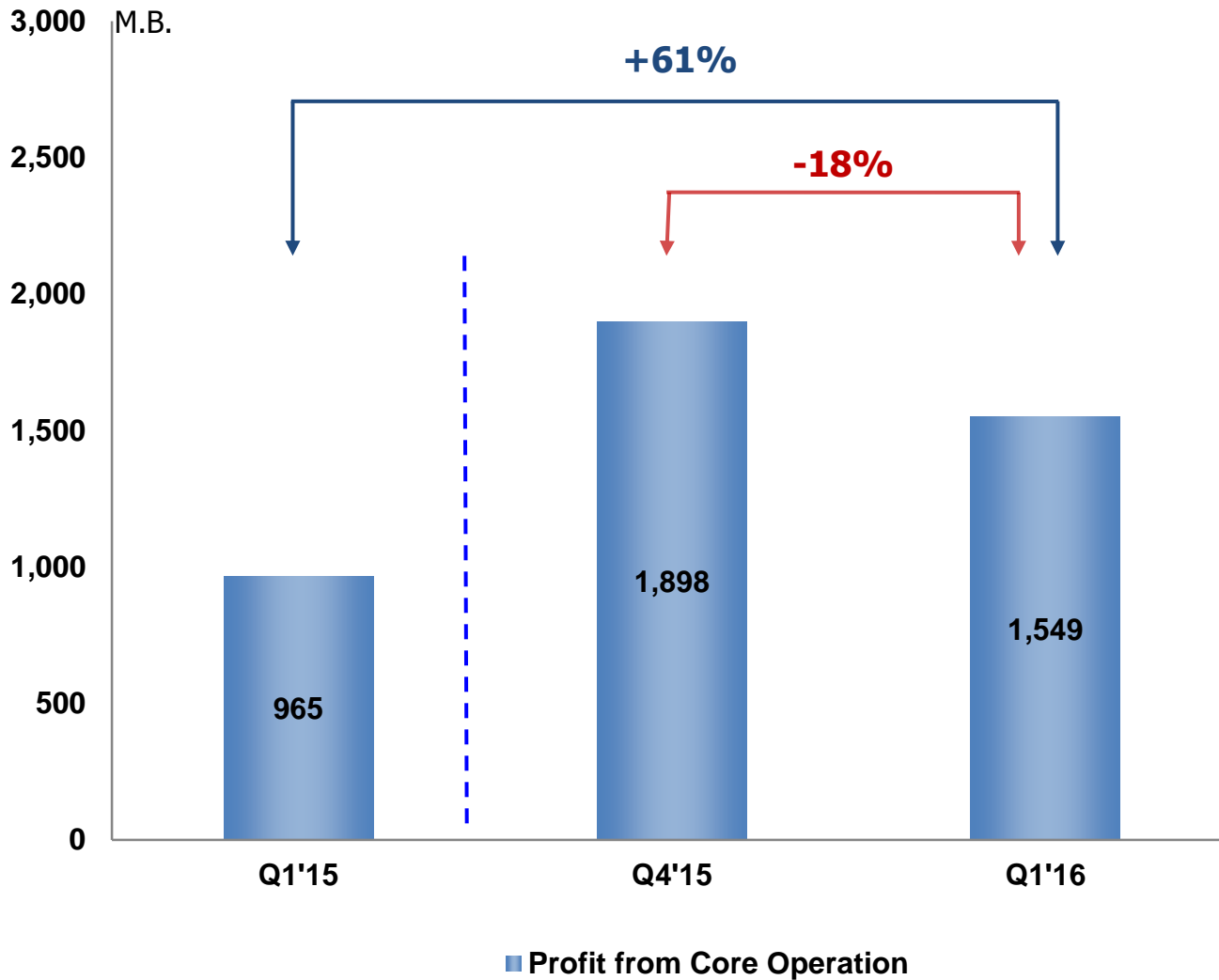


SG&A Exp.(excl. B/T)



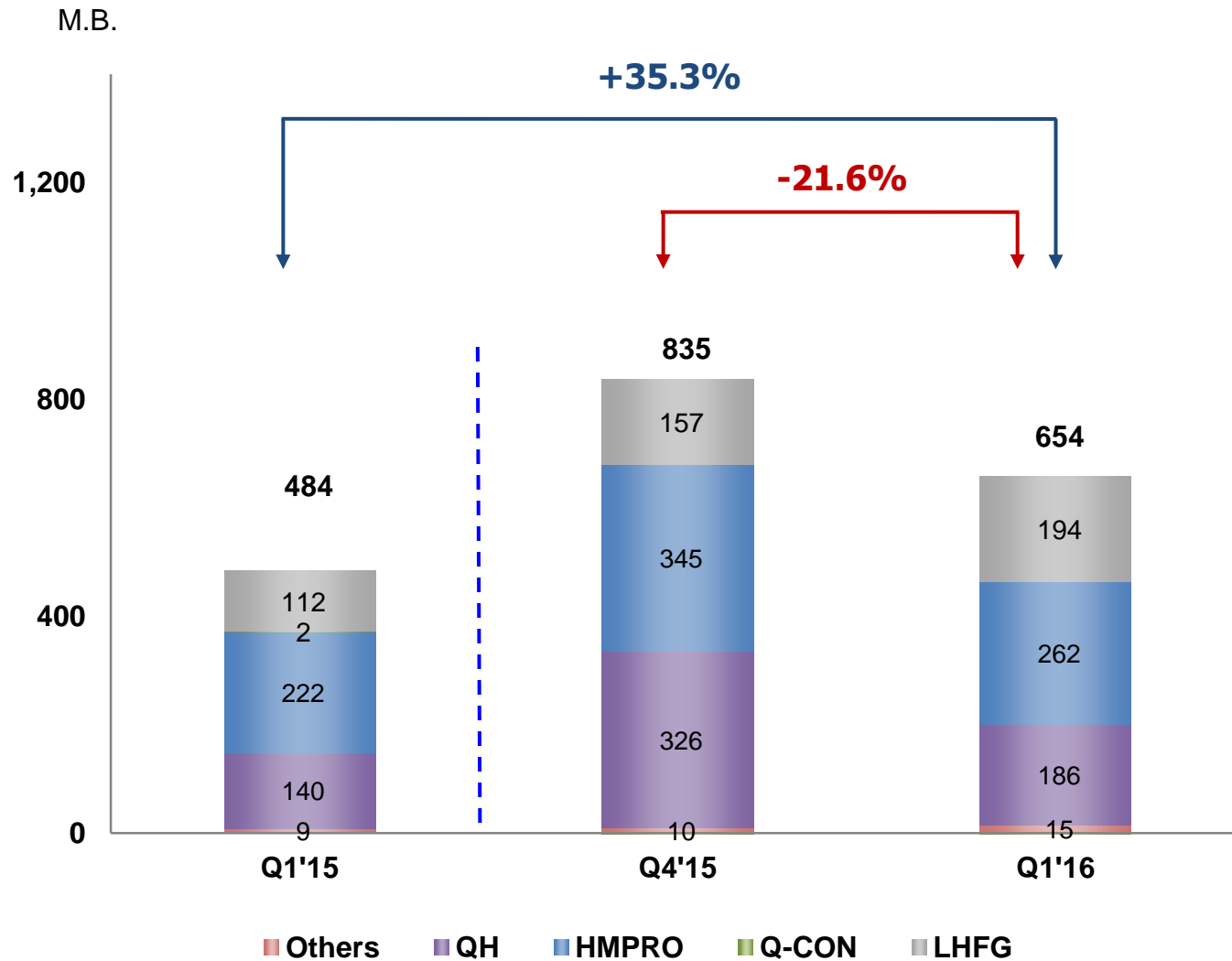


Profit from Core Operation (before tax)



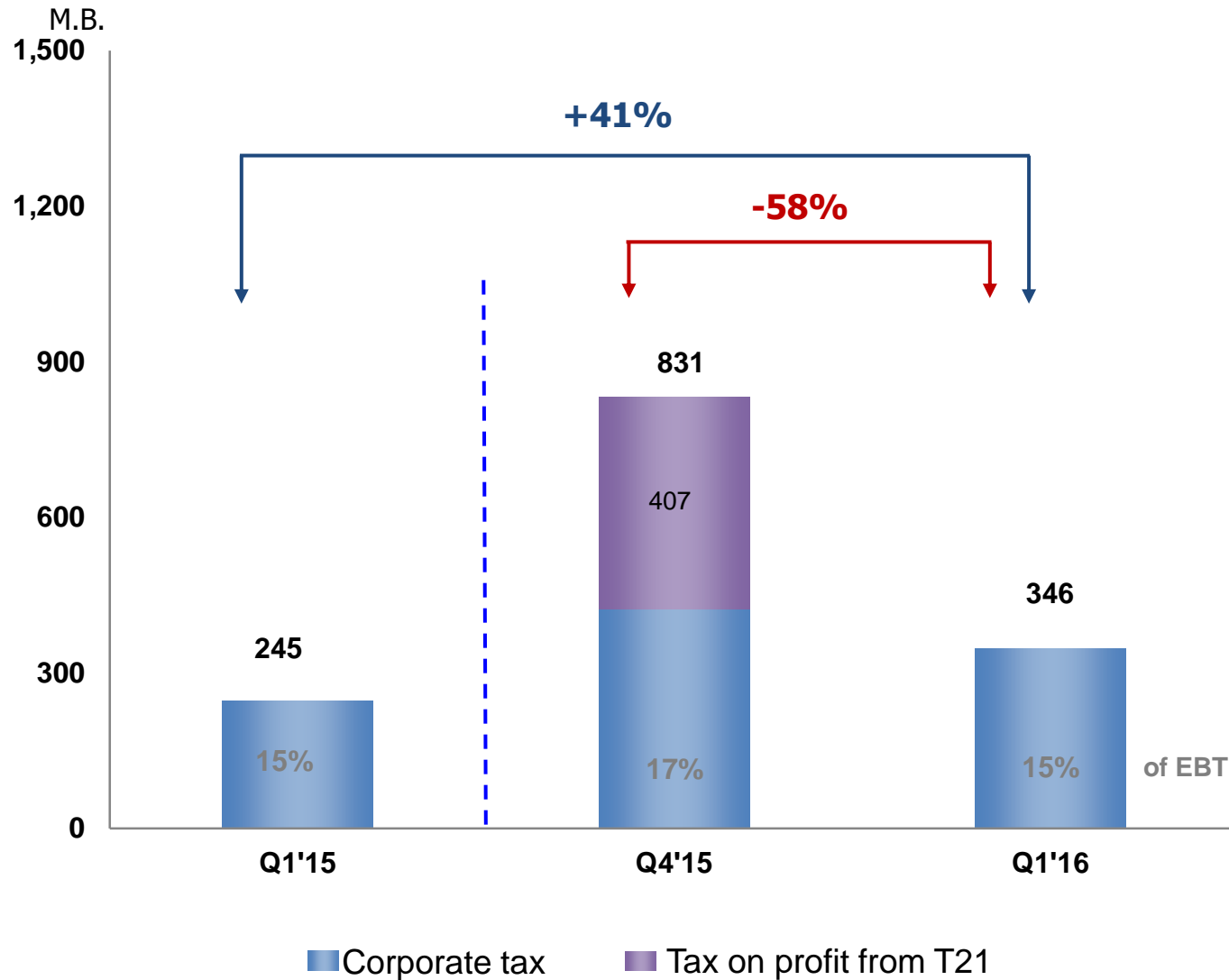


Share of Profit from Associated co.



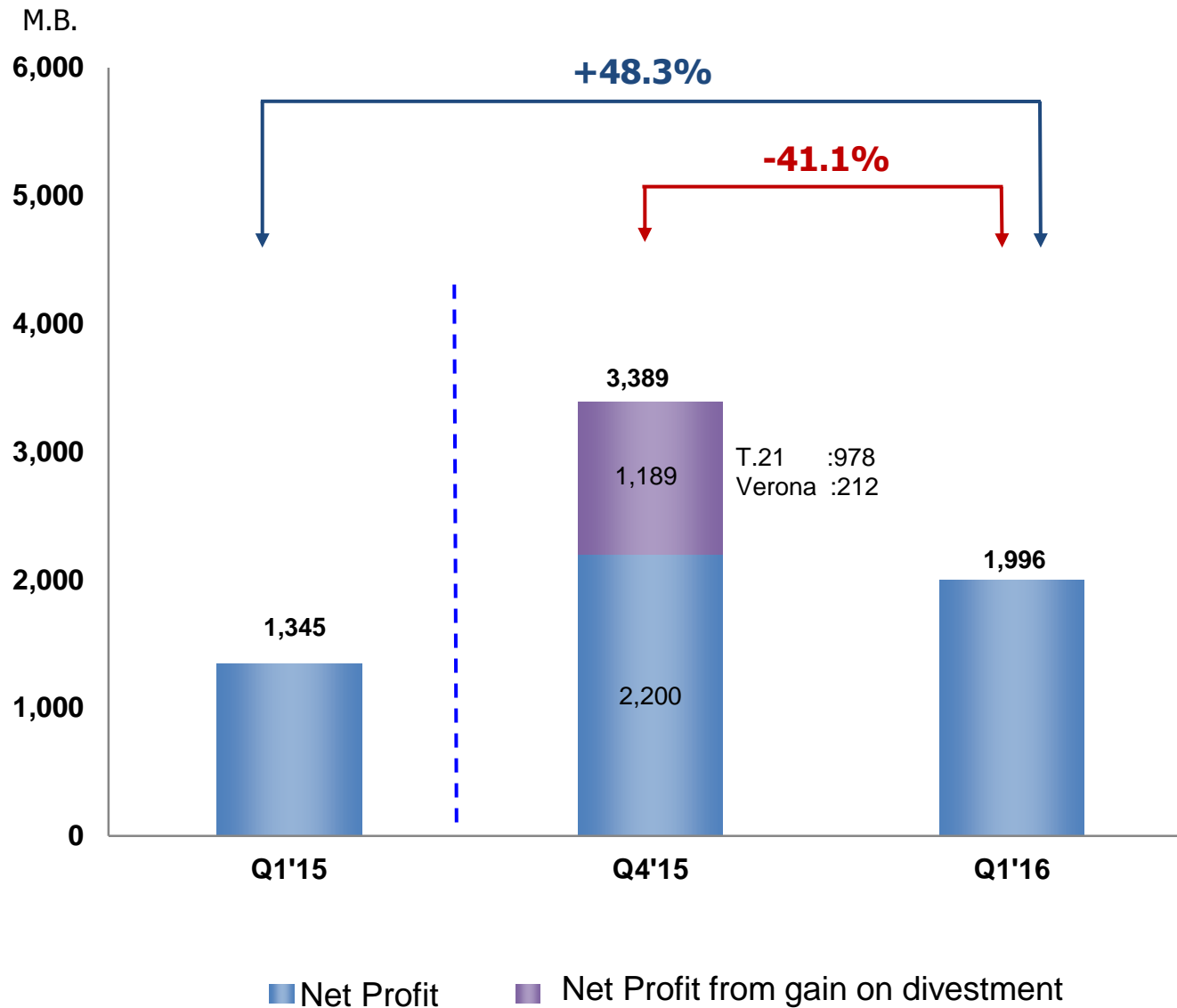


Corporate Tax



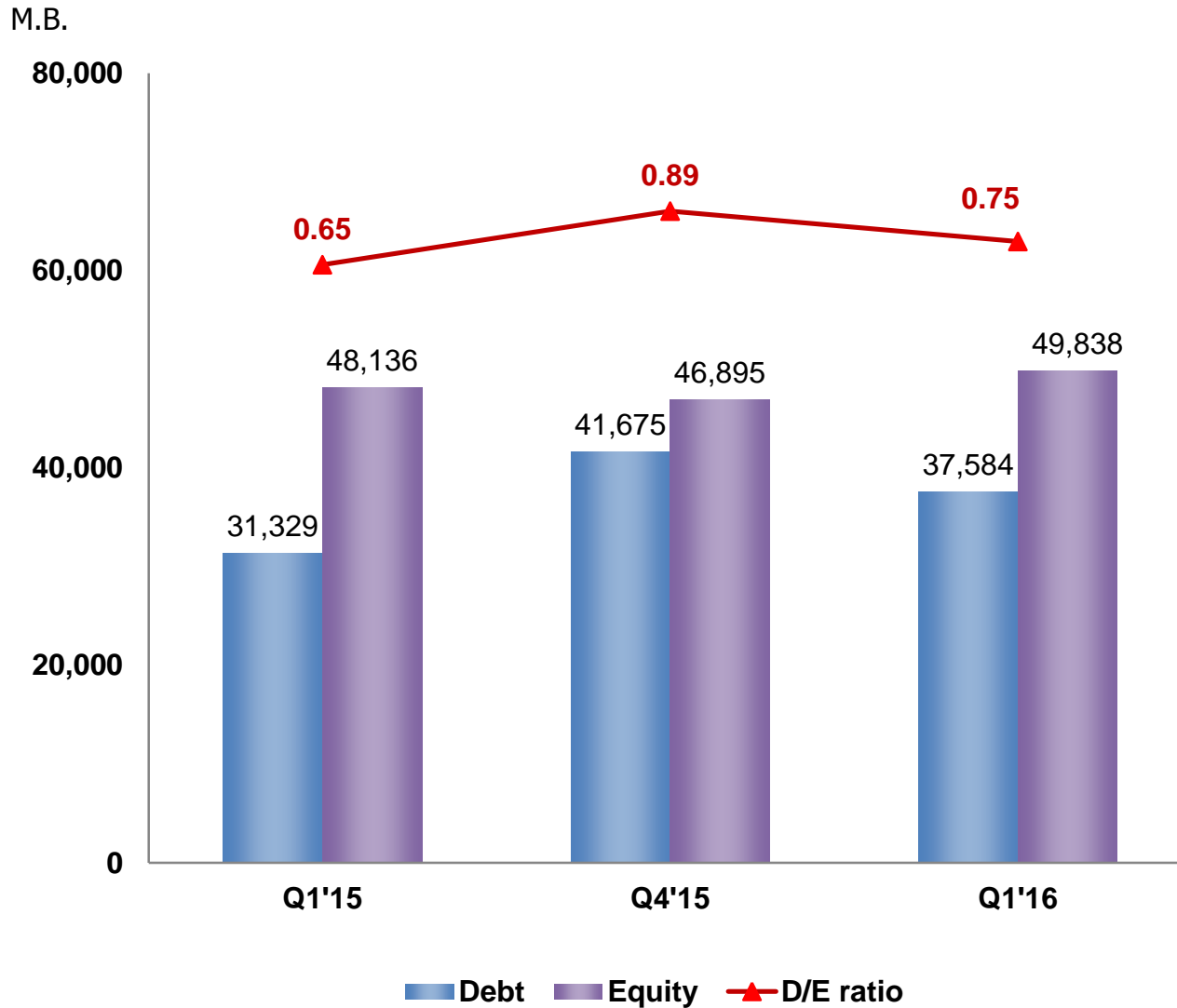


Net Profit



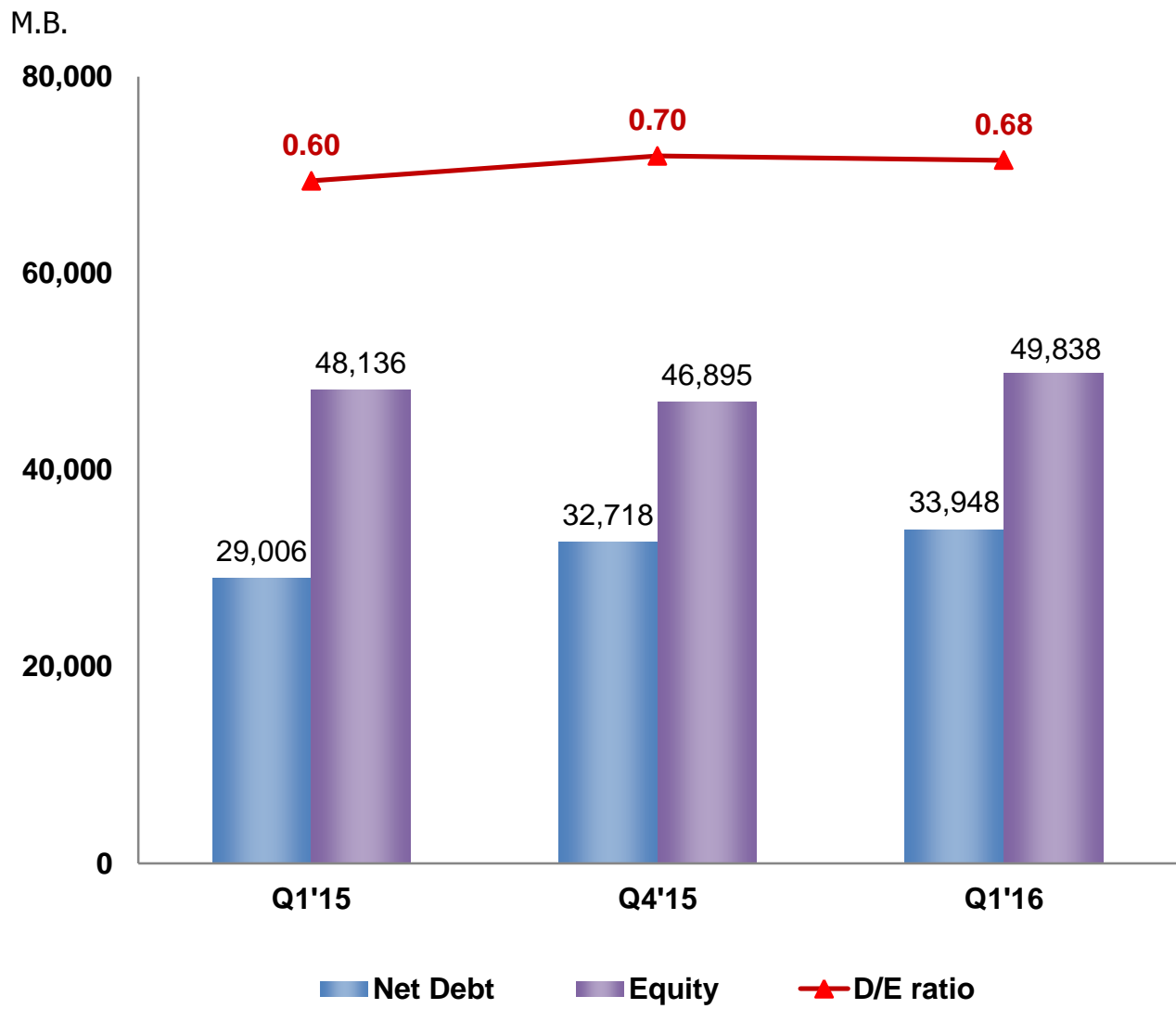


Debt to Equity





Net debt to Equity





Existing Project as of Mar. 16

TYPE	BRAND	NO. OF PROJECT	SIZE (Rai)	UNIT	% AVAILABLE FOR SALES	UNIT PRICE	REMAINING PRJ. VALUE
SH	1. Inizio	6	369.8	1,719	38%	3.8	2,439
	2. Villaggio	2	104.9	468	38%	4.7	839
	3. Pruklada	8	839.9	3,819	33%	4.3	5,367
	4. Chaiyapruk	5	338.4	1,421	54%	5.0	3,831
	5. Chollada	1	109.0	327	6%	12.0	228
	6. Mantana	8	895.0	3,139	28%	8.0	6,959
	7. Seewalee	9	677.8	2,348	58%	5.4	7,369
	8. Nantawan	4	521.3	941	55%	26.2	13,526
	9. Ladawan	3	339.6	402	64%	53.3	13,707
	10. 88 Land&Houses	3	120.9	345	54%	8.2	1,510
	11. Land&Houses Park	1	196.8	579	1%	2.7	22
TH	12. Indy	3	77.7	837	54%	2.3	1,051
	13. Villaggio	2	166.5	1,228	75%	2.2	2,047
	14. Baan Mai	-	-	-	-	-	-
	15. The Landmark	1	28.4	245	55%	8.2	1,094
Condo	16. Ease	-	-	-	-	-	-
	17. North	5	13.1	345	17%	2.3	135
	18. The Key	2	9.0	1,326	43%	3.4	1,951
	19. 333	1	11.4	950	12%	7.4	840
	20. The Room	4	9.9	1,181	49%	6.9	3,938
	21. Wan Vayla	1	20.2	294	13%	9.5	353
	22. The Bangkok	1	4.9	468	40%	15.8	2,944
	TOTAL	70	4,854.4	22,382	41%	7.7	70,148



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	Chaiyapruk	Chatuchot-Watcharapol	SH	46.0	212	6.6	1,400	Q2
3	Chaiyapruk	Srinakarin	SH	66.0	289	5.3	1,520	Q2
4	The Bangkok	Thonglor	CD	1.5	148	27.0	4,000	Q3*
5	The Bangkok	Sukhumvit 38	CD	1.0	67	22.4	1,500	Q3*
6	The Key	Wutthakat 2	CD	7.0	586	2.9	1,700	Q3*
7	Villaggio	Pinklao-Salaya	SH, Semi-SH	161.0	922	3.9	3,600	Q3
8	Villaggio	Rangsit Klong 3	SH,TH	43.4	335	3.0	1,000	Q3
9	North 6	Chiang Mai	CD	5.9	69	2.5	170	Q3
10	Nantawan	Udonthani	SH	38.4	84	11.9	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	

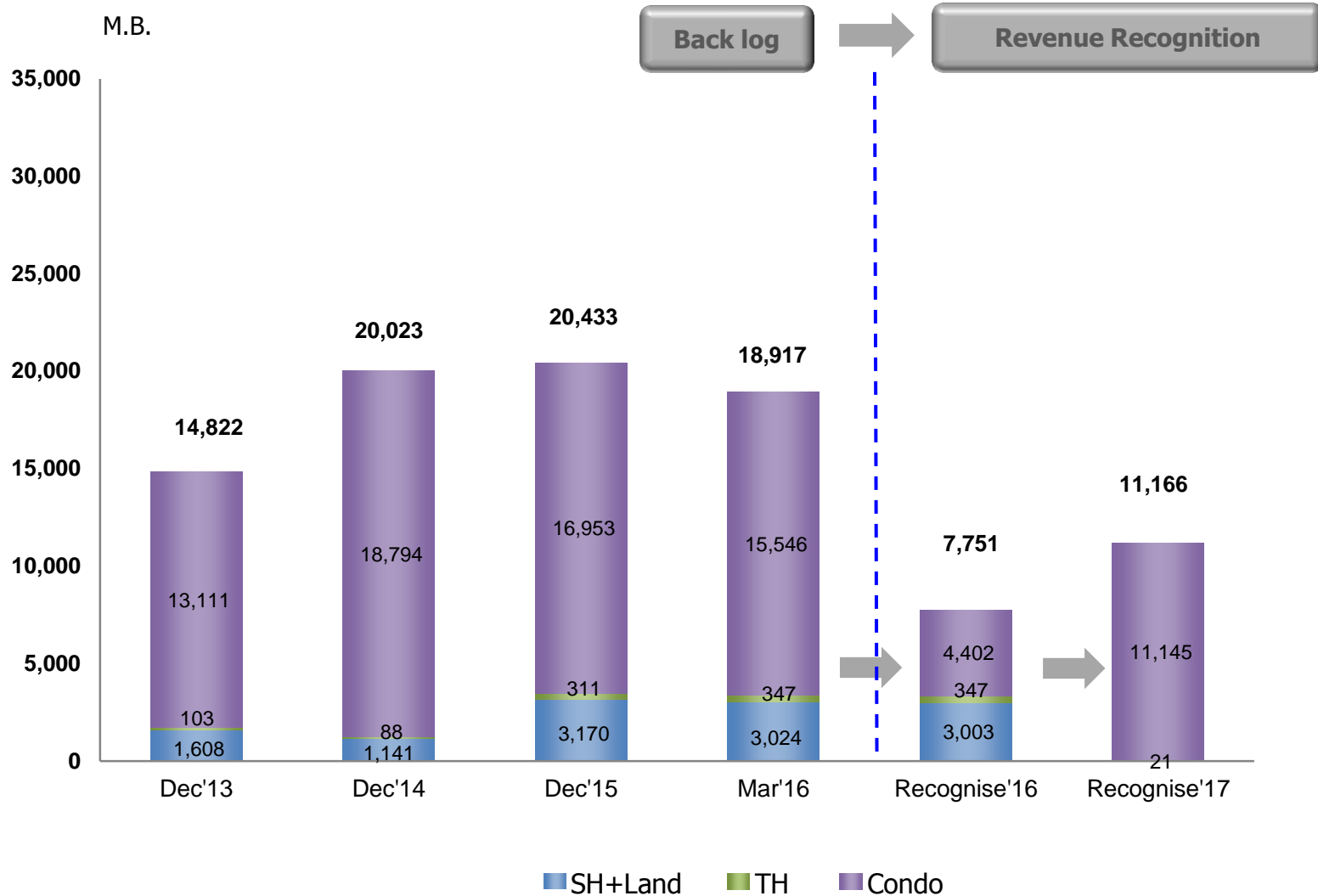
* Moved from Q.2

	Q.1	Q.2	Q.3	Q.4	No. of prj.	Prj. Value	%
SH	1	2	3	3	9	13,280	57%
TH*	1	-	2	-	3	2,700	11%
CD	-	-	4	1	5	7,520	32%
No. of prj.	2	2	9	4	17		
Prj. Value	1,250	2,920	12,970	6,360		23,500	100%
%	5%	12%	55%	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 Mar'16)

No	Project	Prj. Value	(Plan)				(12 projects)				(9 projects)				(7 projects)				(3 projects)			
			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	Transfer	Transfer	Transfer	Transfer	Transfer															
2	The Key- Udomsuk	300	Transfer	Transfer																		
3	The Key - Wutthakat	1,200	Transfer	Transfer	Transfer	Transfer	Transfer	Transfer														
4	The Key - Charoen Rat	3,000	Transfer	Transfer	Transfer	Transfer	Transfer	Transfer	Transfer	Transfer	Transfer	Transfer	Transfer	Transfer	Transfer	Transfer						
5	The Key - Wutthakat 2	1,700					Develop & EIA				Transfer	Transfer	Transfer	Transfer	Transfer	Transfer	Transfer	Transfer				
6	The Room - BTS wongwienyai	1,580	Transfer	Transfer																		
7	The Room - Sathorn	1,650	Transfer	Transfer	Transfer	Transfer	Transfer	Transfer	Transfer													
8	The Room - Rama IV	2,200	Transfer	Transfer	Transfer	Transfer	Transfer	Transfer														
9	The Room - Suk. 69	2,630					Transfer	Transfer	Transfer	Transfer												
10	The Room - Sathorn 11	1,880									Transfer	Transfer	Transfer	Transfer								
11	The Room - Charoen Krung	2,000									Transfer	Transfer	Transfer	Transfer								
12	333 Riverside	7,000									Transfer	Transfer	Transfer	Transfer								
13	The Bangkok - Sathorn	7,500									Transfer	Transfer	Transfer	Transfer								
14	The Bangkok - Suk.38	1,500									Develop & EIA				Transfer	Transfer	Transfer	Transfer				
15	The Bangkok - Suk.55	4,000									Develop & EIA				Transfer	Transfer	Transfer	Transfer				
16	North 1 - Chiang Mai	160	Transfer	Transfer	Transfer	Transfer																
17	North 2 - Chiang Mai	160	Transfer	Transfer	Transfer	Transfer																
18	North 3 - Chiang Mai	160	Transfer	Transfer	Transfer	Transfer																
19	North 4 - Chiang Mai	185	Transfer	Transfer	Transfer	Transfer																
20	North 5 - Chiang Mai	160	Transfer	Transfer	Transfer	Transfer																
21	North 6 - Chiang Mai	170	Transfer	Transfer	Transfer	Transfer	Transfer	Transfer	Transfer	Transfer	Transfer	Transfer										
22	North 7 - Chiang Mai	150	Transfer	Transfer	Transfer	Transfer	Transfer	Transfer	Transfer	Transfer	Transfer	Transfer										
23	Wan-Way-La - Kao Tao	2,700	Transfer	Transfer	Transfer	Transfer	Transfer	Transfer														

Develop & EIA
 Construction period
 Transfer