



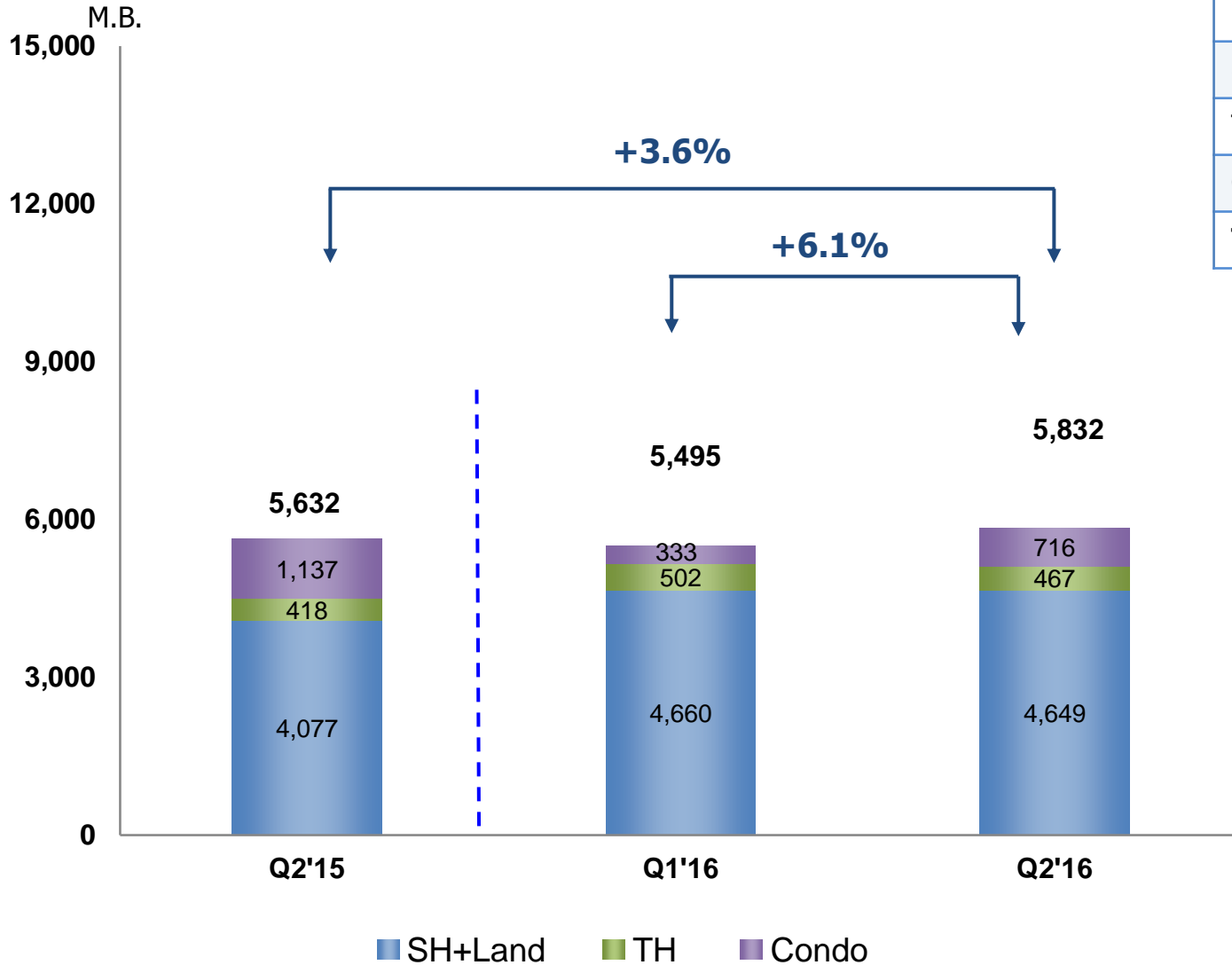
LAND & HOUSES

Analyst Meeting – Q2'16

15 AUG 16



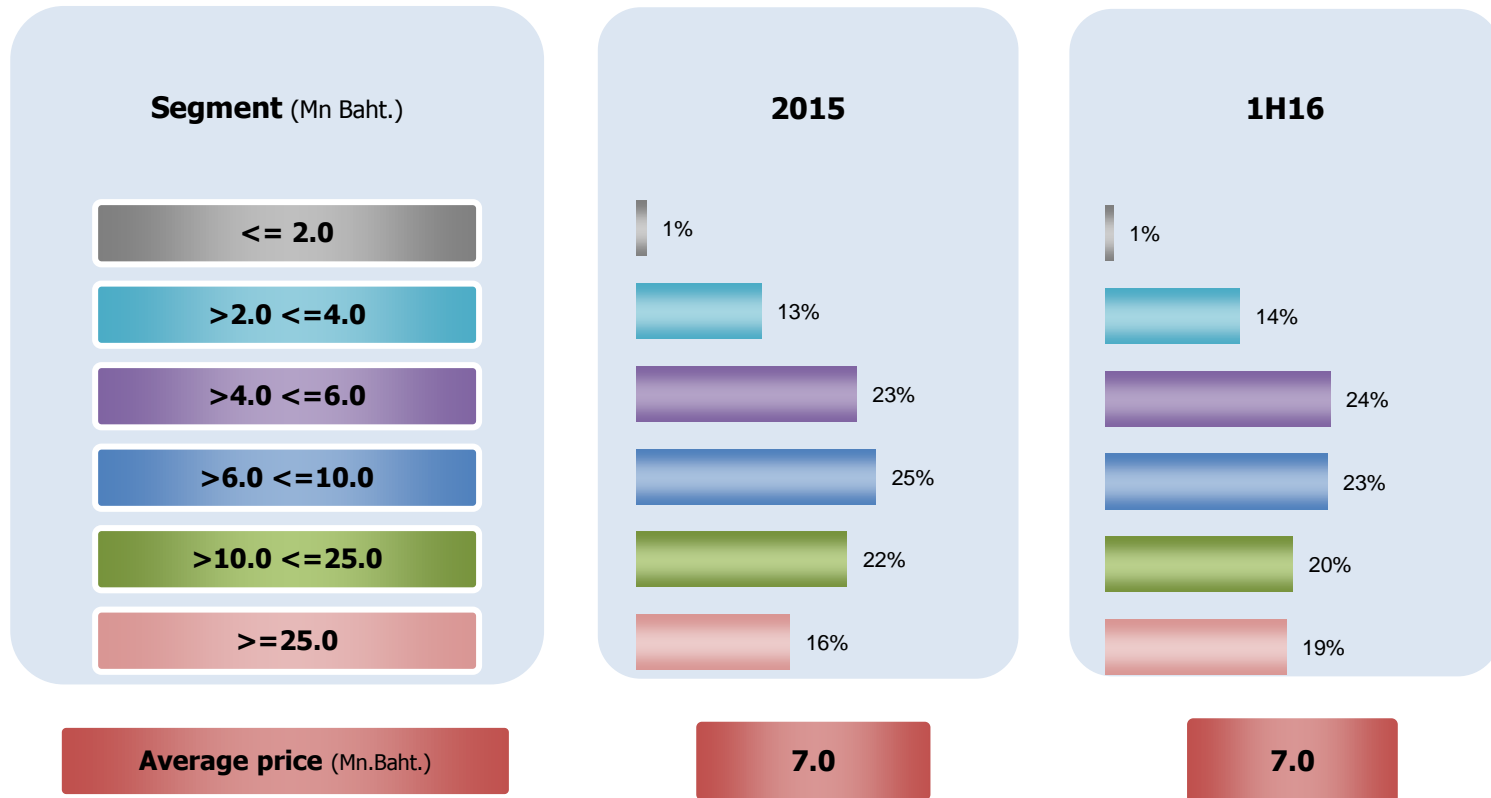
Sales Growth (Booking)



Unit	
SH+L	576
TH	119
Condo	92
Total	787

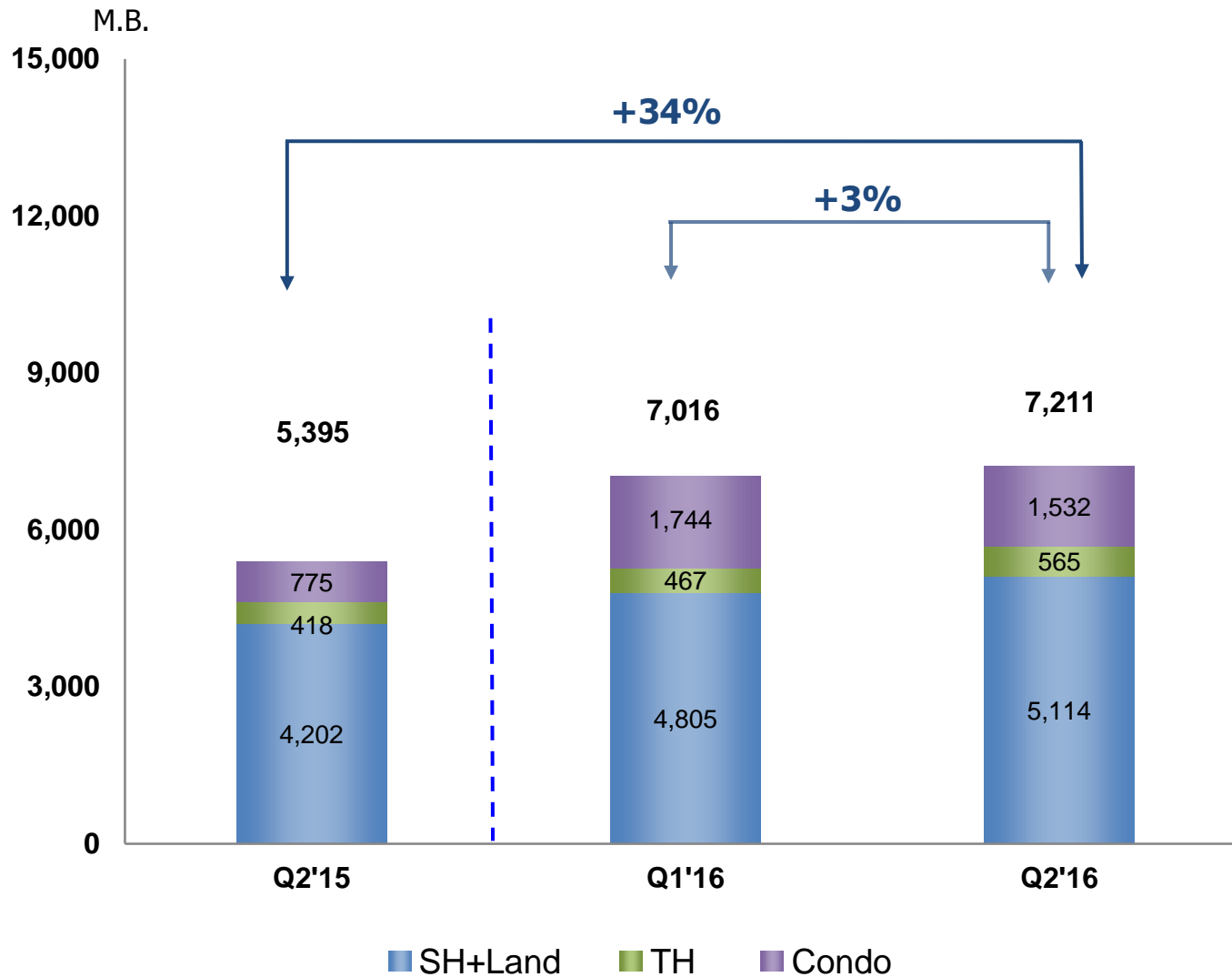


Booking by Segmentation





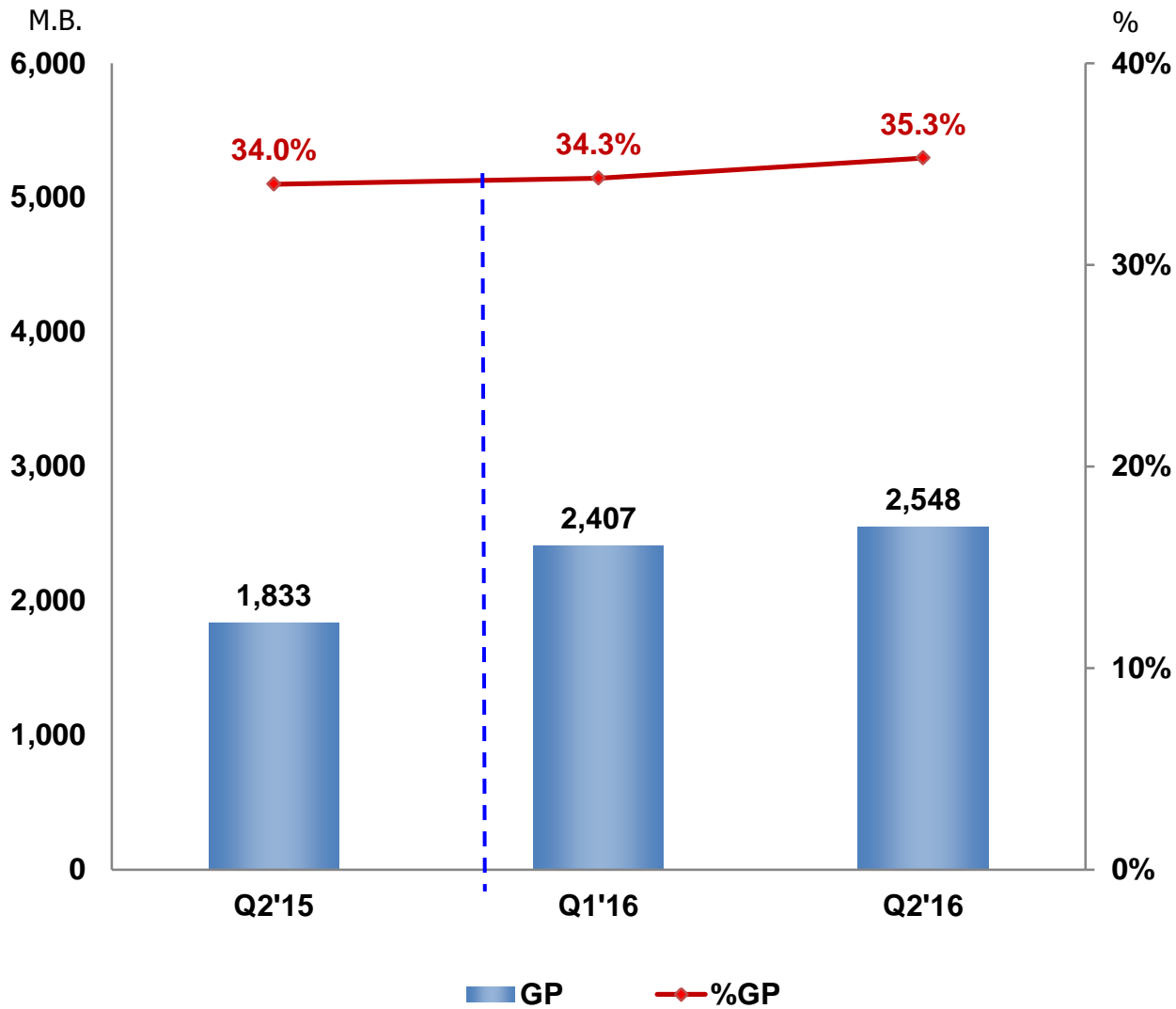
Recognized Sales Growth (Transfer)



Unit	
SH+L	614
TH	173
Condo	197
Total	984



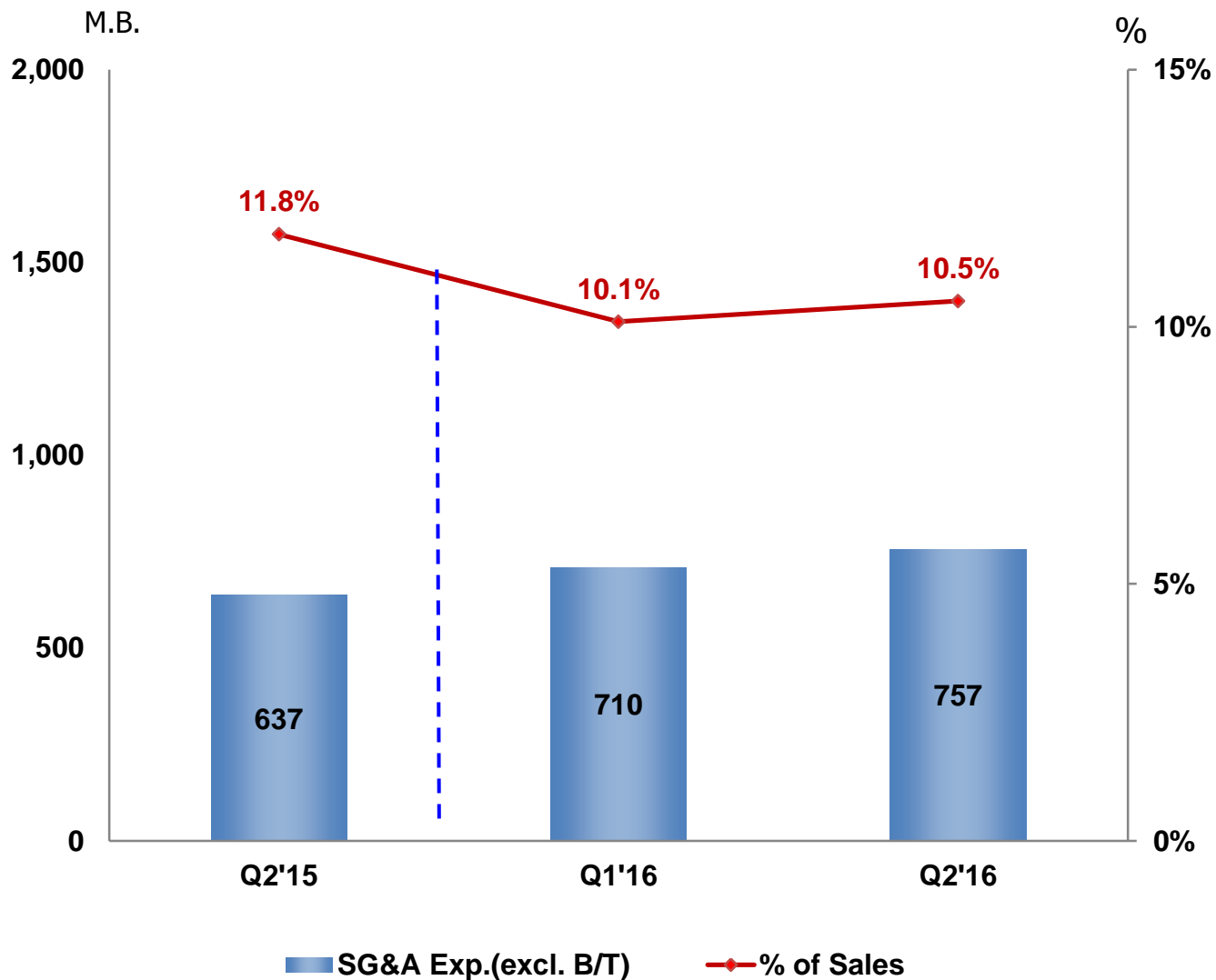
G.P.



	Q2'16	1H16
SH	37.0%	36.5%
TH	35.4%	34.7%
Condo	29.6%	29.8%
%GP	35.3%	34.8%

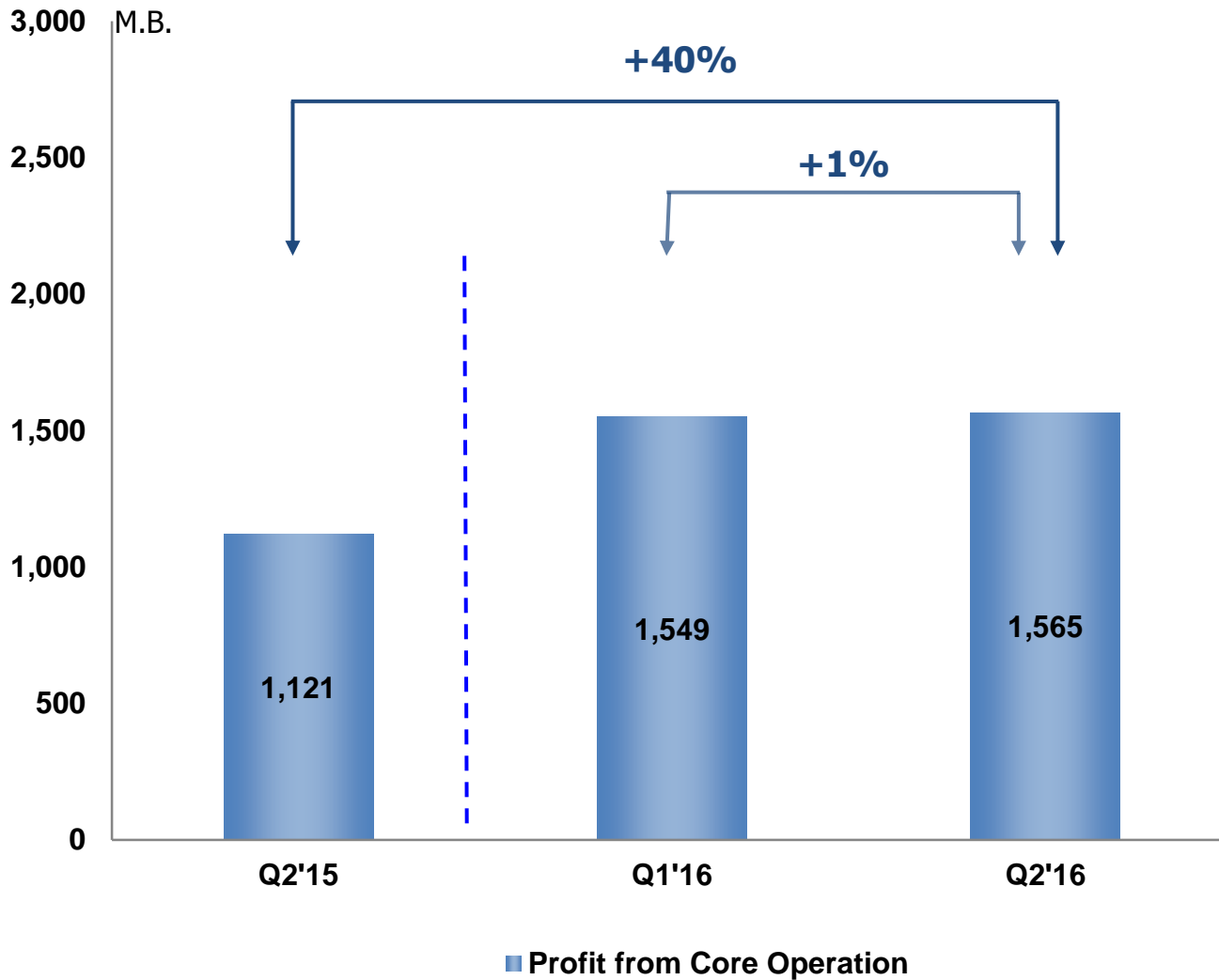


SG&A Exp.(excl. B/T)



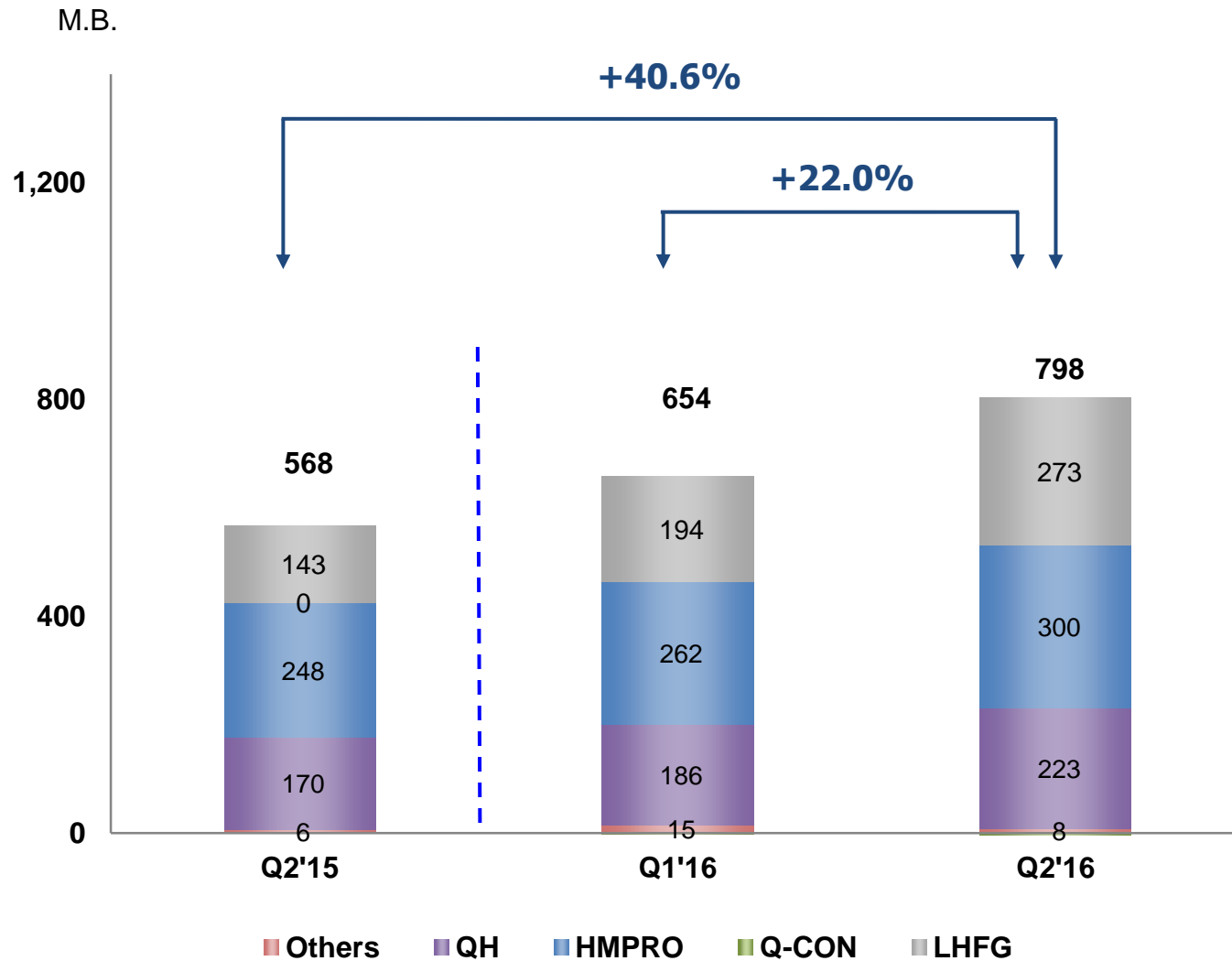


Profit from Core Operation (before tax)



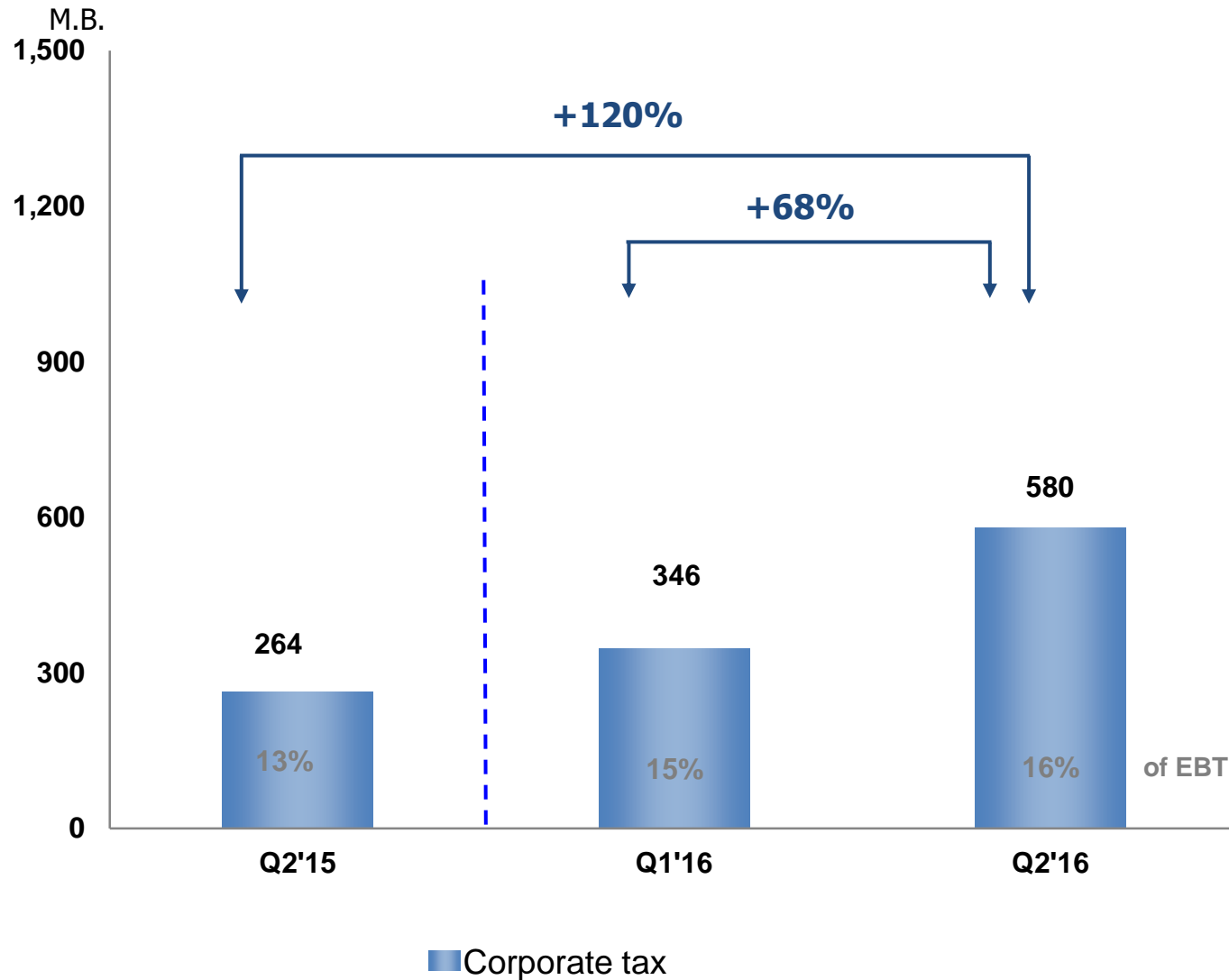


Share of Profit from Associated co.



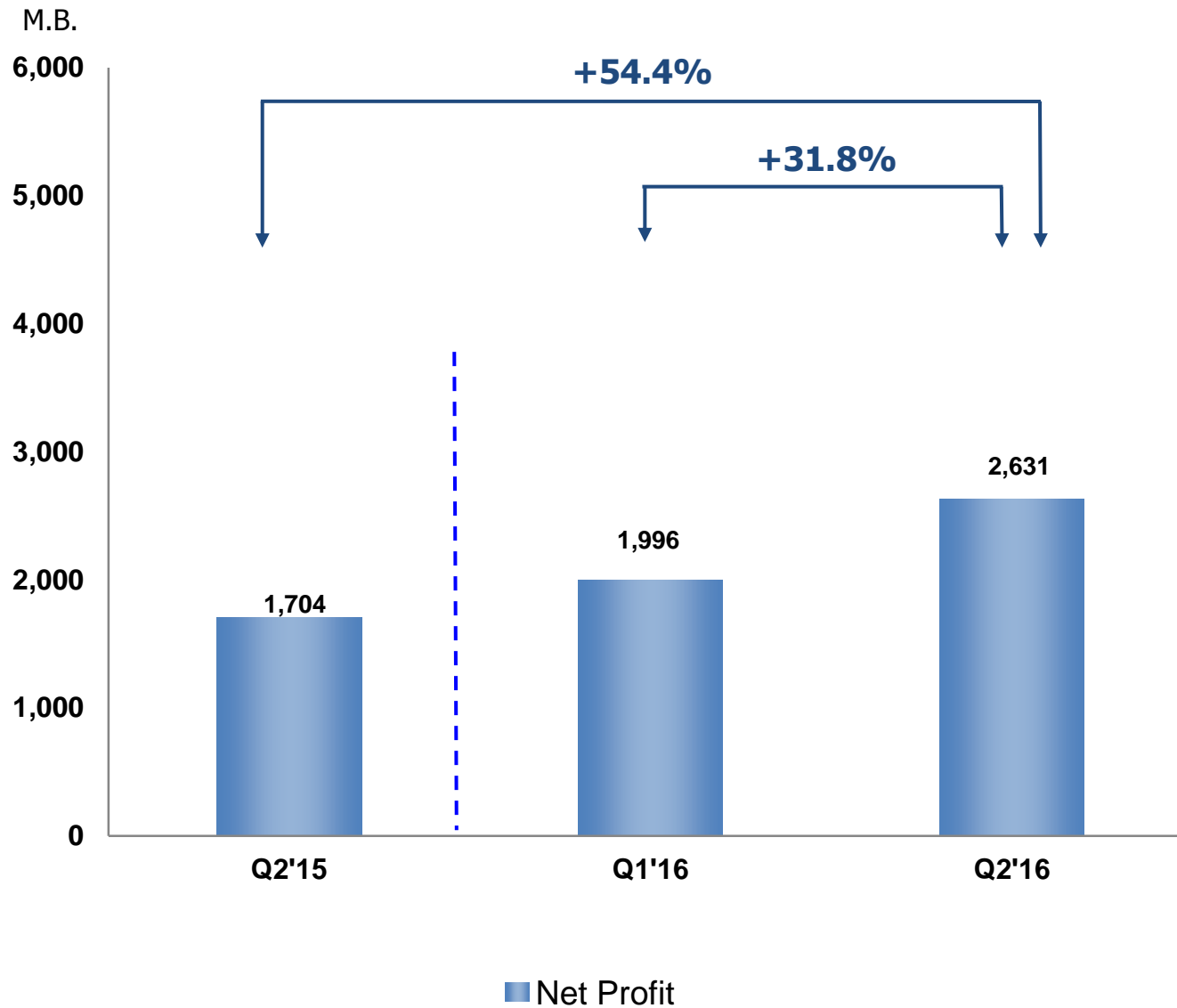


Corporate Tax



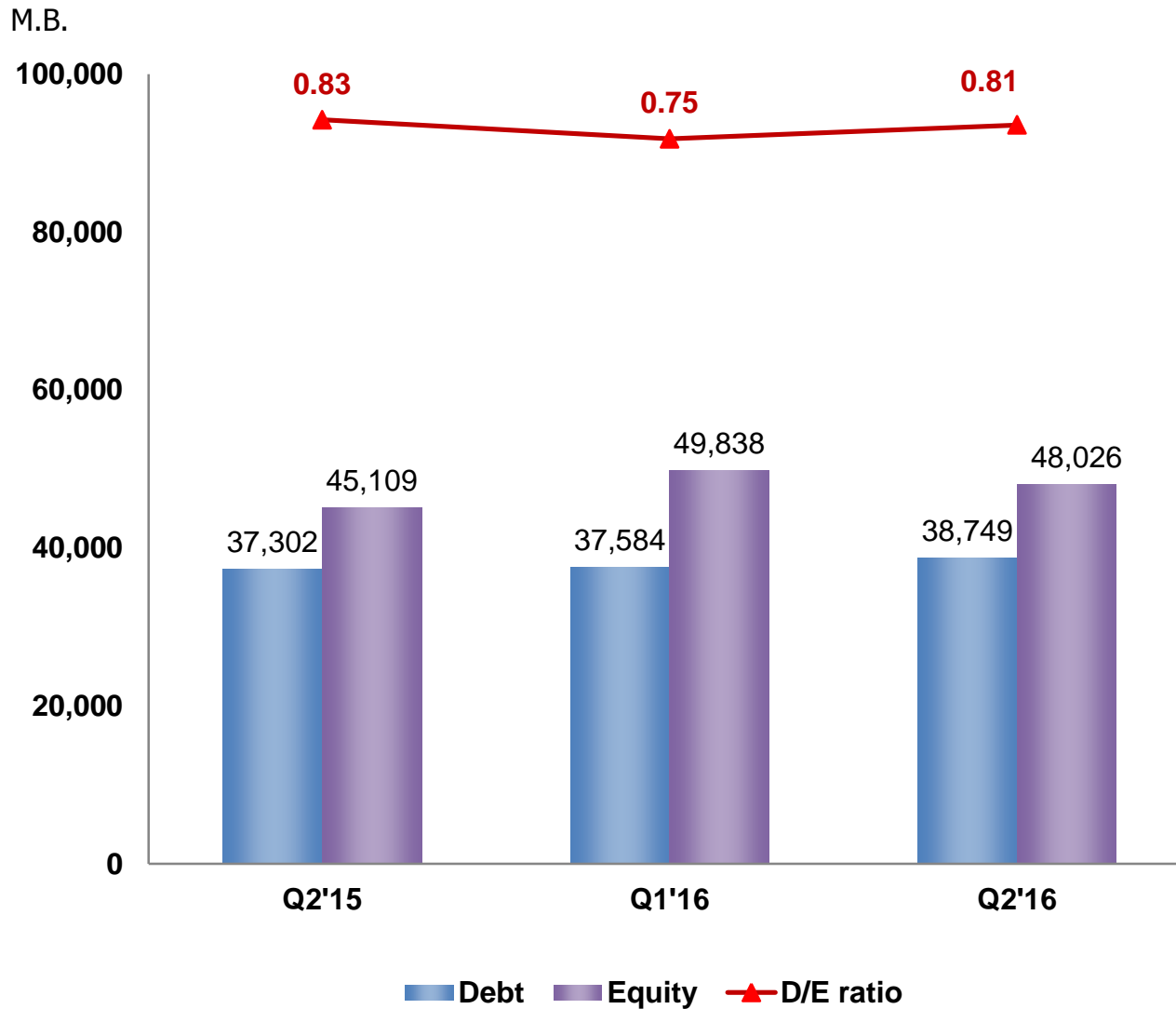


Net Profit



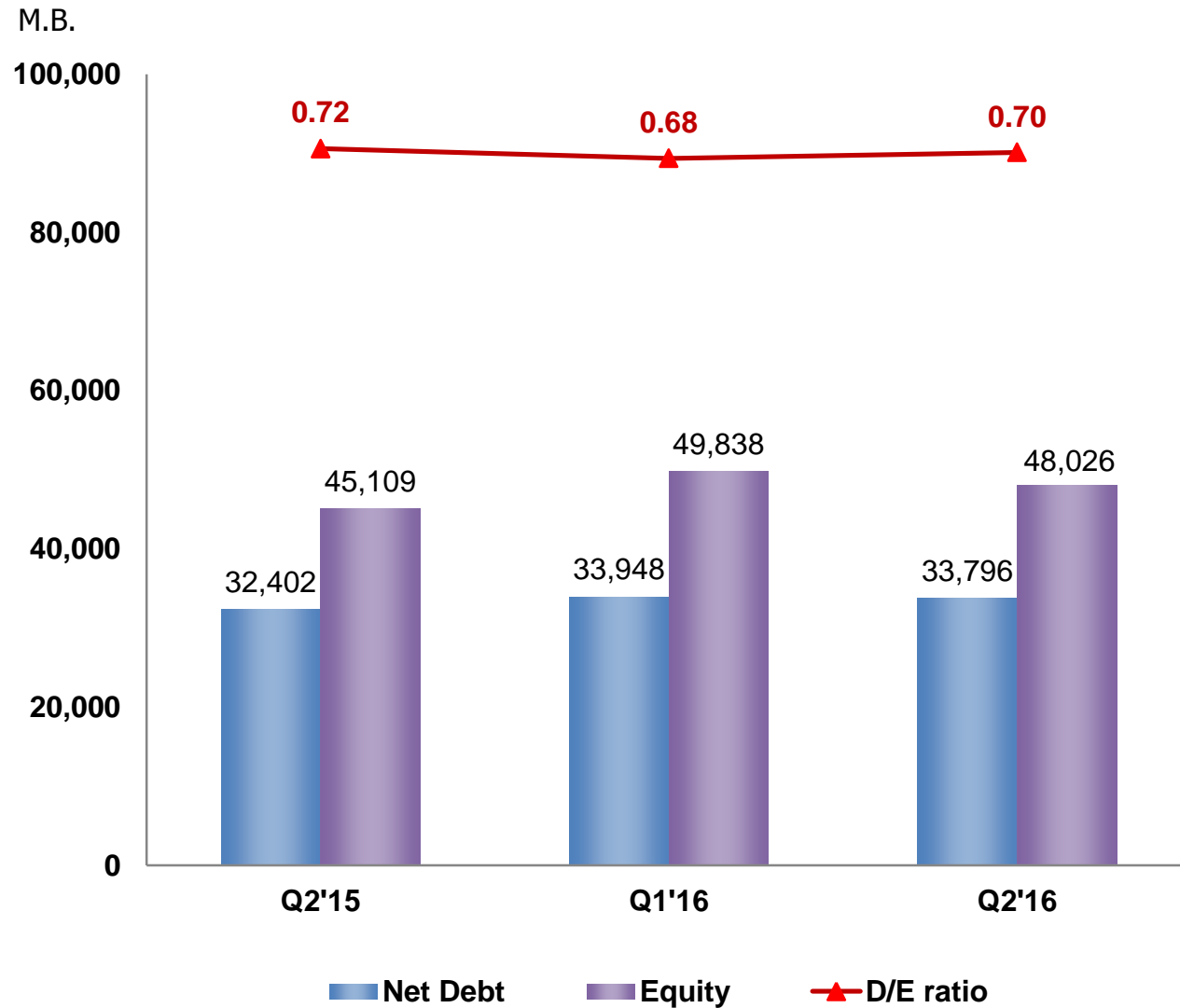


Debt to Equity





Net debt to Equity





Existing Project as of Jun. 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	34%	3.8	2,212
	2. Villaggio	2	104.9	468	30%	4.7	665
	3. Pruklada	7	684.2	3,119	36%	4.3	4,814
	4. Chaiyapruk	6	404.4	1,710	57%	5.0	4,862
	5. Chollada	1	109.0	327	6%	12.0	228
	6. Mantana	8	895.0	3,139	23%	8.0	5,667
	7. Seewalee	9	677.8	2,348	56%	5.4	7,057
	8. Nantawan	4	521.3	941	53%	26.2	13,018
	9. Ladawan	3	339.6	402	61%	53.3	13,167
	10. 88 Land&Houses	3	120.9	345	53%	8.2	1,488
	11. Land&Houses Park	1	196.8	579	1%	2.7	22
TH	12. Indy	3	77.7	837	46%	2.3	885
	13. Villaggio	2	166.5	1,228	72%	2.2	1,971
	14. Baan Mai	-	-	-	-	-	-
	15. The Landmark	1	28.4	245	47%	8.2	947
Condo	16. Ease	-	-	-	-	-	-
	17. North	5	13.1	345	14%	2.3	115
	18. The Key	1	5.9	885	62%	3.4	1,871
	19. 333	1	11.4	950	10%	7.4	729
	20. The Room	4	9.9	1,181	46%	6.8	3,726
	21. Wan Vayla	1	20.2	294	10%	9.5	267
	22. The Bangkok	1	4.9	468	38%	15.8	2,849
		TOTAL	69	4,761.6	21,530	40%	7.7



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	Srinakarin	SH	66.0	289	5.3	1,520	Jun
3	Chaiyapruk	Chatuchot-Watcharapol	SH	46.0	212	6.6	1,400	Aug
4	The Bangkok	Thonglor	CD	1.5	148	27.0	4,000	Q3*
5	The Key	Wutthakat 2	CD	7.0	586	2.9	1,700	Q3*
6	Villaggio	Pinklao-Salaya	SH, Semi-SH	161.0	922	3.9	3,600	Q3
7	Villaggio	Rangsit Klong 3	SH,TH	43.4	335	3.0	1,000	Q3
8	North 6	Chiang Mai	CD	5.9	69	2.5	170	Q3
9	Nantawan	Udonthani	SH	38.4	84	11.9	1,000	Q3*
10	Mantana	Wong Whan - Bangbon	SH	96.8	229	9.2	2,100	Q4
11	Mantana	Maha Chesadabodin Bridge	SH	60.0	216	9.7	2,100	Q4
12	Nantawan	Serene Lake Chiangmai	SH	51.0	98	20.5	2,010	Q4
13	The Bangkok	Sukhumvit 38	CD	1.0	67	22.4	1,500	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

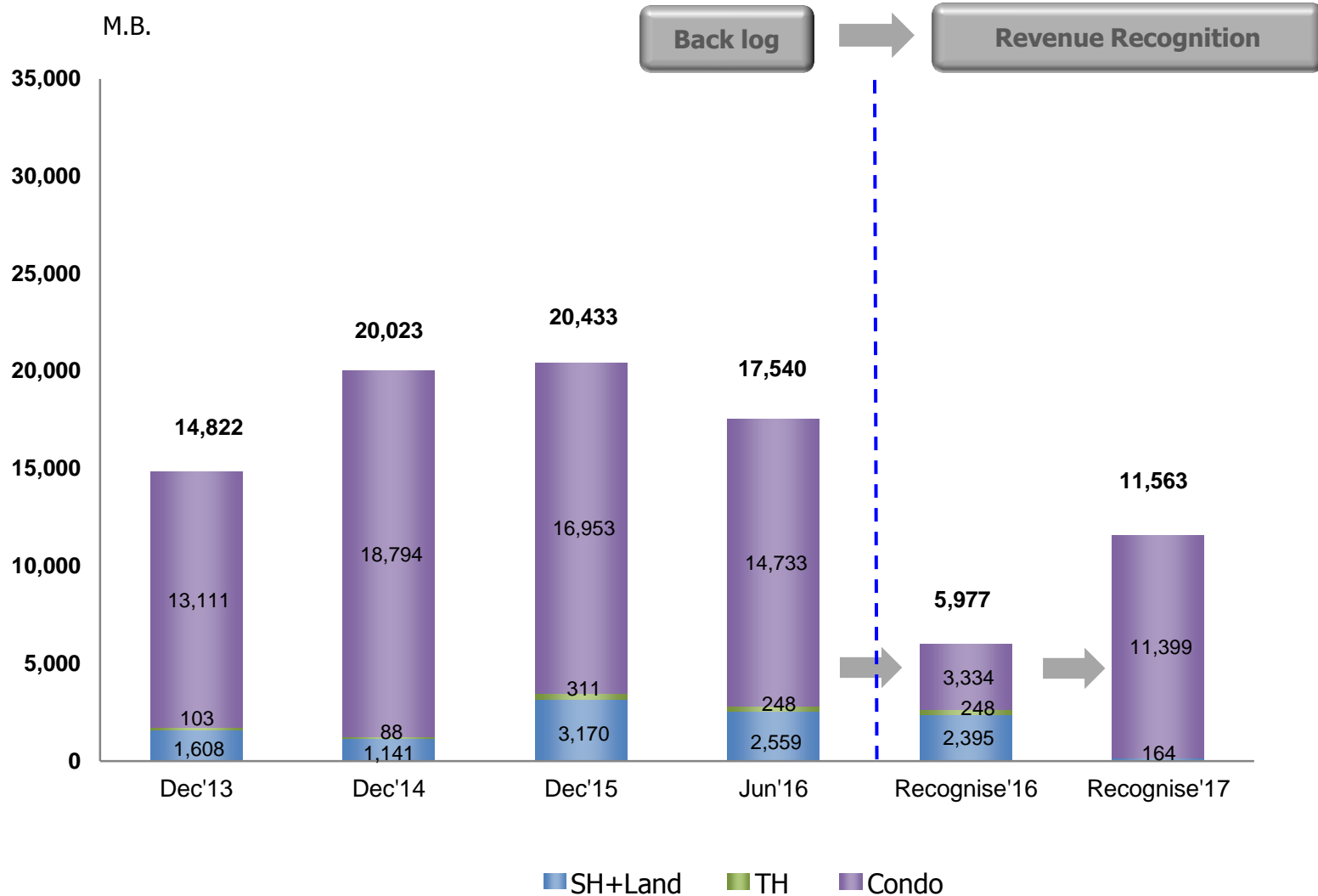
	Q.1	Q.2	Q.3	Q.4	No. of prj.	Prj. Value	%
SH	1	1	4	3	9	13,280	57%
TH*	1	-	2	-	3	2,700	11%
CD	-	-	3	2	5	7,520	32%
No. of prj.	2	1	9	5	17		
Prj. Value	1,250	1,520	12,870	7,860		23,500	100%
%	5%	6%	55%	33%			100%

	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



Backlog and Revenue Recognition





Condominium schedule (as of Jun.16)

No	Project	(Plan)	(Actual)		(15 projects)				(7 projects)				(2 projects)				(3 projects)				
		Prj. Value	% Sales		% Transfer	2016				2017				2018				2019			
						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 - Wutthakat	1,200	108%	108%																	
3	The Key - Charoen Rat	3,000	45%																		
4	The Key - Wutthakat 2	1,700			Develop & EIA																
5	The Room - Sathorn	1,650	101%	98%																	
6	The Room - Rama IV	2,200	107%	108%																	
7	The Room - Suk. 69	2,630	63%	52%																	
8	The Room - Sathorn 11	1,880	35%																		
9	The Room - Charoen Krung	2,000	44%																		
10	333 Riverside	7,000	95%																		
11	The Bangkok - Sathorn	7,500	64%																		
12	The Bangkok - Suk.38	1,500			Develop & EIA																
13	The Bangkok - Suk.55	4,000			Develop & EIA																
14	North 1 - Chiang Mai	160	91%	91%																	
15	North 2 - Chiang Mai	160	87%	86%																	
16	North 3 - Chiang Mai	160	90%	87%																	
17	North 4 - Chiang Mai	185	92%	89%																	
18	North 5 - Chiang Mai	160	91%	85%																	
19	North 6 - Chiang Mai	170																			
20	North 7 - Chiang Mai	150																			
21	Wan-Way-La - Kao Tao	2,700	96%	96%																	

Develop & EIA
 Construction period
 Transfer