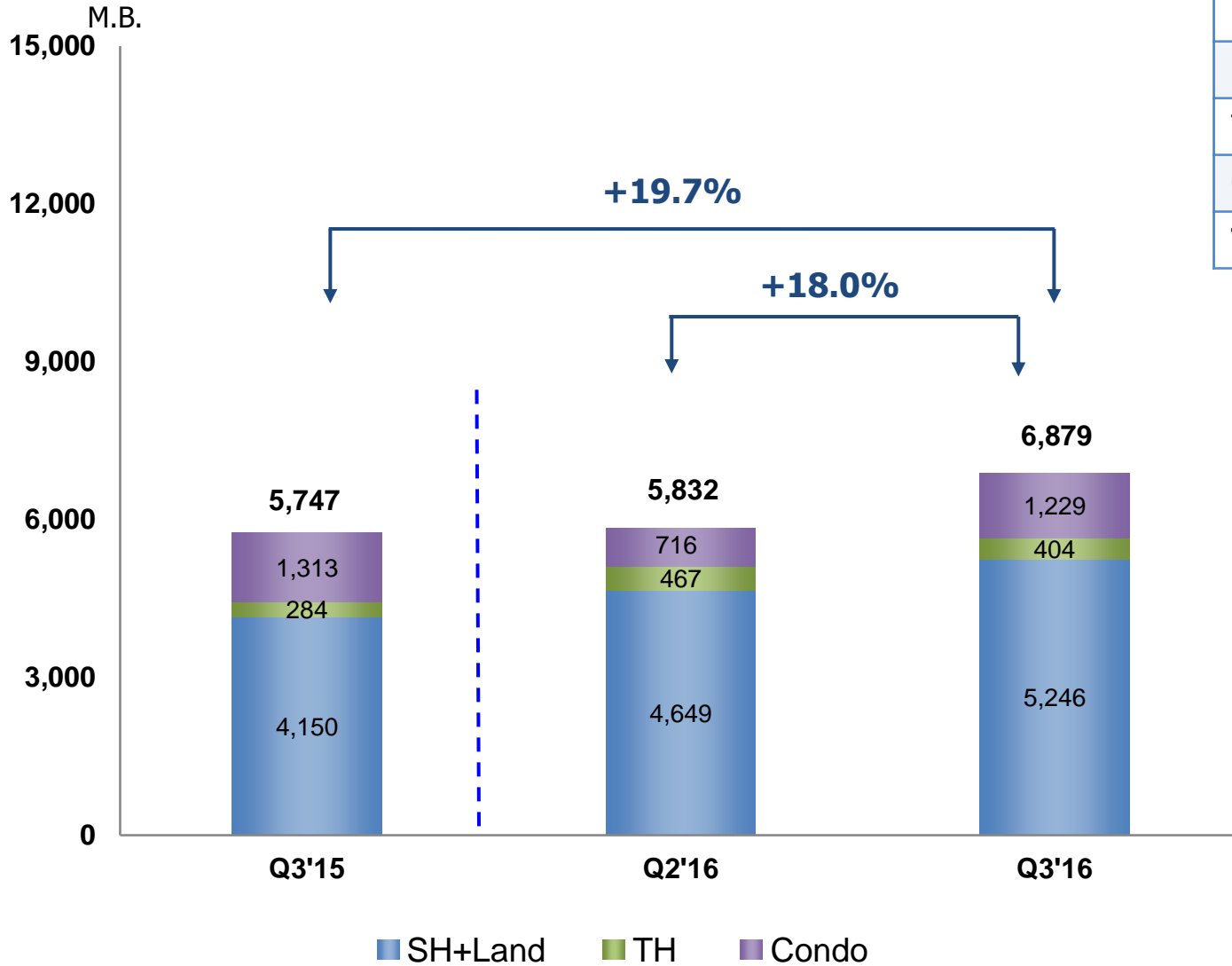




Analyst Meeting – Q3'16

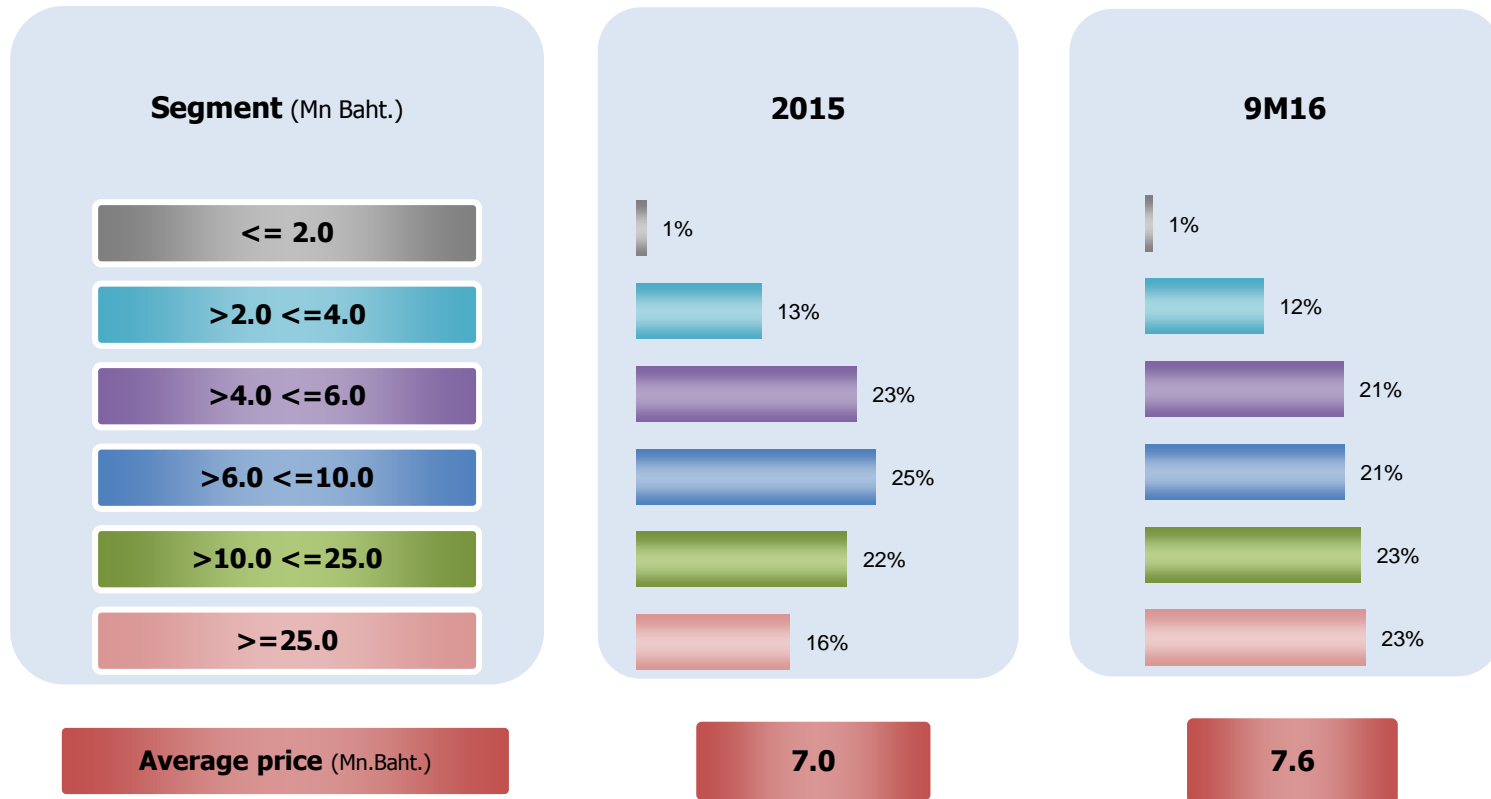


Sales Growth (Booking)



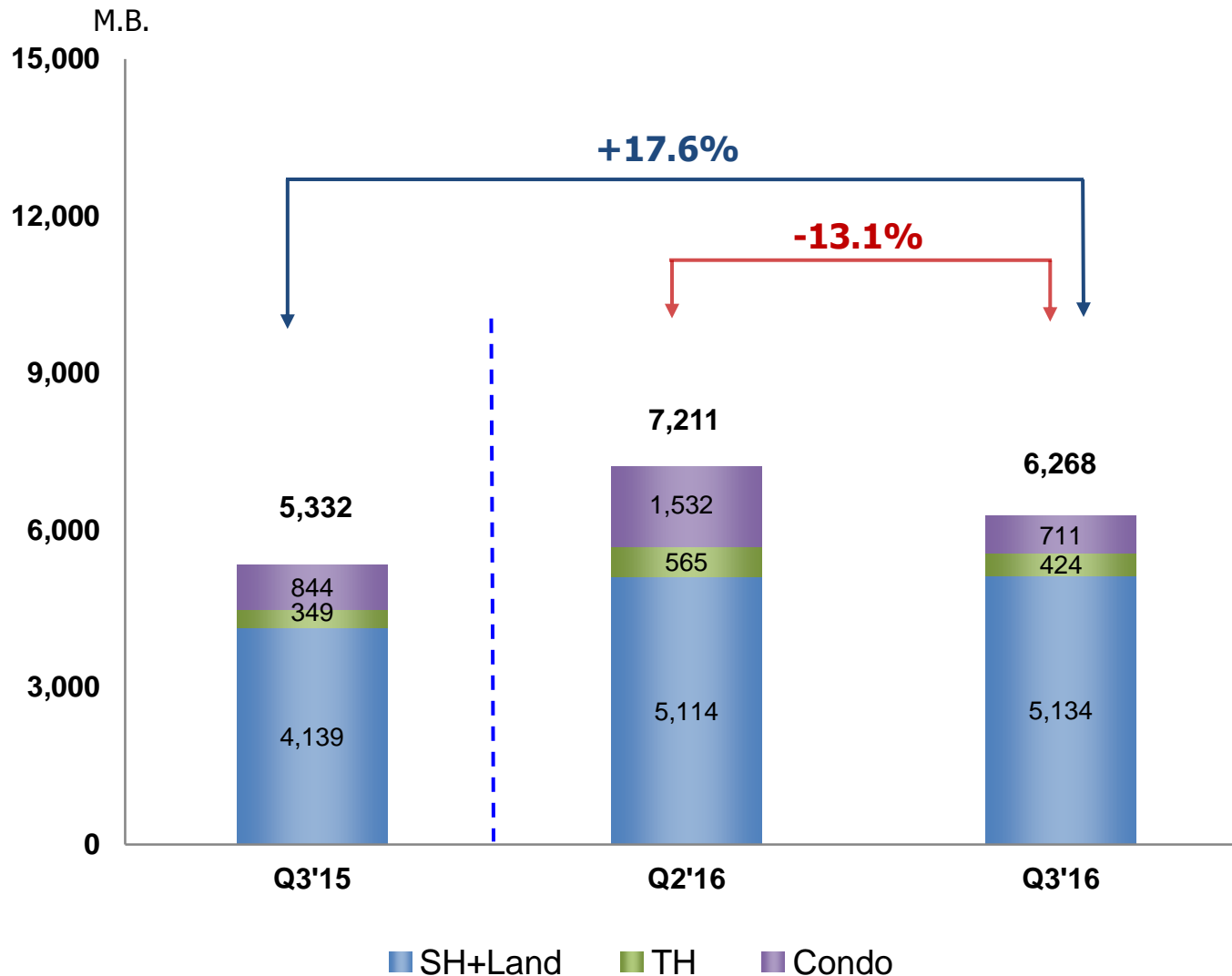


Booking by Segmentation





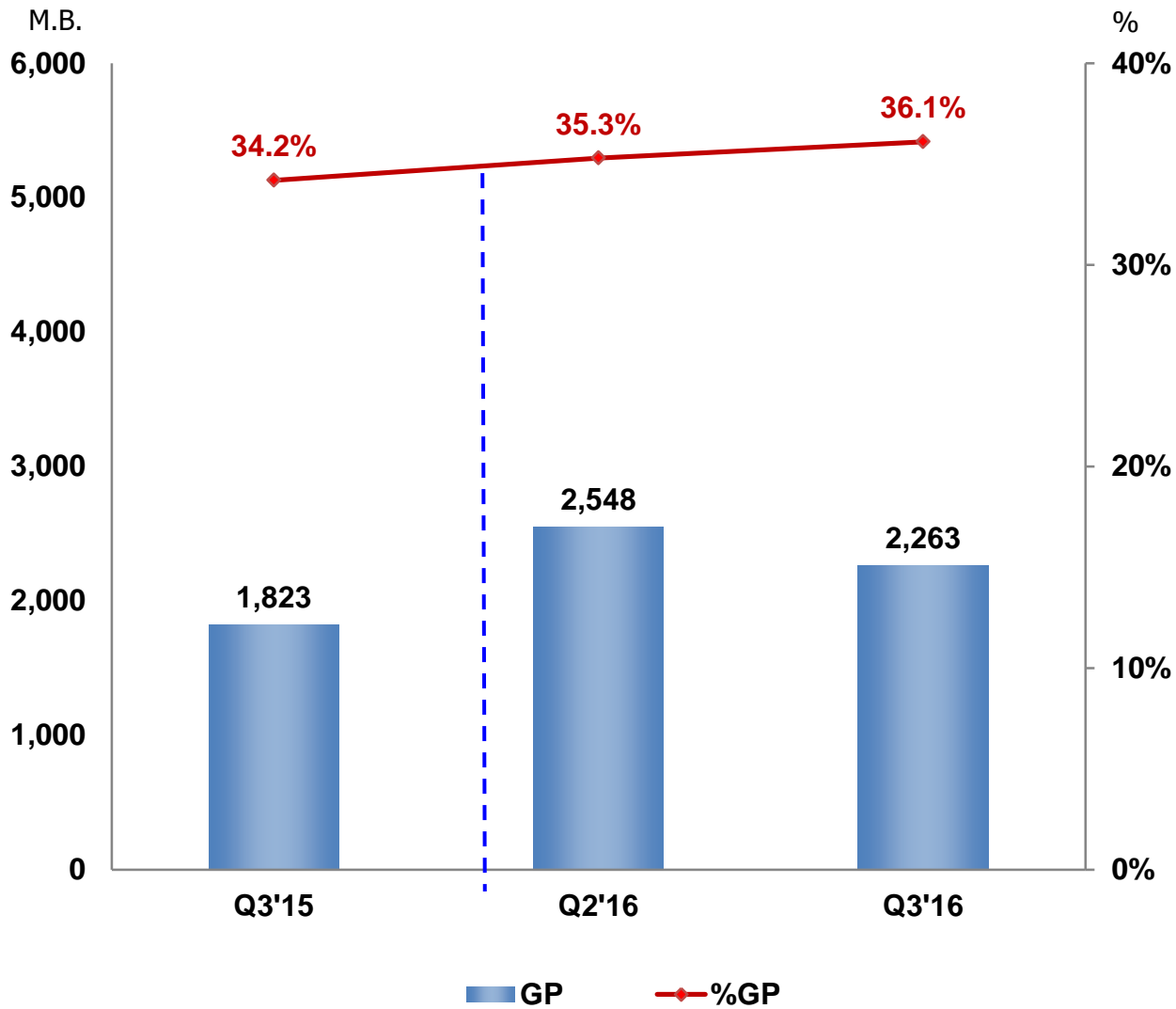
Recognized Sales Growth (Transfer)



Unit	
SH+L	554
TH	126
Condo	114
Total	794



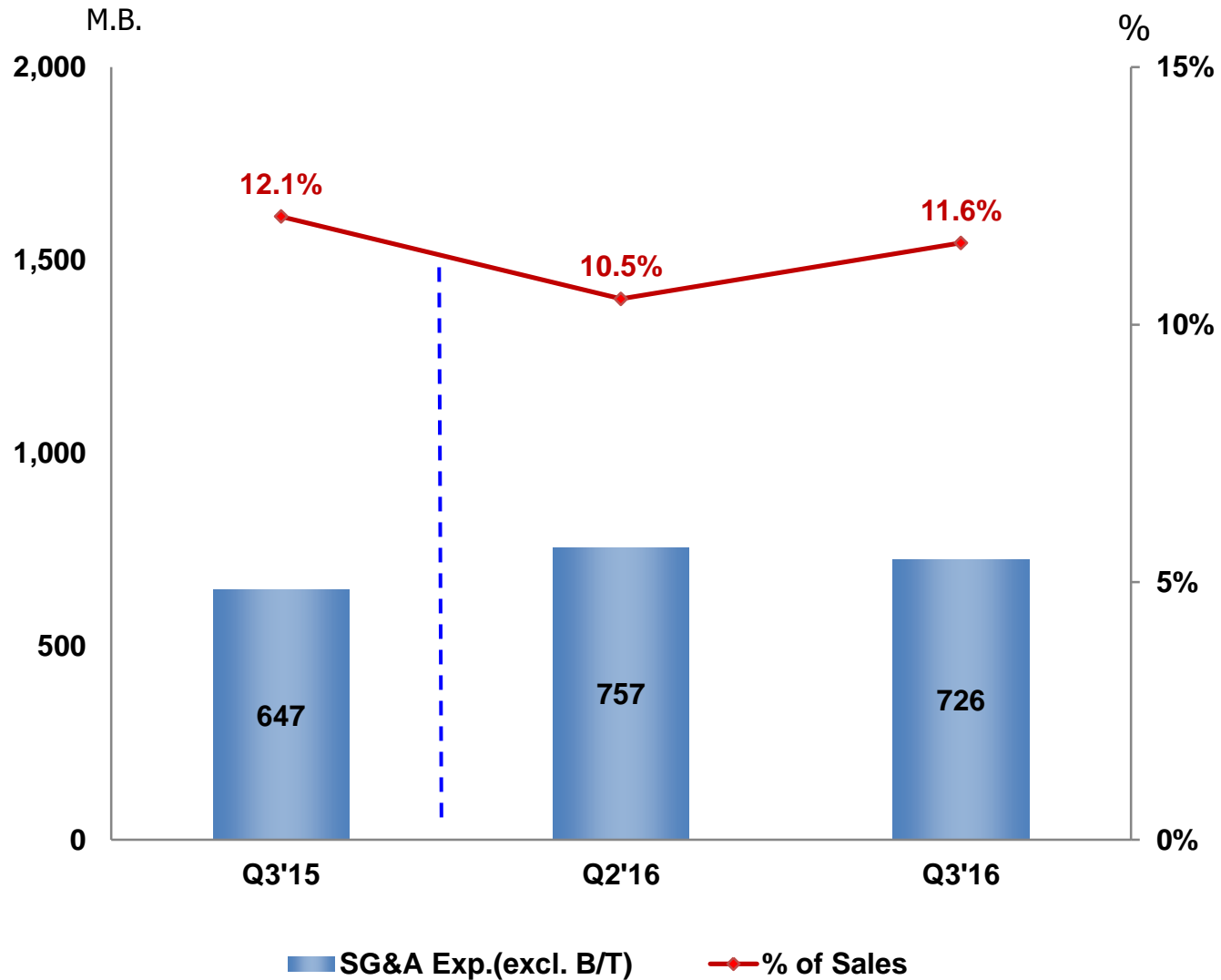
G.P.



	Q3'16	9M16
SH	36.7%	36.6%
TH	36.9%	35.3%
Condo	31.2%	30.1%
%GP	36.1%	35.2%
%IND	5.2%	4.6%

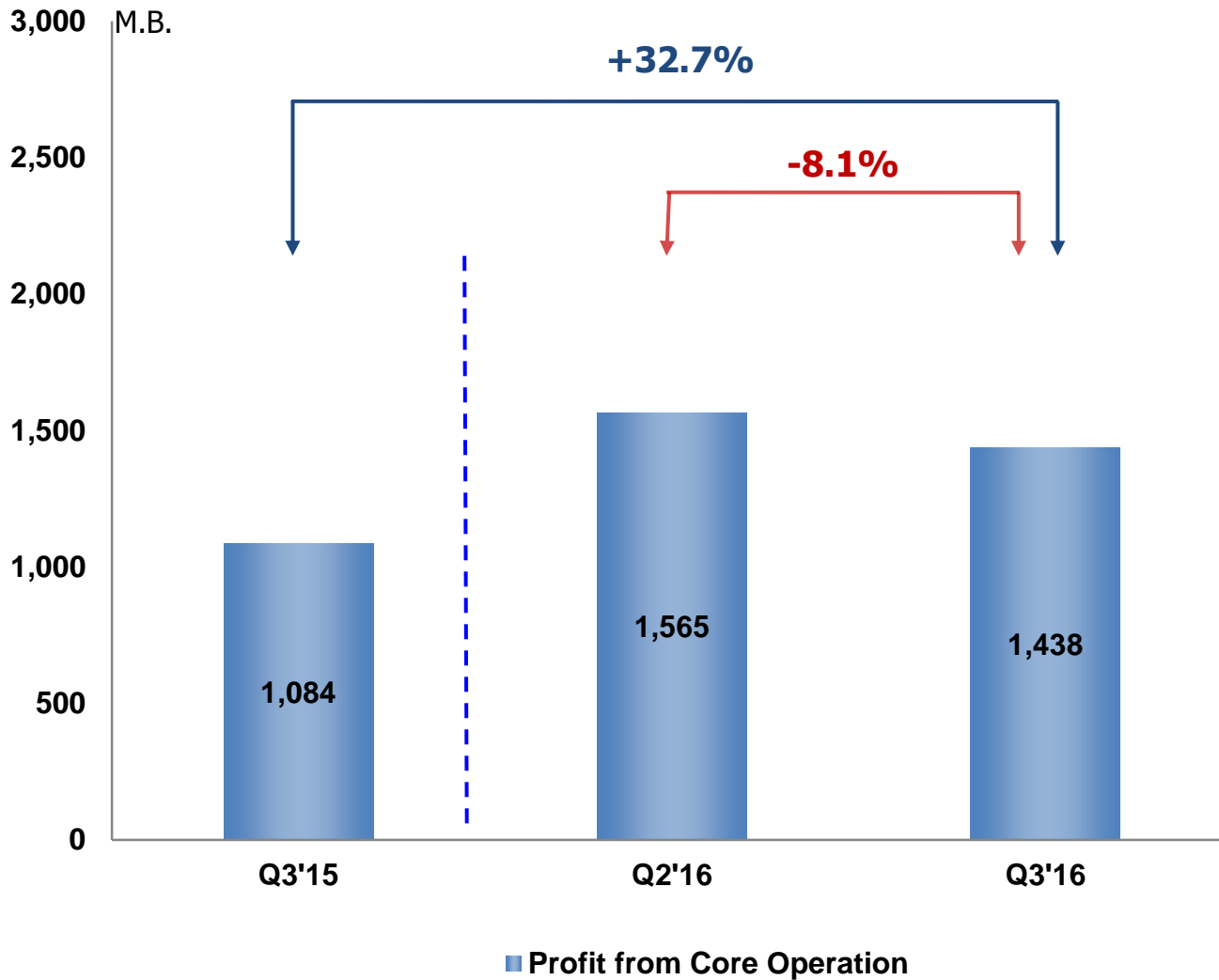


SG&A Exp.(excl. B/T)



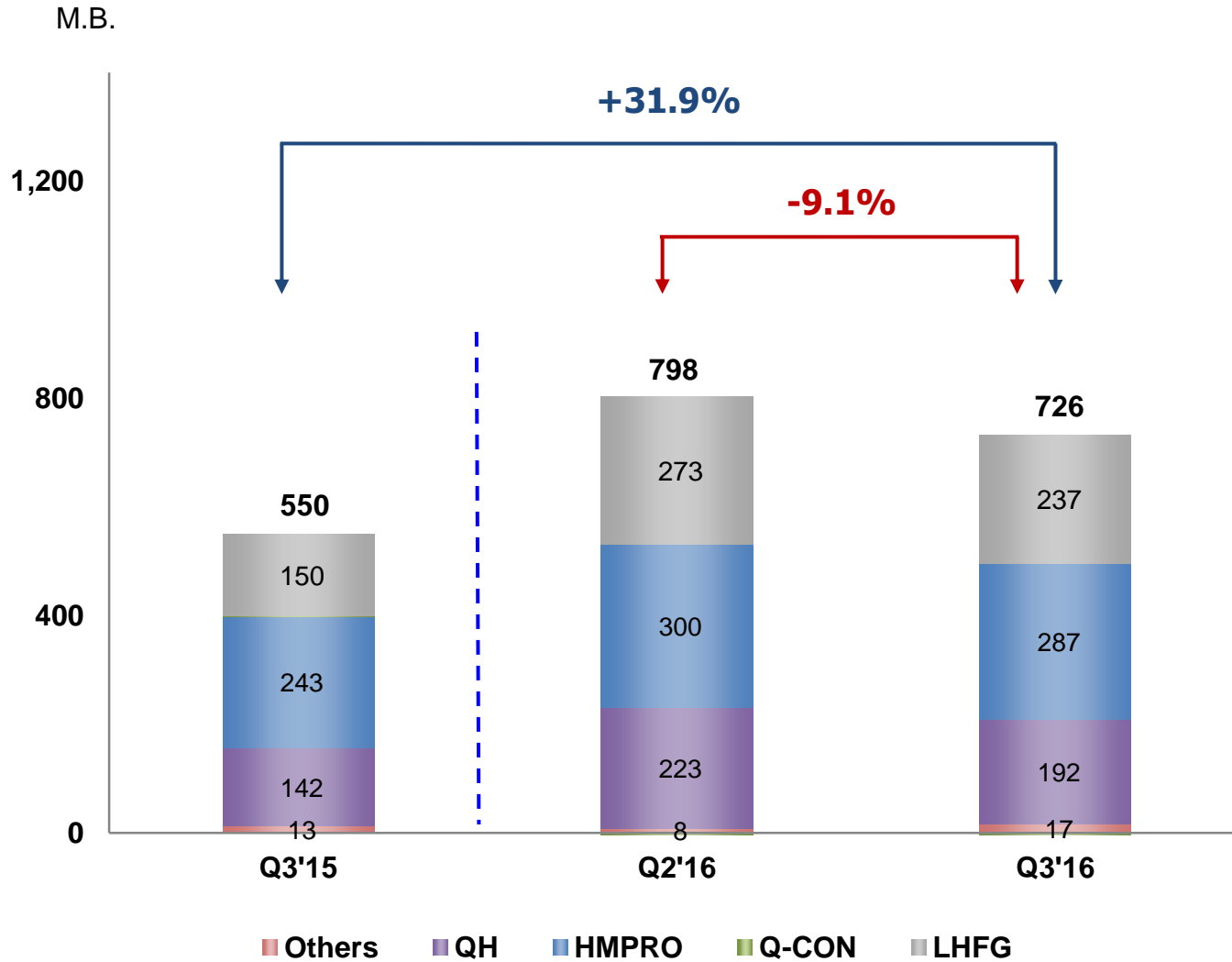


Profit from Core Operation (before tax)



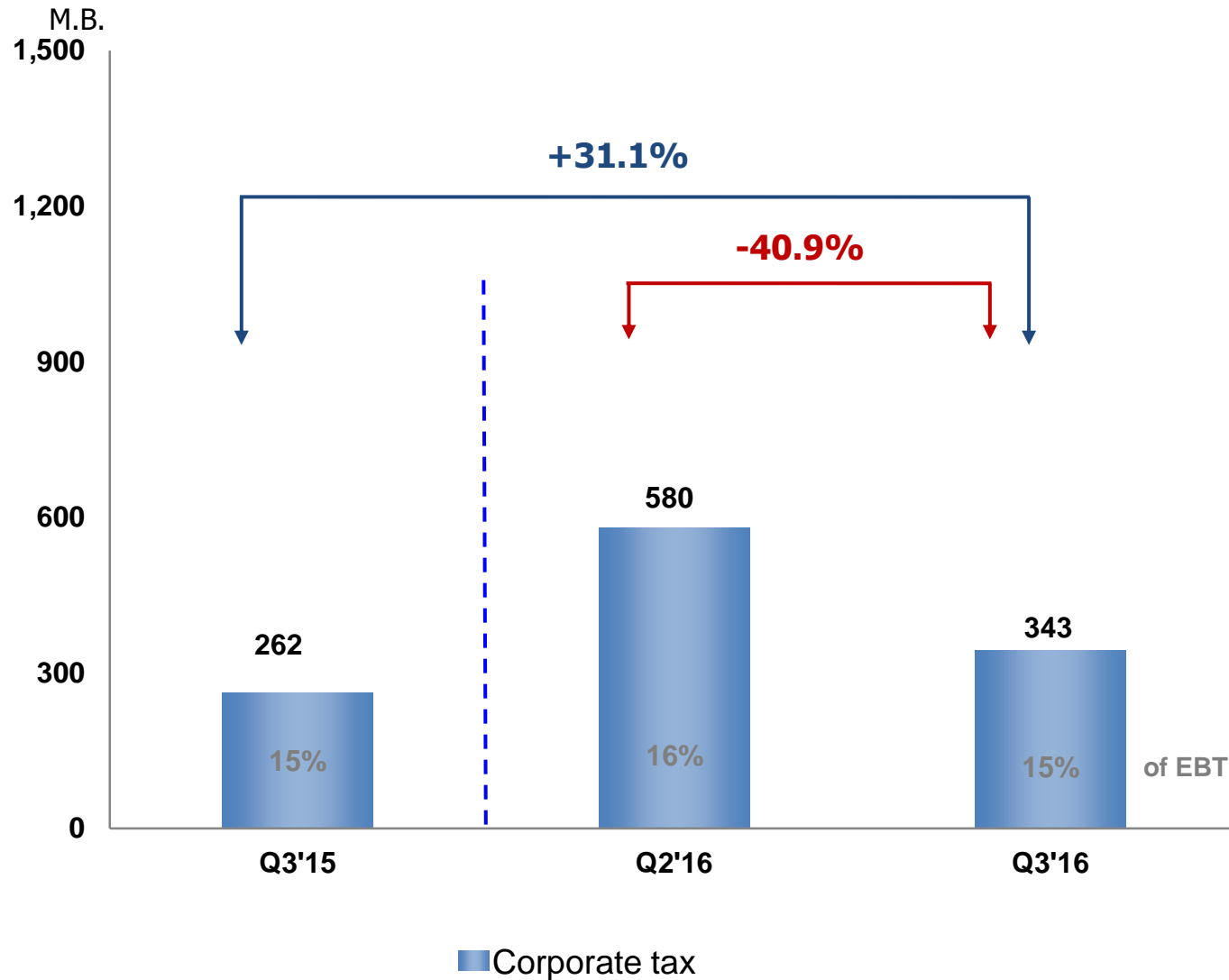


Share of Profit from Associated co.



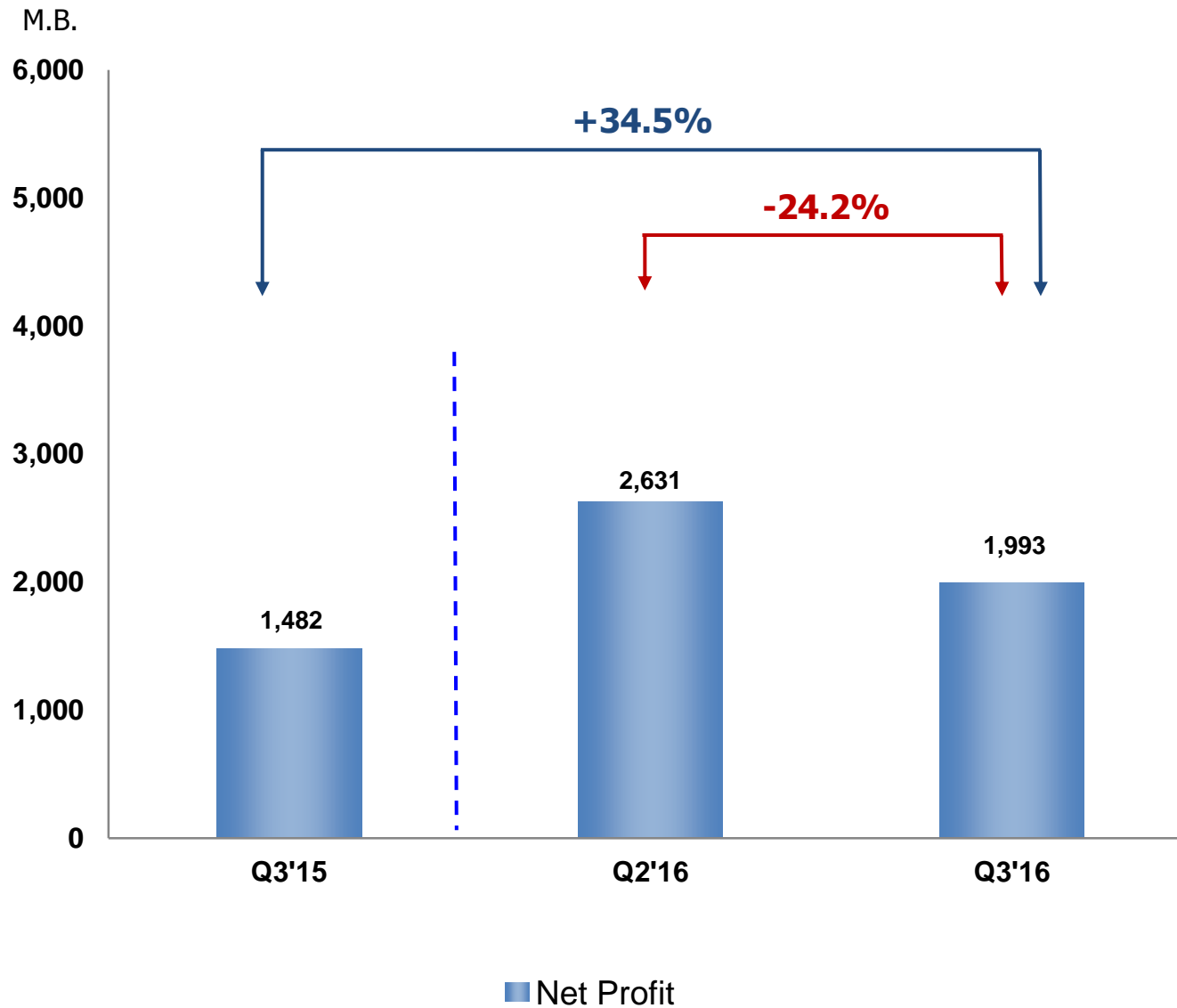


Corporate Tax



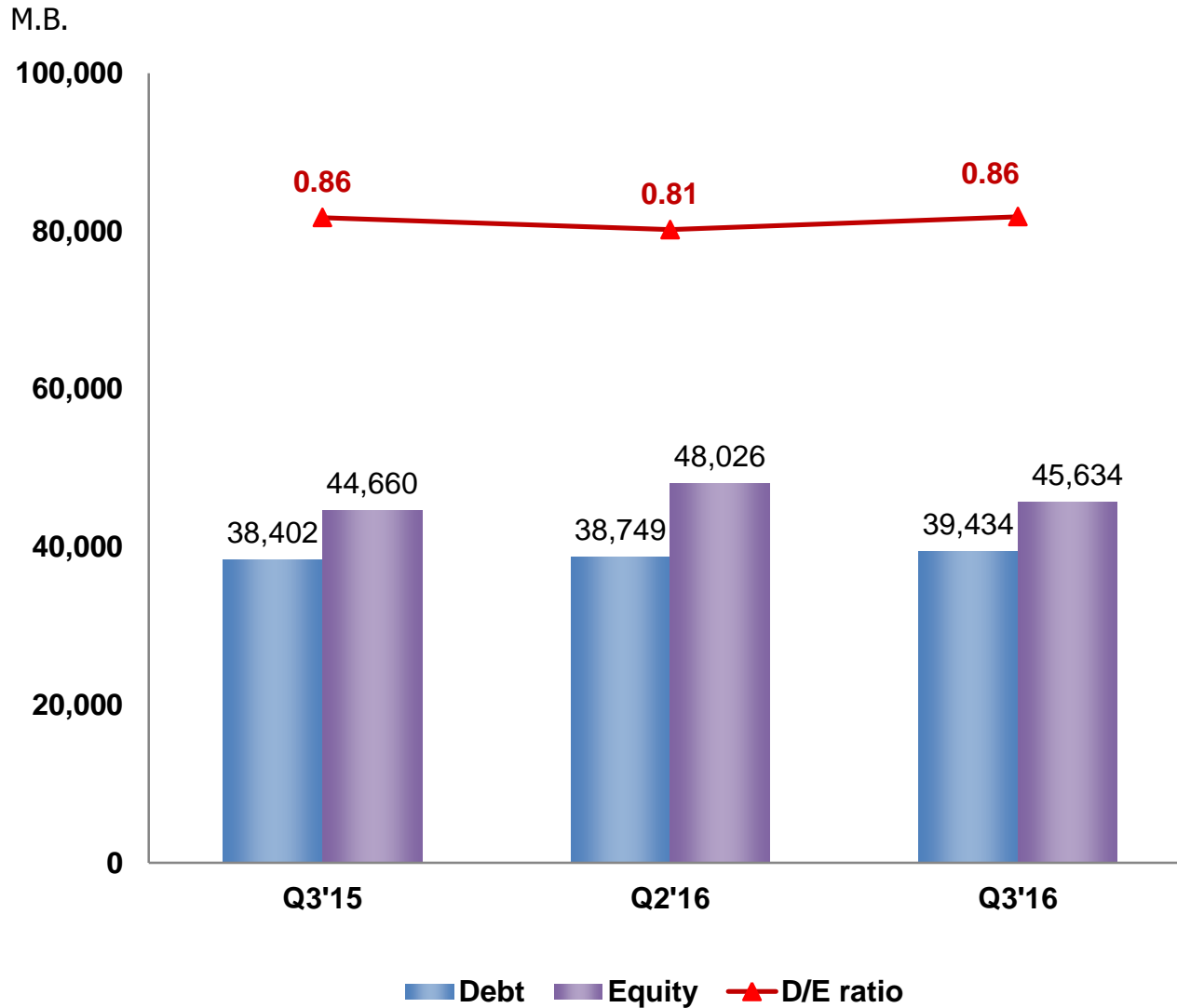


Net Profit



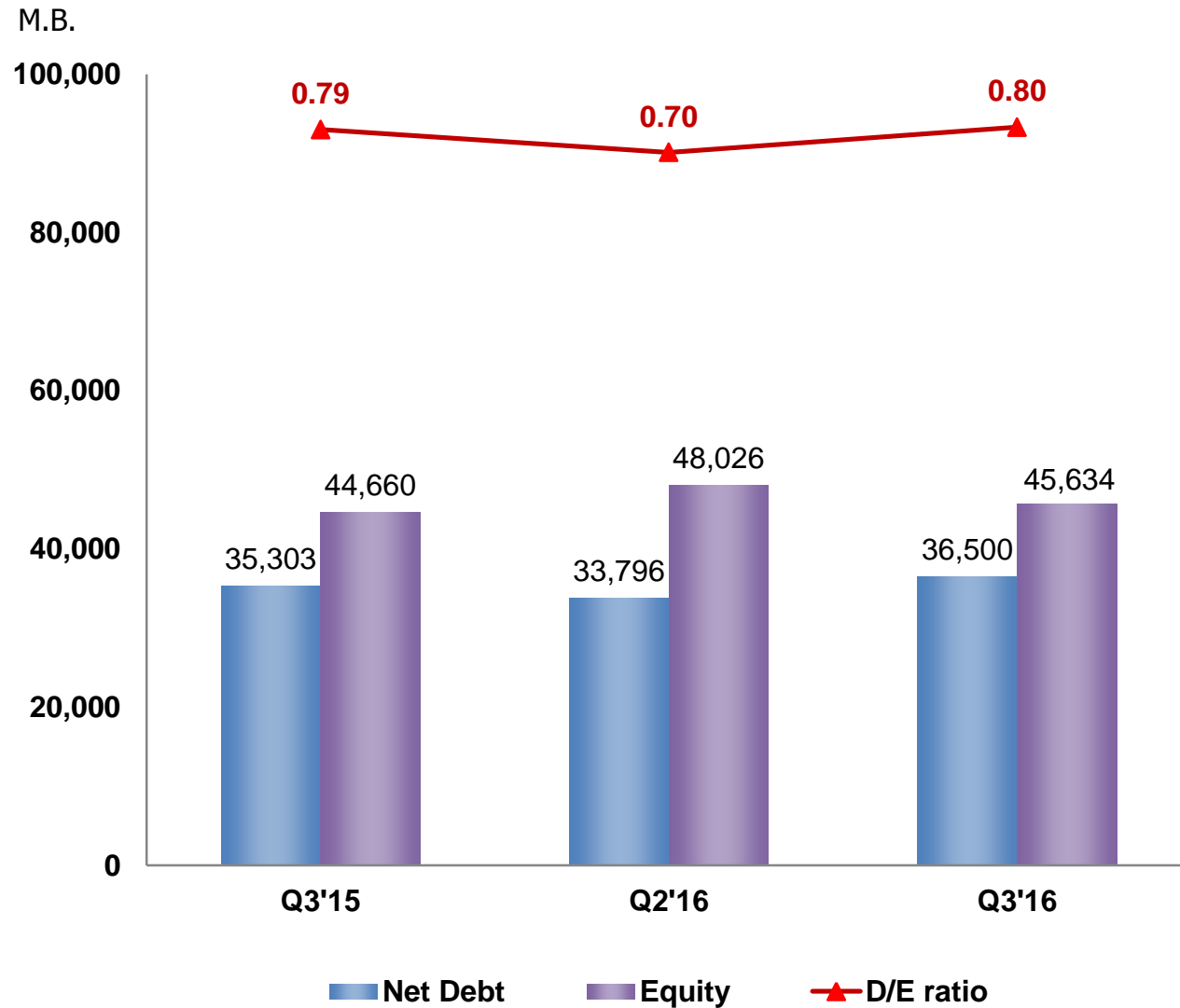


Debt to Equity





Net debt to Equity





Existing Project as of Sep. 2016

TYPE	BRAND	NO. OF PROJECT	SIZE (Rai)	UNIT	% AVAILABLE FOR SALES	UNIT PRICE	REMAINING PRJ. VALUE
SH	1. Inizio	6	369.8	1,719	30%	3.8	1,983
	2. Villaggio	3	148.3	803	53%	3.5	1,484
	3. Pruklada	6	610.1	2,804	37%	4.3	4,456
	4. Chaiyapruk	7	450.4	1,922	57%	5.3	5,800
	5. Chollada	1	109.0	327	6%	12.0	228
	6. Mantana	5	620.4	2,098	26%	8.0	4,421
	7. Seewalee	8	661.8	2,281	55%	5.4	6,768
	8. Nantawan	5	559.7	1025	52%	24.2	12,909
	9. Ladawan	3	339.6	402	58%	53.7	12,452
	10. 88 Land&Houses	3	120.9	345	49%	8.2	1,388
	11. Land&Houses Park	1	196.8	579	1%	2.7	22
TH	12. Indy	4	97.7	1059	49%	2.6	1,341
	13. Villaggio	2	166.5	1,228	69%	2.2	1,903
	14. The Landmark	1	28.4	245	44%	8.2	890
Condo	15. North	5	13.1	345	13%	2.4	107
	16. The Key	1	5.9	885	62%	3.4	1,851
	17. 333	1	11.4	950	10%	7.4	715
	18. The Room	4	9.9	1,181	43%	6.8	3,477
	19. Wan Vayla	1	20.2	294	7%	9.5	210
	20. The Bangkok	2	6.4	616	47%	20.7	5,955
	TOTAL	69	4,546.1	21,108	42%	7.7	68,360



New projects plan to launch in 2016 (Revised)

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	Villaggio	Rangsit Klong 3	SH,TH	43.4	335	3.0	1,000	Sep*
5	The Bangkok	Thonglor	CD	1.5	148	27.0	4,000	Sep
6	Indy	Bangna 2	TH	20.0	222	3.2	710	Sep
7	Nantawan	Udonthani	SH	38.4	84	11.9	1,000	Sep*
8	Nantawan	Serene Lake Chiangmai	SH	51.0	98	20.5	2,010	Oct
9	Villaggio	Pinklao-Salaya	SH, Semi-SH	161.0	922	3.9	3,600	Nov**
10	Mantana	Maha Chesadabodin Bridge	SH	60.0	216	9.7	2,100	Nov
11	The Bangkok	Sukhumvit 38	CD	1.0	67	22.4	1,500	Q4*
Total				541.7	2,964	6.8	20,090	

* Moved from Q.2

** Moved from Q.3

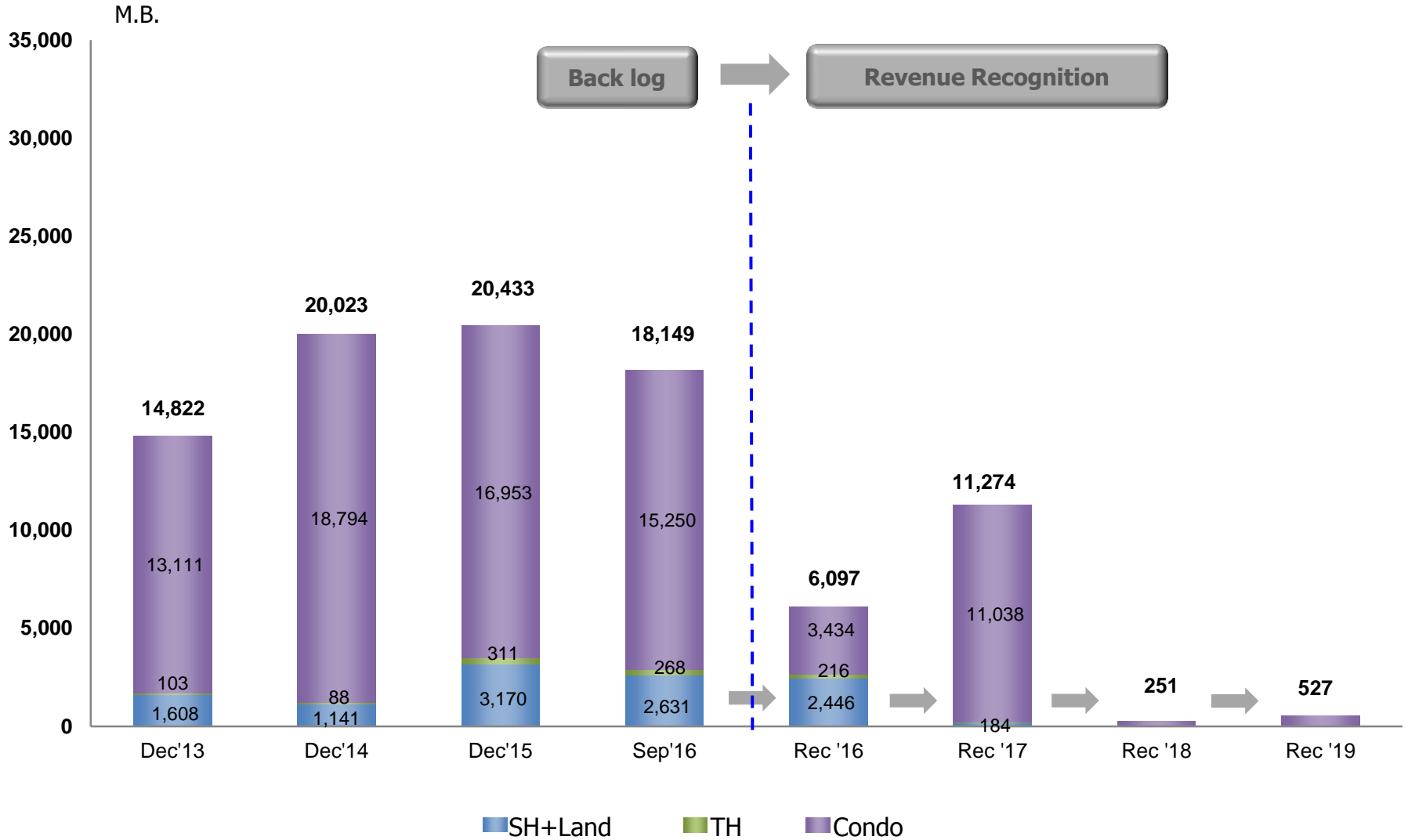
	Q.1	Q.2	Q.3	Q.4	No. of prj.	Prj. Value	%
SH	1	1	3	3	8	11,180	56%
TH	1	-	2	1	4	3,410	17%
CD	-	-	1	1	2	5,500	27%
No. of prj.	2	1	6	5	14		
Prj. Value	1,250	1,520	8,110	9,210		20,090	100%
%	6%	8%	40%	46%			100%

	No. of prj.	Prj. Value	%
Bangkok	8	15,830	79%
Provincial	3	4,260	21%
	11	20,090	

* These 3 TH projects are included in SH projects



Backlog and Revenue Recognition





Condominium schedule (as of Sep. 2016)

Project	Prj. Value	(Plan)	(13 projects)				(7 projects)				(2 projects)				(3 projects)			
		2016				2017				2018				2019				
		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																	
The Key - Wutthakat 2	1,700																	
The Room - BTS wongwienyai	1,580																	
The Room - Sathorn	1,650																	
The Room - Rama IV	2,200																	
The Room - Suk. 69	2,630																	
The Room - Sathorn 11	1,880																	
The Room - Charoen Krung	2,000																	
333 Riverside	7,000																	
The Bangkok - Sathorn	7,500																	
The Bangkok - Suk.38	1,500																	
The Bangkok - Suk.55	4,000																	
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