



LAND & HOUSES

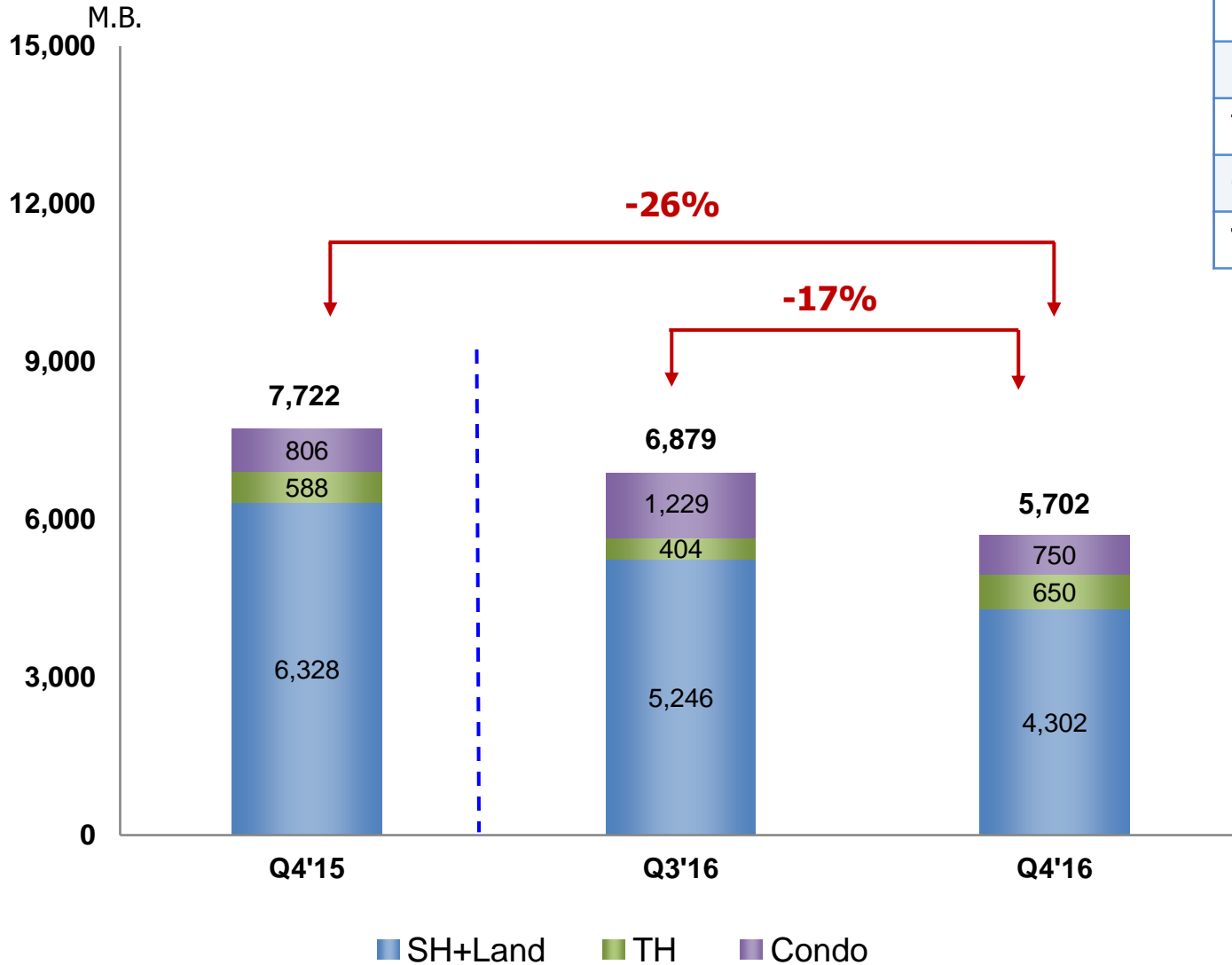


Analyst Meeting – Q4'16

1 MAR 17



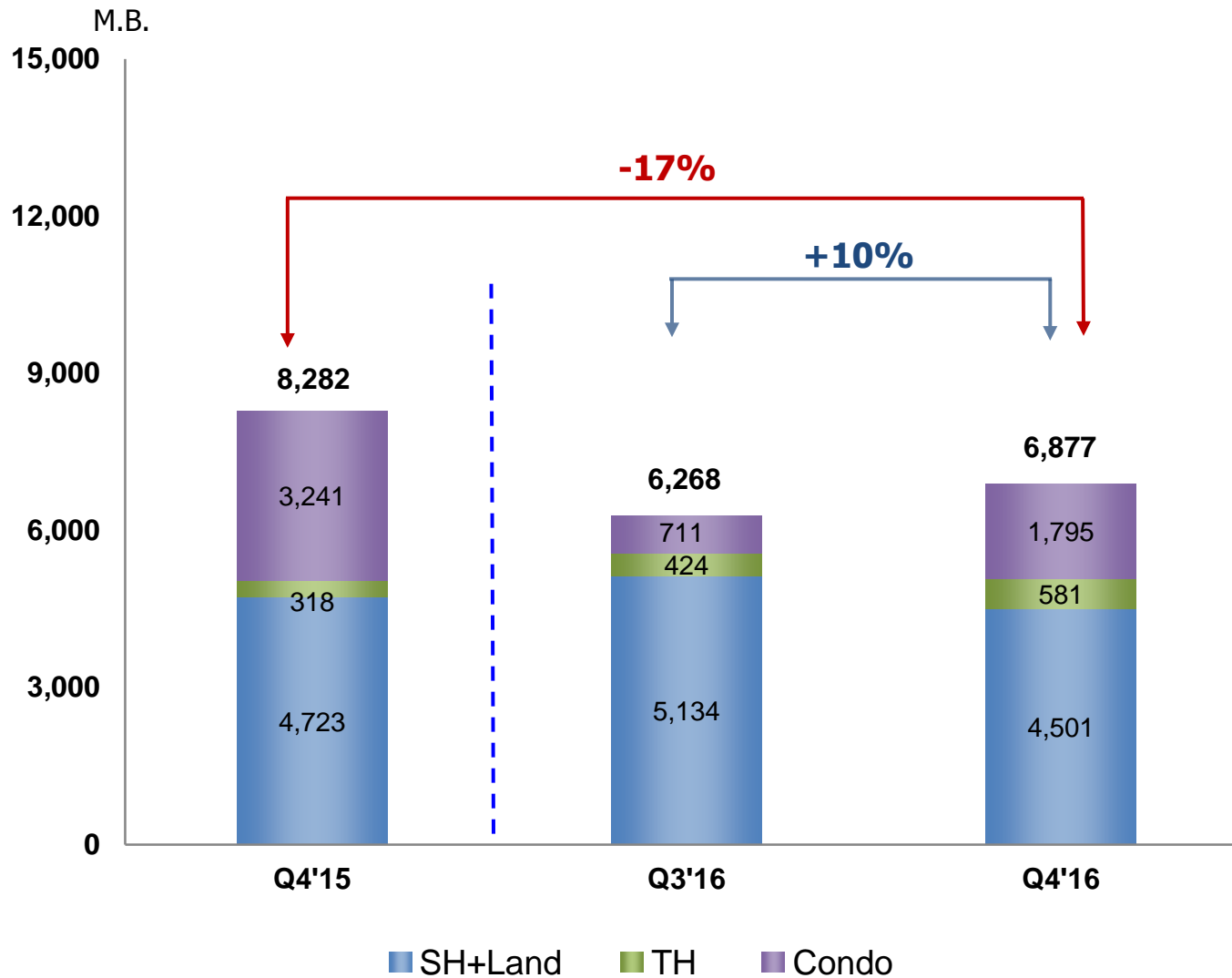
Sales Growth (Booking)



Unit	
SH+L	464
TH	205
Condo	48
Total	717



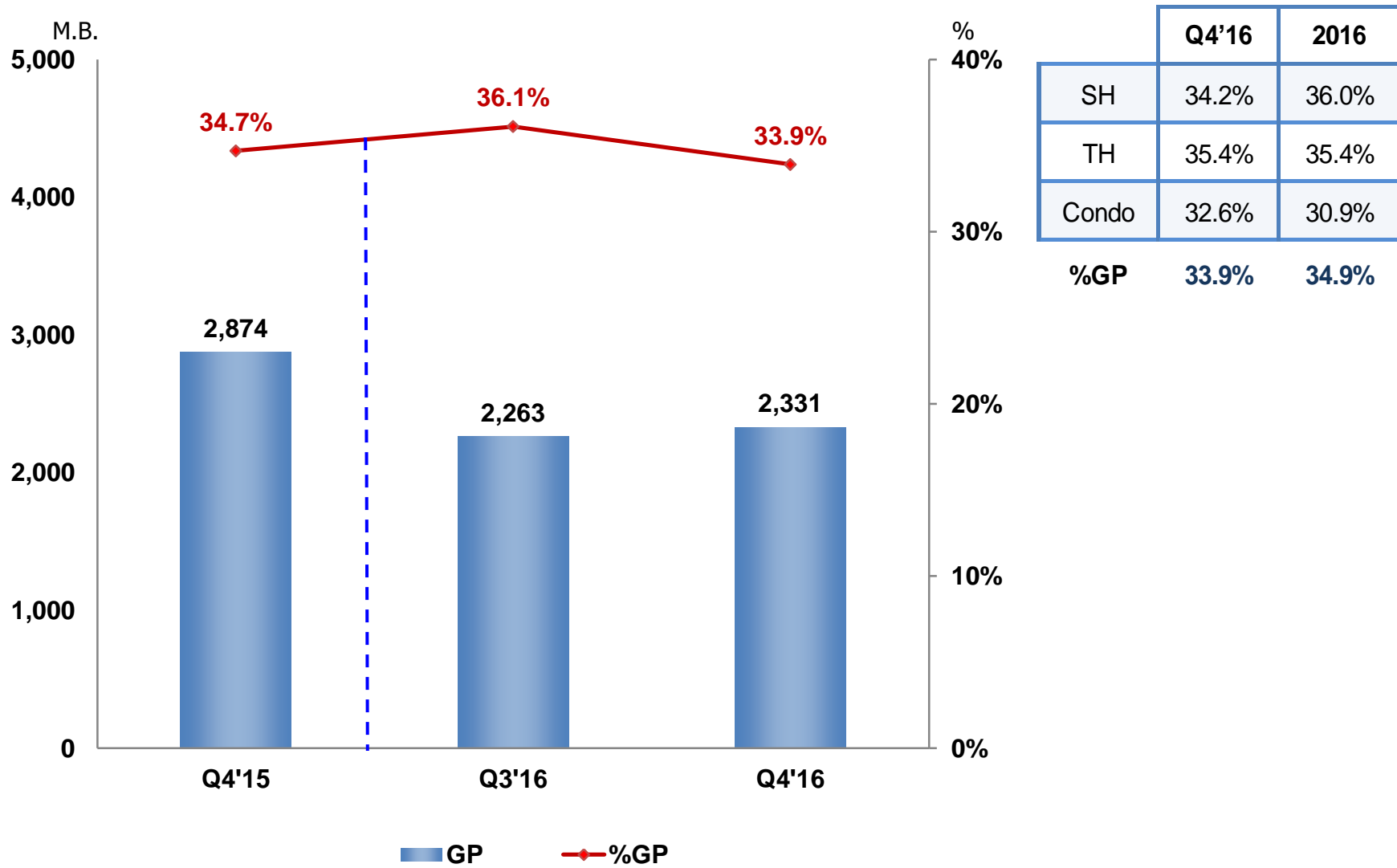
Recognized Sales Growth (Transfer)



Unit	
SH+L	487
TH	178
Condo	282
Total	947

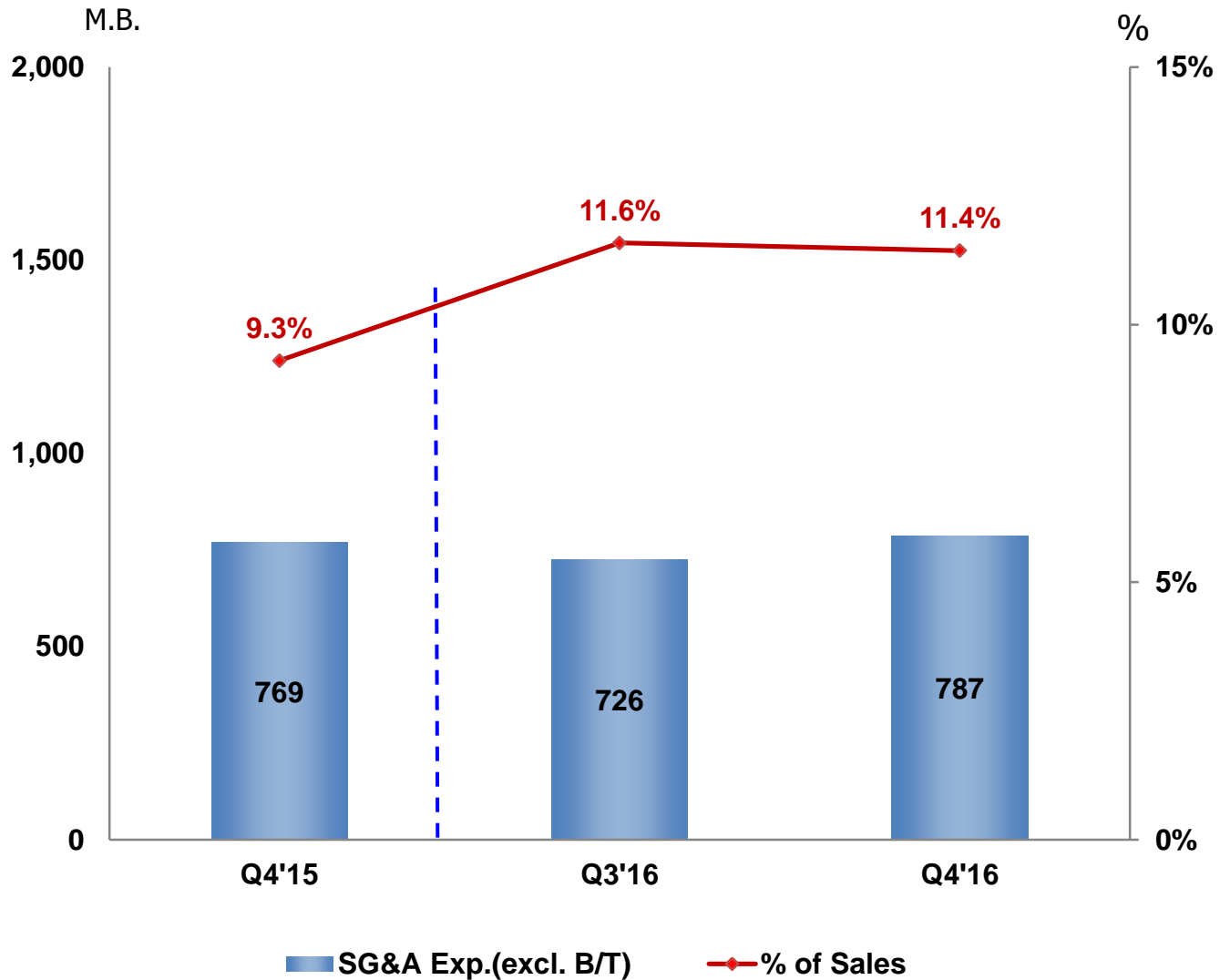


G.P.



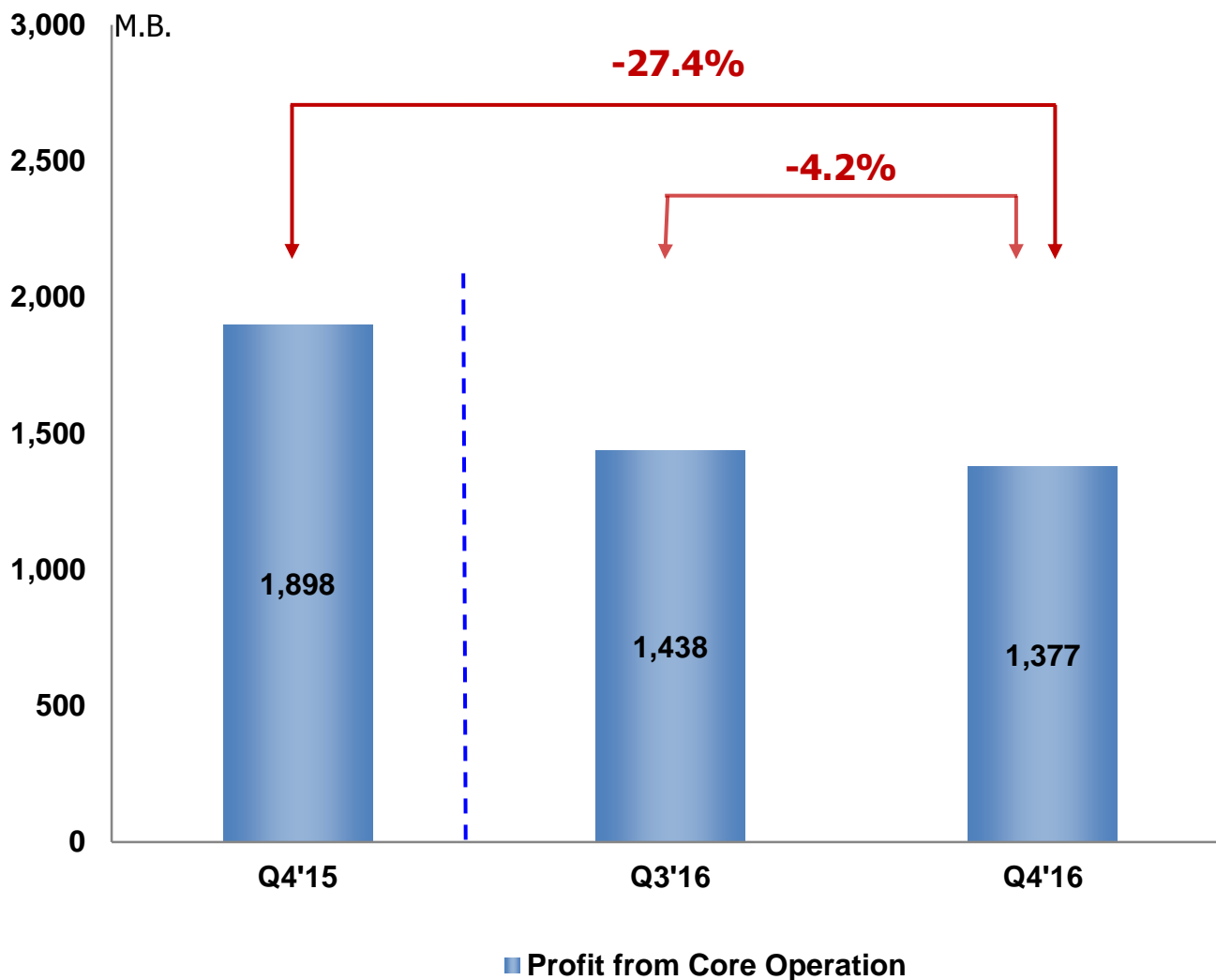


SG&A Exp.(excl. B/T)



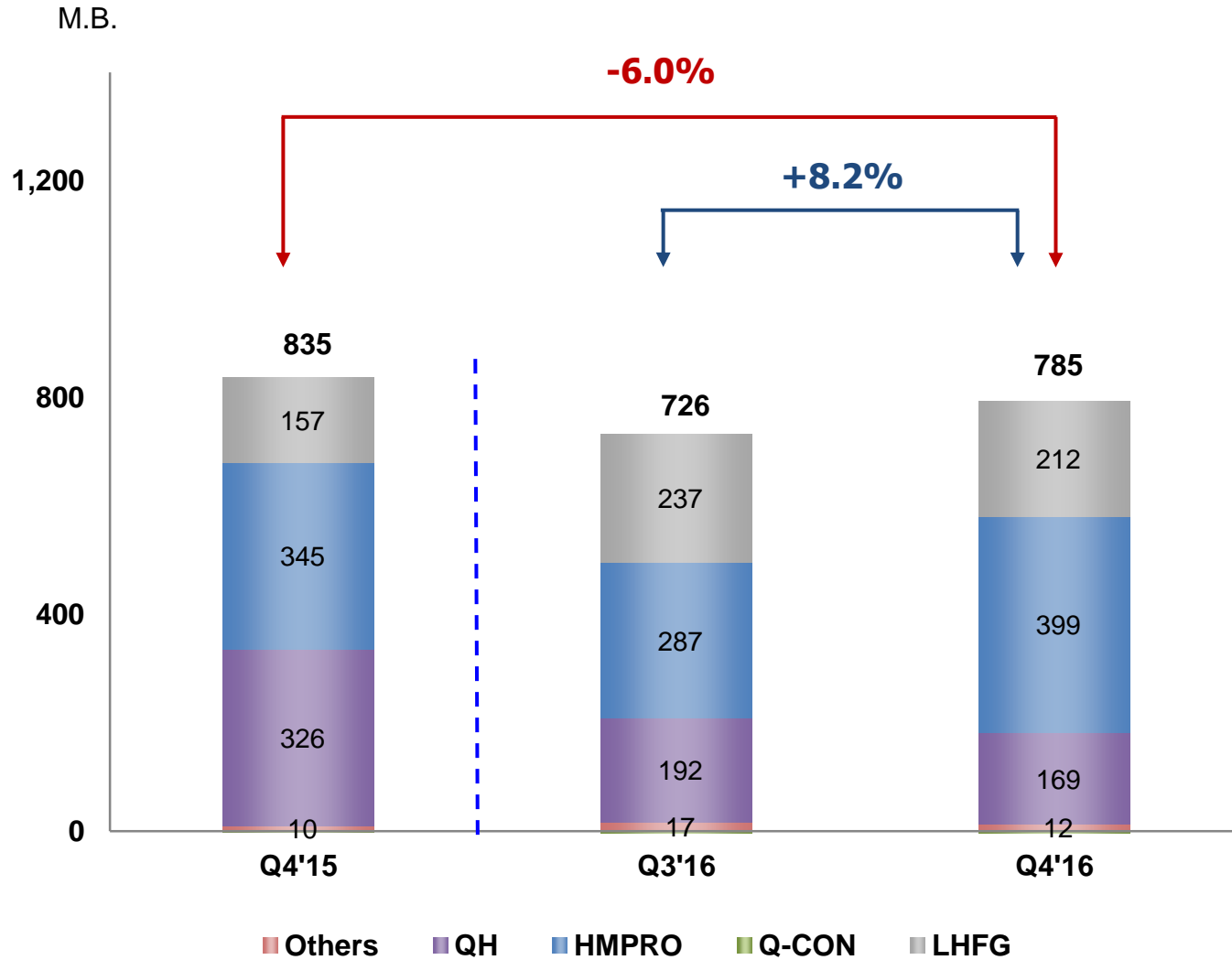


Profit from Core Operation (before tax)



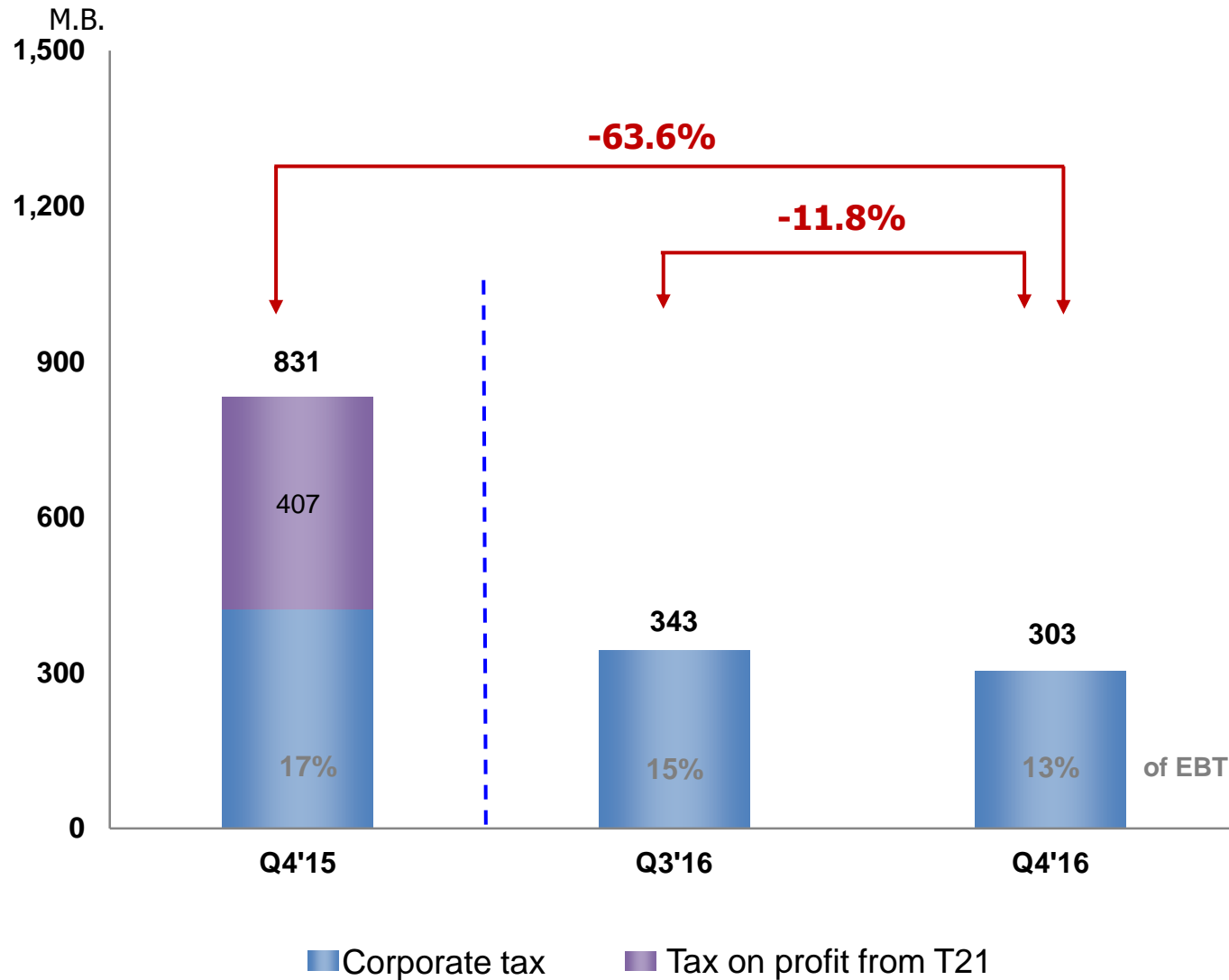


Share of Profit from Investments



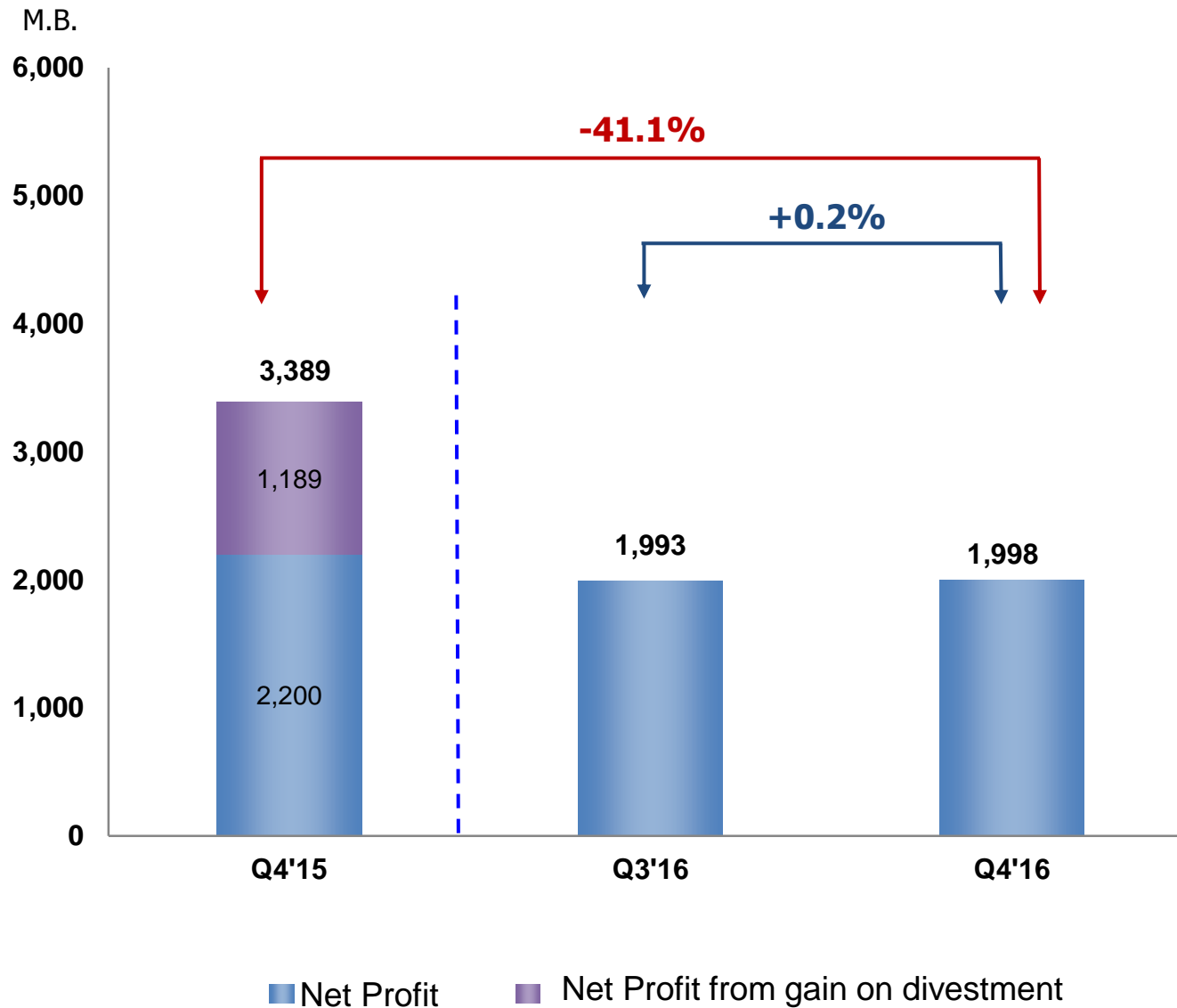


Corporate Tax





Net Profit

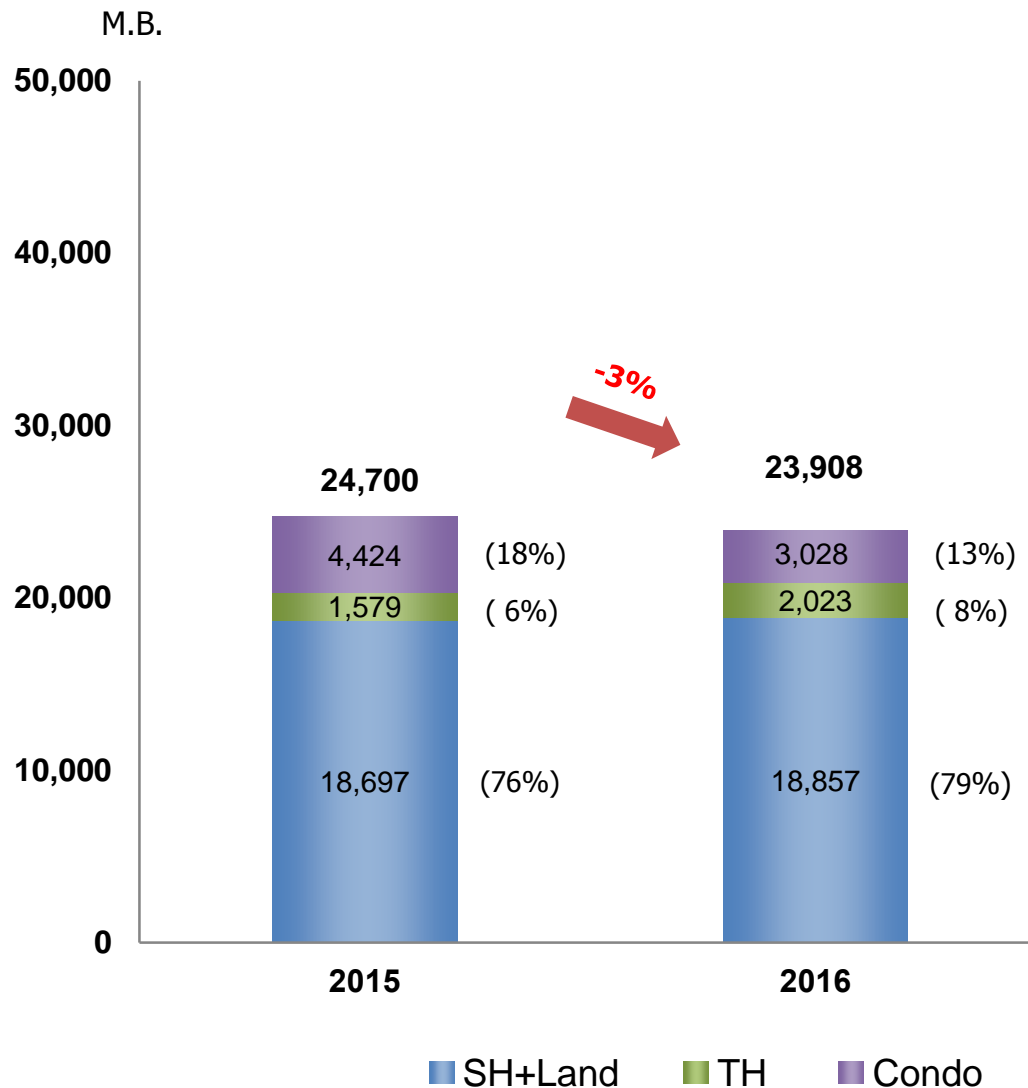




2016 Performance



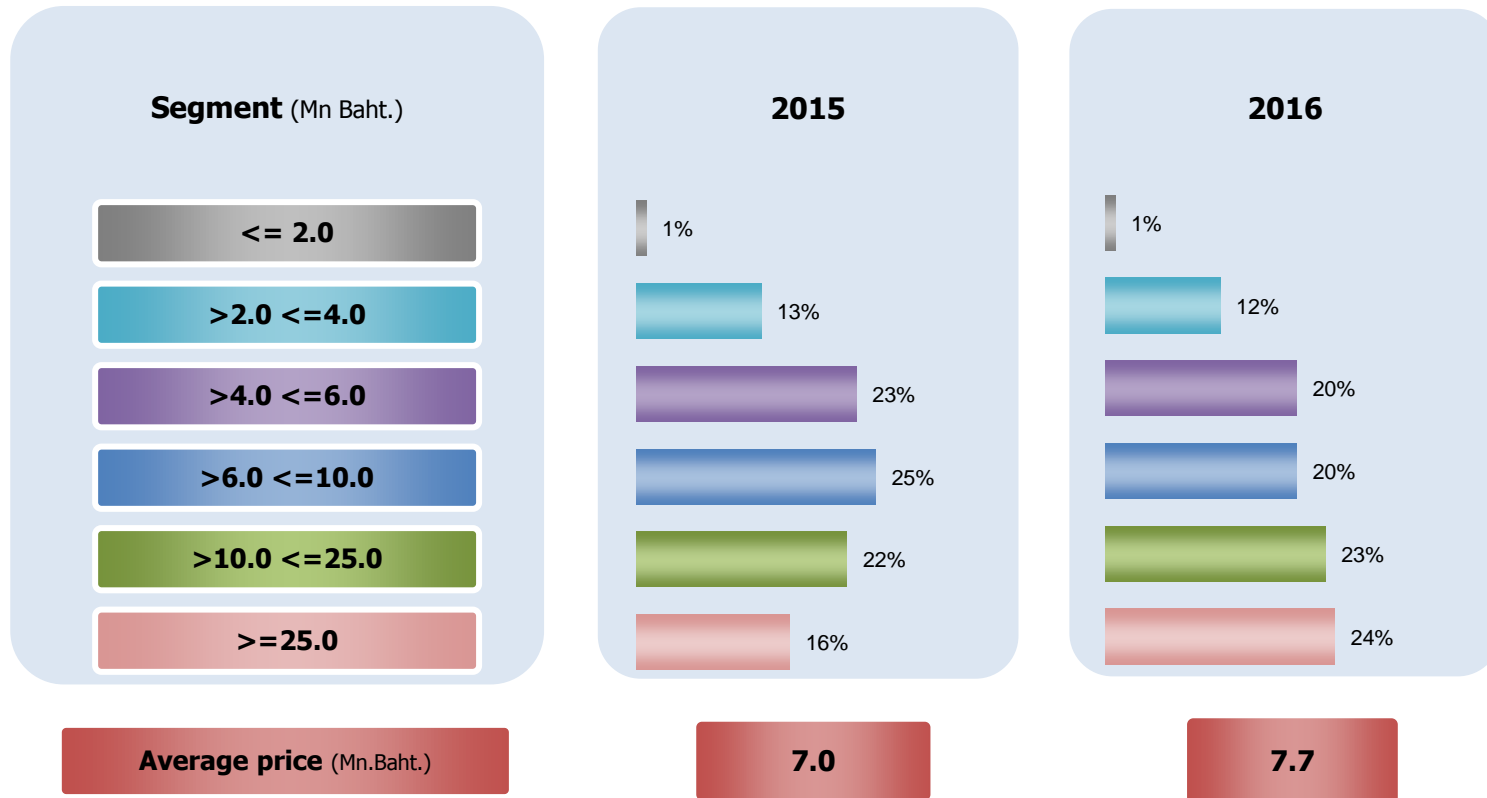
Sales Growth (Bookings)



Unit	
SH+L	2,195
TH	616
Condo	294
Total	3,105

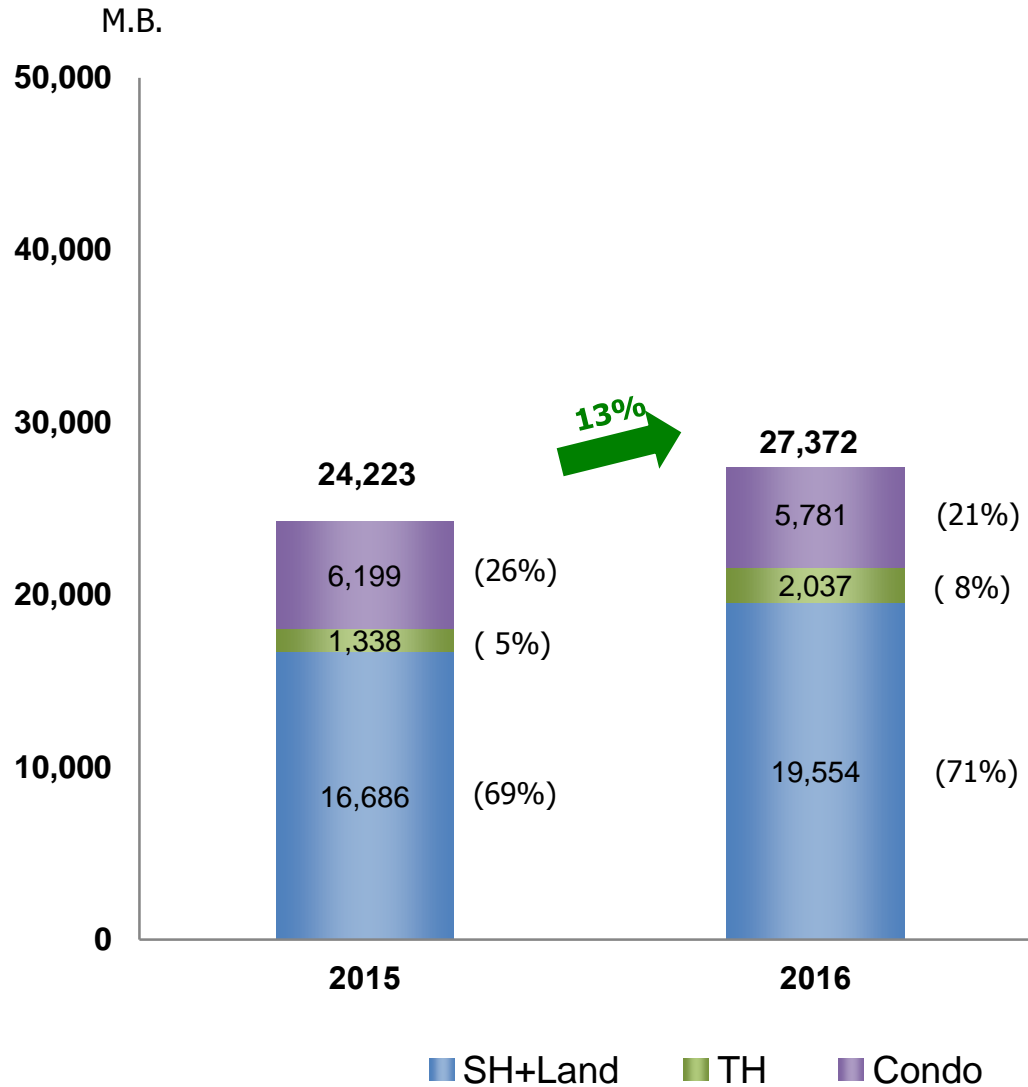


Booking by Segmentation

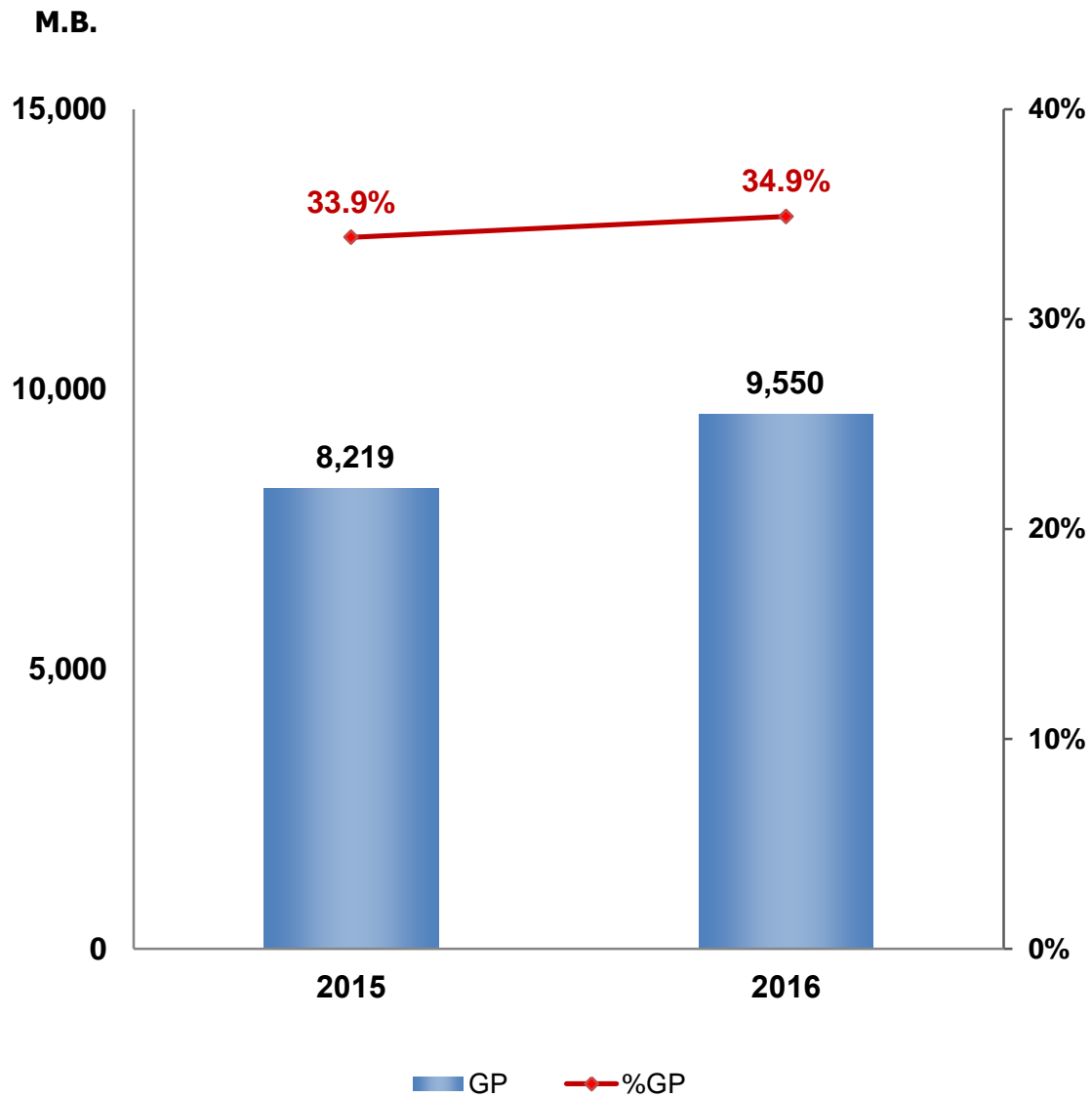




Revenue Growth (Transfers)



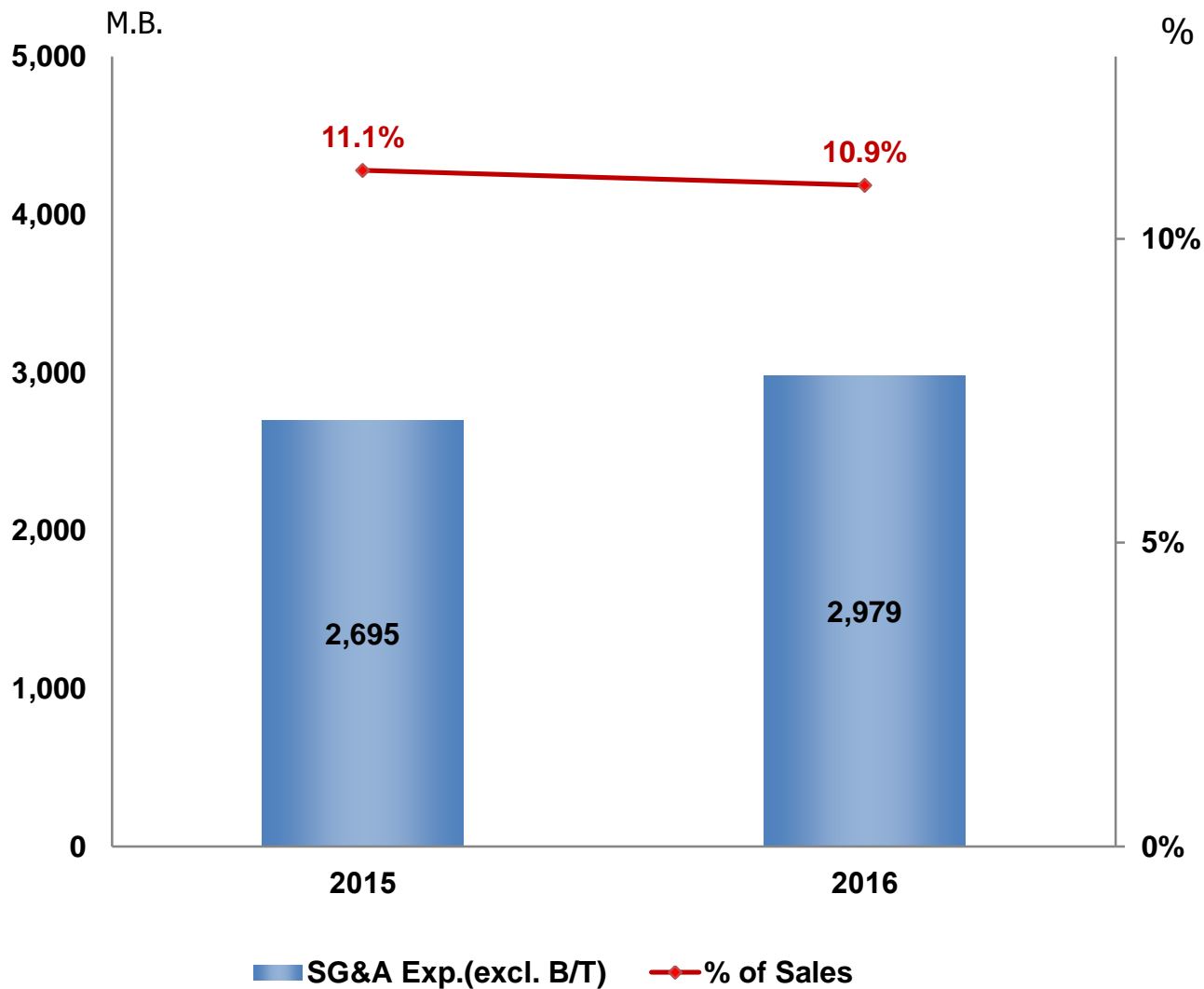
Unit	
SH+L	2,268
TH	620
Condo	855
Total	3,743



	2015	2016
SH	34.9	36.0
TH	33.5	35.4
Condo	31.5	30.9
Total	33.9	34.9

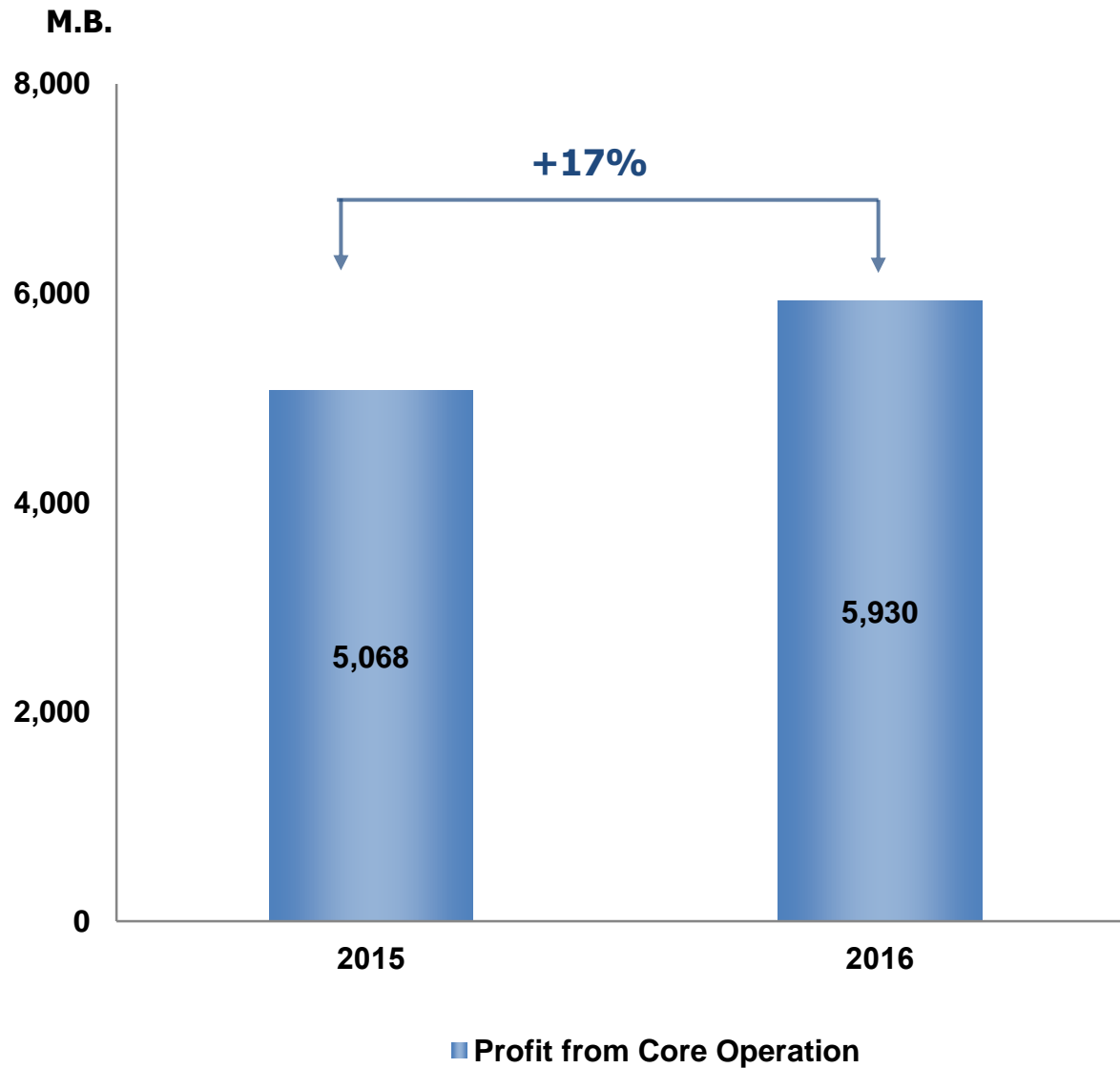


SG&A Exp.(excl. B/T)



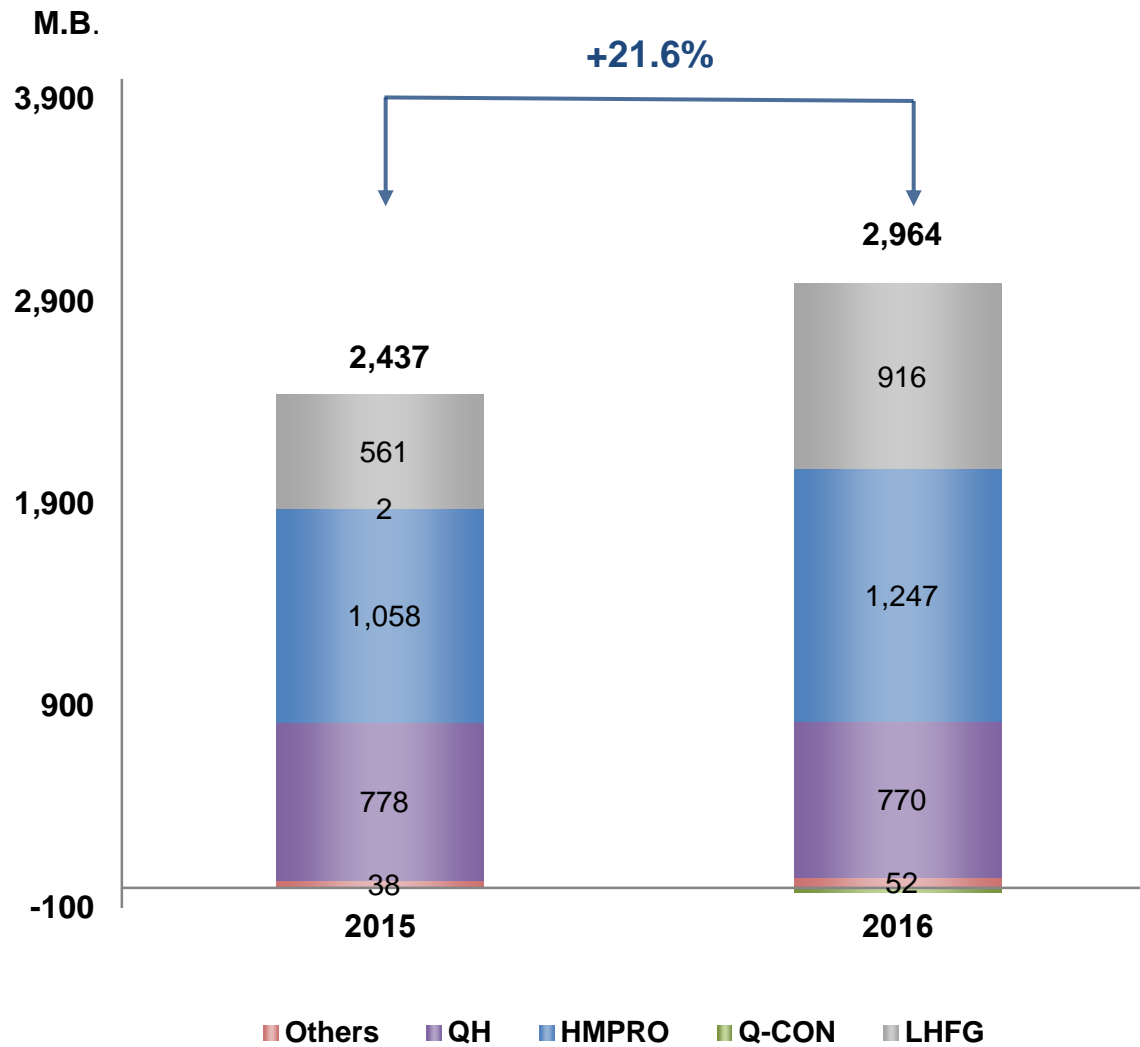


Profit from Core Operation (before tax)



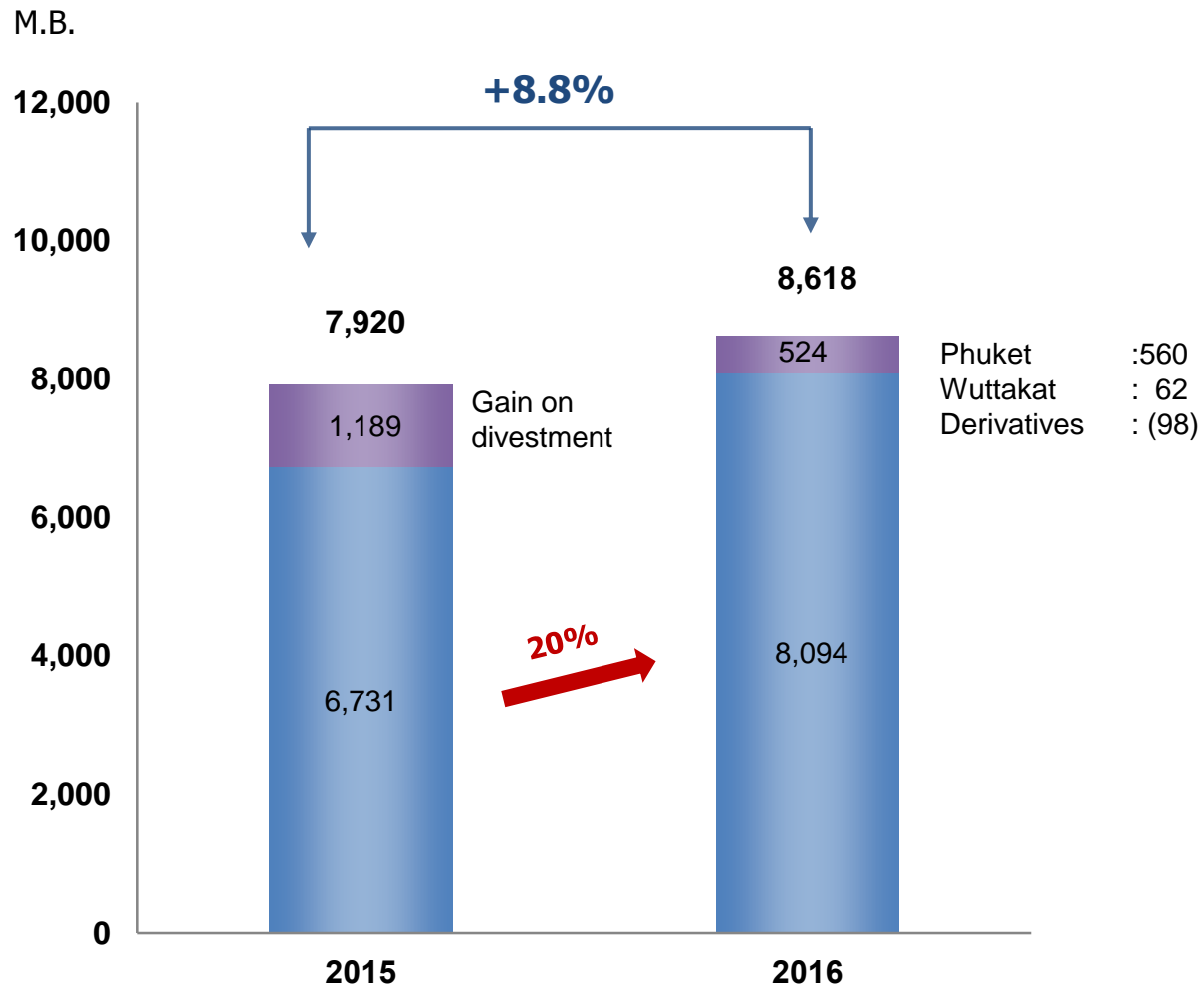


Share of Profit from Investments





Net Profit

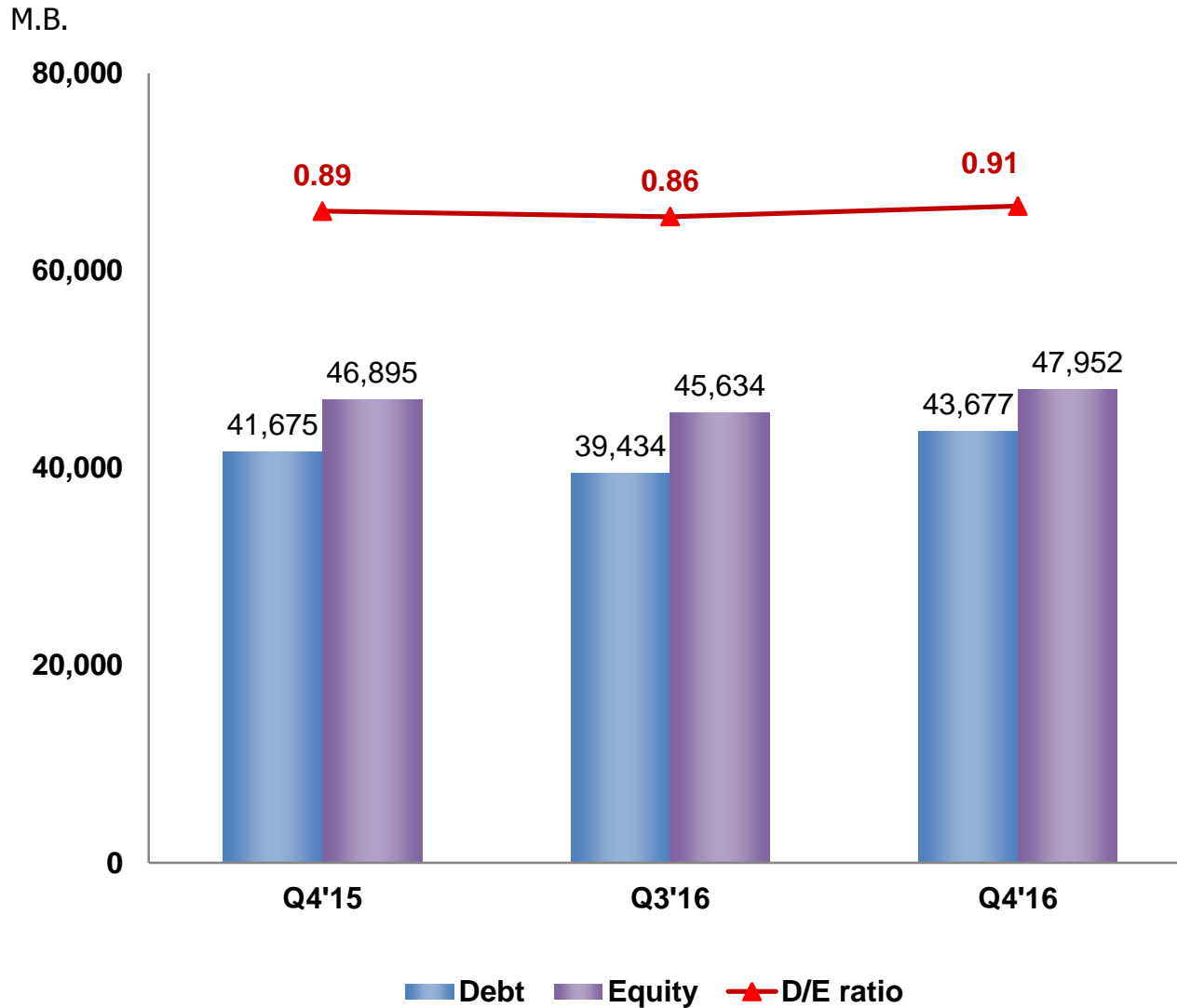


■ Net Profit

■ Net Profit from extra items

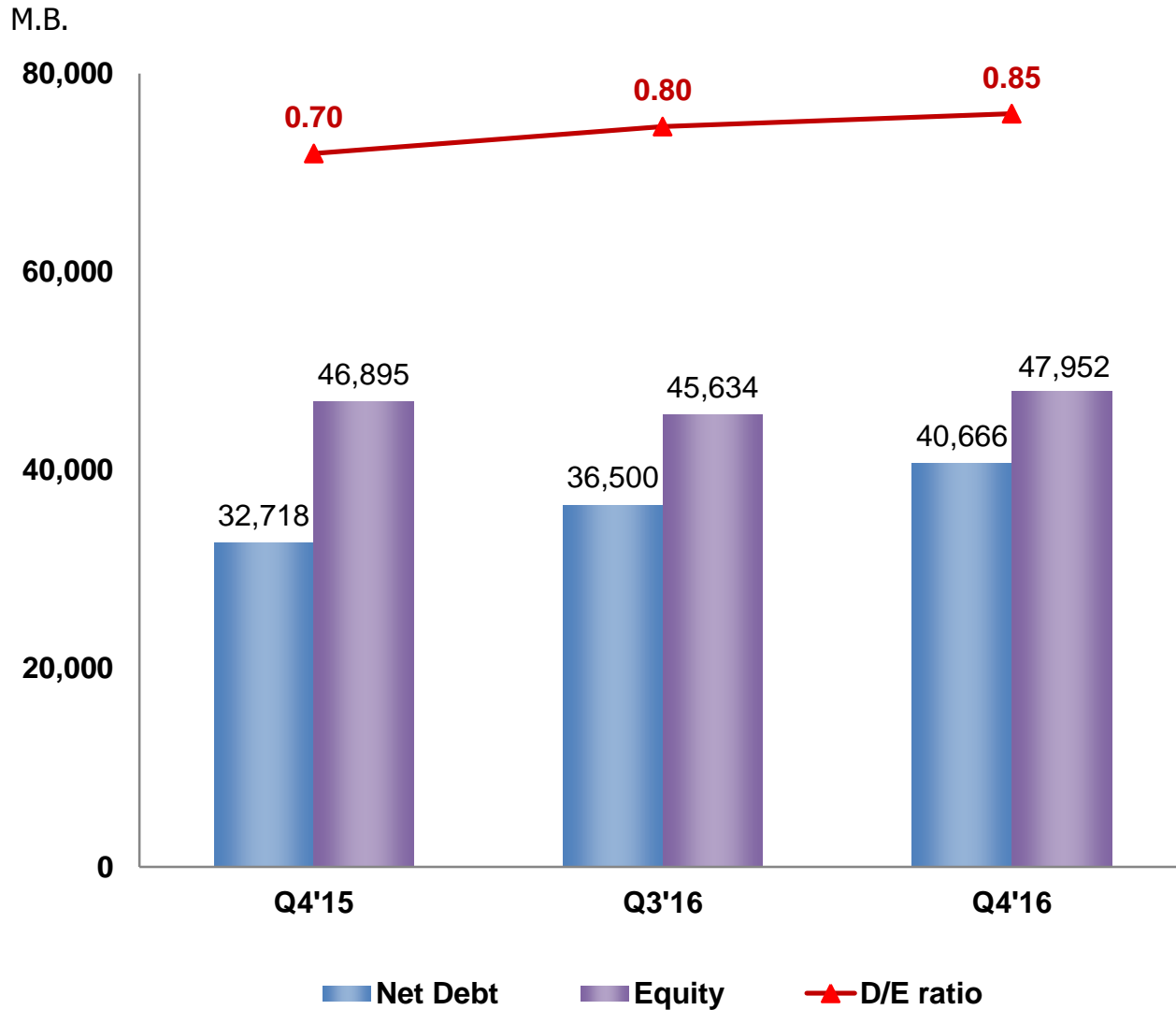


Debt to Equity





Net debt to Equity





New projects launched 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	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
Total				540.7	2,897	6.4	18,590	

	Q.1	Q.2	Q.3	Q.4	No. of prj.	Prj. Value	%
SH	1	1	3	3	8	11,180	60%
TH	1	-	2	1	4	3,410	18%
CD	-	-	1	-	1	4,000	22%
No. of prj.	2	1	6	4	13		
Prj. Value	1,250	1,520	8,110	7,710		18,590	100%
%	7%	8%	44%	41%			100%

	No. of prj.	Prj. Value	%
Bangkok	7	14,330	77%
Provincial	3	4,260	23%
	10	18,590	

* These 3 TH projects are included in SH projects



Existing Projects as of Dec. 2016

TYPE	BRAND	NO. OF PROJECT	SIZE (Rai)	UNIT	% AVAILABLE FOR SALES	UNIT PRICE	REMAINING PRJ. VALUE
SH	1. Inizio	5	307.8	1,423	34%	4.0	1,916
	2. Villaggio	5	296.3	1,290	66%	4.6	3,856
	3. Pruklada	6	610.1	2,804	35%	4.7	4,560
	4. Chaiyapruk	7	450.4	1,922	53%	5.6	5,705
	5. Chollada	1	109.0	327	6%	12.0	228
	6. Mantana	5	622.9	2,101	30%	9.6	6,069
	7. Seewalee	8	661.8	2,281	53%	5.3	6,435
	8. Nantawan	6	610.7	1,123	53%	24.8	14,751
	9. Ladawan	3	339.6	402	55%	51.9	11,479
	10. 88 Land&Houses	3	120.9	345	39%	8.2	1,097
	11. Land&Houses Park	1	196.8	579	1%	2.7	22
TH	12. Indy	3	81.5	899	47%	2.7	1,125
	13. Villaggio	4	181.3	1,676	72%	2.7	3,186
	14. Baan Mai	-	-	-	-	-	-
	15. The Landmark	1	28.4	245	40%	8.2	800
Condo	16. Ease	-	-	-	-	-	-
	17. North	5	13.1	345	12%	2.4	102
	18. The Key	1	5.9	885	61%	4.3	2,335
	19. 333	1	11.4	950	10%	5.9	543
	20. The Room	4	9.9	1,181	42%	7.0	3,464
	21. Wan Vayla	1	20.2	294	7%	7.7	154
	22. The Bangkok	2	6.4	616	43%	23.8	6,324
	TOTAL	72	4,684.2	21,688	42%	8.0	<u>74,149</u>



New projects planned to launch in 2017

No.	PROJECT NAME	LOCATION	TYPE	SIZE (Rai)	UNIT	UNIT PRICE	PRJ. VALUE	LAUNCH DATE
1	Mantana	Wong Whan - Bangbon	SH	91.9	198	10.6	2,100	Feb
2	Seewalee	Ayutthaya (2)	SH	14.4	56	5.6	315	Q.2
3	Mantana	Srinakarin Romkloa	SH	76.0	303	7.5	2,280	Q.2
4	Indy	Srinakarin Romkloa	TH	31.7	317	3.1	990	Q.2
5	The Bangkok	Sukhumvit 38	CD	1.0	67	24.2	1,620	Q.2
6	Mantana	On Nuch - Wongwaen 5	SH	85.0	311	10.0	3,110	Q.3
7*	Inizio (3)	Pinklao - Wongwaen	SH	3.1	13	6.2	80	Q.3
	Inizio (3)	Pinklao - Wongwaen	Semi	35.6	230	4.3	1,000	Q.3
8*	Villaggio (2)	Rama 2	SH	16.5	72	5.5	395	Q.3
	Villaggio (2)	Rama 2	Semi	44.5	300	3.8	1,150	Q.3
9	North 6	Chiang Mai	CD	5.9	69	2.5	170	Q.3
10	Seewalee	Nakhonpathom - Civic Center	SH	33.6	135	5.7	770	Q.4
11	Revo	Bangna	TH	20.5	92	8.4	770	Q.4
12	North 7	Chiang Mai	CD	2.1	57	2.6	150	Q.4
Total				462	2,220	6.7	14,900	

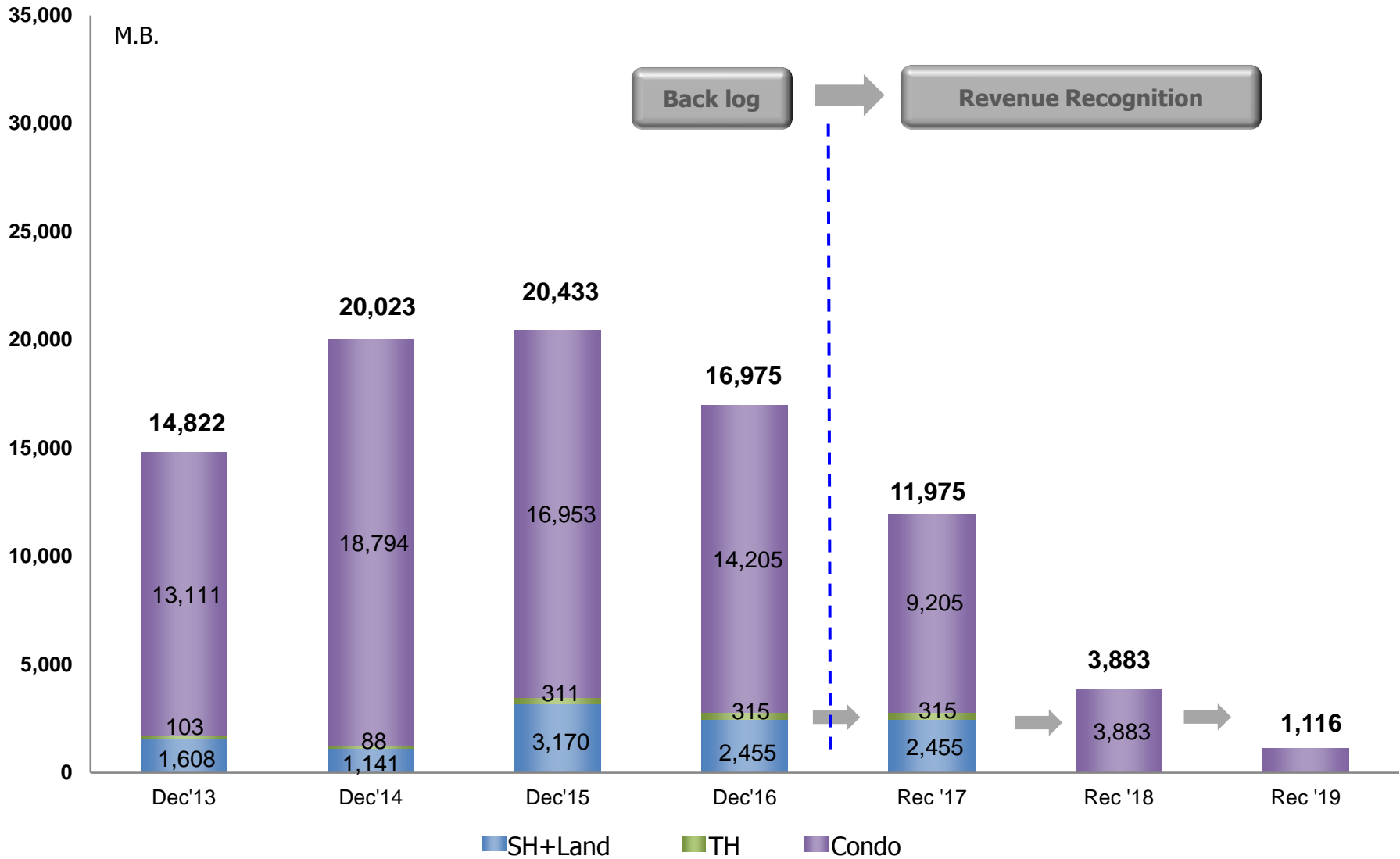
	Q.1	Q.2	Q.3	Q.4	No. of prj.	Prj. Value	%
SH	1	2	3	1	7	9,050	61%
TH	-	1	2	1	4	3,910	26%
CD	-	1	1	1	3	1,940	13%
No. of prj.	1	4	6	3	14		
Prj. Value	2,100	5,205	5,905	1,690		14,900	100%
%	14%	35%	40%	11%			

	No. of prj.	Prj. Value	%
Bangkok	9	14,265	96%
Provincial	3	635	4%
	12	14,900	

* These projects consist of both SH and Semi-detached Houses. (Semi counted as TH)



Backlog and Revenue Recognition





Condominium schedule (as of Dec. 2016)

No	Project	Prj. Value	%	%	(13 projects)				(15 projects)				(8 projects)				(2 projects)							
					(Plan)		(Actual)		2016				2017				2018				2019			
					Value	Sales	Transfer	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%	109%																				
3	The Key - Charoen Rat	3,000	46%																					
4	The Room - Sathorn	1,650	112%	109%																				
5	The Room - Rama IV	2,200	107%	108%																				
6	The Room - Suk. 69	2,630	68%	63%																				
7	The Room - Sathorn 11	1,880	42%	34%																				
8	The Room - Charoen Krung	2,000	45%																					
9	333 Riverside	7,000	96%	19%																				
10	The Bangkok - Sathorn	7,500	68%																					
11	The Bangkok - Suk.38	1,620																						
12	The Bangkok - Suk.55	4,000	28%																					
13	North 1 - Chiang Mai	160	92%	92%																				
14	North 2 - Chiang Mai	160	92%	90%																				
15	North 3 - Chiang Mai	160	93%	92%																				
16	North 4 - Chiang Mai	185	92%	89%																				
17	North 5 - Chiang Mai	160	91%	88%																				
18	North 6 - Chiang Mai	170																						
19	North 7 - Chiang Mai	150																						
20	Wan-Way-La - Kao Tao	2,700	99%	99%																				

Develop & EIA
 Construction period
 Transfer