



LAND & HOUSES

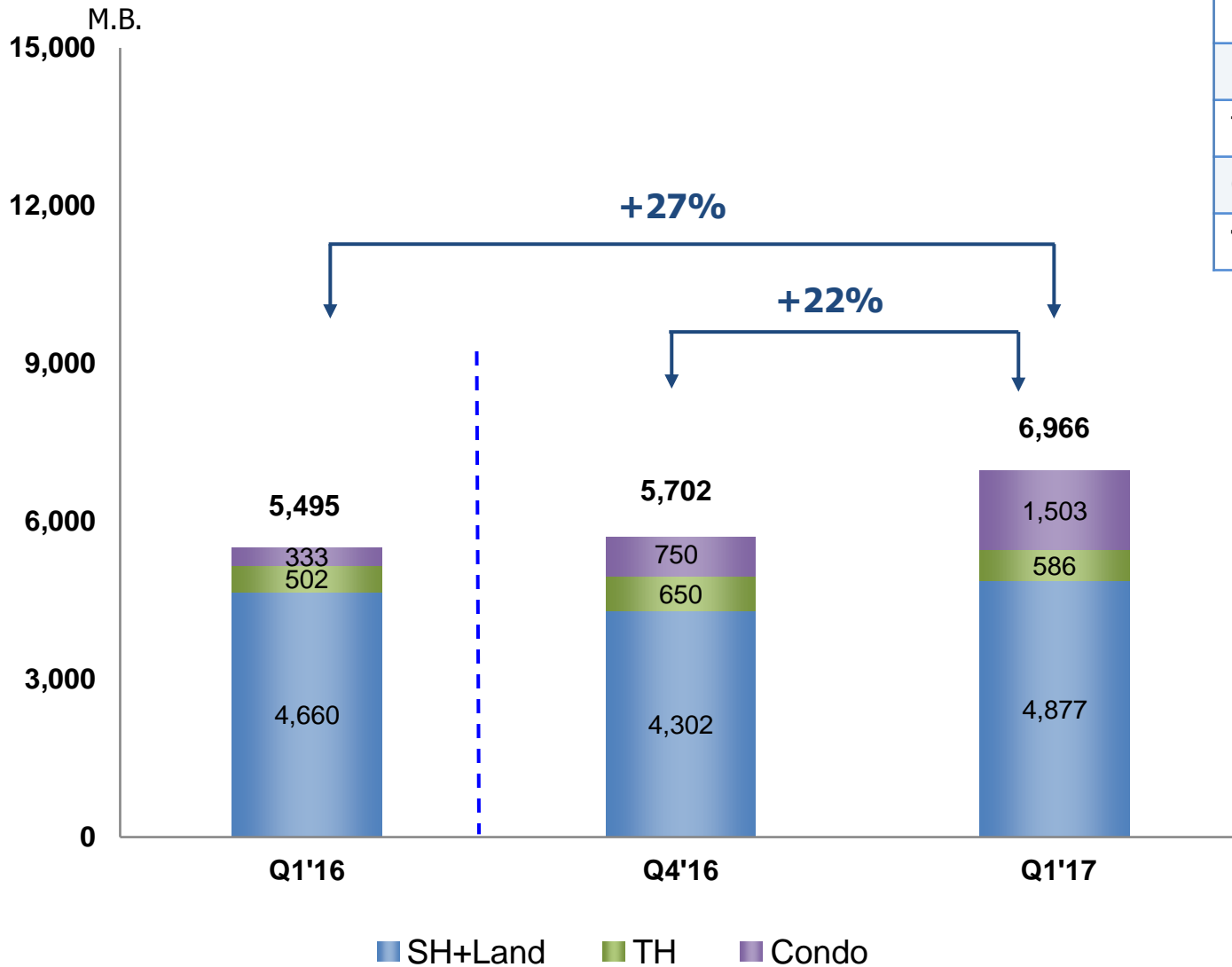


Analyst Meeting – Q1'17

12 MAY 17



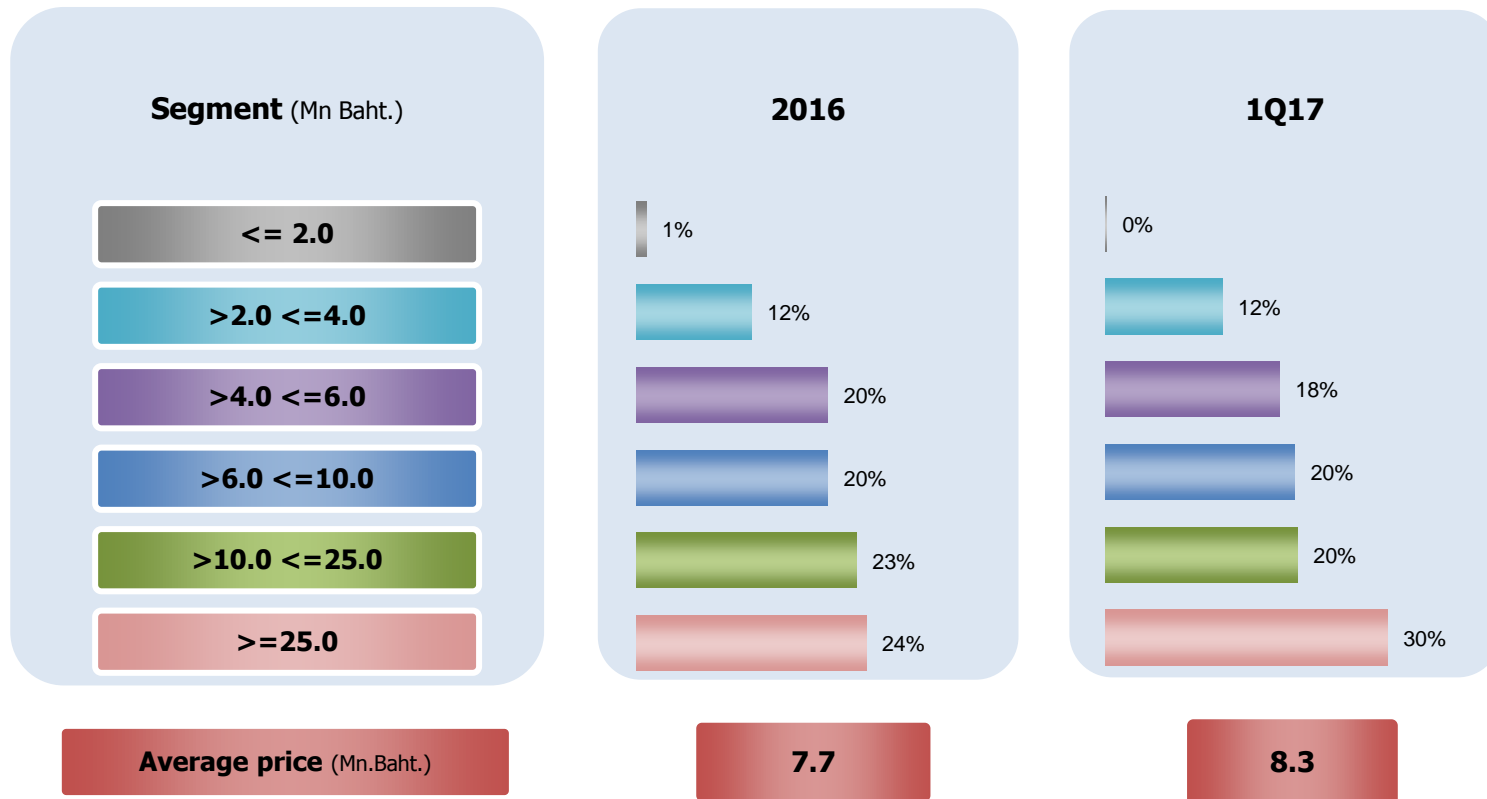
Sales Growth (Booking)



Unit	
SH+L	483
TH	176
Condo	185
Total	844

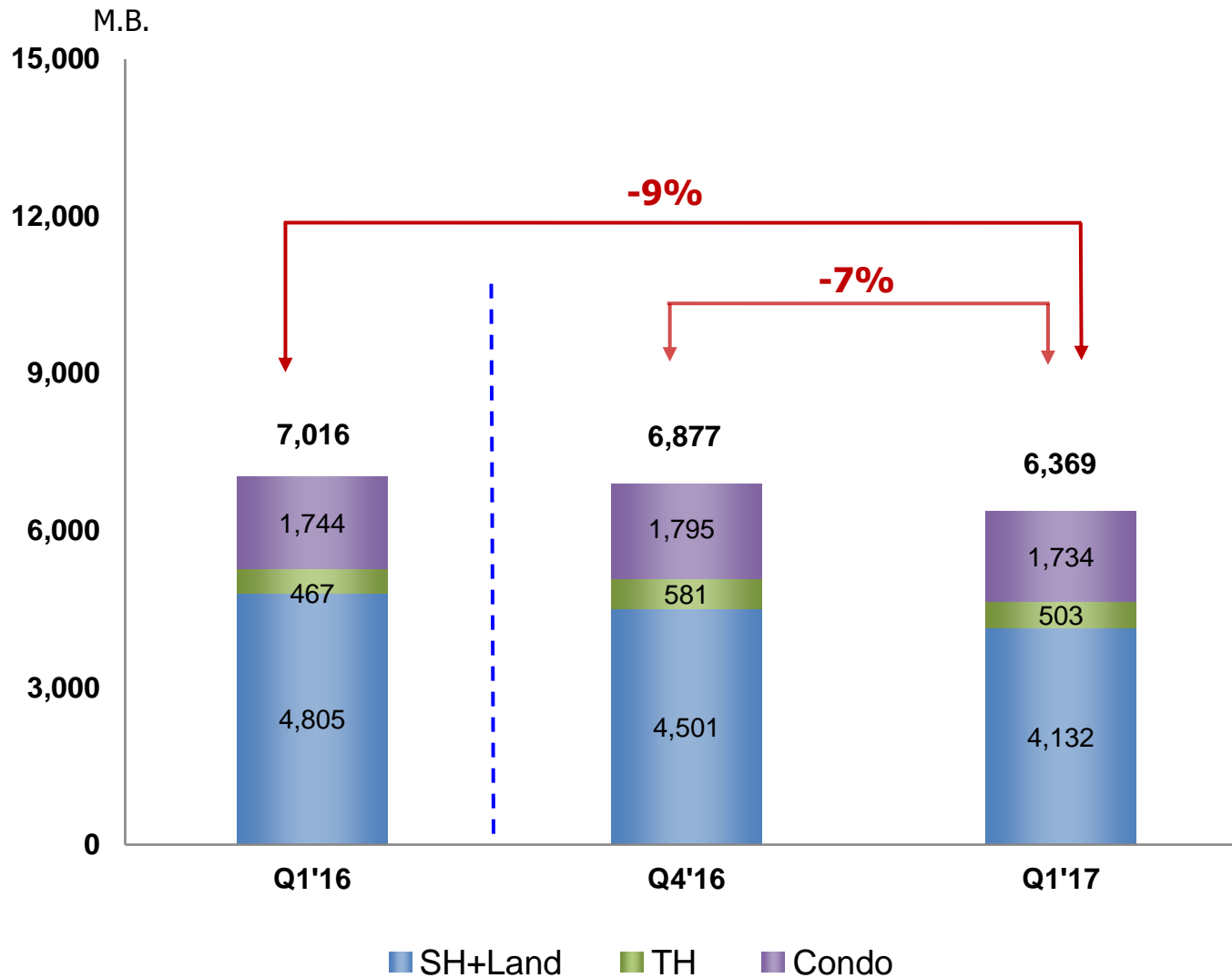


Booking by Segmentation

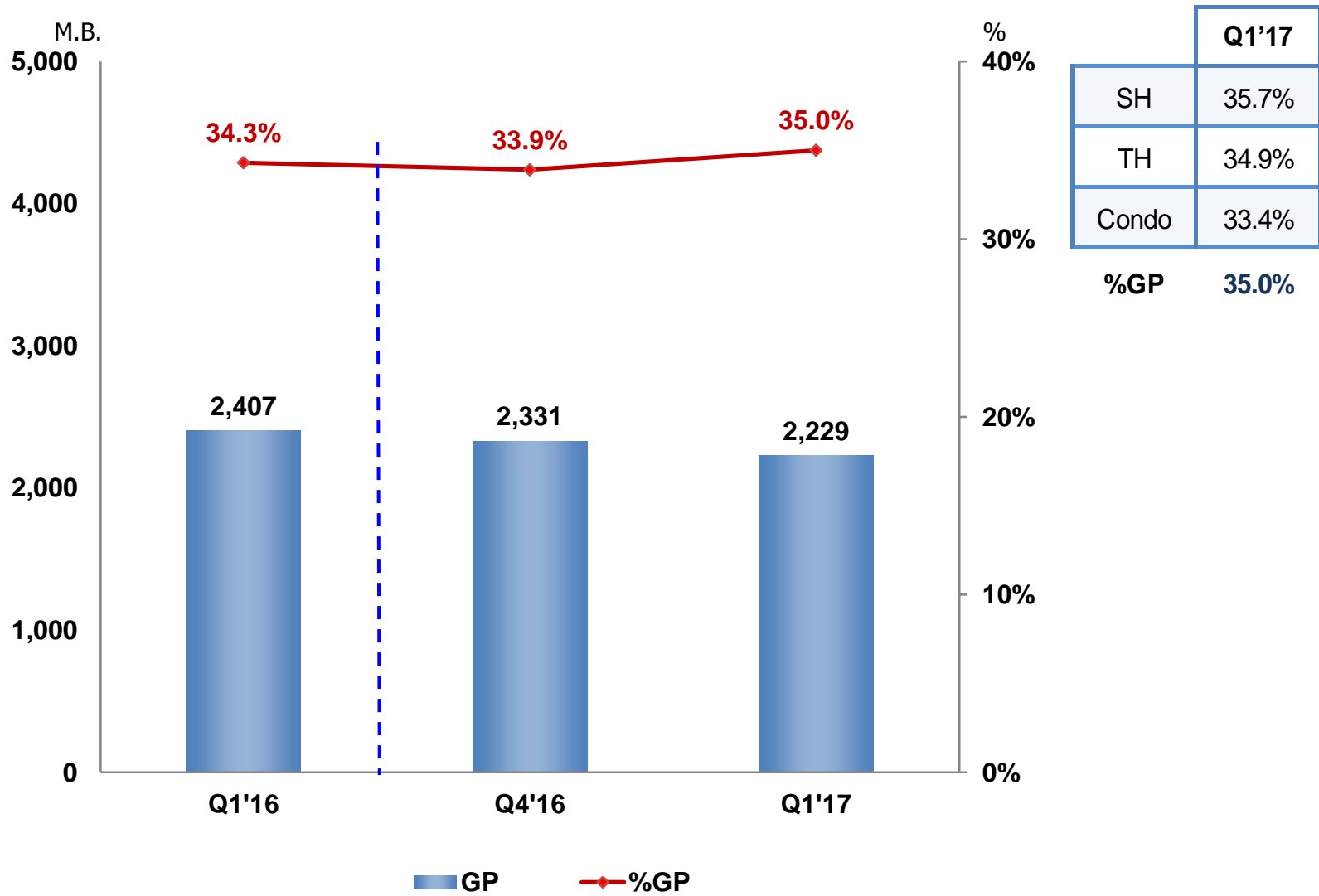




Recognized Sales Growth (Transfer)

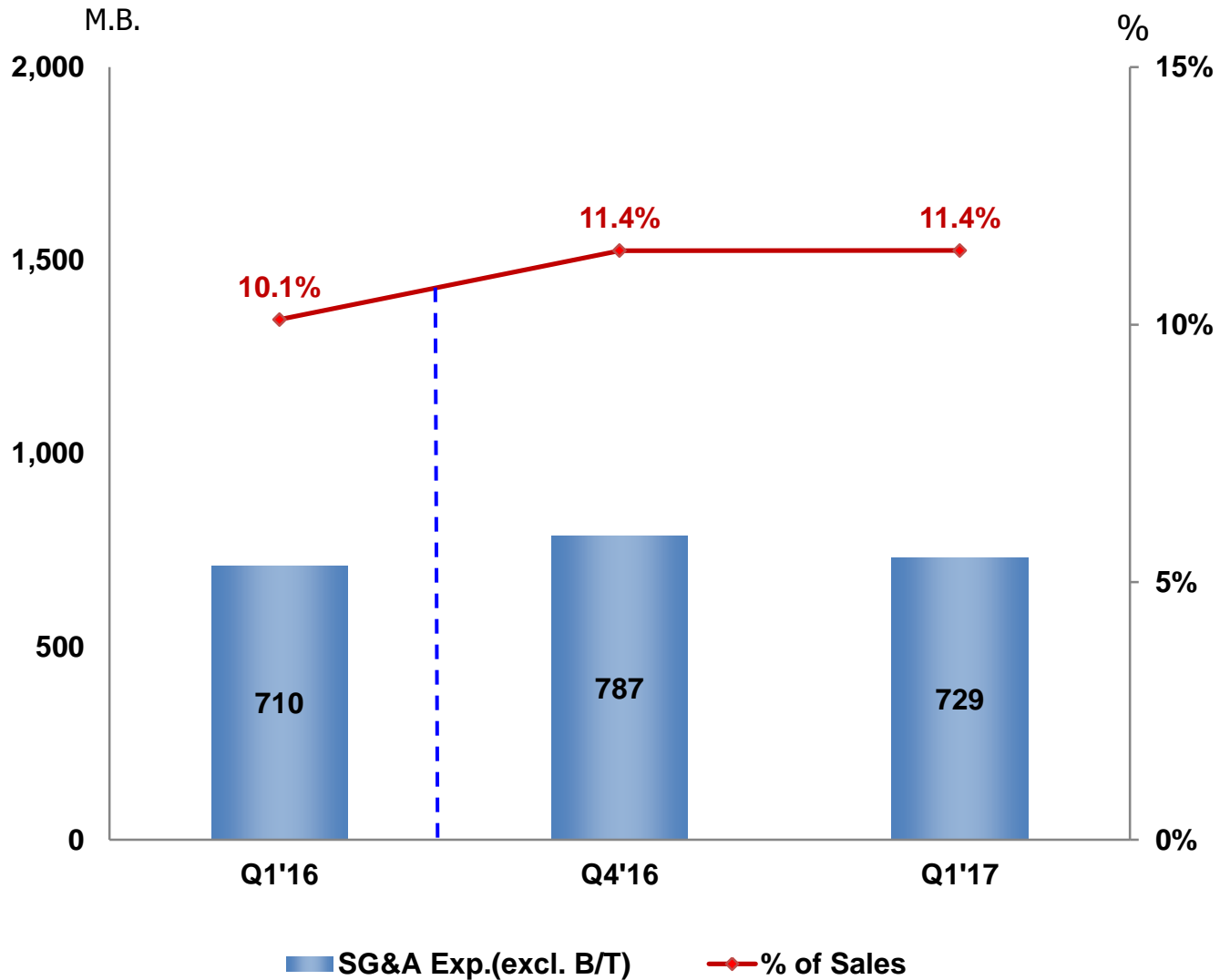


Unit	
SH+L	426
TH	151
Condo	232
Total	809



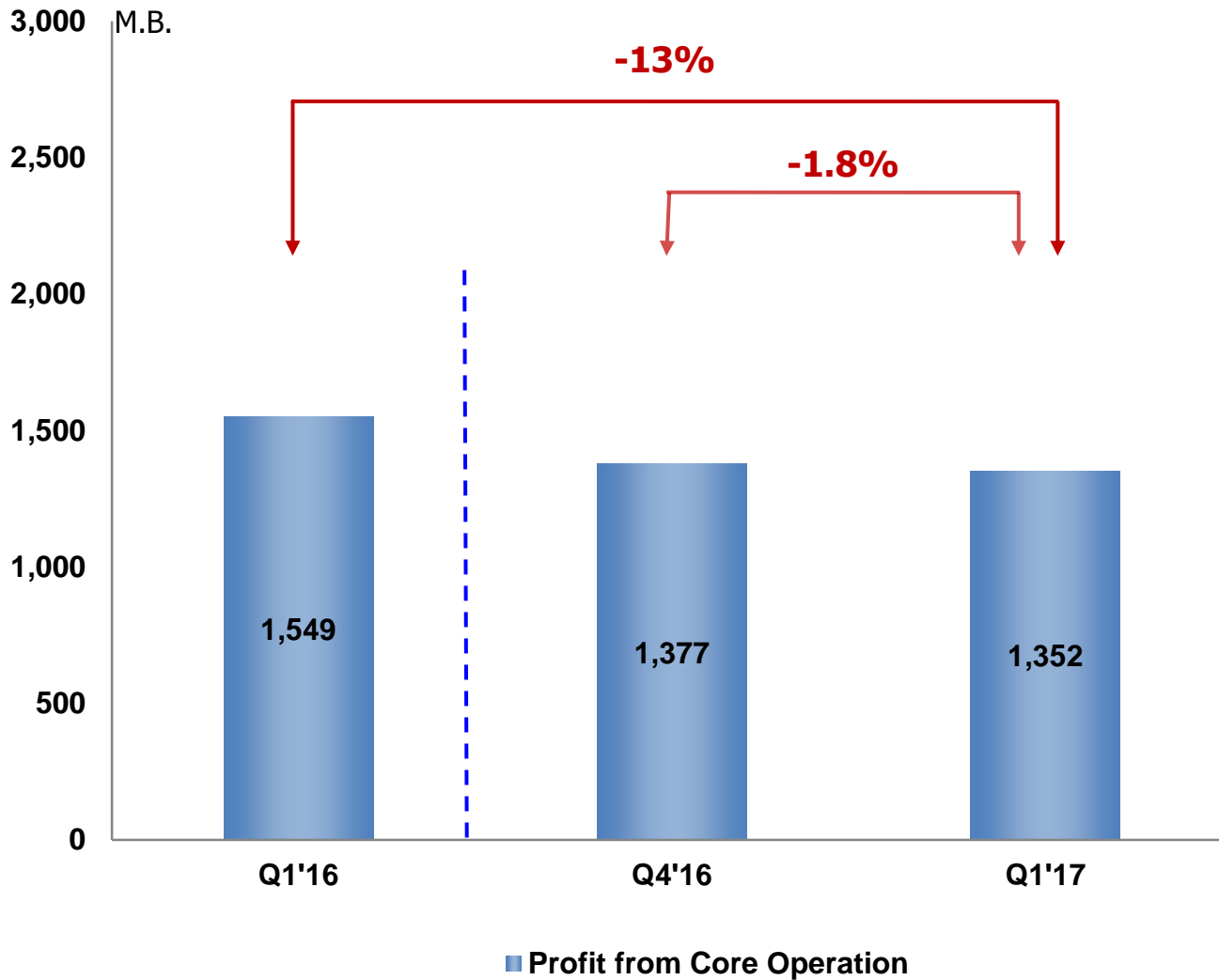


SG&A Exp.(excl. B/T)



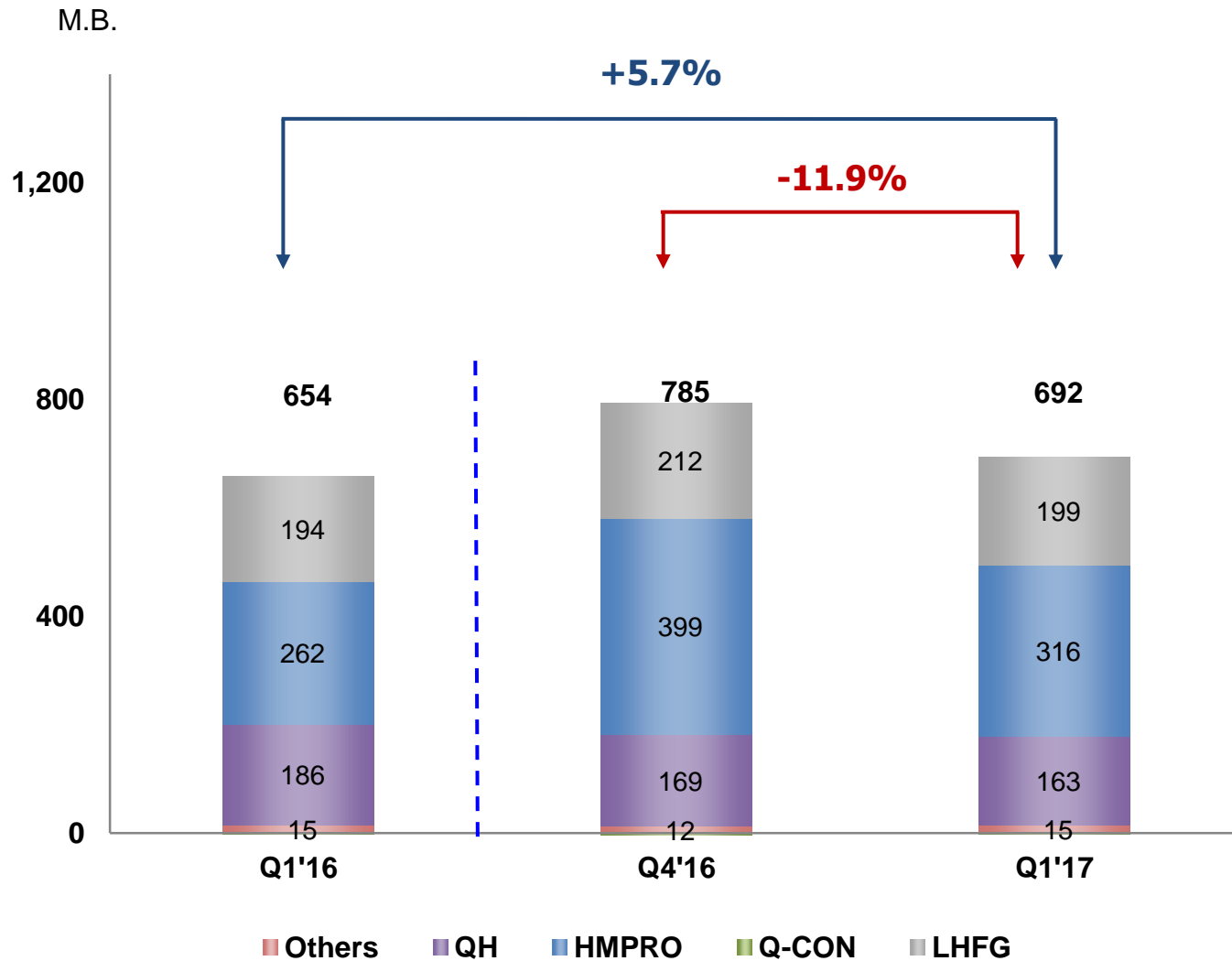


Profit from Core Operation (before tax)



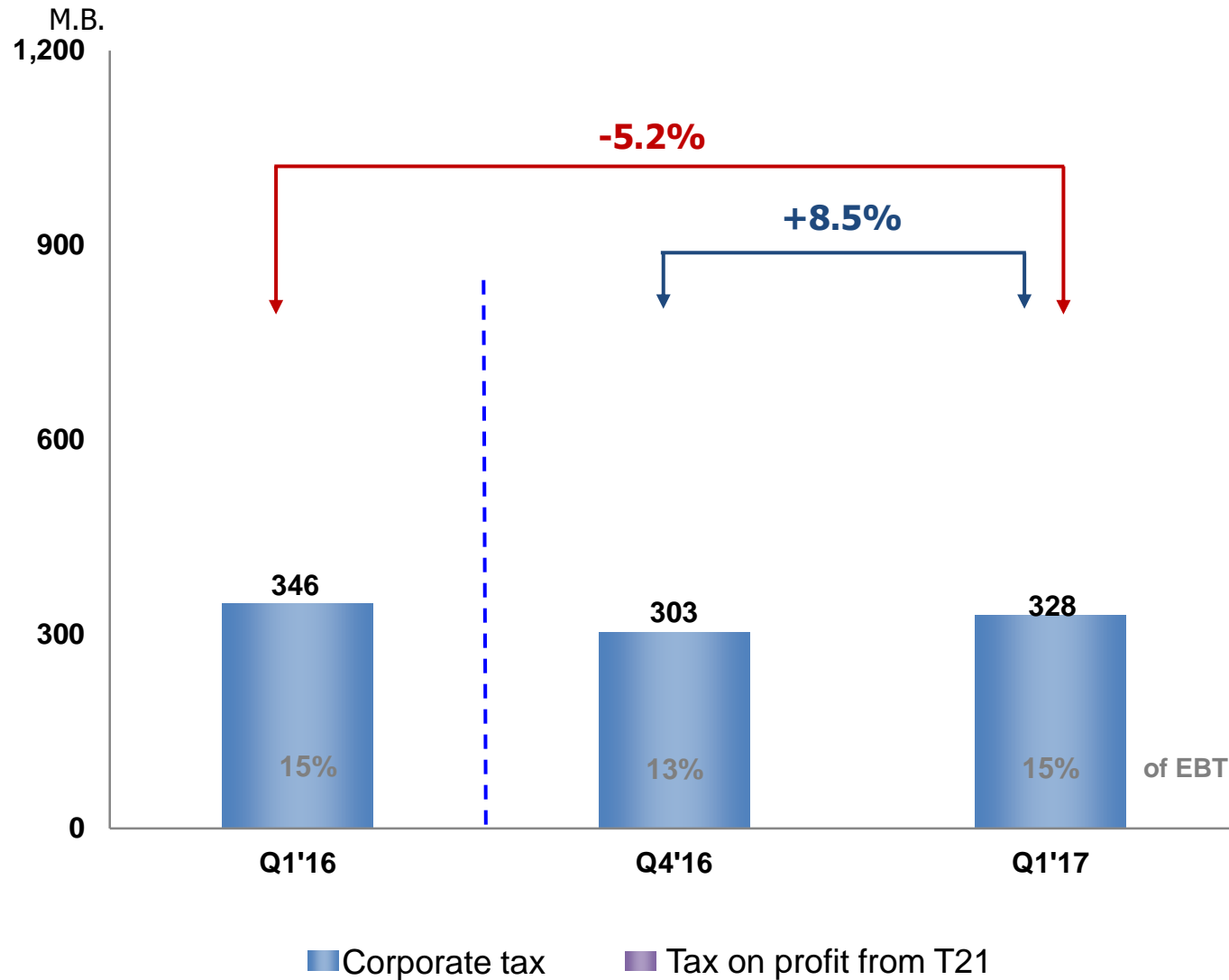


Share of Profit from Investments



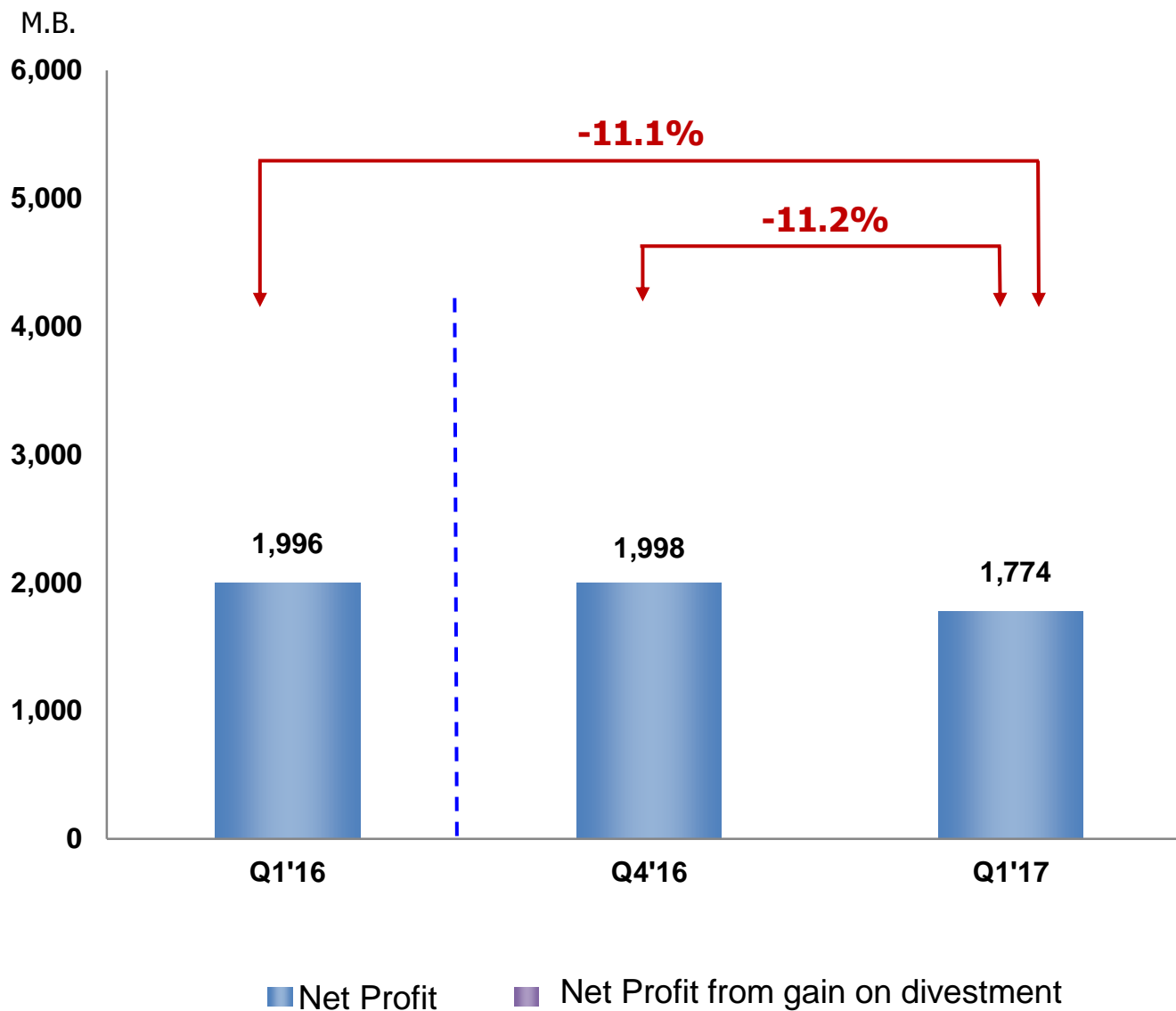


Corporate Tax



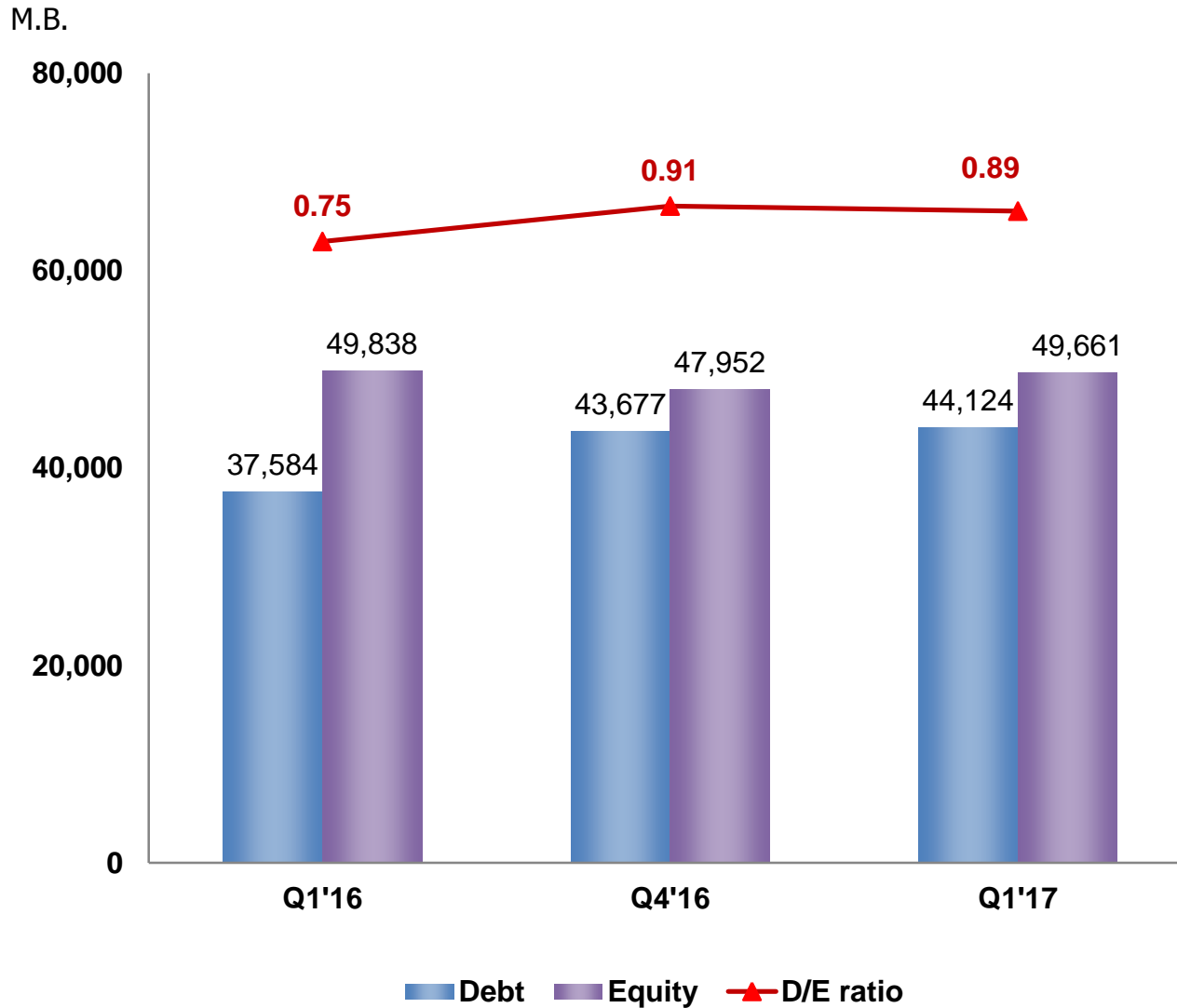


Net Profit



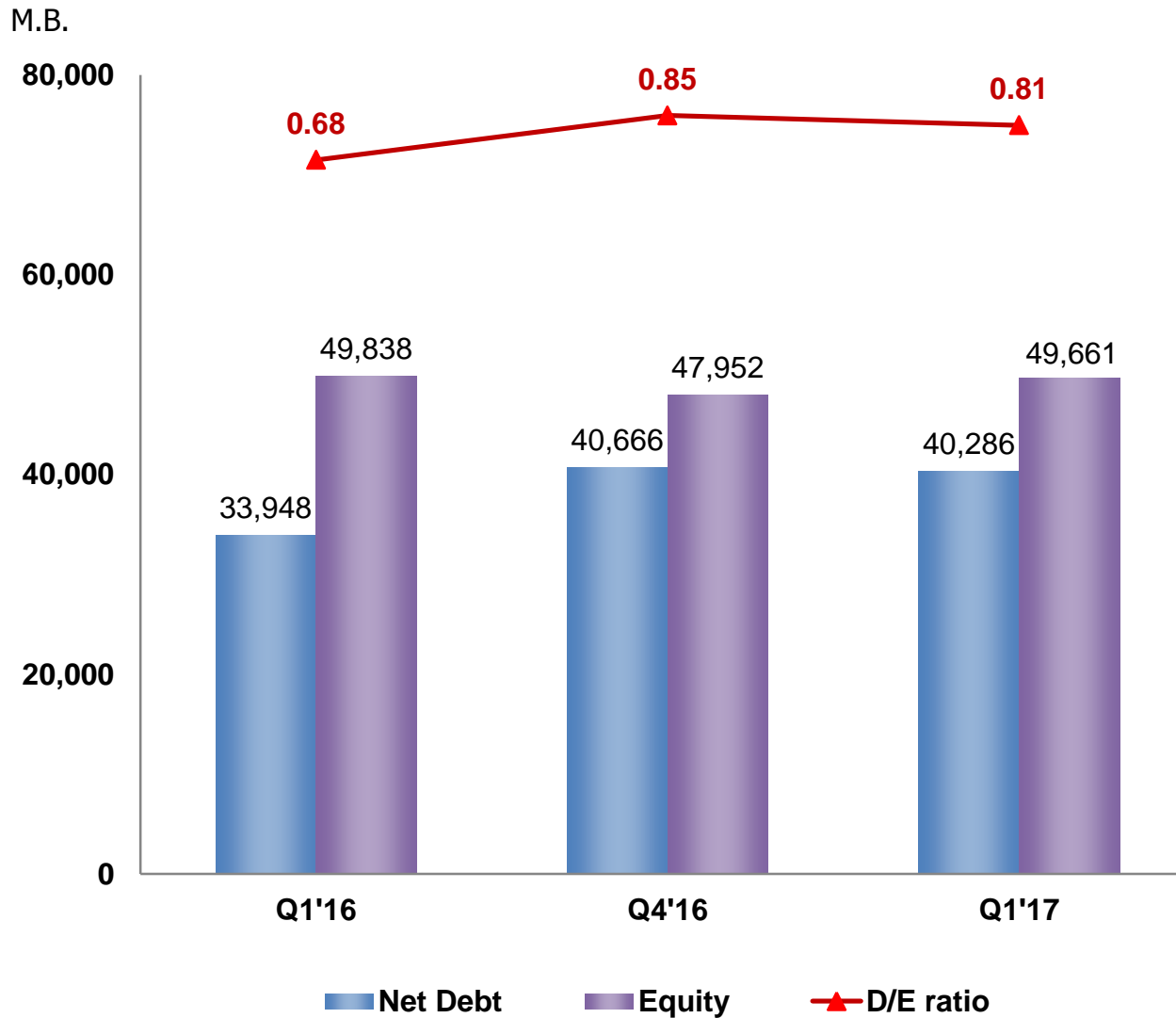


Debt to Equity





Net debt to Equity





Existing Projects as of Mar. 17

TYPE	BRAND	NO. OF PROJECT	SIZE (Rai)	UNIT	% AVAILABLE FOR SALES	UNIT PRICE	REMAINING PRJ. VALUE
SH	1. Inizio	4	239.0	1,079	42%	3.8	1,737
	2. Villaggio	5	296.3	1,290	60%	4.6	3,525
	3. Pruklada	5	513.9	2,343	39%	4.3	3,924
	4. Chaiyapruk	7	450.4	1,922	49%	5.2	4,881
	5. Chollada	1	109.0	327	6%	12.0	228
	6. Mantana	5	620.8	1,943	27%	11.9	6,316
	7. Seewalee	8	661.8	2,281	52%	5.4	6,366
	8. Nantawan	6	610.7	1,123	49%	23.8	12,976
	9. Ladawan	3	339.6	402	52%	54.1	11,250
	10. 88 Land&Houses	3	120.9	345	46%	8.1	1,303
	11. Land&Houses Park	1	196.8	579	1%	2.7	22
TH	12. Indy	3	81.5	899	36%	2.4	763
	13. Villaggio	4	181.3	1,676	68%	2.7	3,030
	14. The Landmark	1	28.4	245	35%	8.2	694
Condo	15. North	5	13.1	345	10%	2.4	83
	16. The Key	1	5.9	885	52%	3.4	1,556
	17. 333	1	11.4	950	7%	7.4	472
	18. The Room	4	9.9	1,181	38%	6.7	3,044
	19. Wan Vayla	1	20.2	294	6%	9.5	172
	20. The Bangkok	2	6.4	616	40%	19.8	4,866
	TOTAL	70	4,517.1	20,725	41%	7.9	67,206



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	Apr
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	Mantana	On Nuch - Wongwaen 5	SH	85.0	311	10.0	3,110	Q.3
6*	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
7*	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
8	North 6	Chiang Mai	CD	5.9	69	2.5	170	Q.3
9	Seewalee	Nakhonpathom - Civic Center	SH	33.6	135	5.7	770	Q.4
10	Revo	Bangna	TH	20.5	92	8.4	770	Q.4
11	The Bangkok	Sukhumvit 38	CD	1.0	67	24.2	1,620	Q.4
12	North 7	Chiang Mai	CD	2.1	57	2.6	150	Q.4
Total				462	2,220	6.7	14,900	

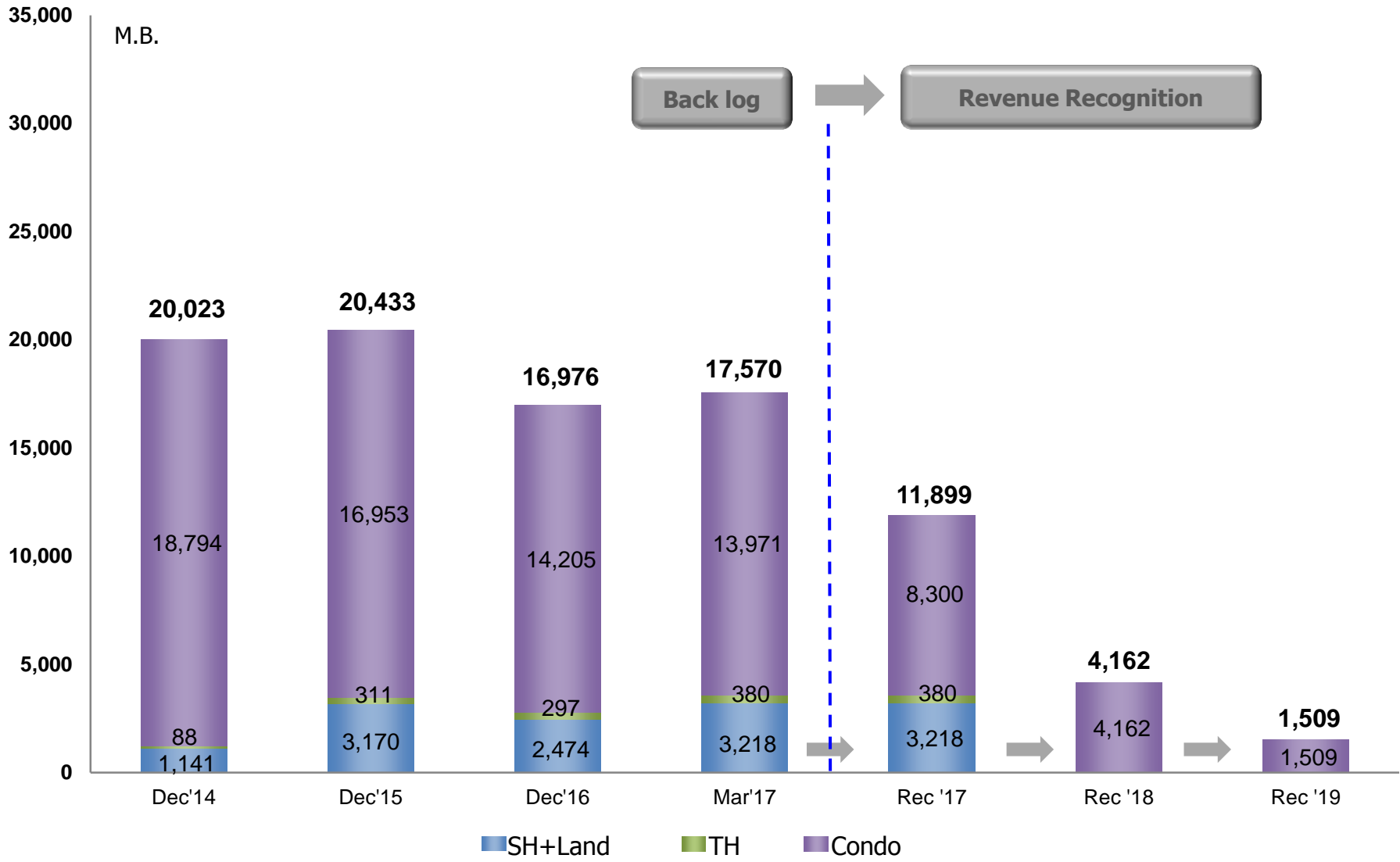
	Q.1	Q.2	Q.3	Q.4	No. of prj.	Prj. Value	%
SH	1	2	3	1	7	9,050	61%
TH	-	1	2	1	4	3,910	26%
CD	-	-	1	2	3	1,940	13%
No. of prj.	1	3	6	4	14		
Prj. Value	2,100	3,585	5,905	3,310		14,900	100%
%	14%	24%	40%	22%			100%

	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 Mar. 17)

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	109%	109%																				
3	The Key - Charoen Rat	3,000	59%																					
4	The Room - Sathorn	1,650	117%	113%																				
5	The Room - Rama IV	2,200	107%	108%																				
6	The Room - Suk. 69	2,630	74%	65%																				
7	The Room - Sathorn 11	1,880	45%	38%																				
8	The Room - Charoen Krung	2,000	48%	0%																				
9	333 Riverside	7,000	98%	37%																				
10	The Bangkok - Sathorn	7,500	69%	3%																				
11	The Bangkok - Suk.38	1,620																						
12	The Bangkok - Suk.55	4,000	38%																					
13	North 1 - Chiang Mai	160	94%	94%																				
14	North 2 - Chiang Mai	160	93%	92%																				
15	North 3 - Chiang Mai	160	93%	93%																				
16	North 4 - Chiang Mai	185	94%	91%																				
17	North 5 - Chiang Mai	160	97%	94%																				
18	North 6 - Chiang Mai	170																						
19	North 7 - Chiang Mai	150																						
20	Wan-Way-La - Kao Tao	2,700	100%	100%																				

Develop & EIA
 Construction period
 Transfer