



**LAND & HOUSES**

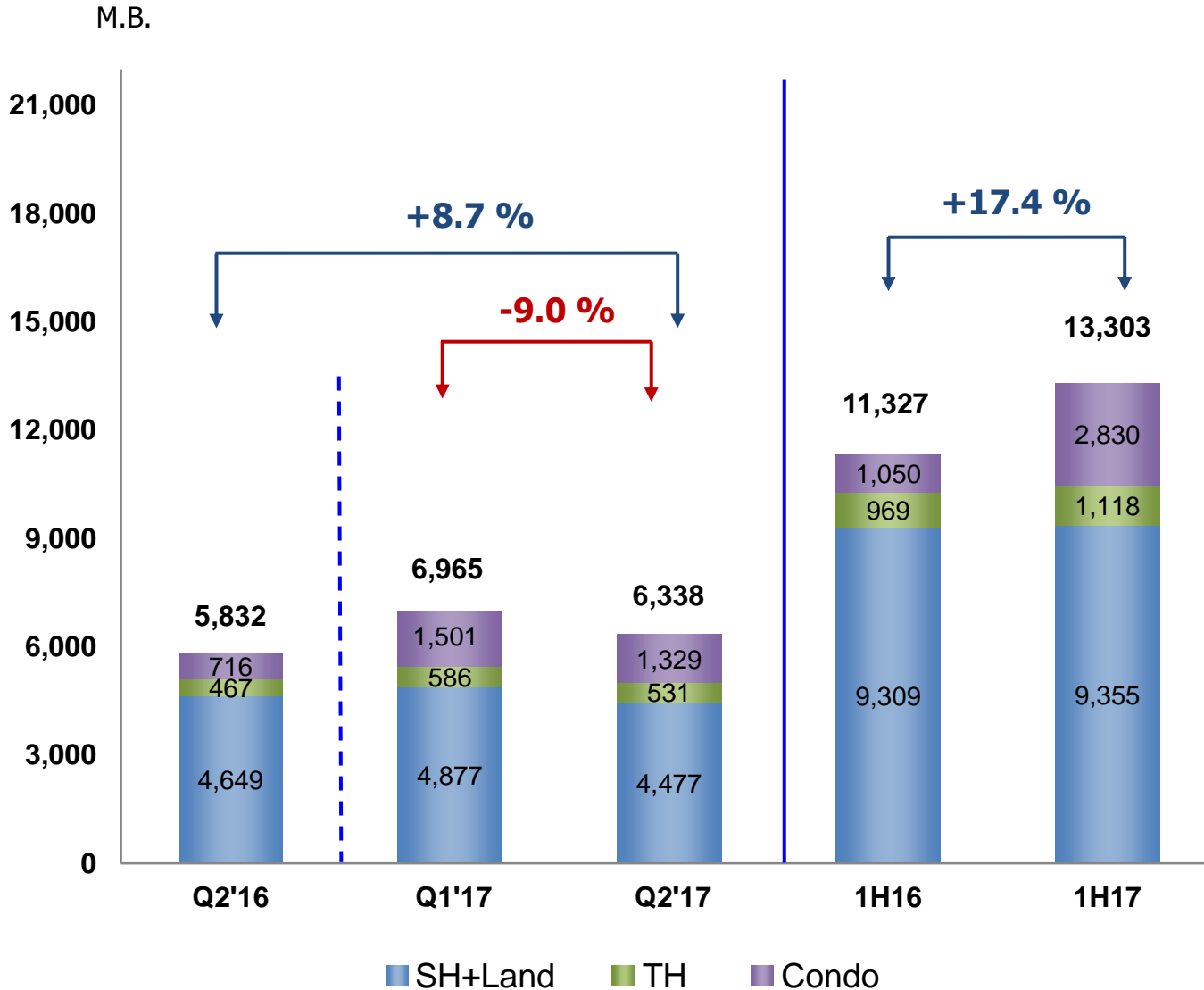


## **Analyst Meeting – Q2'17**

**15 AUG 17**



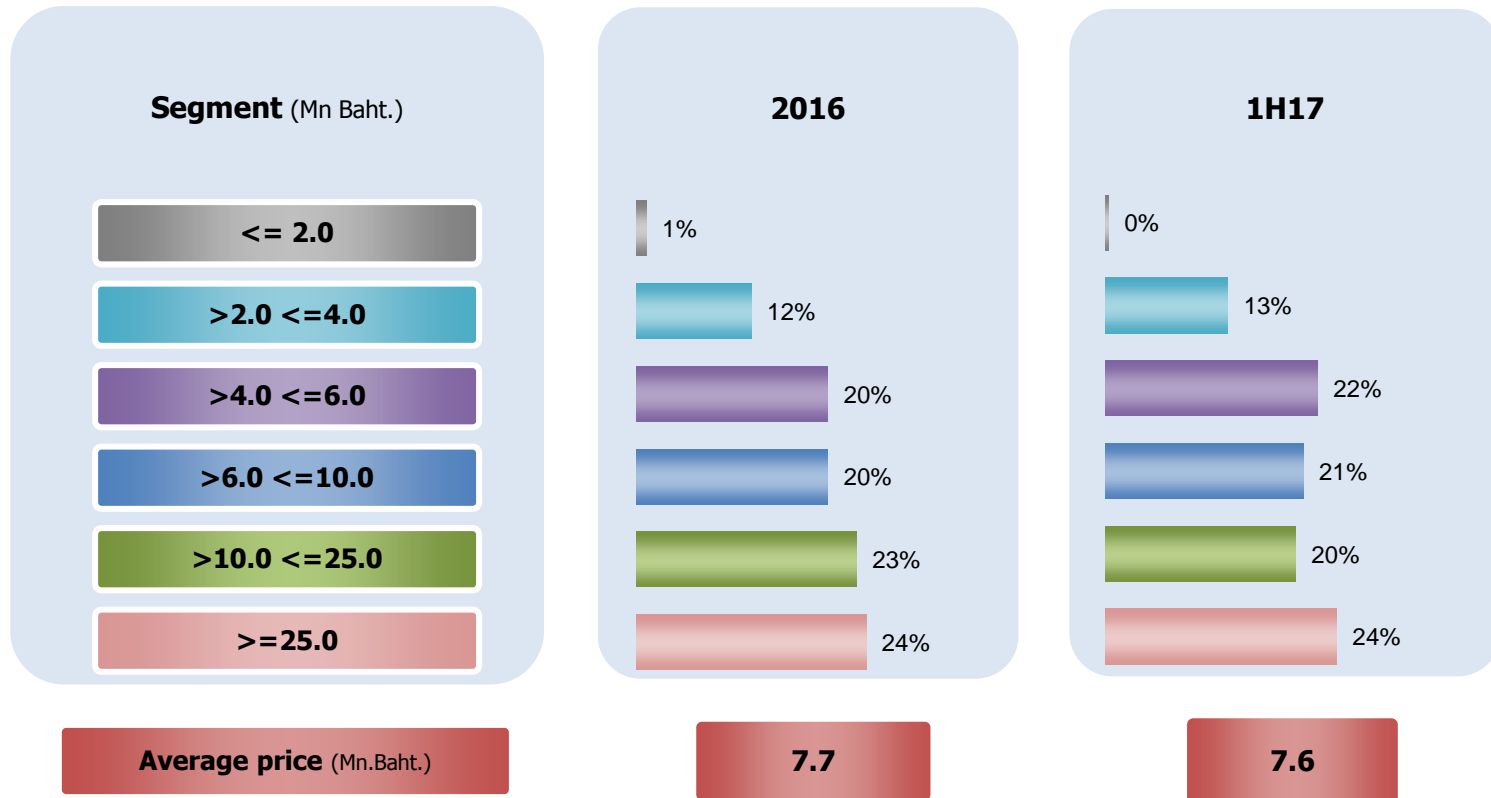
# Sales Growth (Booking)



Unit	Q2'17	1H17
SH+L	562	1,045
TH	154	330
Condo	193	378
<b>Total</b>	<b>909</b>	<b>1,753</b>

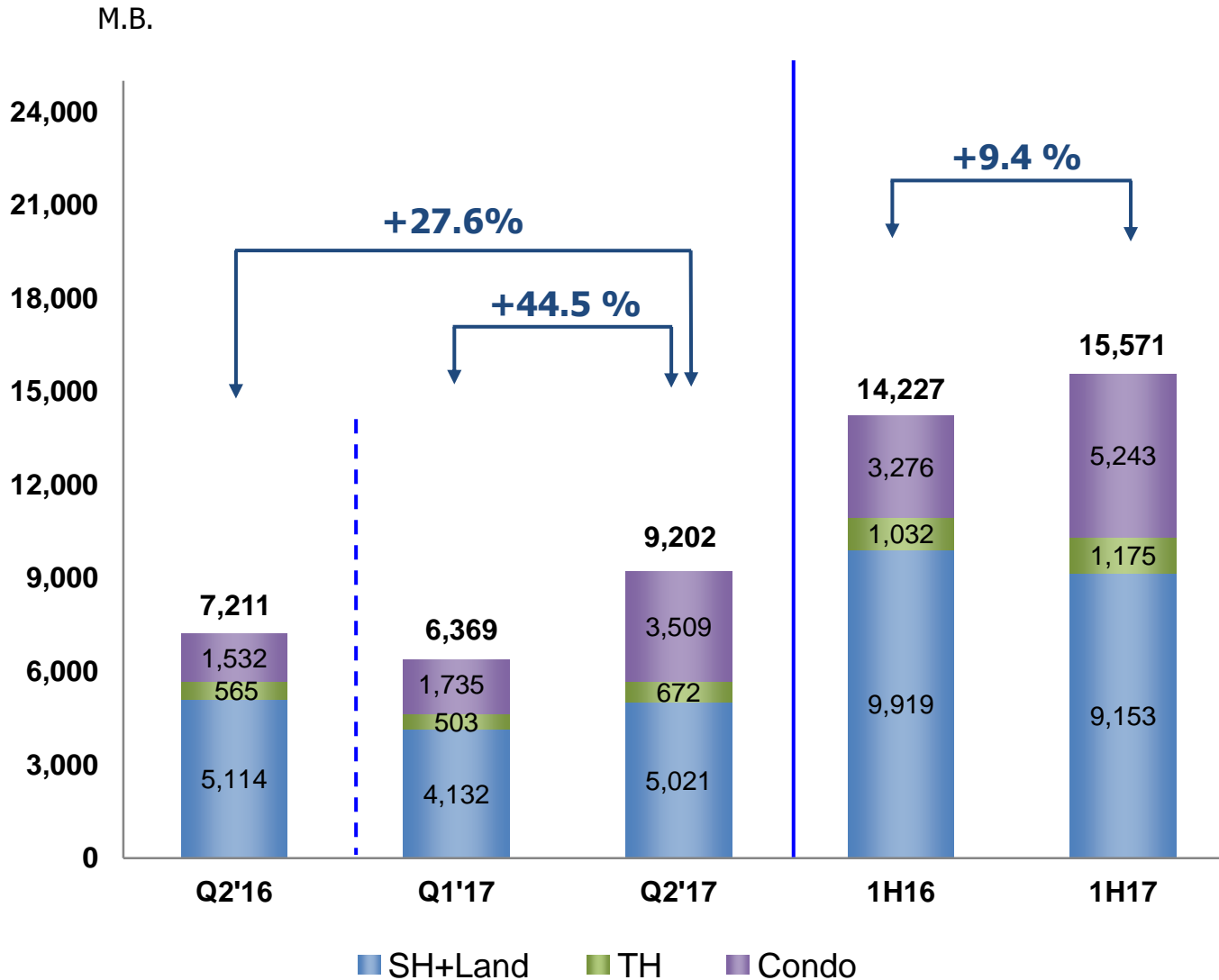


# Booking by Segmentation





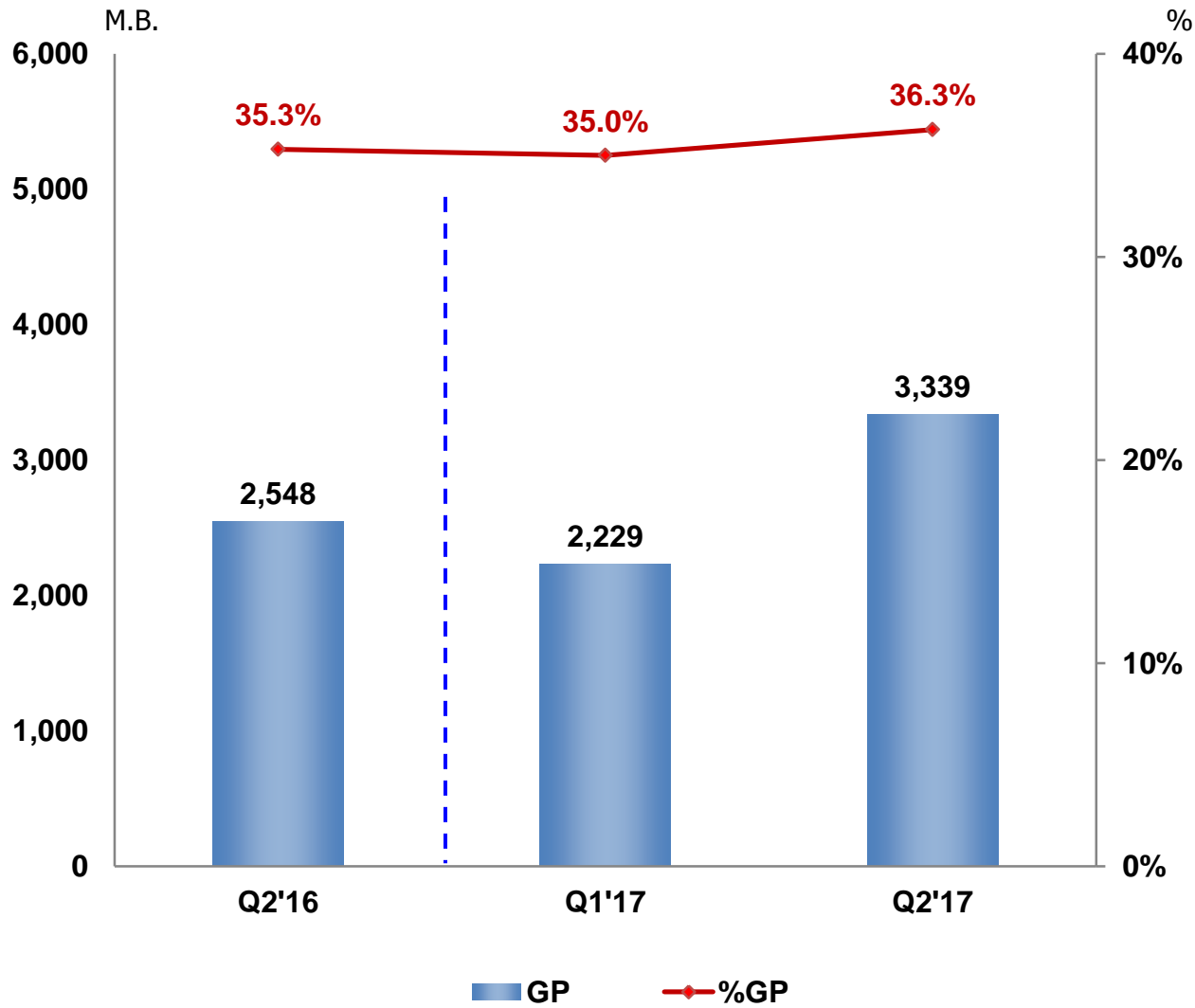
# Recognized Sales Growth (Transfer)



Unit	Q2'17	1H17
SH+L	567	993
TH	196	347
Condo	389	621
<b>Total</b>	<b>1,152</b>	<b>1,961</b>



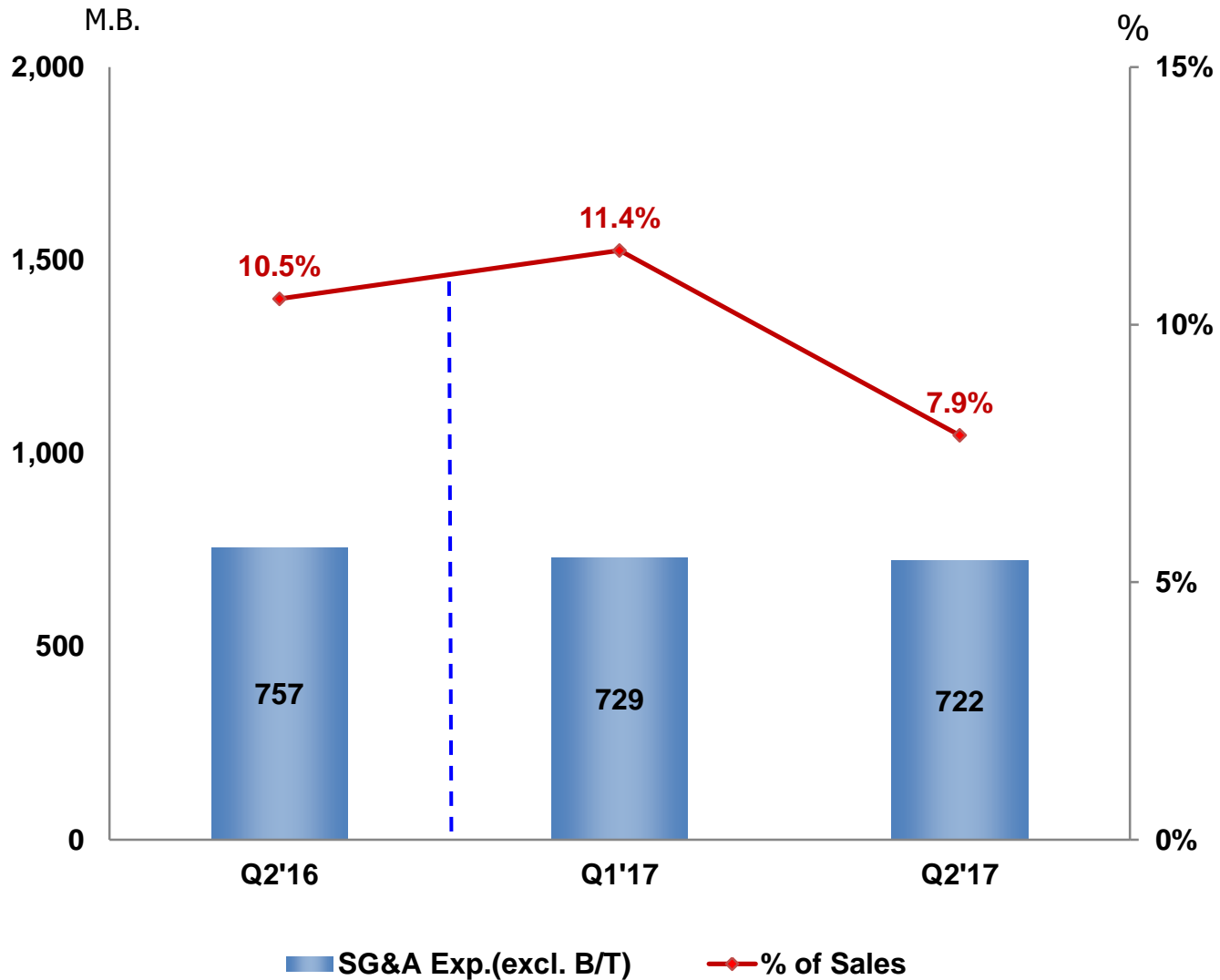
# G.P.



	Q2'17	1H17
SH	35.8%	35.8%
TH	36.1%	35.6%
Condo	36.9%	35.7%
<b>%GP</b>	<b>36.3%</b>	<b>35.8%</b>

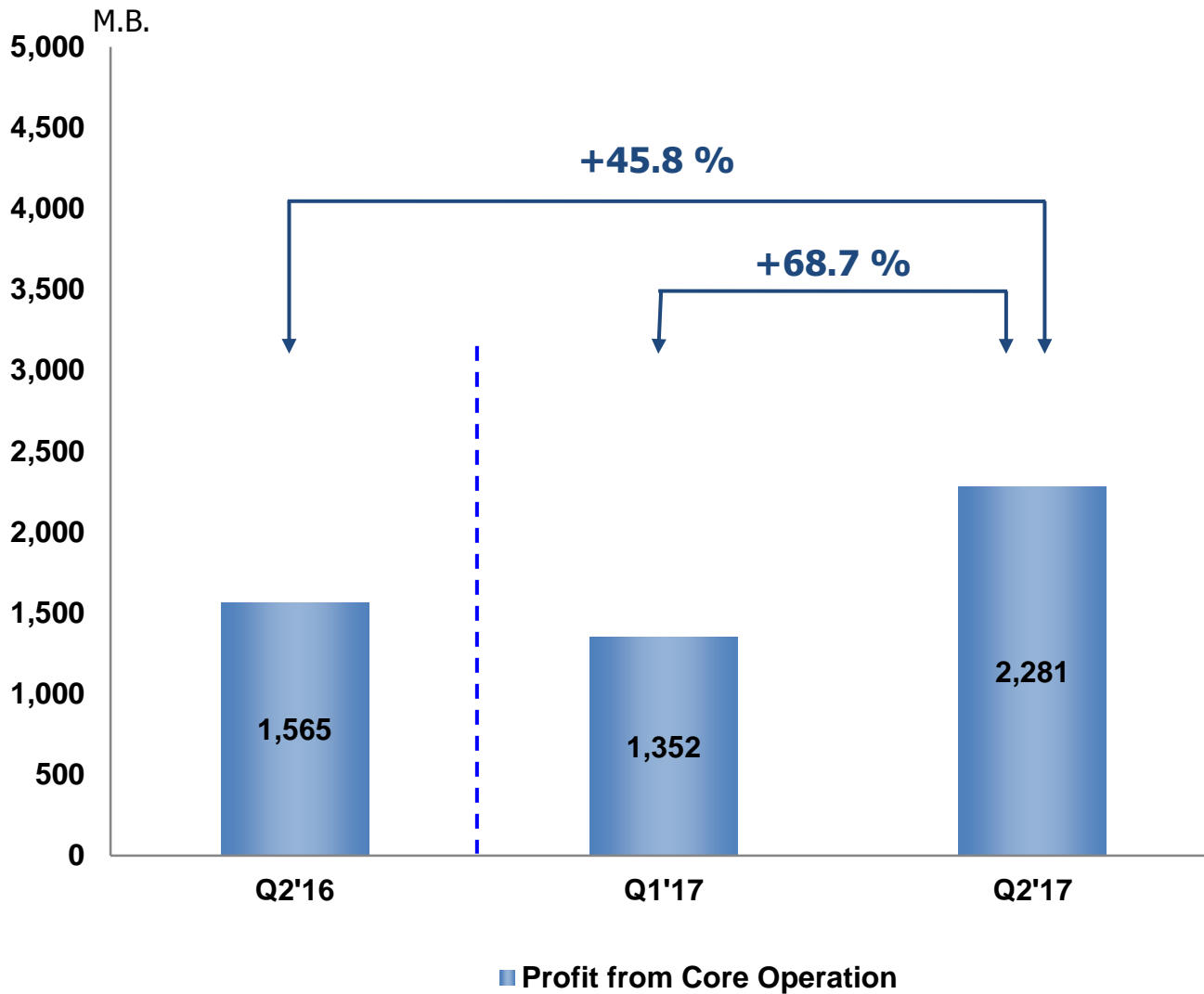


# SG&A Exp.(excl. B/T)



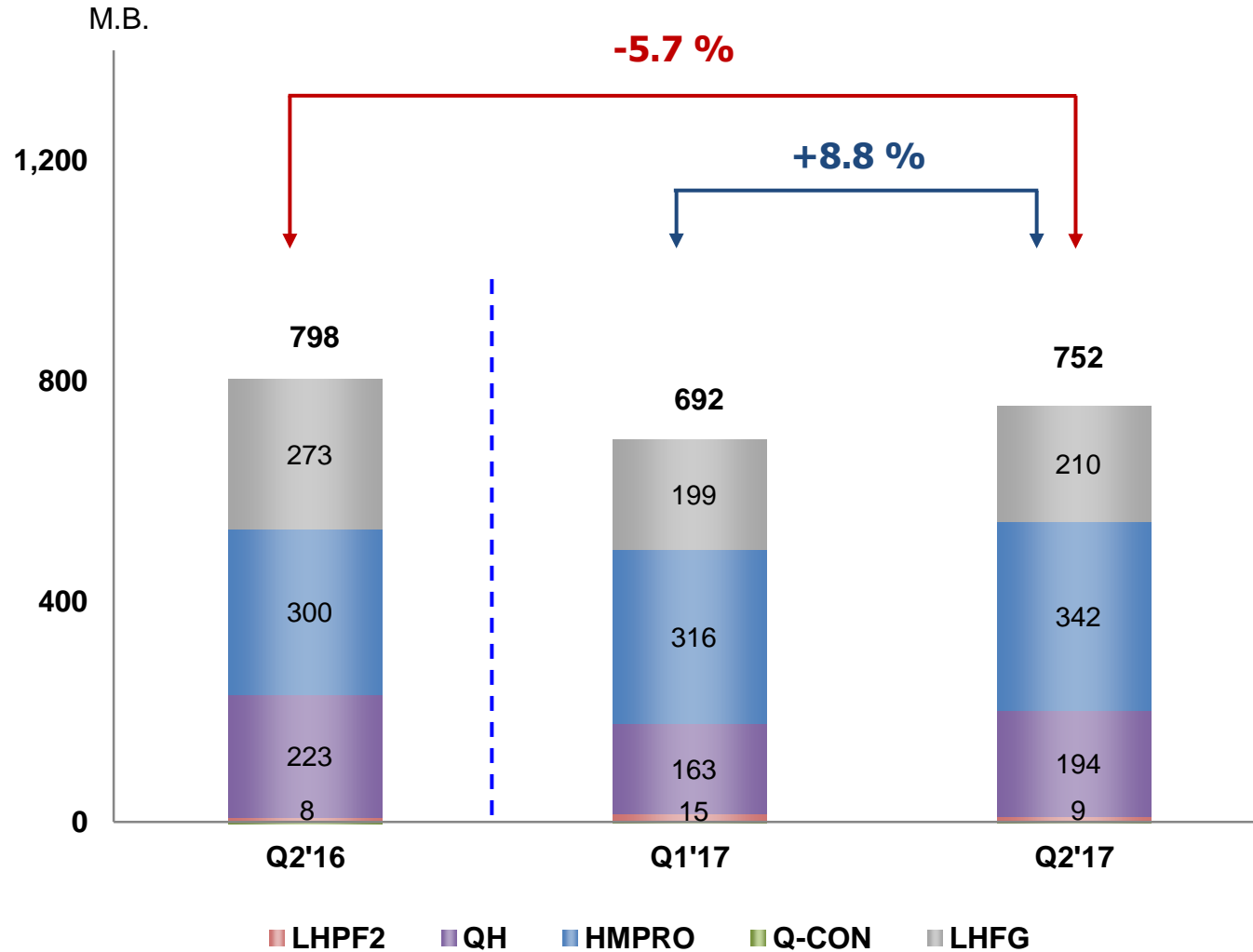


# Profit from Core Operation (before tax)





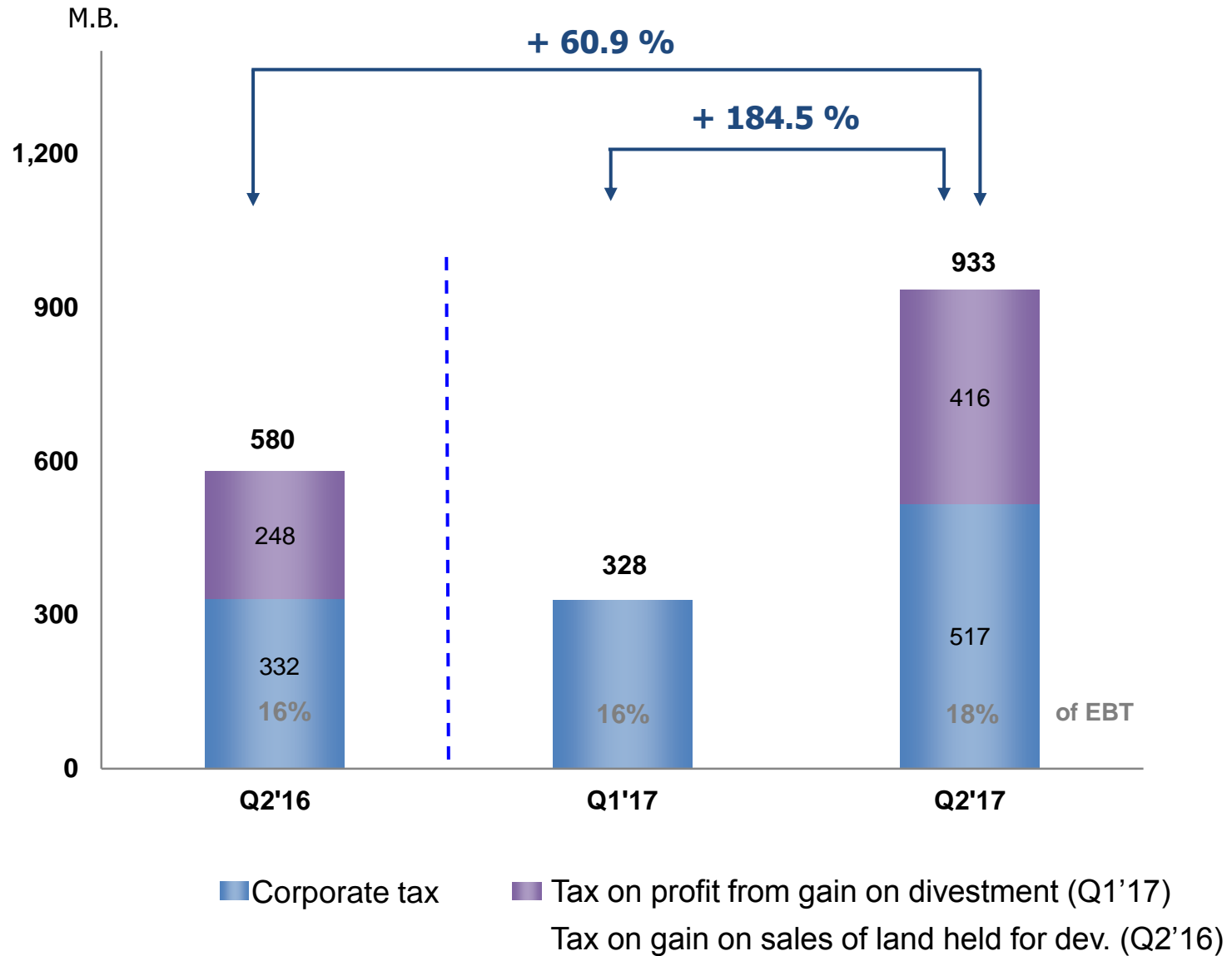
# Share of Profit from Investments





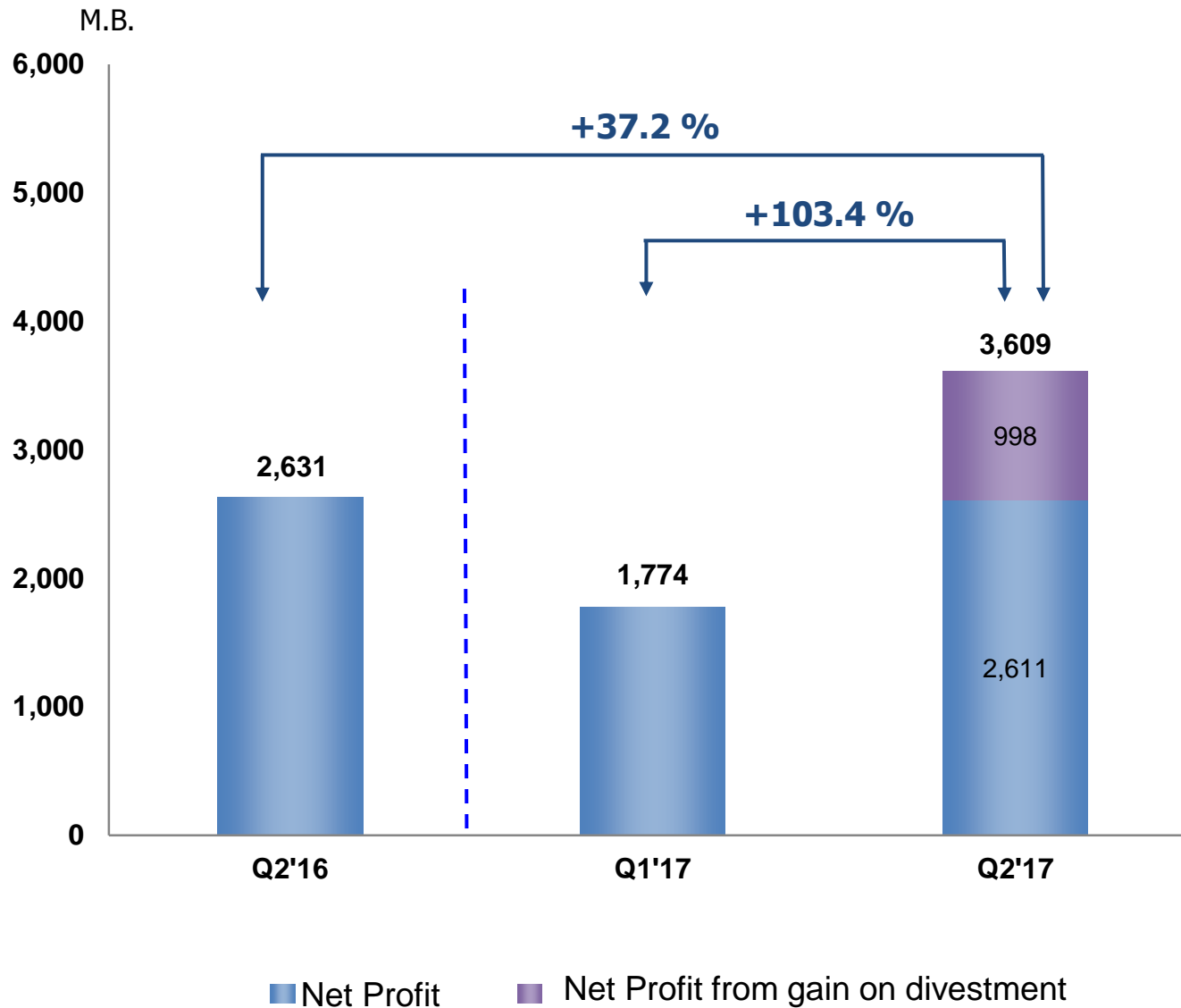


# Corporate Tax



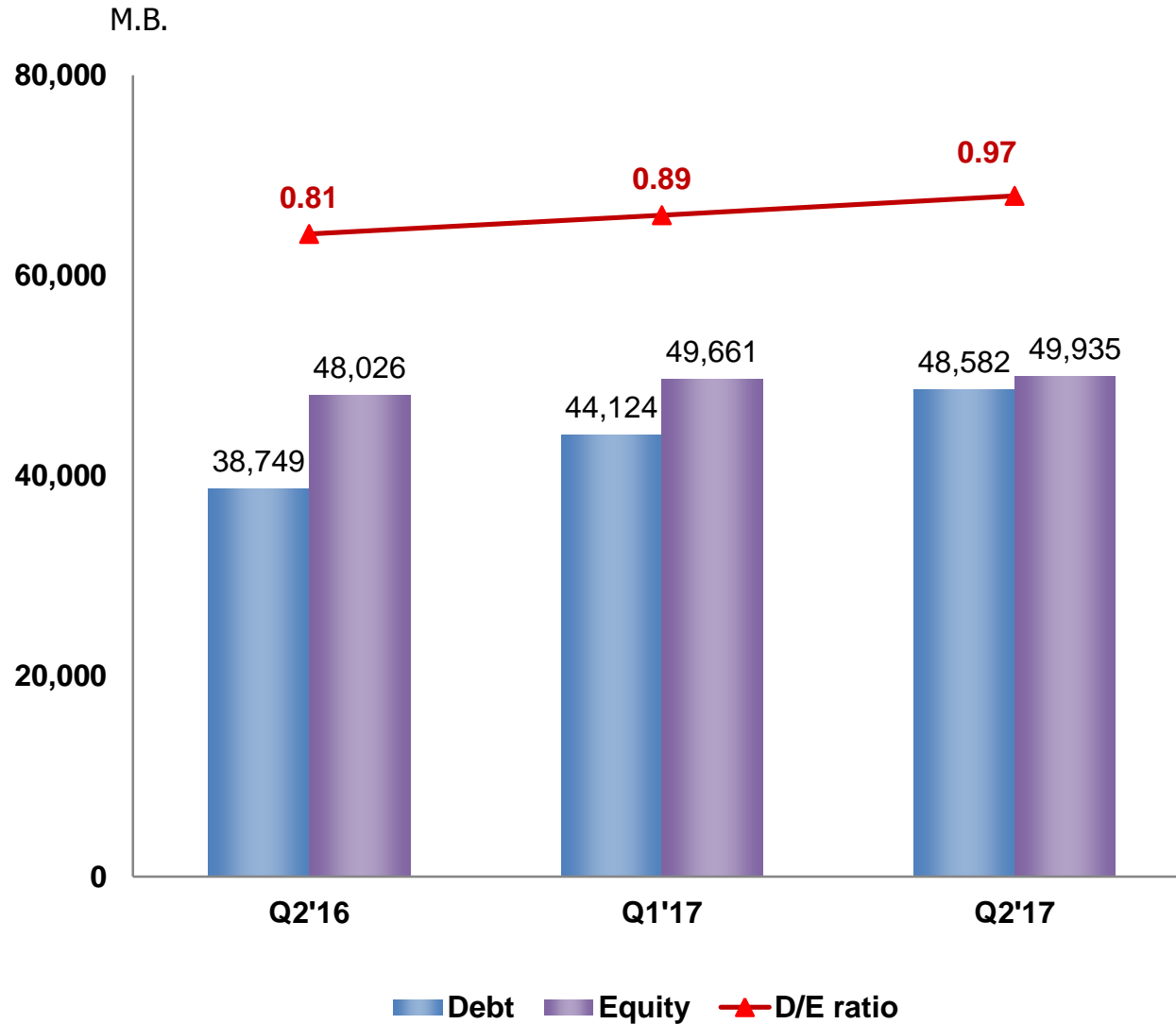


# Net Profit



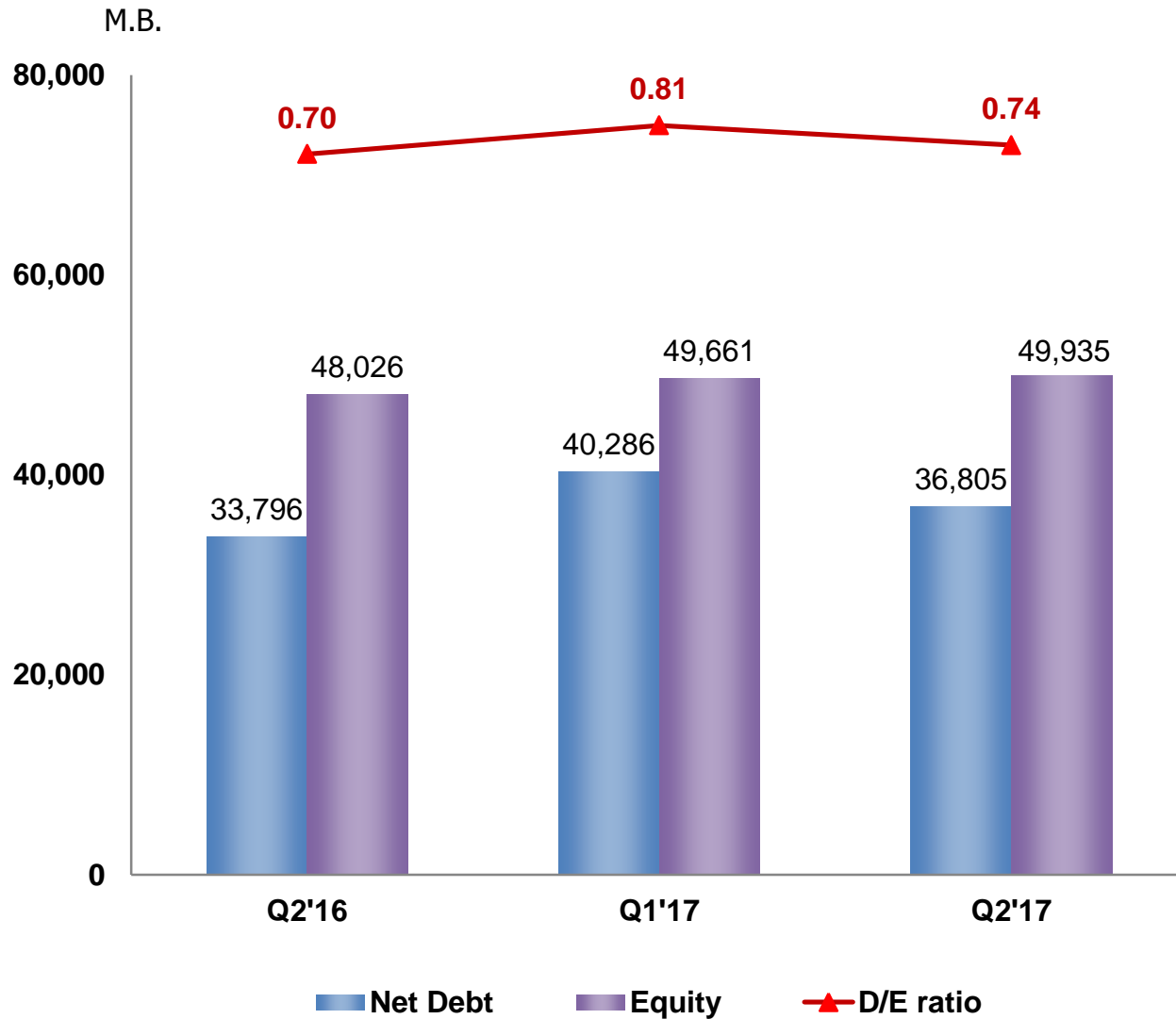


# Debt to Equity





# Net debt to Equity





# Existing Projects as of Jun. 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	38%	4.0	1,642
	2. Villaggio	5	296.3	1,290	55%	4.6	3,225
	3. Pruklada	5	513.9	2,343	35%	4.7	3,792
	4. Chaiyapruk	7	450.4	1,922	43%	5.4	4,493
	5. Chollada	1	109.0	327	6%	12.0	228
	6. Mantana	6	696.7	2,246	19%	18.3	7,702
	7. Seewalee	9	676.2	2,337	49%	5.5	6,276
	8. Nantawan	6	610.7	1,113	46%	24.6	12,641
	9. Ladawan	3	339.6	402	50%	47.8	9,519
	10. 88 Land&Houses	3	120.9	345	45%	8.2	1,274
	11. Land&Houses Park	1	196.8	579	1%	2.7	22
TH	12. Indy	3	81.5	899	30%	2.5	662
	13. Villaggio	4	181.3	1,676	63%	2.7	2,819
	14. The Landmark	1	28.4	245	27%	8.2	539
Condo	15. North	4	10.4	276	12%	2.4	79
	16. The Key	1	5.9	885	40%	4.3	1,527
	17. 333	1	11.4	950	3%	5.9	189
	18. The Room	3	8.2	962	44%	6.9	2,890
	19. Wan Vayla	1	20.2	294	4%	7.7	85
	20. The Bangkok	2	6.4	616	37%	23.5	5,366
	<b>TOTAL</b>	<b>70</b>	<b>4,603</b>	<b>20,786</b>	<b>37%</b>	<b>8.4</b>	<b>64,968</b>



# 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 Romkiao	SH	75.9	304	7.5	2,280	Jun
4	Indy	Srinakarin Romkiao	TH	31.7	317	3.1	990	Jul
5*	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
6*	Inizio (3)	Pinklao - Wongwaen	SH	3.1	13	6.2	80	Q.4
	Inizio (3)	Pinklao - Wongwaen	Semi	35.6	230	4.3	1,000	Q.4
7	North 6	Chiang Mai	CD	5.9	69	2.5	170	Q.4
8	Mantana (Seewalee)	Nakhonpathom	SH	33.6	135	5.7	770	Q.4
9	Vive (Revo)	Bangna	TH	20.5	92	8.4	770	Q.4
10	The Bangkok	Sukhumvit 38	CD	1.0	67	24.2	1,620	Q.4
<b>Total</b>				<b>375</b>	<b>1,853</b>	<b>6.3</b>	<b>11,640</b>	

	Q.1	Q.2	Q.3	Q.4	No. of prj.	Prj. Value	%
SH	1	2	1	2	6	5,940	51%
TH	0	0	2	2	4	3,910	34%
CD	0	0	0	2	2	1,790	15%
No. of prj.	1	2	3	6	12		
Prj. Value	2,100	2,595	2,535	4,410		11,640	100%
%	18%	22%	22%	38%		100%	

	No. of prj.	Prj. Value	%
Bangkok	8	11,155	96%
Provincial	2	485	4%
	10	11,640	

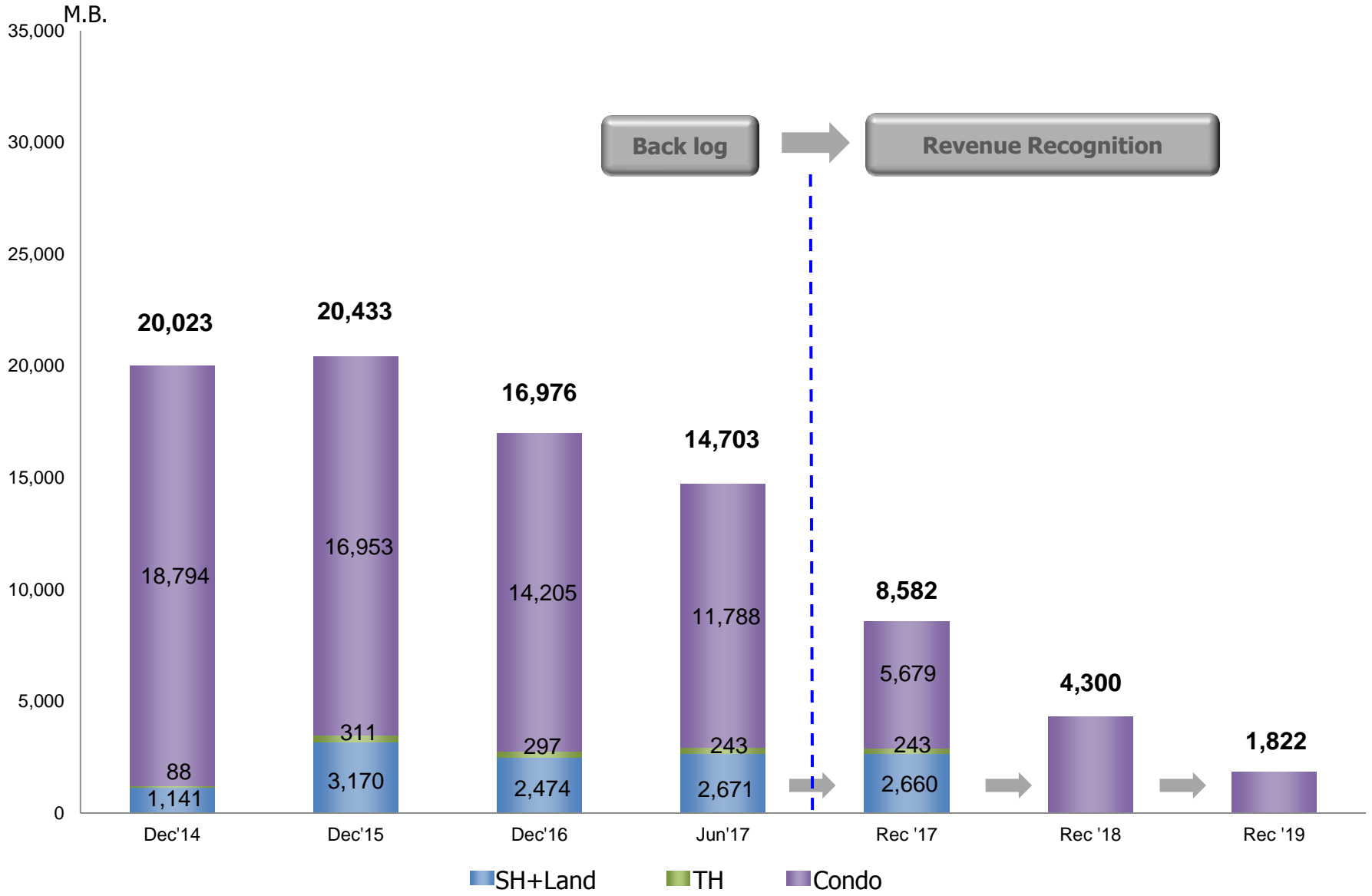
## Projects shifted to 2018

1	Mantana	On Nuch - Wongwaen 5	SH	85.0	311	10.0	3,110	2018
2	North 7	Chiang Mai	CD	2.1	57	2.6	150	2018
<b>Total</b>				<b>87</b>	<b>368</b>	<b>8.9</b>	<b>3,260</b>	

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



# Backlog and Revenue Recognition





# Condominium schedule (as of Jun. 17)

No	Project	Prj. Value	%	(13 projects)				(15 projects)				(8 projects)				(2 projects)					
				(Plan)	(Actual)	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%																		
2	The Key - Wutthakat	1,200	109%																		
3	The Key - Charoen Rat	3,000	73%																		
4	The Room - Sathorn	1,650	119%																		
5	The Room - Rama IV	2,200	107%																		
6	The Room - Suk. 69	2,630	77%																		
7	The Room - Sathorn 11	1,880	48%																		
8	The Room - Charoen Krung	2,000	51%																		
9	333 Riverside	7,000	101%																		
10	The Bangkok - Sathorn	7,500	71%																		
11	The Bangkok - Suk.38	1,620																			
12	The Bangkok - Suk.55	4,000	46%																		
13	North 1 - Chiang Mai	160	95%																		
14	North 2 - Chiang Mai	160	95%																		
15	North 3 - Chiang Mai	160	93%																		
16	North 4 - Chiang Mai	185	94%																		
17	North 5 - Chiang Mai	160	97%																		
18	North 6 - Chiang Mai	170																			
19	North 7 - Chiang Mai	150																			
20	Wan-Way-La - Kao Tao	2,700	102%																		

Develop & EIA
  Construction period
  Transfer