



LAND & HOUSES

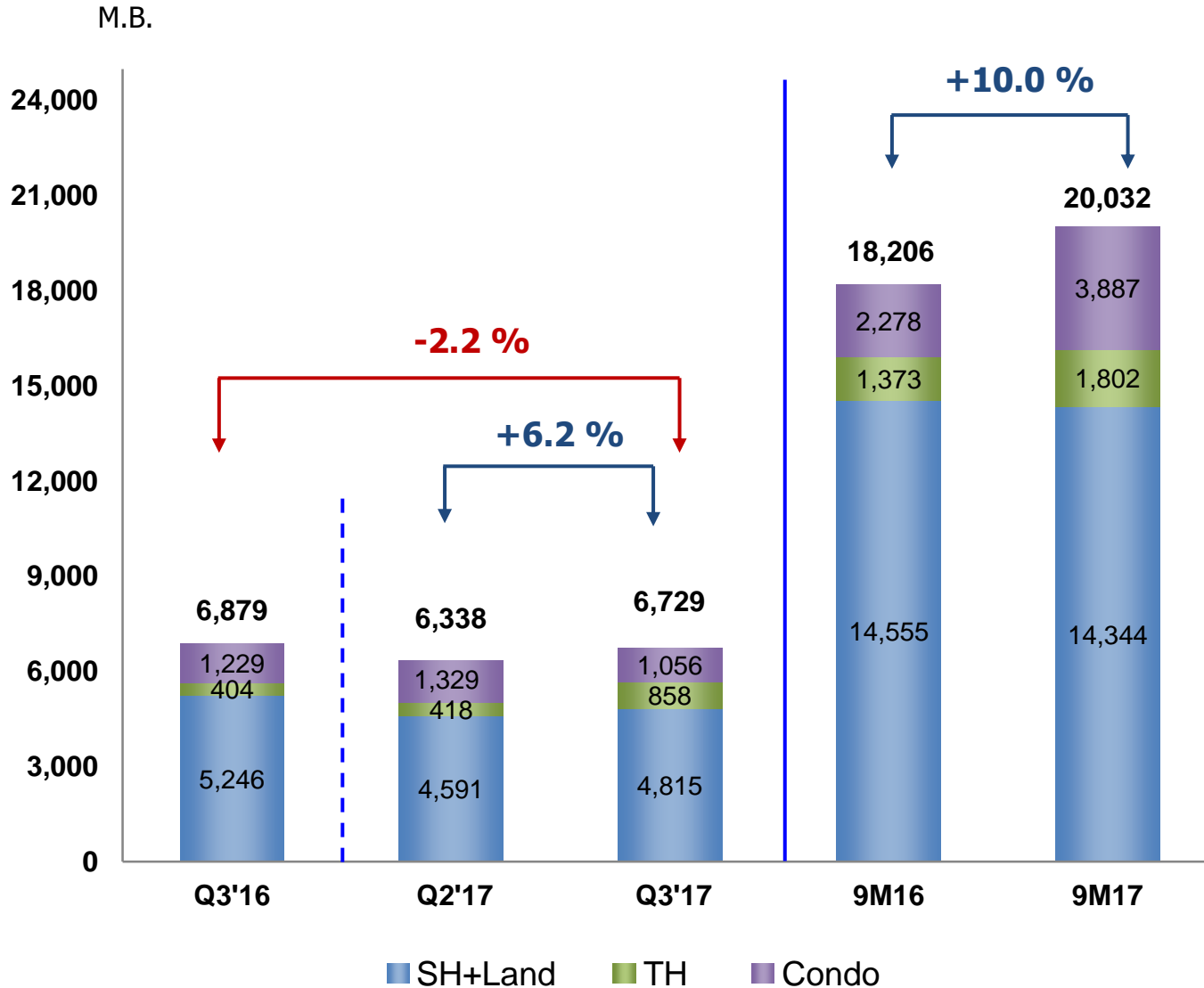


Analyst Meeting – Q3'17

14 NOV 17



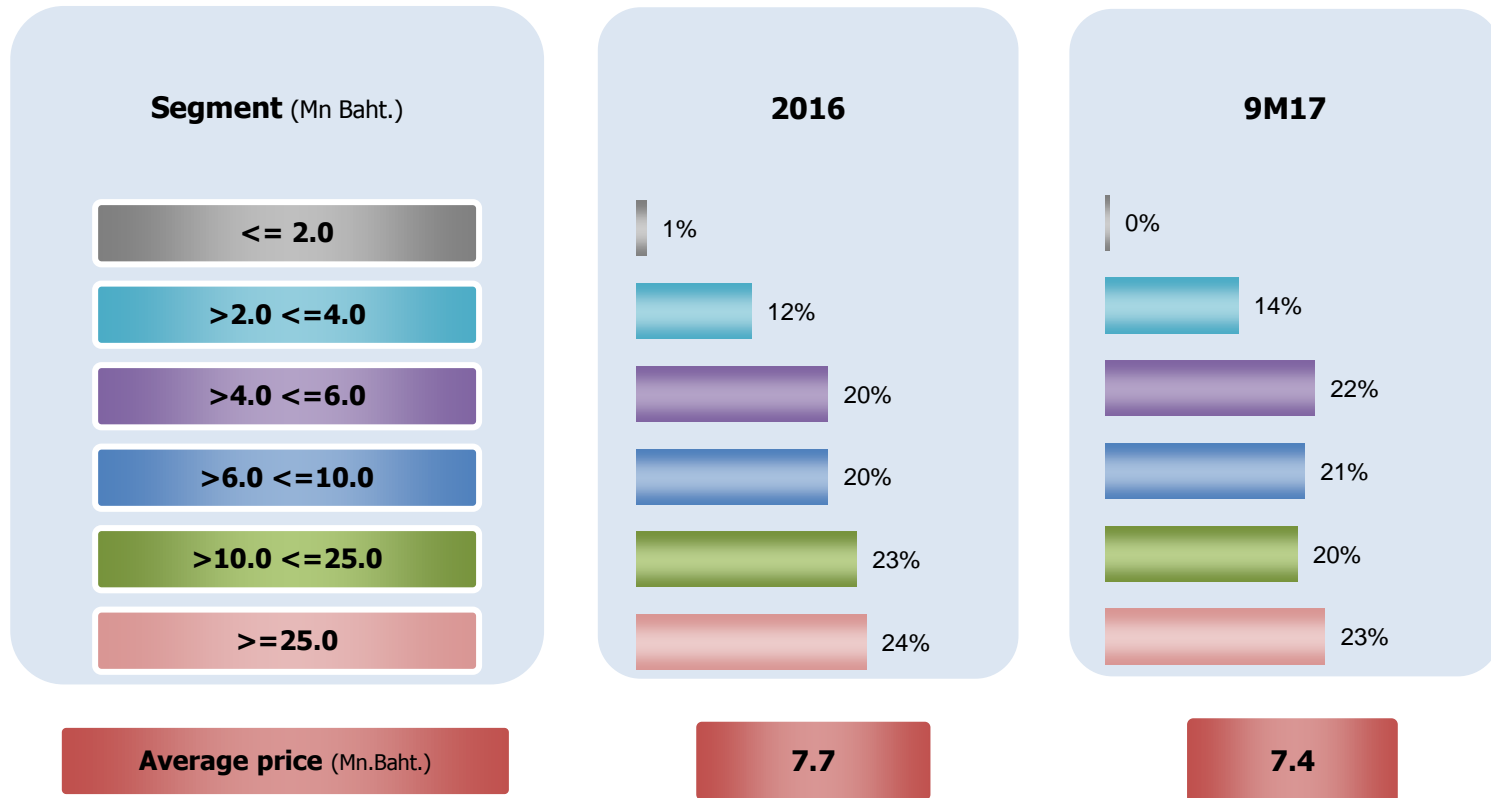
Sales Growth (Booking)



Unit	Q3'17	9M17
SH+L	563	1,663
TH	261	536
Condo	136	514
Total	960	2,713

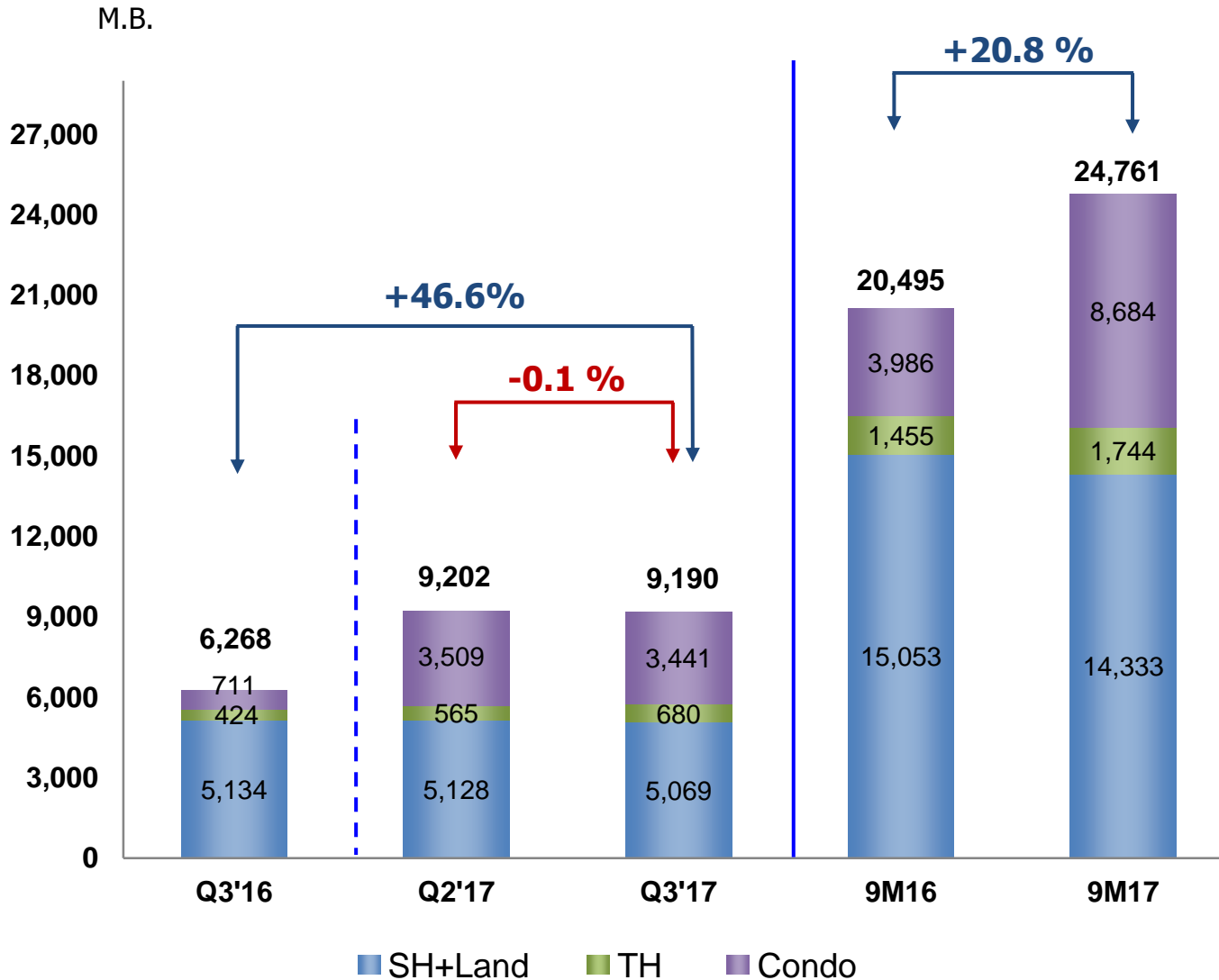


Booking by Segmentation





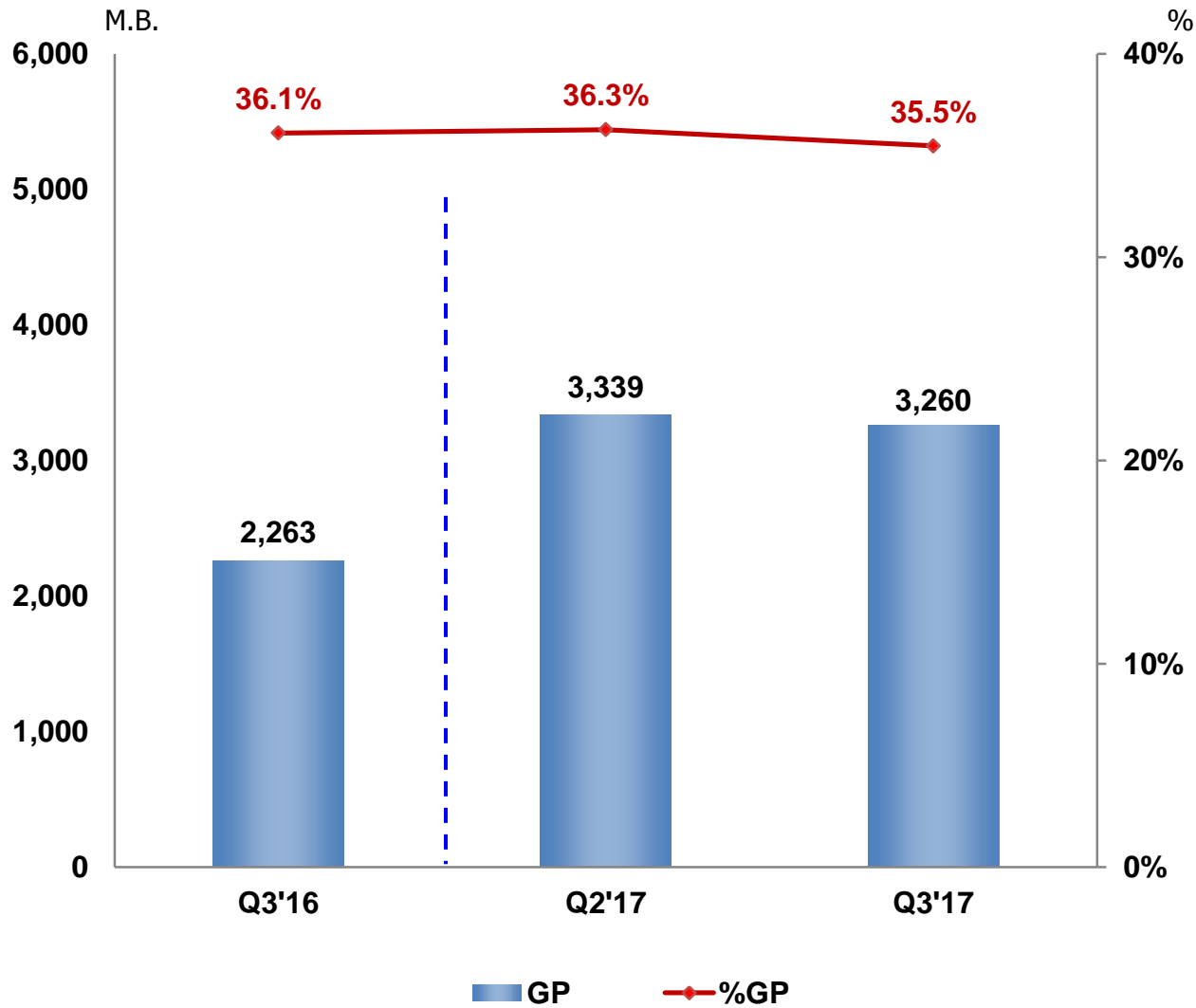
Recognized Sales Growth (Transfer)



Unit	Q3'17	9M17
SH+L	564	1,592
TH	203	515
Condo	437	1,058
Total	1,204	3,165



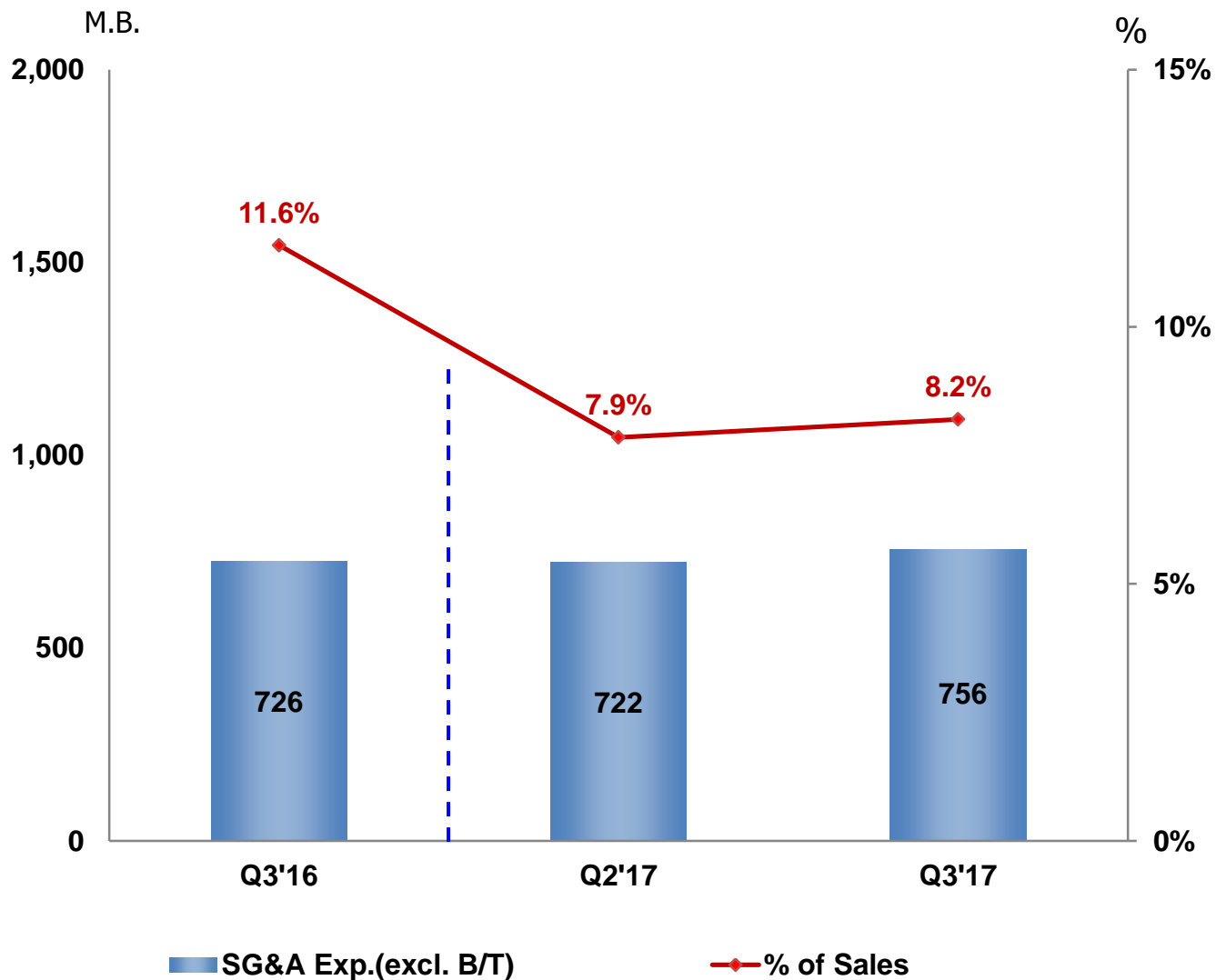
G.P.



	Q3'17	9M17
SH	35.9%	35.8%
TH	35.5%	35.3%
Condo	34.8%	35.4%
%GP	35.5%	35.6%

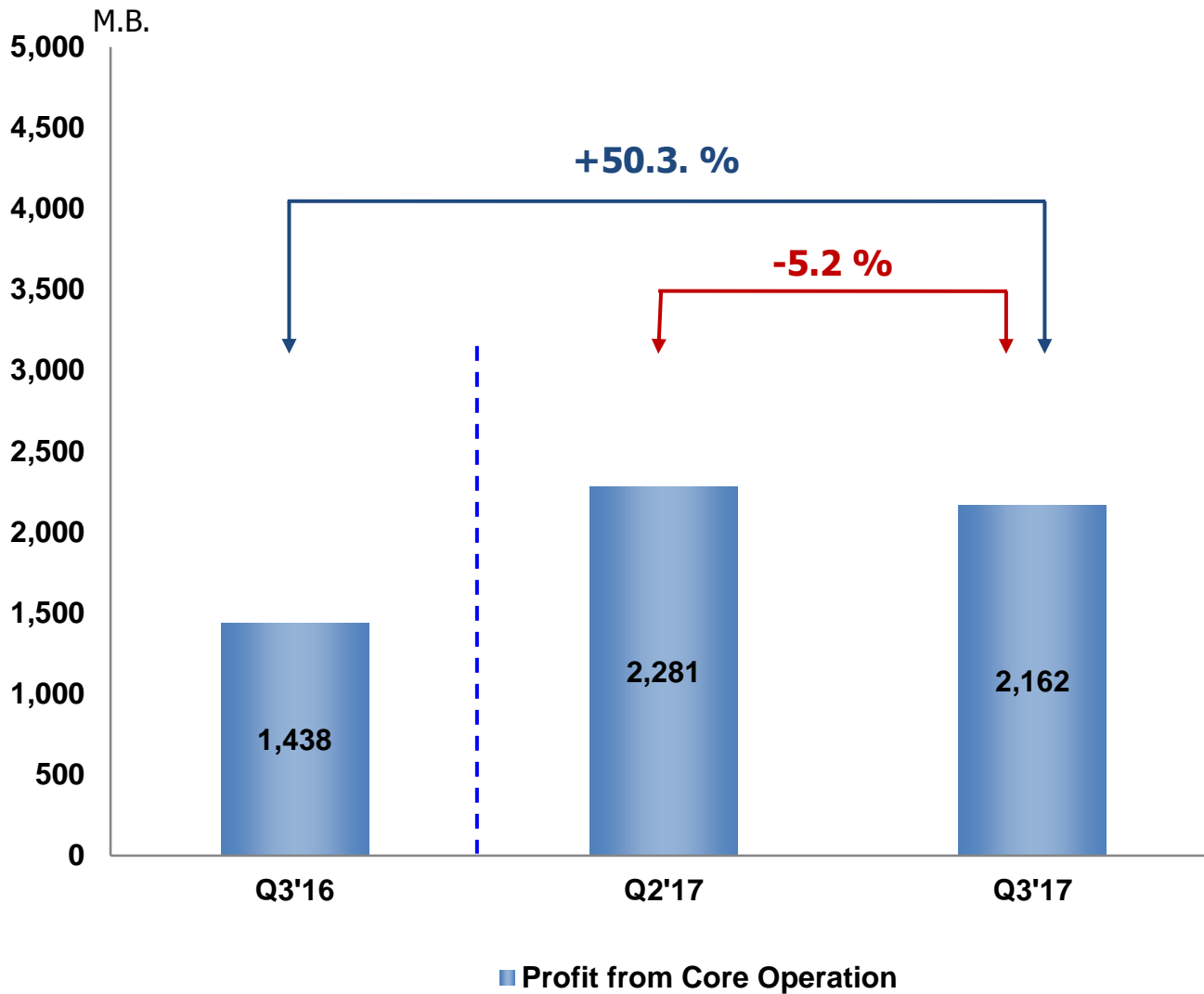


SG&A Exp.(excl. B/T)



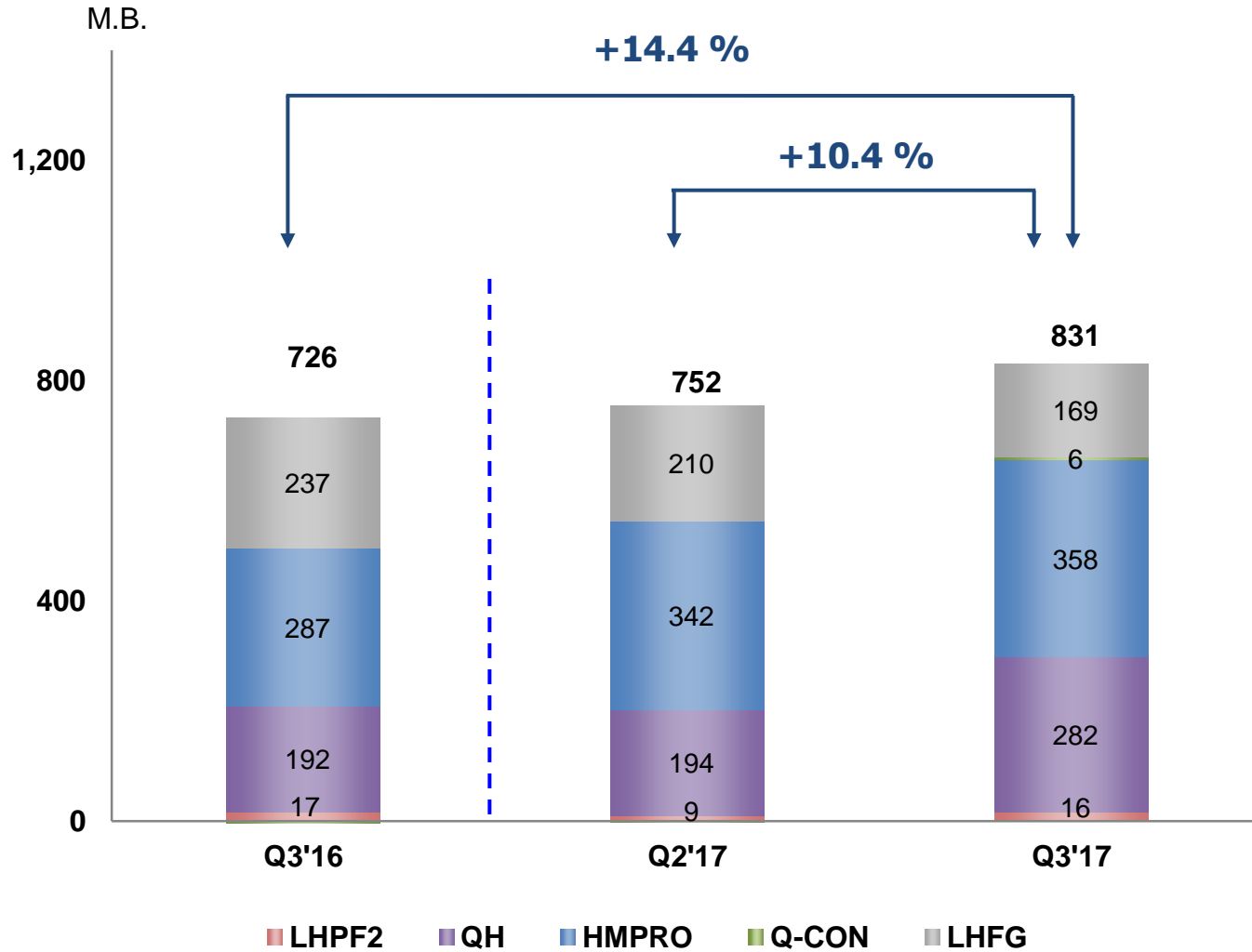


Profit from Core Operation (before tax)



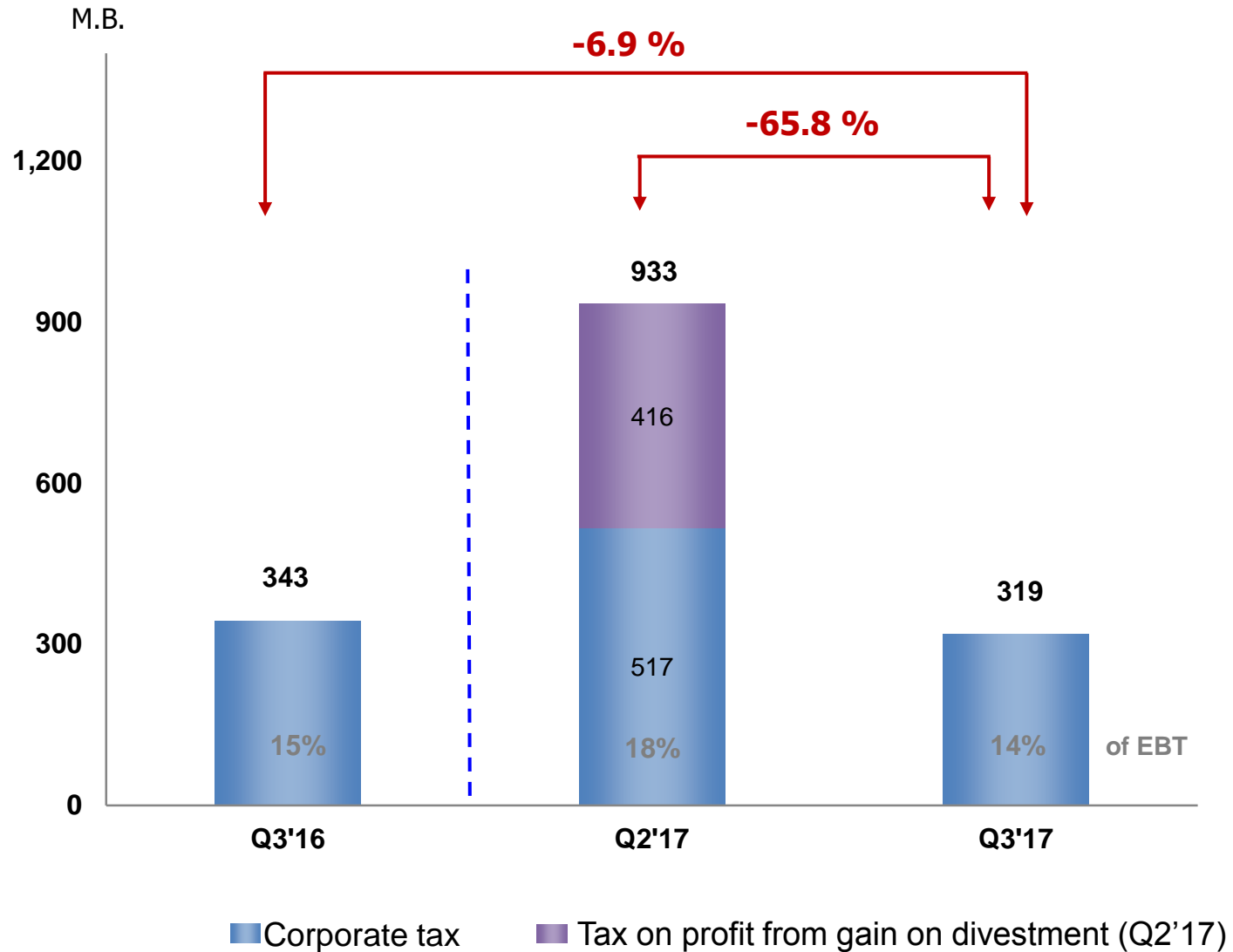


Share of Profit from Investments



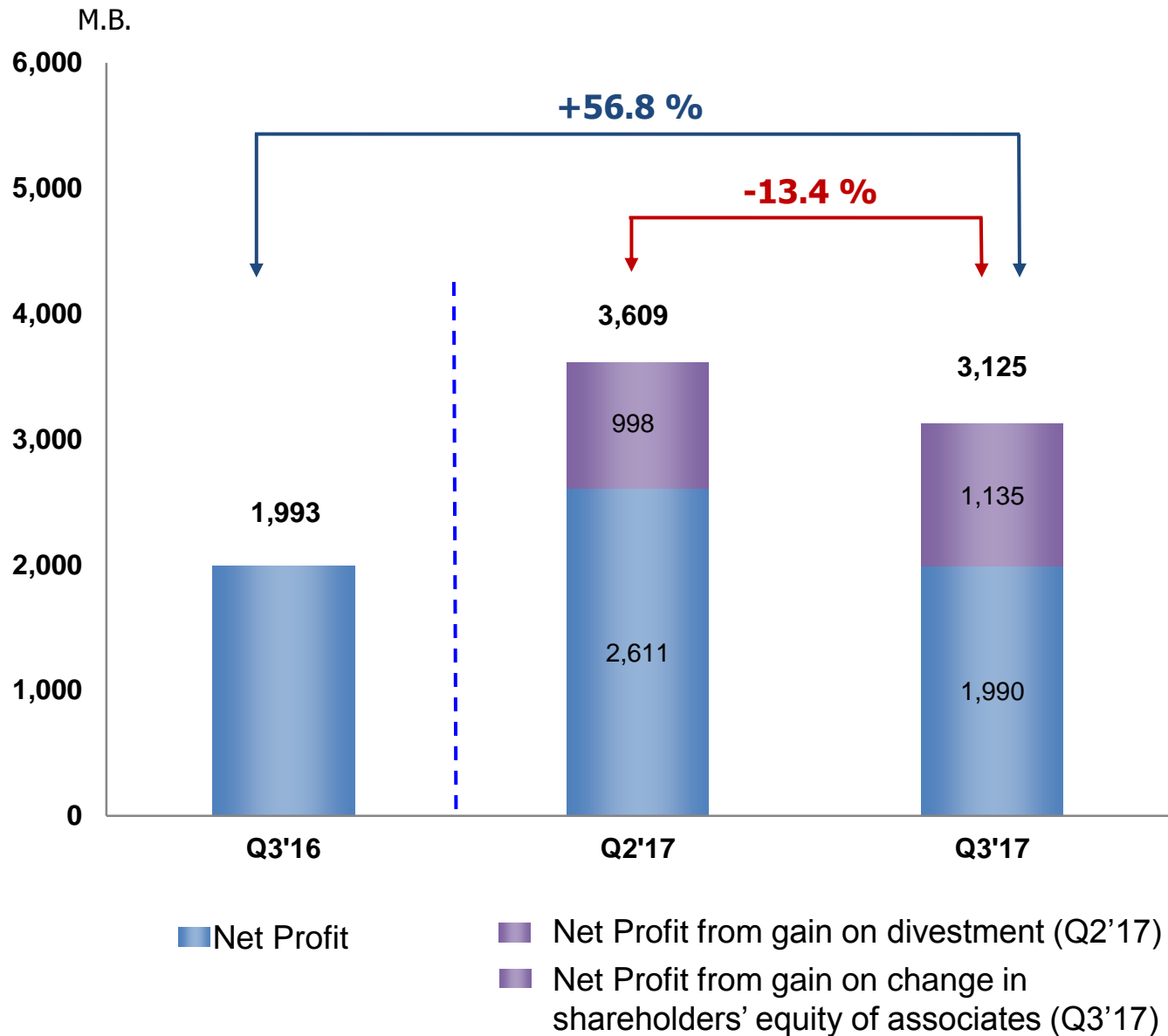


Corporate Tax



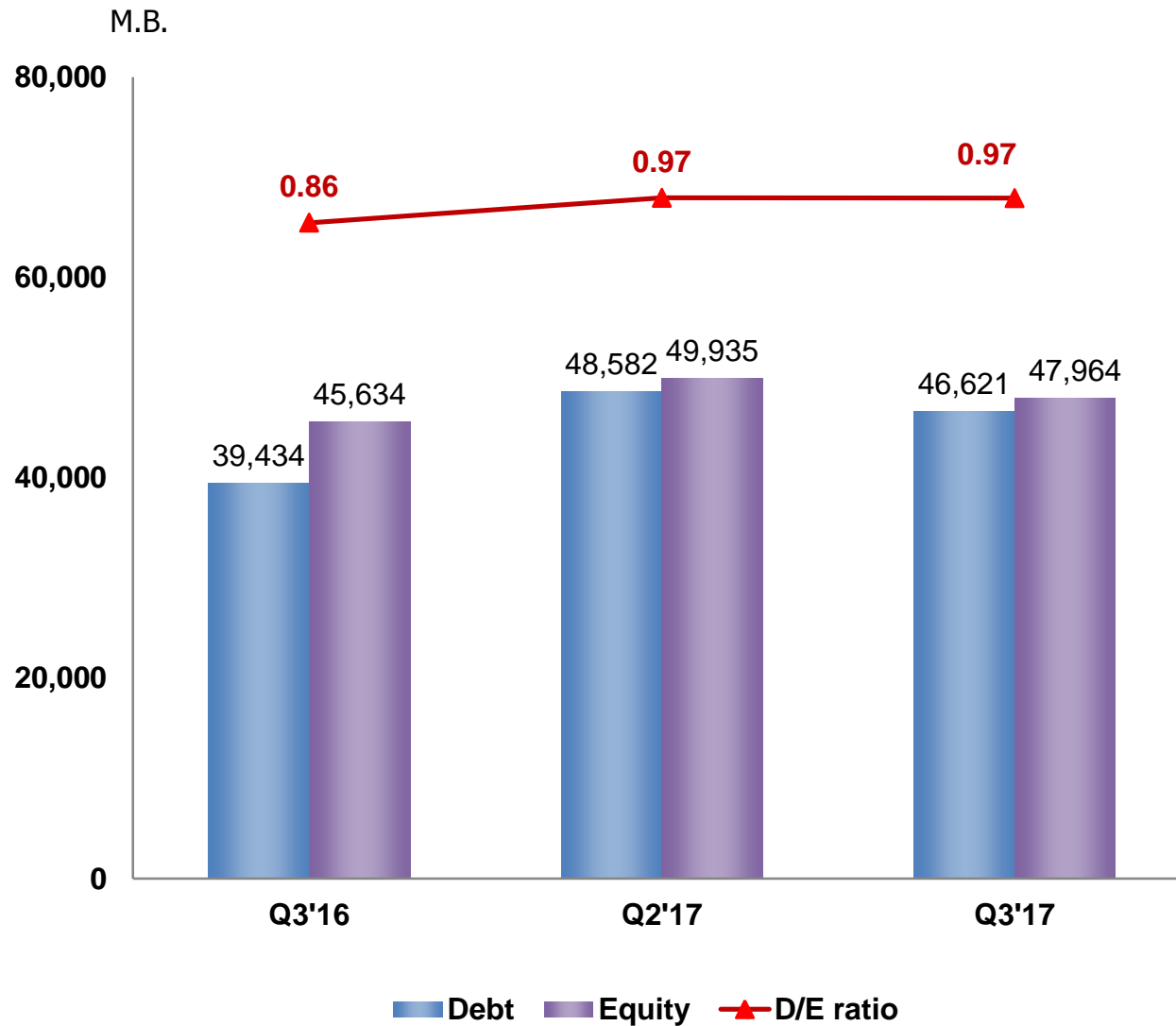


Net Profit



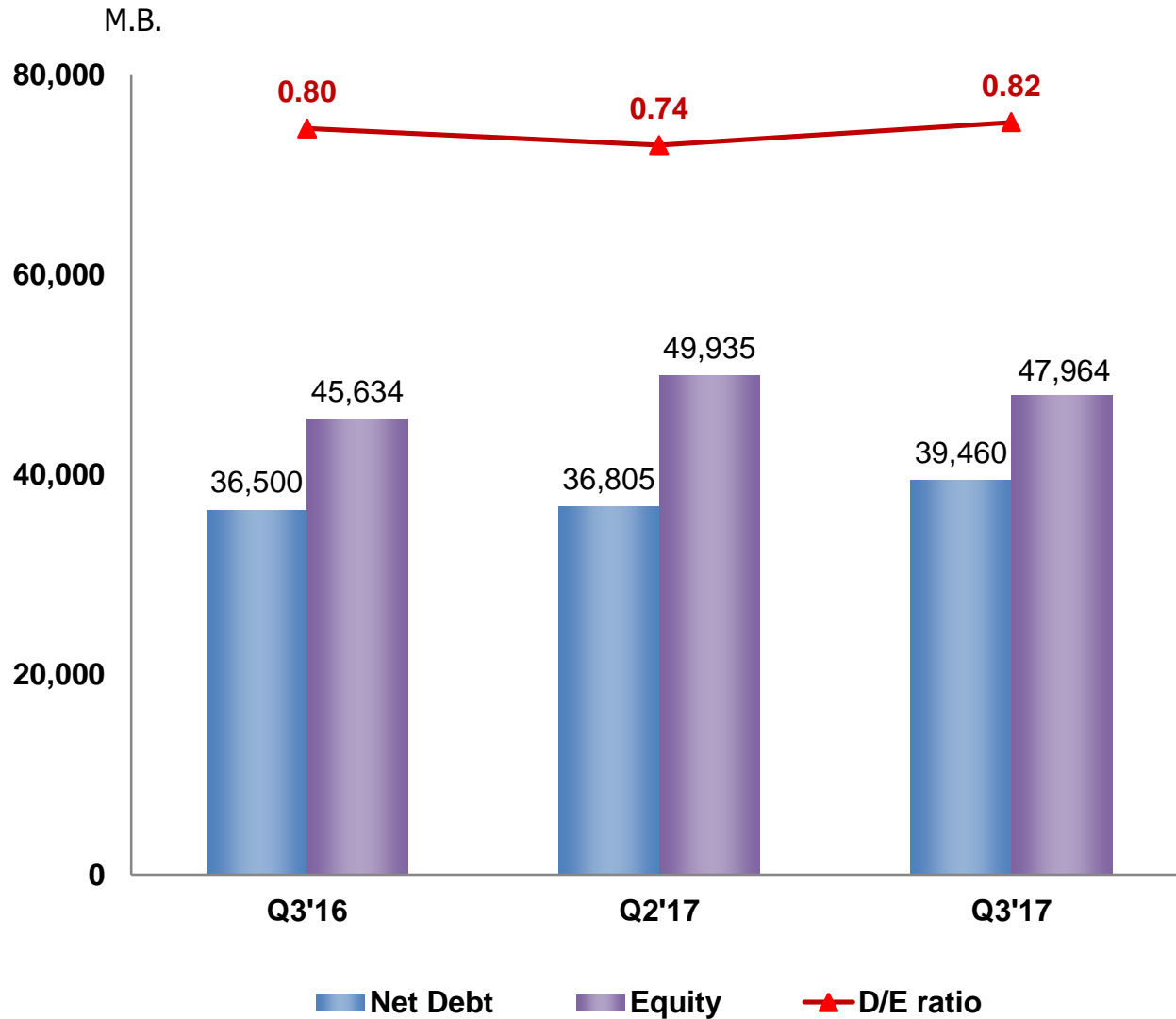


Debt to Equity





Net debt to Equity





Existing Projects as of Sep. 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	35%	4.0	1,479
	2. Villaggio	5	378.9	1,868	58%	4.0	4,338
	3. Pruklada	5	513.9	2,343	31%	4.7	3,386
	4. Chaiyapruk	7	450.4	1,922	39%	5.4	4,048
	5. Chollada	1	109.0	327	6%	12.0	228
	6. Mantana	6	696.7	2,246	31%	9.0	6,376
	7. Seewalee	9	676.2	2,337	49%	5.3	5,976
	8. Nantawan	6	610.7	1,113	42%	24.5	11,568
	9. Ladawan	2	297.8	356	54%	47.9	9,140
	10. 88 Land&Houses	3	120.9	345	42%	8.2	1,193
	11. Land&Houses Park	1	196.8	579	1%	2.7	22
TH	12. Indy	3	85.1	916	44%	2.7	1,089
	13. Villaggio	3	98.6	1,098	47%	2.2	1,132
	14. The Landmark	1	28.4	245	18%	8.2	359
Condo	15. North	4	10.4	276	12%	2.4	76
	16. The Key	1	5.9	885	34%	4.3	1,299
	17. 333	1	11.4	950	1%	5.9	35
	18. The Room	3	8.2	962	40%	6.9	2,654
	19. Wan Vayla	1	20.2	294	2%	7.7	54
	20. The Bangkok	2	6.4	616	35%	23.5	4,997
		TOTAL	68	4,565	20,757	36%	7.9



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	75.9	303	7.5	2,280	Jun
4	Indy	Srinakarin Romkloa	TH	31.7	317	3.1	990	Jul
5*	Villaggio (2)	Rama 2	SH	16.5	72	5.5	395	Oct
	Villaggio (2)	Rama 2	Semi	44.5	300	3.8	1,150	Oct
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	Mantana (Seewalee)	Nakhonpathom	SH	33.6	135	5.7	770	Q.4
8	Indy	Bangyai 2	TH	18.1	207	2.7	550	Q.4
9	North 6	Chiang Mai	CD	5.9	69	2.5	170	Q.4
Total				371	1,900	5.2	9,800	

	Q.1	Q.2	Q.3	Q.4	No. of prj.	Prj. Value	%
SH	1	2	0	3	6	8,090	83%
TH	0	0	1	1	2	1,540	16%
CD	0	0	0	1	1	170	2%
No. of prj.	1	2	1	5	9		
Prj. Value	2,100	2,595	990	4,115		9,800	100%
%	21%	26%	10%	42%			

	No. of prj.	Prj. Value	%
Bangkok	7	9,315	95%
Provincial	2	485	5%
	9	9,800	

Projects shifted to 2018

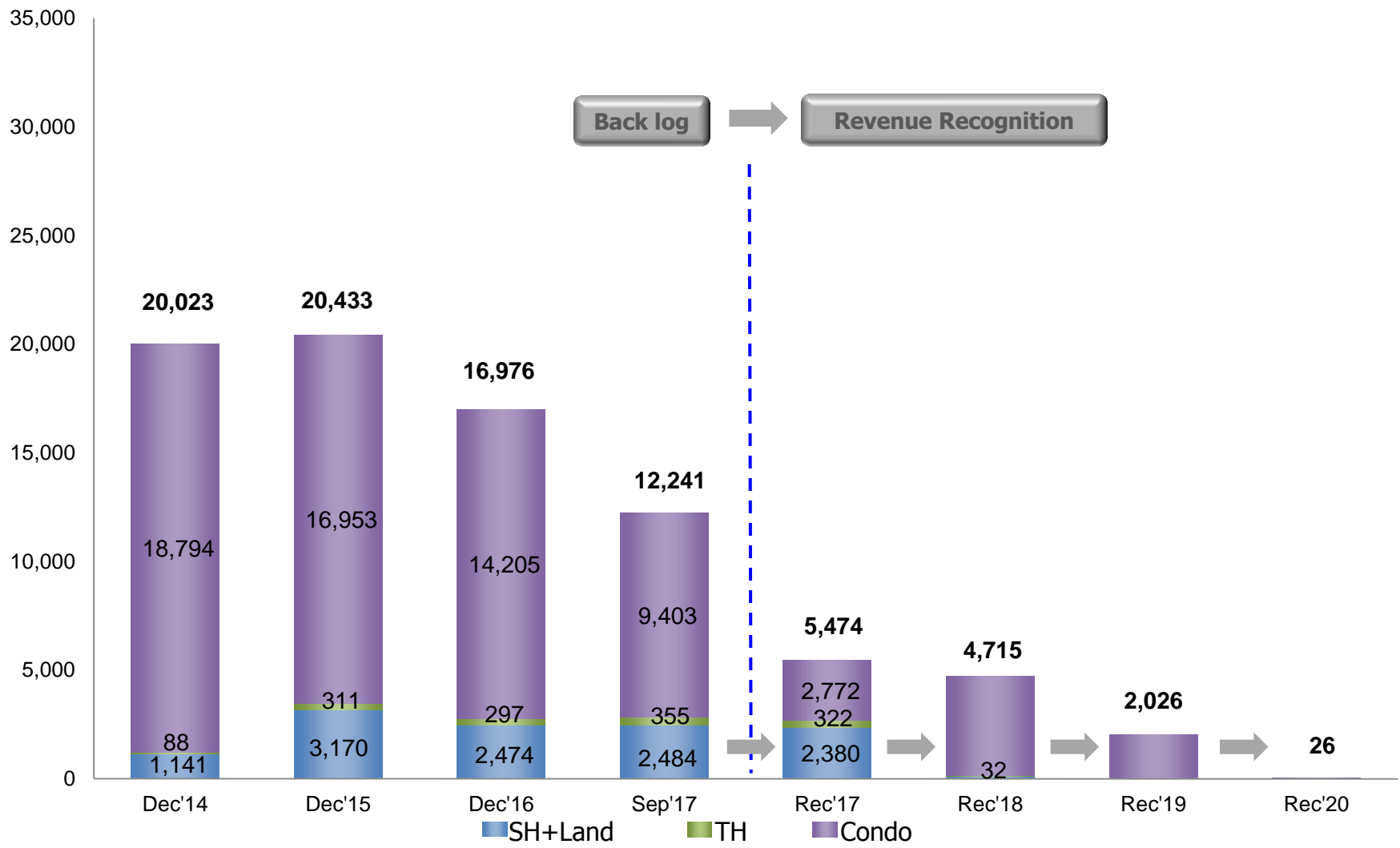
No.	PROJECT NAME	LOCATION	TYPE	SIZE (Rai)	UNIT	UNIT PRICE	PRJ. VALUE	LAUNCH DATE
1	Mantana	On Nuch - Wongwaen 5	SH	85.0	311	10.0	3,110	2018
2	North 7	Chiang Mai	CD	2.1	57	2.6	150	2018
3	Vive (Revo)	Bangna	TH	20.5	92	8.4	770	2018
Total				108	460	8.8	4,030	

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



Backlog and Revenue Recognition

M.B.





Condominium schedule (as of Sep. 17)

No	Project	Prj. Value	%	(Plan)				(Actual)				(13 projects)				(15 projects)				(8 projects)				(2 projects)			
				2016		2017		2018		2019		2016		2017		2018		2019		2016		2017		2018		2019	
				Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	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	81%																								
4	The Room - Sathorn	1,650	119%																								
5	The Room - Rama IV	2,200	107%																								
6	The Room - Suk. 69	2,630	81%																								
7	The Room - Sathorn St. Louis	1,880	55%																								
8	The Room - Charoen Krung	2,000	54%																								
9	333 Riverside	7,000	103%																								
10	The Bangkok - Sathorn	7,500	72%																								
11	The Bangkok - Suk.55	4,000	51%	Develop & EIA																							
12	North 1 - Chiang Mai **	160	95%																								
13	North 2 - Chiang Mai	160	95%																								
14	North 3 - Chiang Mai	160	93%																								
15	North 4 - Chiang Mai	185	94%																								
16	North 5 - Chiang Mai	160	99%																								
17	North 6 - Chiang Mai	170																									
18	North 7 - Chiang Mai	150																									
19	Wan-Way-La - Kao Tao	2,700	104%																								

Develop & EIA
 Construction period
 Transfer

* Original plan is to start transfers in July, 2017

** Transfers completed

Ready for transfer