



OPPORTUNITIES DAY
2016

COMPANY BACKGROUND



REPUTABLE PROPERTY DEVELOPER WITH 27 YEARS TRACK RECORD



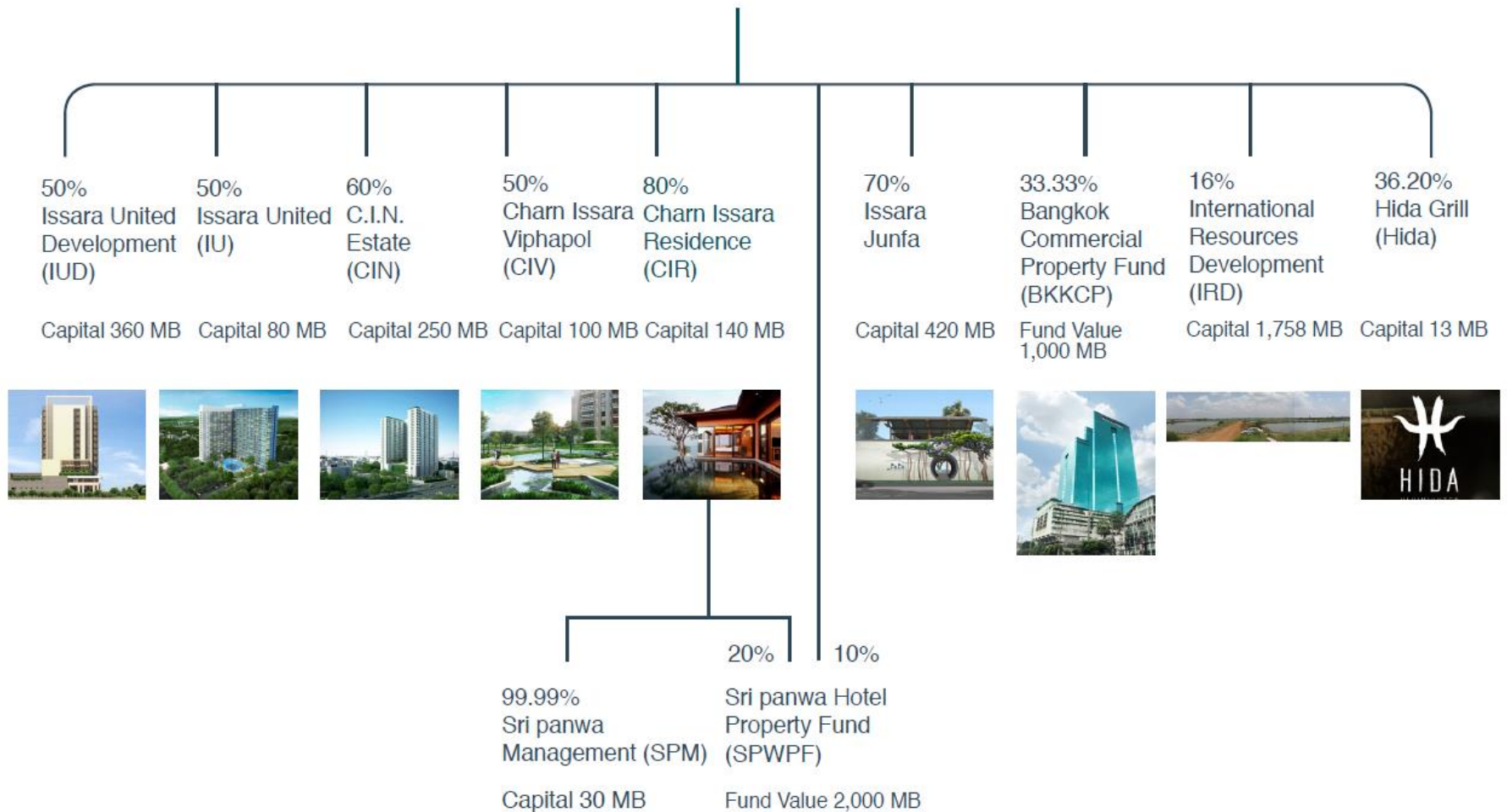
Core Business

- High end detached house
- Resort residential
- Residential Condominium
- Hotel Development

Recurring income business


- Investment in property fund
 - Hotel management
 - Office Rental
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CHARN ISSARA DEVELOPMENT PCL.





KEY SUCCESS FACTORS

- Good location
 - Superior design
 - Construction control
 - Marketing campaign online and offline
 - Good customers
 - Growth model of property fund/REIT
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BUSINESS OUTLOOK




2015 OPERATION HIGHLIGHT

- Continued partnership with Sahapat Group to develop 90 rais on Cha-am – Hua Hin Beach Front Land with access to Phetkasem main road as flagship in resort residential business : Phase 3 BLU and Beach Front Hotel
 - Partnership with Junfa Group to develop new Hotel Resort Residential project in Phuket : Baba Beach Club
 - Partnership with Tian Yuan to develop Chiangmai condominium project : The Issara Chaing mai
 - Developed new hotel phase2 in Sri Panwa project : Habita
 - Bought land for new projects in Bangkok and Cha am
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2016 OPERATION HIGHLIGHT

- Complete Construction and transfer : ISSI, Thew I, Thew II, Collection Baan Sita Wan
 - 5 projects under construction : BLU, The Issara Chiangmai, Baba Beach Club Phuket , Baba Beach Club Hua Hin ,Baba Villa Hua Hin
 - Pre lunch 2 new luxury housing projects : Issara Residence Rama9, Baan Issara Bangna
 - Convert investment in SPWPF to REIT
 - Increase capital in REIT to acquire Sri panwa Phase2
 - Sri panwa Phase 2 in operations
 - To buy new land in Cha-am – Hua Hin and Bangkok
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GOING FORWARD

- Development of Housing and Residential Condo
 - Financial strength to support growth
 - Plan to set up REIT approx 1,200 MB Q4,2016
 - Plan to set up REIT approx 3,000 MB 2018-2019
 - Diversified sources of income
 - Plan to manage hospitality business in Thailand and abroad
 - Increase recurring income
 - Hotel Operation and Management
 - Property Management
 - REIT Management
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FINANCIAL HIGHLIGHT

FINANCIAL POSITION

Description /(Million Baht)	For 3 Months		Change	
	31-Mar-16	31-Mar-15	MB.	%
Total Revenues	1,031	660	371	56.2
Revenue from Real estate sales	773	438	335	76.5
Gross Profit from Real estate (%)	38.09	37.96	-	-
Total Gross margin (%)	35.80	47.25	-	-
Selling and Administrative expenses	188	164	24	14.6
SG&A (%)	18.19	24.85	-	-
Profit / (Loss) for the period	157	131	26	19.8
Profit / (Loss) for the period (%)	15.2	19.8	-	-
P&L for Equity holders the Company	65	81	(16)	(19.8)
P&L for Equity holders the Company (%)	6.3	12.3	-	-
Basic Earning per Share (Baht)	0.08	0.10	(0.02)	(20.0)

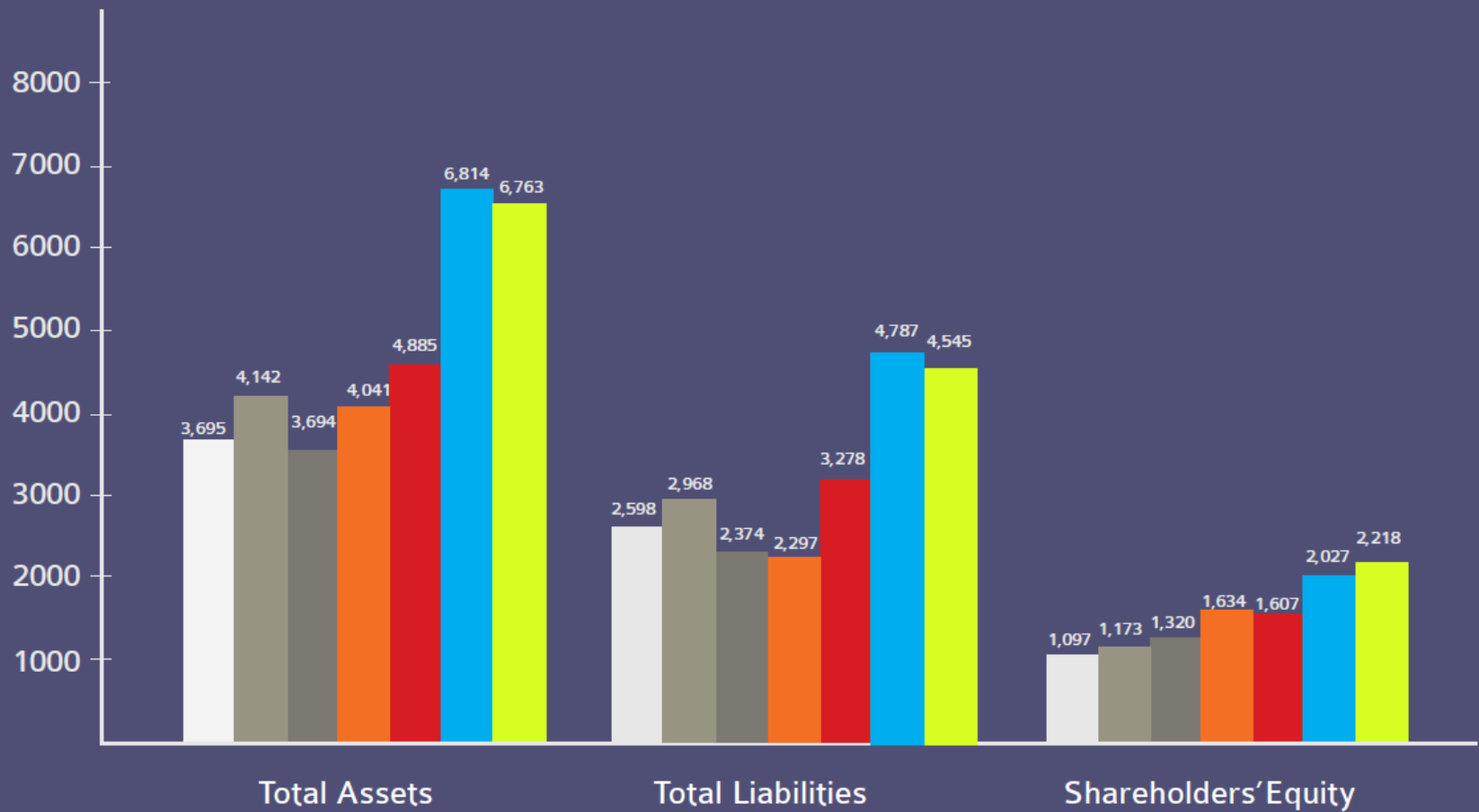
FINANCIAL POSITION

Description / (Million Baht)	As at		Change	
	31 Mar 16	31 Dec 15	MB	%
Total Assets	6,763	6,814	(51)	(0.7)
Total Liabilities	4,545	4,788	(243)	(5.1)
Total Shareholders' Equity	2,218	2,027	191	9.4
Equity Attributable to Owners of the Company	1,388	1,323	65	4.9
Issued and Fully Paid Share Capital	720	720	-	-
Book Value per Share (par = 1 Baht)	1.93	1.84	0.09	4.9
Interest Coverage Ratio (Times)	8.67	6.83	1.84	26.9
Return on Equity (%)	4.7	9.9	-	-
Return on Assets (%)	2.3	4.3	-	-

FINANCIAL POSITION

Unit : MTHB

2010 2011 2012 2013 2014 2015 Mar 2016

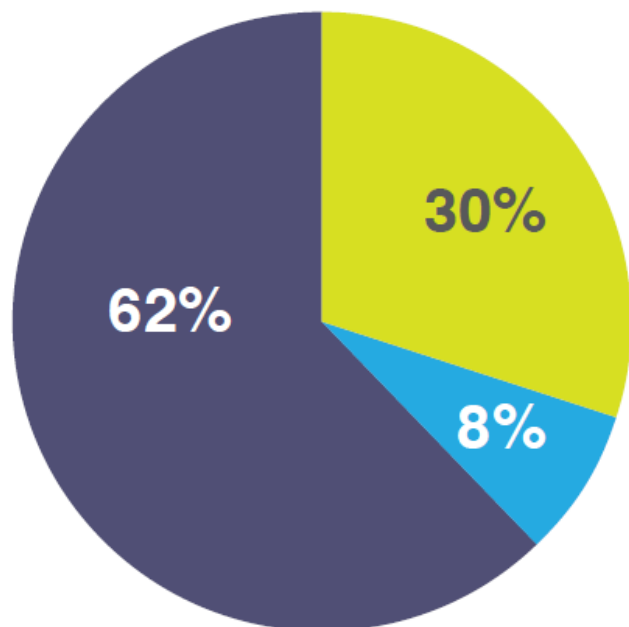


FINANCIAL POSITION

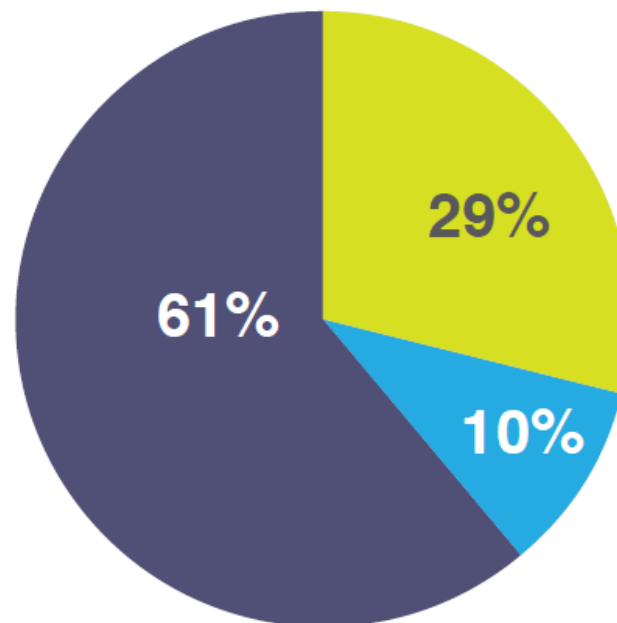
Unit : MB

Description	As at		Change	
	31 Mar 16	31 Dec 15	MB	%
Cash & Equivalents	413	406	7	1.7%
Total Debt	4,545	4,788	(243)	(5.1)%
Interest Bearing Debt	3,320	3,450	(130)	(3.8)%
- Project Loan	2,222	2,352	(130)	(5.5)%
- Debenture	1,098	1,098	-	-
- Other Loans	-	-	-	-
D/E (Times)	2.05	2.36	(0.31)	(13.1)%
Gearing (Times) (Interest bearing debt / Shareholders' equity)	1.49	1.70	(0.21)	(12.4)%
Net Gearing (Times) (Interest bearing debt – Cash) / Shareholders' equity)	1.31	1.50	(6.19)	(12.7)%

FINANCIAL POSITION



Mar' 2016



Dec' 2015



Project Loan



Debenture



Deposit from customer

Unit : MB

Diversified source of debt to bring down average cost of fund.

PROJECT AND BACKLOG

PROJECT SUMMARY

Current Project	Project Value	Investment Value	As of 31/03/2016			Stock	Under Construction	Recurring Income
			Sold	Transferred	Backlog			
Total Project in Complete (5)	8,832		7,112	5,991	1,121	1,720		
Total Project under Construction (5)	5,675		816	133	683		5,675	
Total Recurring Income Project (3)		1,109						551
Total	14,507	1,109	7,929	6,124	1,804	1,720	5,675	551

Upcoming Project	Project Value	Investment Value	Launching Period	Realized Income
Residential Condo & Resort Condo Housing (4)	3,735		2016-2017	2017-2019
Total Recurring Income Project (3)		2,460	2017	2017
Total	3,735	2,460		

CURRENT PROJECT

Current Project	Project value	as of 31/03/2016			
		Sold	Stock	Transfer	Backlog
Project in Complete					
1.The Issara Ladprao	2,788	2,649	139	2,637	12
2. ISSI Condo Suksawat	1,869	1,368	501	969	399
3. Issara Village	170	147	23	132	15
4. Baan Thew Talay I	2,085	1,768	317	1,638	129
5. Baan Thew Talay II	1,920	1,181	739	614	566
Total Project in Complete	8,832	7,1112	1,720	5,991	1,121
Project under Construction					
6. Issara Collection Sathorn	827	238	590	-	238
7. Baan Thew Talay III : Blu	1,506	286	1,220	-	286
8. Baba Beach Club, Phuket	1,780	98	1,682	-	98
9. Baan Sita Wan, Pakchong	800	169	631	133	36
10. The Issara Chiang Mai	762	25	737	-	25
Total Project in Complete	5,675	816	4,859	133	683

Recurring Income	Investment Value	Revenue 2016	Dividend
11. SPWPF	600	471	42
12. BKKCP	333	0	19
13. Charn Issara Tower I	176	80	0
14. Charn Issara Tower II			
Total Project in Complete	1,109	551	61

UPCOMING PROJECT

Upcoming Project	Project Value	Launching Period	Realized Income
Residential Condo & Resort Condo & Housing			
1. Issara Residence Rama 9	1,391	Q4, 2016	2017
2. Baan Issara Bangna	1,700	Q4, 2016	2017
3. IU Residence & Villa	294	Q3, 2016	2017
4. Sri Panwa Residence (1 unit)	350	2016	2017
Total Residential Condo & Resort Condo & Housing	3,735		
Hotel			
5. Hotel Cha Am	960	Q3, 2017	2017
6. Hotel Baba Beach Club,Phuket	1,500	2017	2017
Total Hotel	2,460		
Total Residential Condo & Resort Condo & Housing	9,930		



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