



N.C. Housing Public Company Limited
Opportunity Day 2Q/2018
August 30, 2018

Agenda

PROJECT UPDATE

FINANCIAL PERFORMANCE

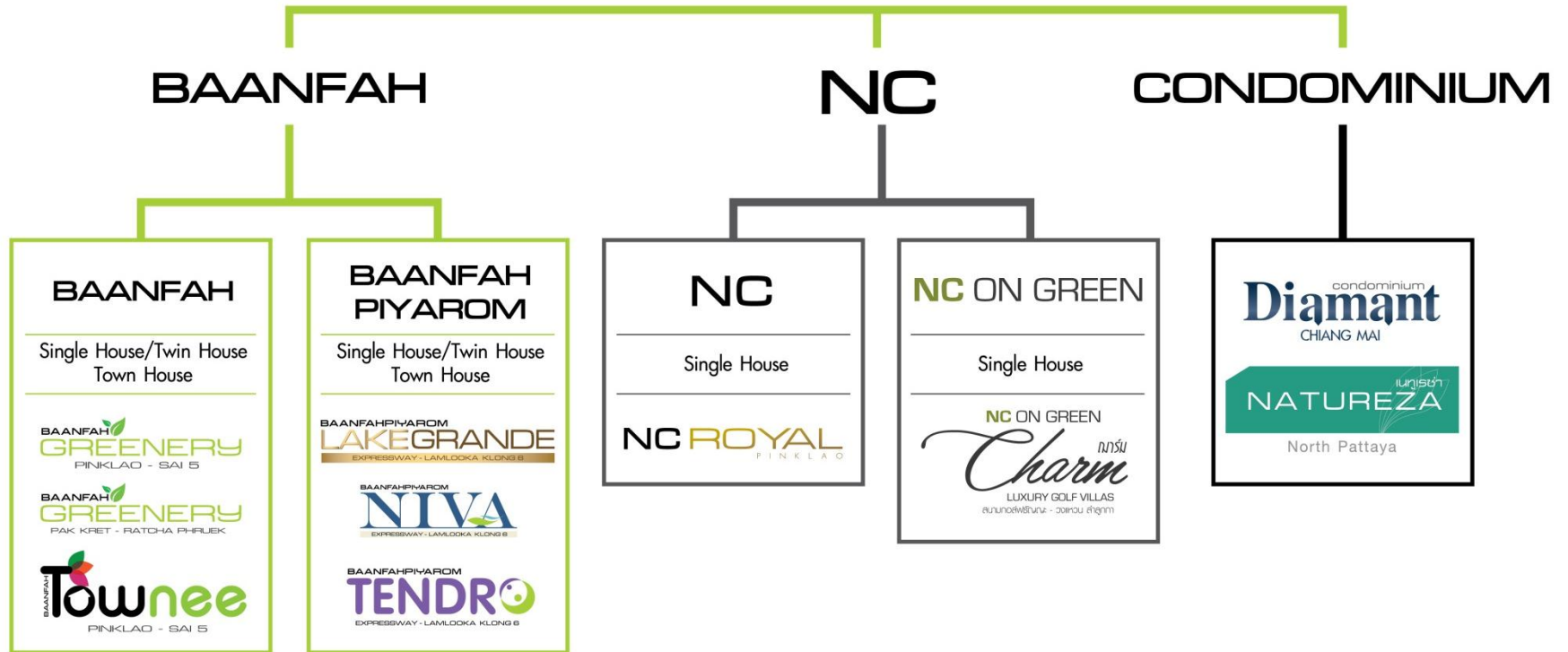
OUTLOOK 2H/2018

Q & A

Project Update



Project Update



Currently Active Projects as of June,2018

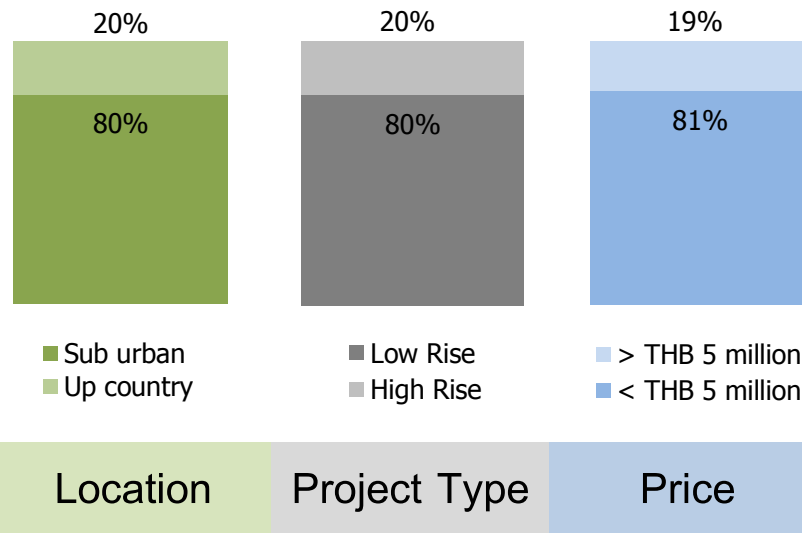
Project	Total Units	Project Value (MB.)	Sales			Transferred			Inventory			Backlog		
			Units	Value (MB.)	%	Units	Value (MB.)	%	Units	Value (MB.)	%	Units	Value (MB.)	%
1 Baan Pha Piyarom Lake Grande (P13)	144	739	118	620	84%	113	580	79%	26	119	16%	5	40	5%
2 Baan Pha Piyarom Niva (P14)	295	788	277	734	93%	272	711	90%	18	54	7%	5	23	3%
3 Baan Pha Piyarom Tendro (P15)	422	995	69	193	19%	60	169	17%	353	802	81%	9	24	2%
4 Baan Pha Greenery Pinklao-Sai 5	466	1,717	447	1,664	97%	437	1,609	94%	19	53	3%	10	55	3%
5 Baan Pha Greenery Pakkret-Ratchapreak	129	701	42	201	29%	41	194	28%	87	500	71%	1	7	1%
6 Baan Pha Towner Pinklao-Sai 5 (P1)	328	930	59	168	18%	49	139	15%	269	762	82%	10	29	3%
7 NC Royal Pinklao	61	893	58	826	92%	57	814	91%	3	67	8%	1	12	1%
8 NC on Green Charm	109	1,014	29	295	29%	27	279	28%	80	719	71%	2	16	2%
9 Natureza North Pattaya (P1)	406	624	398	601	96%	397	599	96%	8	23	4%	1	2	0%
10 Natureza North Pattaya (P2)	406	671	307	489	73%	281	441	66%	99	182	27%	26	48	7%
11 Dimant Condominium	77	184	46	103	56%	45	100	54%	31	81	44%	1	3	2%
Total	2,843	9,255	1,850	5,894	64%	1,779	5,635	61%	993	3,361	36%	71	259	3%

Sales / Inventory & Backlog Breakdown

as of June, 2018 (MB.)

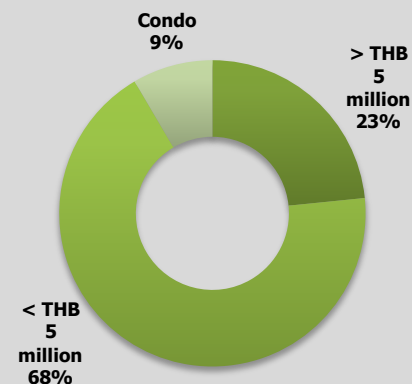
Sales Breakdown

Location	Sub urban	4,701
	Up country	1,193
Project Type	Low Rise	4,701
	High Rise	1,193
Price	< THB 5 million	4,773
	> THB 5 million	1,121



Inventory & Backlog Breakdown

Project	Total Project		Backlog		Inventory	
	Units	(MB.)	Units	(MB.)	Units	(MB.)
> THB 5 million	170	1,907	3	28	83	786
< THB 5 million	1,784	5,869	40	178	772	2,289
Condomium	889	1,478	28	53	138	285
Total	2,843	9,255	71	259	993	3,361

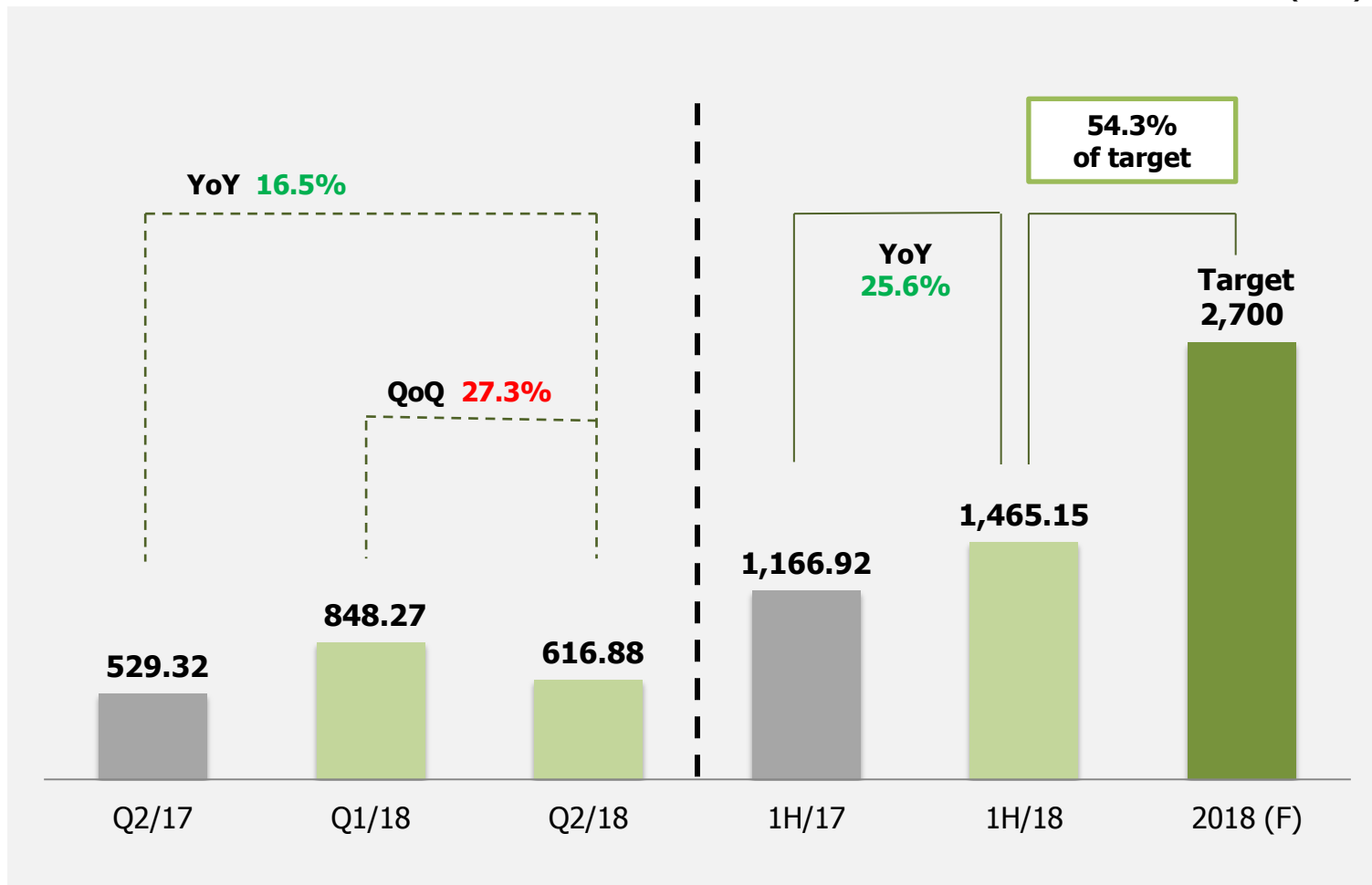


Financial Performance



1H18 Sale and Target

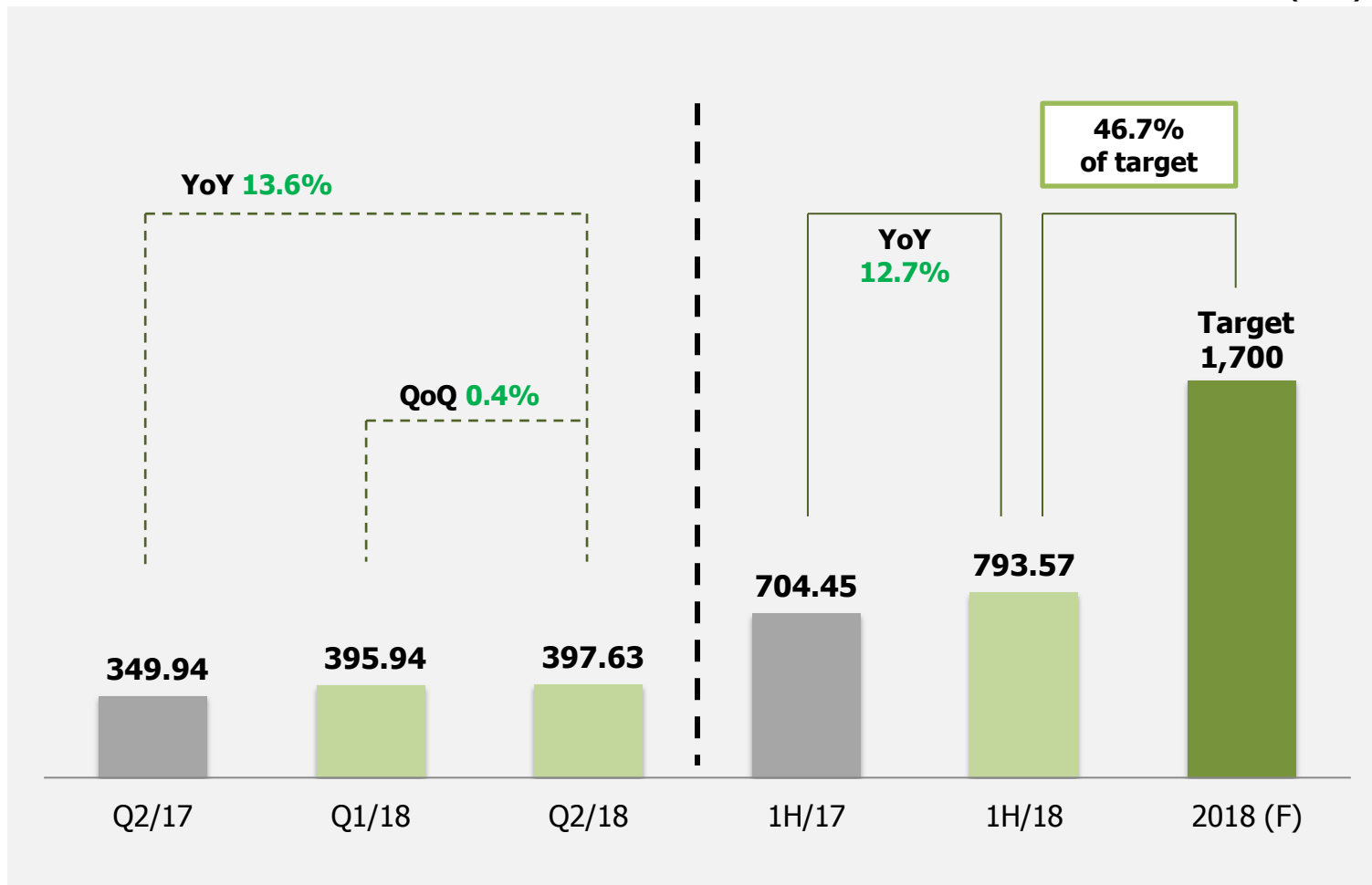
(MB.)



Sale of 1,465 MB. in 1H18, 54.3 % of 2018 target

1H18 Revenue and Target





(MB.)



Revenue of 794 MB. in 1H18, 46.7 % of 2018 target

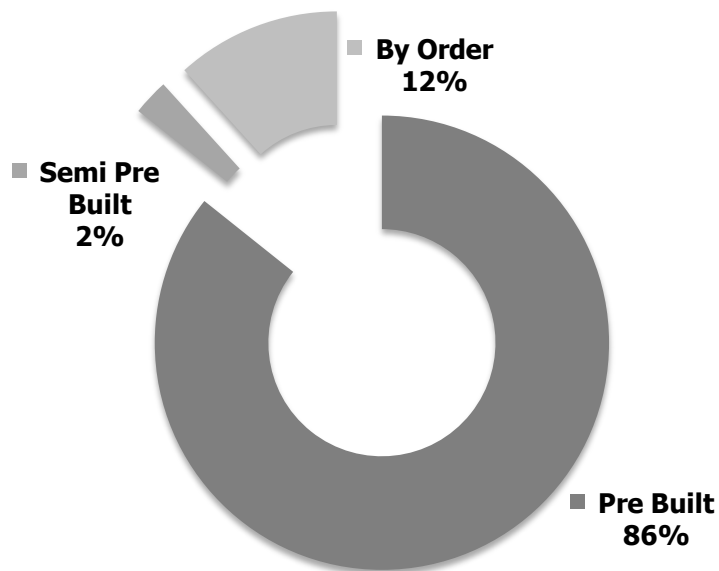
1H18 Revenue Breakdown

by Business Type

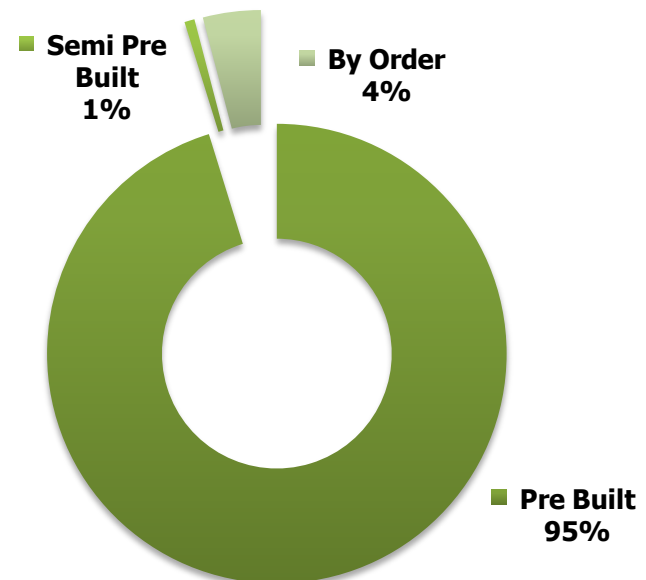
Performance	Revenue (MB)					
	Q2/17	Q2/18	YoY	1H17	1H18	YoY
 SH	196.59	225.22	14.56 %	409.88	412.73	0.69 %
 DH	31.79	46.51	46.31 %	51.89	108.40	108.90%
 TH	57.69	70.44	22.10 %	117.96	141.92	20.31%
 CONDO	63.87	55.46	(13.17) %	124.72	130.53	4.66%
Total	349.94	397.63	13.63 %	704.45	793.57	12.65%

1H18 Sale Revenue Breakdown by Purchase Preference

1H / 2017

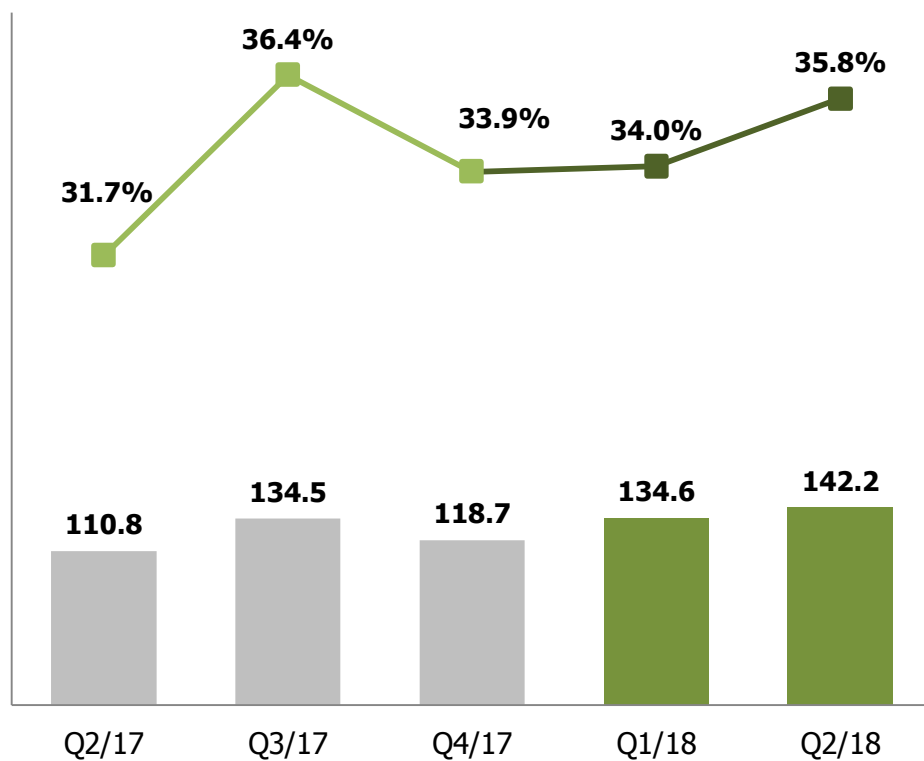


1H / 2018

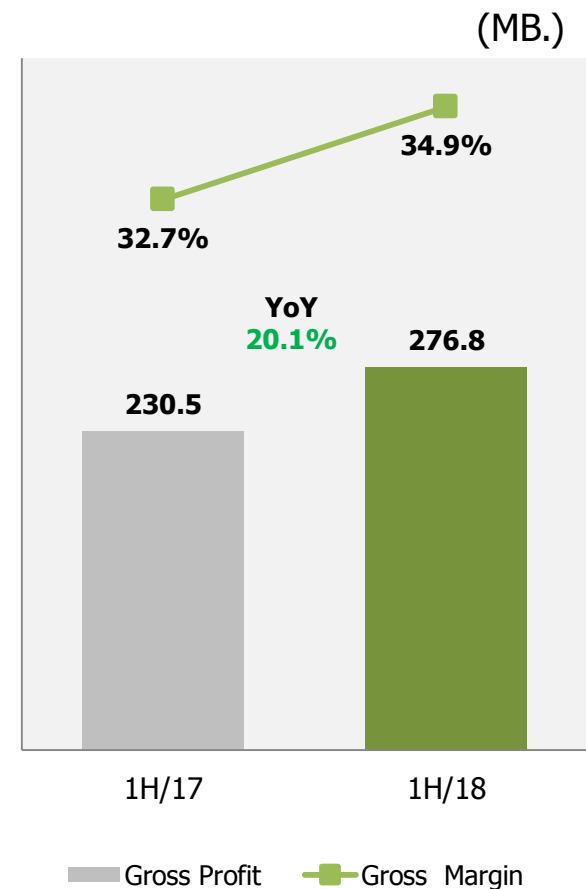


Gross Profit And Gross Margin

Quarterly

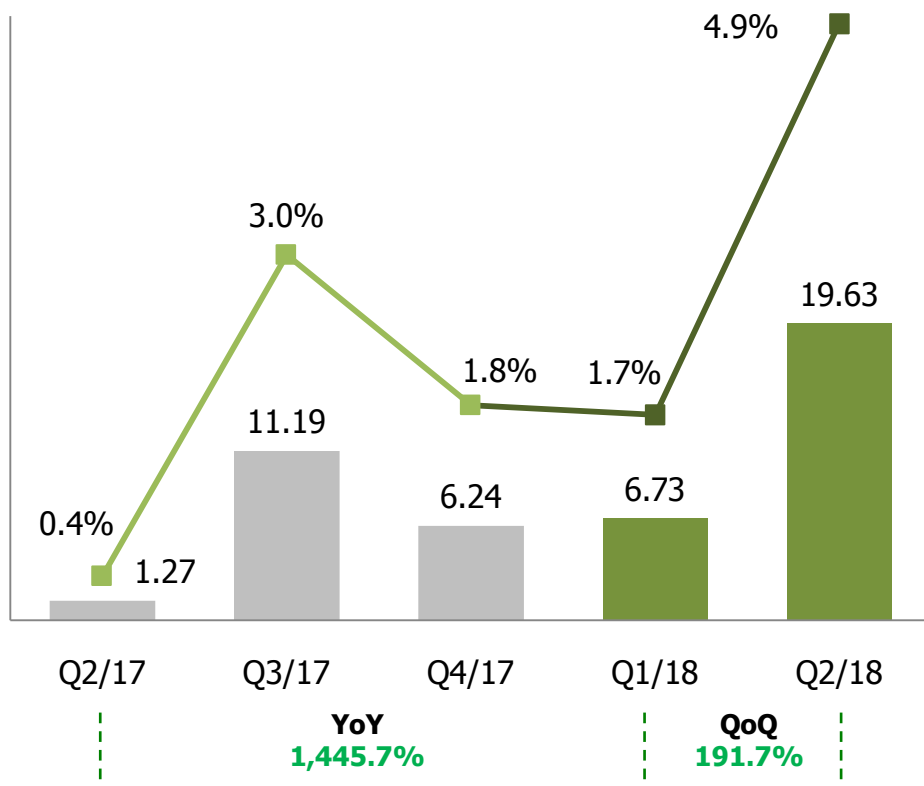


YTD

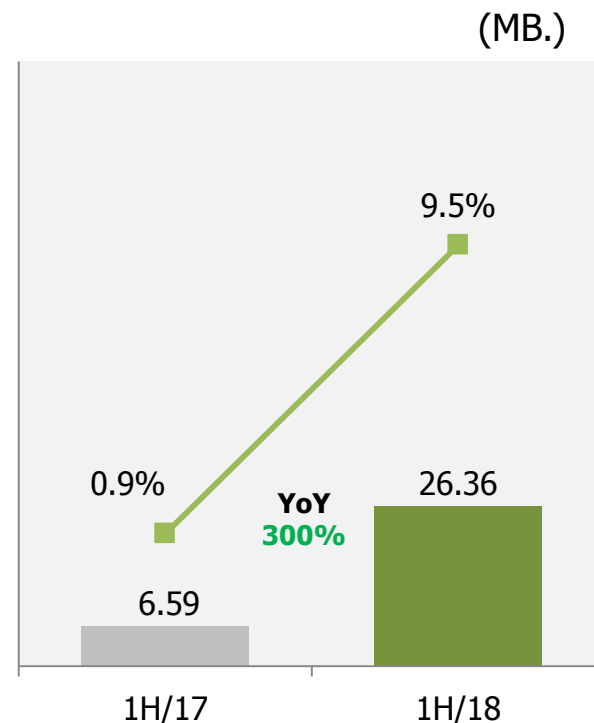


Net Profit And Net Margin

Quarterly

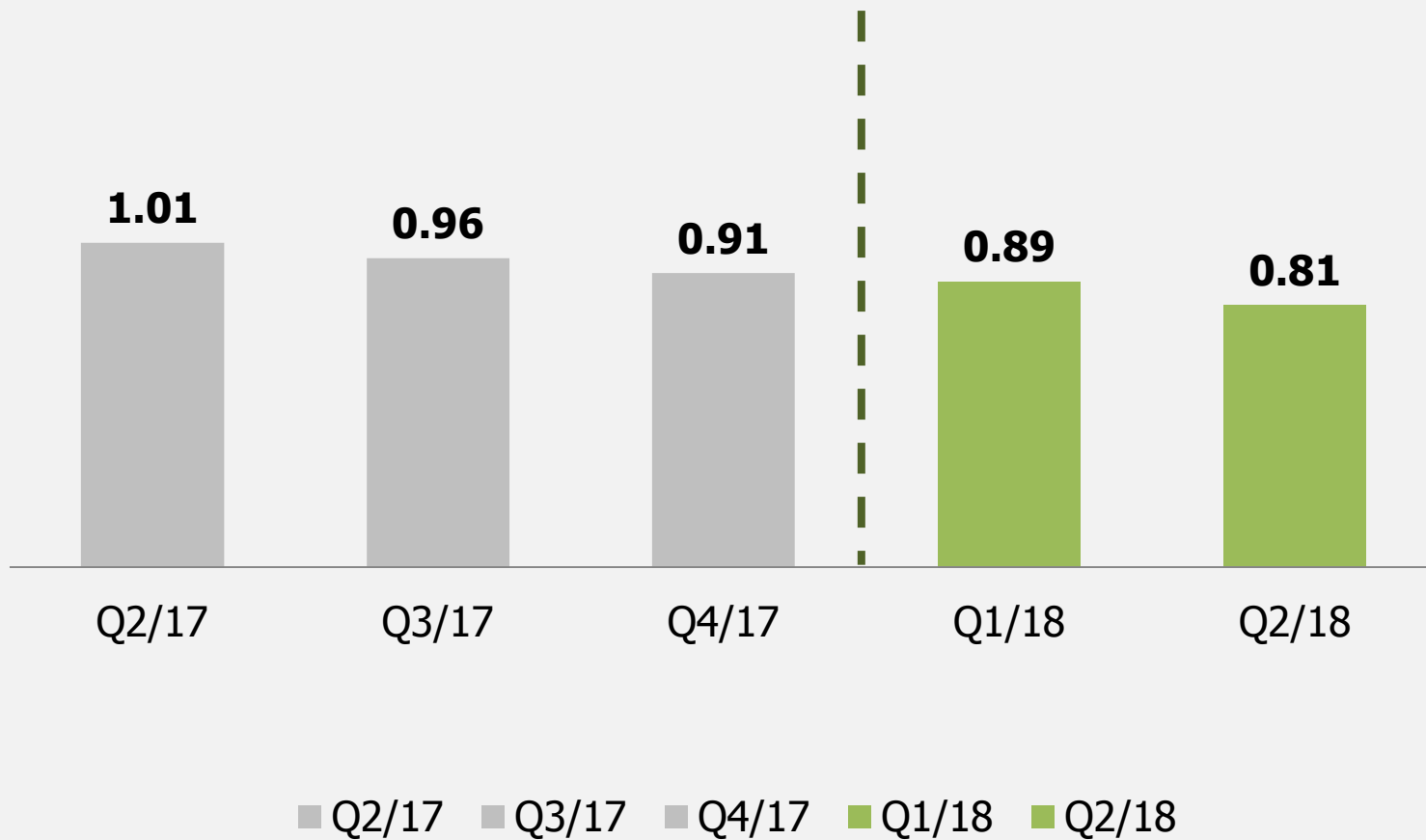


YTD



■ Net Profit ■ Net Margin

DE Ratio

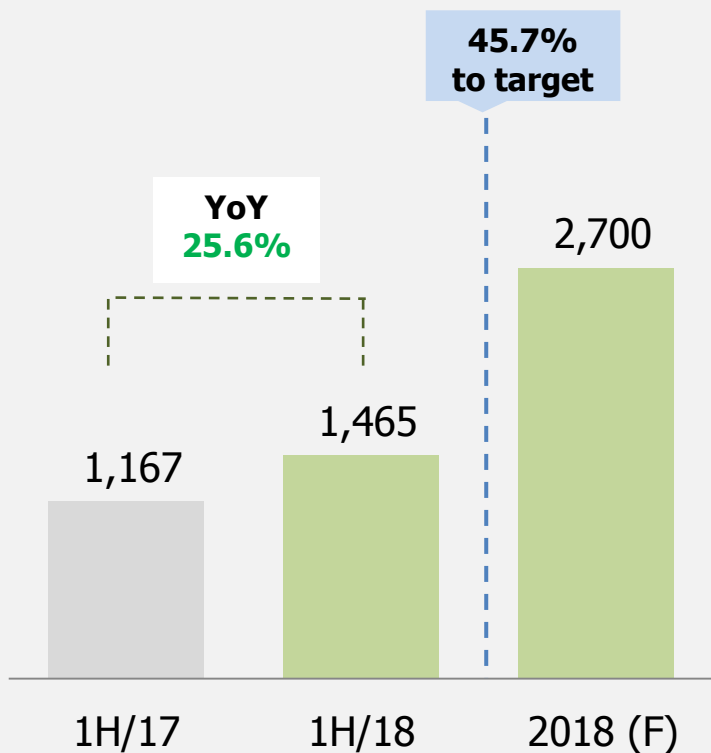


Outlook 2H/2018

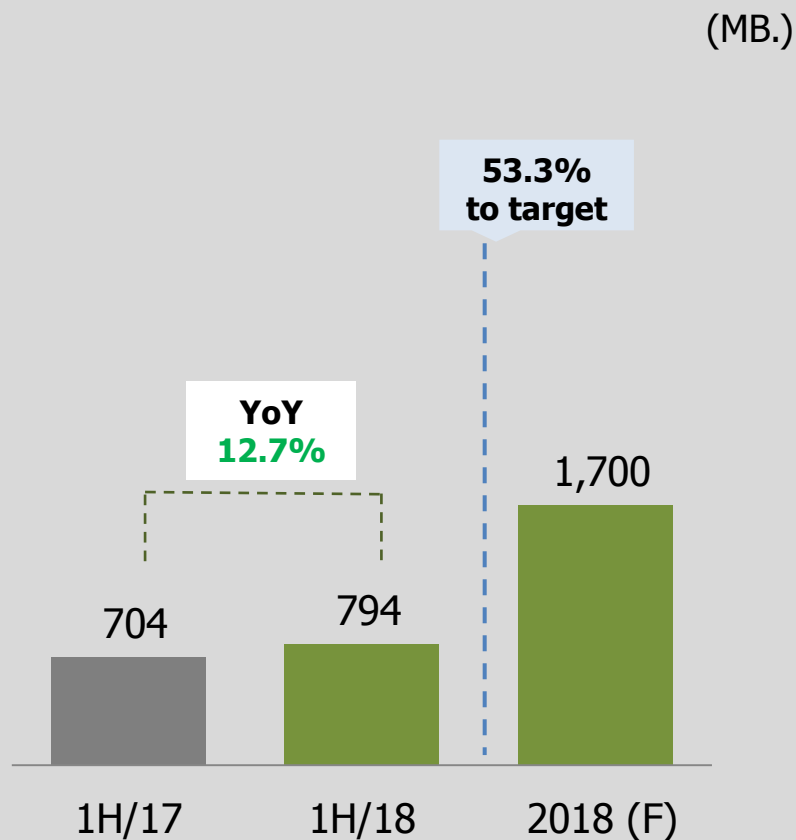


1H18 Sale and Revenue as of Target

Sale Target



Revenue Target





Q & A

THANK YOU !

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Click Investor Relations



Expansion Project Plan

(Tentative Target) 2018

Projects		Quarterly	Value (MB.)
Close Project	1. NC ROYAL	Q1	893.3
	2. Natureza North Pattaya (P1)	Q1	623.7
	3. Baan Pha Greenery Pinklao-Sai 5	Q2	1,723.0
	4. Natureza North Pattaya (P2)	Q3	660.1
	5. Baan Pha Piyarom Niva (P14)	Q4	801.2
			<u>4,701.3</u>
Open Project	1. Baan Pha Greenery Don Wai (DH,SH)	Q3	900
	2. Baan Pha Piyarom (P16)(SH)	Q4	600
	3. Project Klong 4	Q4	360
	4. Project Klong 7	Q4	970
			<u>2,830</u>