

Management Discussion and Analysis : MD&A

1. Result of operation (The company and subsidiaries)

1.1 **Three Months** performance ended June 30, 2011 comparing to the same period of the year 2010.

The company showed net profit of Baht 1.1 million for the three months ended June 30, 2011 comparing to net profit Baht 0.2 million for the same period of the year 2010. The net profit increased Baht 0.9 million or 450.0% as the result of:

(1) Service Income (Disposal, Landfill and Transportation Charge)

The company has services income decreased from Baht 54.2 million in the year 2010 to Baht 45.9 million in the year 2011. The services income decreased Baht 8.3 million or 15.3%.

The company has costs of services decreased from 81.2% of services income in the year 2010 (Baht 44.0 million) to 77.0% of services income in the year 2011 (Baht 35.4 million) as a result of cost control systems.

(2) Sales and Costs of Sales - Real Estate Development Business

The company has revenue from sale real estate development decreased from Baht 36.0 million in the year 2010 to Baht 3.6 million in the year 2011. The revenue from sale real estate development decreased Baht 32.4 million or 90.0%. Cost of sale real estate development decreased from 83.0% of Sale (Baht 29.9 million) in the year 2010 to 58.3% (Baht 2.1 million) in the year 2011.

(3) Administrative Expense

The company has administrative expenses decreased from Baht 13.3 million (14.5% of total revenue) in the year 2010 to Baht 10.3 million (19.5% of total revenue) in the year 2011. The administrative expenses decreased Baht 3.0 million or 22.5%.

(4) Other income

The company has other revenue of Bath 2.7 million.

1.2 **Six Months** performance ended June 30, 2011 comparing to the same period of the year 2010

The company showed net profit of Baht 2.6 million for the six months ended June 30, 2011 comparing to net loss Baht 4.7 million for the same period of the year 2010. The net profit increased Baht 7.3 million or 155.3% as the result of:

(1) Service Income (Disposal, Landfill and Transportation Charge)

The company has service income decreased from Baht 100.3 million in the year 2010 to Baht 93.0 million in the year 2011. The service income decreased Baht 7.3 million or 7.3%.

The company has costs of services decreased from 86.8% of services income in the year 2010 (Baht 87.1 million) to 76.6% of services income in the year 2011 (Baht 71.3 million).

(2) Sales and Costs of Sales - Real Estate Development Business

The company has revenue from sales of real estate development decreased from Baht 68.8 million in the year 2010 to Baht 7.8 million in the year 2011. The revenue from sales real estate development decreased Baht 61.0 million or 88.6%. Costs of sales of real estate development

decreased from 79.2% of Sale (Baht 54.5 million) in the year 2010 to 70.5% (Baht 5.5 million) in the year 2011.

(3) Administrative Expense

The company has administrative expenses decreased from Baht 27.0 million (15.6% of total revenue) in the year 2010 to Baht 21.4 million (19.8% of total revenue) in the year 2011. The administrative expenses decreased Baht 5.6 million or 20.7%.

(4) Other income

In the year 2011, the company has dividend income of Baht 0.3 million and other revenue of Baht 6.2 million comparing to the year 2010, the company had dividend income of Baht 0.9 million and other revenue of Baht 1.6 million.

2. Financial Status (The company and subsidiaries)

(1) Total Assets

The company has total assets as at June 30, 2011 in the amount of Baht 1,143.3 million comparing to Baht 1,162.9 million as of December 31, 2010. The total asset decreased Baht 19.6 million or 1.7%.

As at June 30, 2011 Total assets consisted of

(1.1) Current assets in amount of Baht 560.8 million (49.0% of total assets)

(1.1.1) Real estate development cost in amount of Baht 455.1 million
(81.1% of total current assets)

(1.1.2) Cash and cash equivalents in amount of Baht 54.7 million
(9.7% of total current assets)

(1.1.3) Trade account receivables - net in amount of Baht 36.6 million
(6.5% of total current assets)

(1.2) Non-current assets in amount of Baht 582.5 million (51.0% of total assets)

(1.2.1) Property, plant and equipment - net in amount of Baht 189.8 million
(32.5% of total non-current assets)

(1.2.2) Land and structures held for future development in amount of Baht
233.2 million (40.0% of total non-current assets)

(2) Total Liabilities

The company has total liabilities as at June 30, 2011 in the amount of Baht 127.6 million comparing to Baht 143.3 million as at December 31, 2010. The total liabilities decreased Baht 15.7 million or 11.0%.

As at June 30, 2011 Total liabilities consisted of

(2.1) Current liabilities in amount of Baht 63.4 million (49.7% of total liabilities)

(2.1.1) Trade account payables in amount of Baht 12.2 million (19.2% of total
current liabilities)

(2.2) Non-current liabilities in amount of Baht 64.2 million (50.3% of total liabilities)

(3) Shareholder's Equity

The company has shareholders' equity as at June 30, 2011 in the amount of Baht 1,015.7 million comparing to Baht 1,019.6 million as at December 31, 2010. The shareholders' equity decreased Baht 3.9 million or 0.4% which resulted of increasing in unrealized loss on change in value of current investment in amount of Baht 3.5 million.

3. Liquidity (The company and subsidiaries)

(1) Current Ratio

The company has current ratio as at June 30, 2011 equals 8.9 times comparing to 7.4 times as at December 31, 2010. The current ratio increased 1.5 which resulted of decreasing in total current assets 2.4% (Baht 13.8 million) while as current liabilities decreased 18.5% (Baht 14.4 million).

(2) Debt to Equity Ratio

The company has debt to equity ratio as at June 30, 2011 equals 0.13 times comparing to 0.14 times as at December 31, 2010. The debt to equity ratio decreased 0.01 which resulted of decreasing in total liabilities 11.0% (Baht 15.7 million) while as shareholders' equity decreased 0.4% (Baht 3.9 million).