

Management Discussion and Analysis : MD&A

1. Result of operation (The company and subsidiaries)

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

The company showed net profit of Baht 9.6 million for the three months ended September 30, 2011 comparing to net loss Baht 0.6 million for the same period of the year 2010. The net profit increased Baht 10.2 million or 1,700.0% as the result of:

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

The company has services income decreased from Baht 55.8 million in the year 2010 to Baht 49.0 million in the year 2011. The services income decreased Baht 6.8 million or 12.2%.

The company has costs of services decreased from 82.4% of services income in the year 2010 (Baht 46.0 million) to 73.3% of services income in the year 2011 (Baht 35.9 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 14.3 million in the year 2010 to Baht 13.3 million in the year 2011. The revenue from sale real estate development decreased Baht 1.0 million or 7.0%. Cost of sale real estate development decreased from 84.6% of Sale (Baht 12.1 million) in the year 2010 to 64.7% (Baht 8.6 million) in the year 2011.

(3) Administrative Expense

The company has administrative expenses decreased from Baht 11.8 million (16.1% of total revenue) in the year 2010 to Baht 11.3 million (16.3% of total revenue) in the year 2011. The administrative expenses decreased Baht 0.5 million or 4.2%.

(4) Other income

The company has other revenue of Bath 3.4 million from sale of long-term investments.

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

The company showed net profit of Baht 12.2 million for the nine months ended June 30, 2011 comparing to net loss Baht 5.4 million for the same period of the year 2010. The net profit increased Baht 17.6 million or 326.0% as the result of:

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

The company has service income decreased from Baht 157.0 million in the year 2010 to Baht 142.0 million in the year 2011. The service income decreased Baht 15.0 million or 9.6%.

The company has costs of services decreased from 84.9% of services income in the year 2010 (Baht 133.1 million) to 75.5% of services income in the year 2011 (Baht 107.2 million).

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

The company has revenue from sales of real estate development decreased from Baht 82.3 million in the year 2010 to Baht 21.2 million in the year 2011. The revenue from sales real estate development decreased Baht 61.1 million or 74.2%. Costs of sales of real estate development

decreased from 80.9% of Sale (Baht 66.6 million) in the year 2010 to 66.5% (Baht 14.1 million) in the year 2011.

(3) Administrative Expense

The company has administrative expenses decreased from Baht 38.5 million (15.6% of total revenue) in the year 2010 to Baht 32.7 million (18.5% of total revenue) in the year 2011. The administrative expenses decreased Baht 5.8 million or 15.1%.

(4) Other income

In the year 2011, the company has dividend income of Baht 0.9 million and other revenue of Baht 9.6 million comparing to the year 2010, the company had dividend income of Baht 1.2 million and other revenue of Baht 4.1 million.

2. Financial Status (The company and subsidiaries)

(1) Total Assets

The company has total assets as at September 30, 2011 in the amount of Baht 1,114.3 million comparing to Baht 1,162.9 million as of December 31, 2010. The total asset decreased Baht 48.6 million or 4.2%.

As at September 30, 2011 Total assets consisted of

(1.1) Current assets in amount of Baht 565.6 million (50.7% of total assets)

(1.1.1) Real estate development cost in amount of Baht 448.8 million
(79.3% of total current assets)

(1.1.2) Cash and cash equivalents in amount of Baht 72.6 million
(12.8% of total current assets)

(1.1.3) Trade account receivables - net in amount of Baht 33.2 million
(5.9% of total current assets)

(1.2) Non-current assets in amount of Baht 548.7 million (49.2% of total assets)

(1.2.1) Property, plant and equipment - net in amount of Baht 189.4 million
(34.5% of total non-current assets)

(1.2.2) Land and structures held for future development in amount of Baht
233.2 million (42.5% of total non-current assets)

(2) Total Liabilities

The company has total liabilities as at September 30, 2011 in the amount of Baht 98.1 million comparing to Baht 143.3 million as at December 31, 2010. The total liabilities decreased Baht 45.2 million or 31.5%.

As at September 30, 2011 Total liabilities consisted of

(2.1) Current liabilities in amount of Baht 33.8 million (34.4% of total liabilities)

(2.1.1) Trade account payables in amount of Baht 13.9 million (41.1% of total
current liabilities)

(2.2) Non-current liabilities in amount of Baht 64.3 million (65.5% of total liabilities)

(3) Shareholder's Equity

The company has shareholders' equity as at September 30, 2011 in the amount of Baht 1,016.2 million comparing to Baht 1,019.6 million as at December 31, 2010. The shareholders' equity decreased Baht 3.4 million or 0.3% which resulted of increasing in unrealized loss on change in value of current investment in amount of Baht 72.9 million.

3. Liquidity (The company and subsidiaries)

(1) Current Ratio

The company has current ratio as at September 30, 2011 equals 16.7 times comparing to 7.4 times as at December 31, 2010. The current ratio increased 9.3 which resulted of decreasing in total current assets 1.6% (Baht 9.0 million) while as current liabilities decreased 56.5% (Baht 44.0 million).

(2) Debt to Equity Ratio

The company has debt to equity ratio as at September 30, 2011 equals 0.09 times comparing to 0.14 times as at December 31, 2010. The debt to equity ratio decreased 0.05 which resulted of decreasing in total liabilities 31.5% (Baht 45.2 million) while as shareholders' equity decreased 0.3% (Baht 3.4 million).