

## Management Discussion and Analysis: MD&A

### 1. Result of operation (The company and subsidiaries)

The company showed **net loss** of Baht 14.0 million for the three months ended March 31, 2009 comparing to **net profit** Baht 17.5 million for the same period of the year 2008. The net profit decreased Baht 31.5 million or 180.0% as the result of:

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

The company has services income decreased from Baht 106.2 million in the year 2008 to Baht 65.8 million in the year 2009. The services income decreased Baht 40.4 million or 38.0%.

(2) Costs of Services

The company has costs of services increased from 71.4% of services income in the year 2008 (Baht 75.8 million) to 87.1% of services income in the year 2009 (Baht 57.3 million).

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

The company has revenue from sales of real estate development decreased from Baht 13.3 million in the year 2008 to Baht 12.7 million in the year 2009. The revenue from sales real estate development decreased Baht 0.6 million or 4.5%. Costs of sales of real estate development increased from 57.3% of Sale (Baht 7.6 million) in the year 2008 to 62.2% (Baht 7.9 million) in the year 2009.

(4) Administrative Expenses

The company has administrative expenses increased from Baht 22.0 million (17.7% of total revenue) in the year 2008 to Baht 29.7 million (36.0% of total revenue) in the year 2009. The administrative expenses increased Baht 7.7 million or 35.0%.

### 2. Financial Status (The company and subsidiaries)

(1) Total Assets

The company has total assets as at March 31, 2009 in the amount of Baht 1,325.7 million comparing to Baht 1,358.7 million as of December 31, 2008. The total asset decreased Baht 33.0 million or 2.4%.

As at March 31, 2009 Total assets consisted of

(1.1) Current assets in amount of Baht 668.6 million (50.4% of total assets)

(1.1.1) Real estate development cost in amount of Baht 522.6 million (78.2% of total current assets)

(1.1.2) Cash and cash equivalents in amount of Baht 75.3 million (11.2% of total current assets)

(1.1.3) Trade account receivables – net in amount of Baht 53.2 million (8.0% of total current assets)

(1.2) Non-current assets in amount of Baht 657.1 million (49.6% of total assets)

- (1.2.1) Property, plant and equipment - net in amount of Baht 420.6 million (64.0% of total non-current assets)
- (1.2.2) Land and structures held for future development in amount of Baht 135.4 million (20.6% of total non-current assets)

(2) Total Liabilities

The company has total liabilities as at March 31, 2009 in the amount of Baht 272.8 million comparing to Baht 288.3 million as at December 31, 2008. The total liabilities decreased Baht 15.5 million or 5.4%.

As at March 31, 2009 Total liabilities consisted of

- (2.1) Current liabilities in amount of Baht 100.4 million (36.8% of total liabilities)
  - (2.1.1) Trade account payables in amount of Baht 45.1 million (44.9% of total current liabilities)
- (2.2) Non-current liabilities in amount of Baht 172.4 million (63.2% of total liabilities)

(3) Share Holder's Equity

The company has shareholders' equity as at March 31, 2009 in the amount of Baht 1,052.9 million comparing to Baht 1,070.5 million as at December 31, 2008. The shareholders' equity decreased Baht 17.6 million or 1.6% which resulted of decreasing in retained earnings in the amount of Baht 14.1 million while as unrealized loss on change in value of current investment increasing amount of Baht 3.5 million.

### **3. Liquidity (The company and subsidiaries)**

3.1 Current Ratio

The company has current ratio as at March 31, 2009 equals 6.65 times comparing to 6.06 times as at December 31, 2008. The current ratio increased 0.59 which resulted of decreasing in total current assets 3.1% (Baht 21.1 million) while as current liabilities decreased 11.7% (Baht 13.4 million)

3.2 Debt to Equity Ratio

The company has debt to equity ratio as at March 31, 2009 equals 0.26 times comparing to 0.27 times as at December 31, 2008. The debt to equity ratio decreased 0.01 which resulted of decreasing in total liabilities 5.4% (Baht 15.5 million) while as shareholders' equity increased 1.6%. (Baht 17.5 million)