

4Q2019 Opportunity Day



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A nighttime photograph of a city skyline, likely Tokyo, featuring numerous illuminated skyscrapers and buildings. A semi-transparent blue rectangular overlay is positioned in the center of the image, containing the title text in white. The text is bold and sans-serif. The background shows a dense urban environment with various architectural styles and light trails from traffic in the lower-left corner.

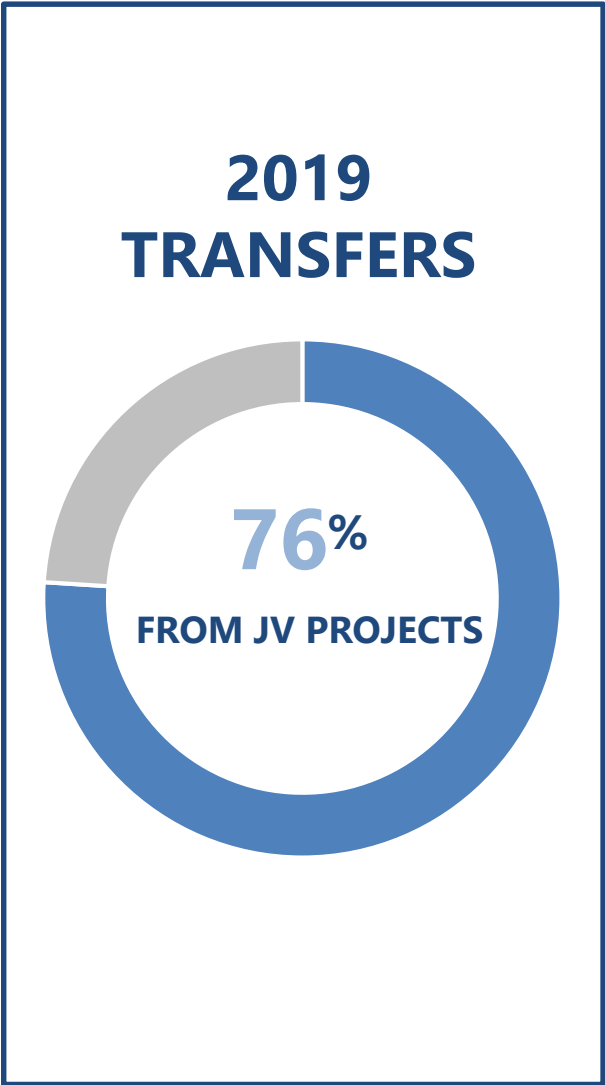
FINANCIAL PERFORMANCE & BUSINESS GOALS 2020

Profitability: A drop from the High Base of Joint Ventures in 2018

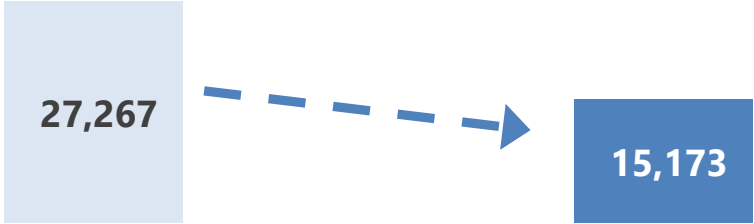
	2019		2018		% Y-o-Y
	M Baht	%	M Baht	%	
Total revenue	9,203	100%	10,555	100%	-13%
<i>Revenue from sale of real estate</i>	4,847	53%	5,905	56%	-18%
<i>Project management and commission income</i>	1,880	20%	2,080	20%	-10%
<i>Other incomes</i>	2,476	27%	2,570	24%	-4%
Gross profit	2,948	32%	3,605	34%	-18%
<i>Sale of real estate</i>	1,240	26%	1,644	28%	-25%
<i>Project management and commission</i>	1,075	57%	1,176	57%	-9%
<i>Others</i>	633	N/A	785	N/A	-19%
SG&A	2,664	29%	2,912	28%	-14%
<i>Selling expenses</i>	825	9%	947	9%	-13%
<i>Administrative expenses</i>	1,839	20%	2,138	20%	-14%
Share of Profit (Loss)	1,117	12%	2,341	22%	-52%
EBIT	1,400	15%	2,861	27%	-51%
Interest expenses	590	6%	368	3%	60%
Net Profit (Loss)	853	9%	2,398	23%	-64%
Profit attributable to non-controlling interests	-148	-2%	22	0%	N/A
Profit attributable to equity holders of the company	705	8%	2,419	23%	-71%

Profitability: Investment from Joint Ventures was a Key Contribution

Unit: M Baht



Transfers from JV



Share Profit from JV



%Gross Profit Margin



%Net Profit Margin



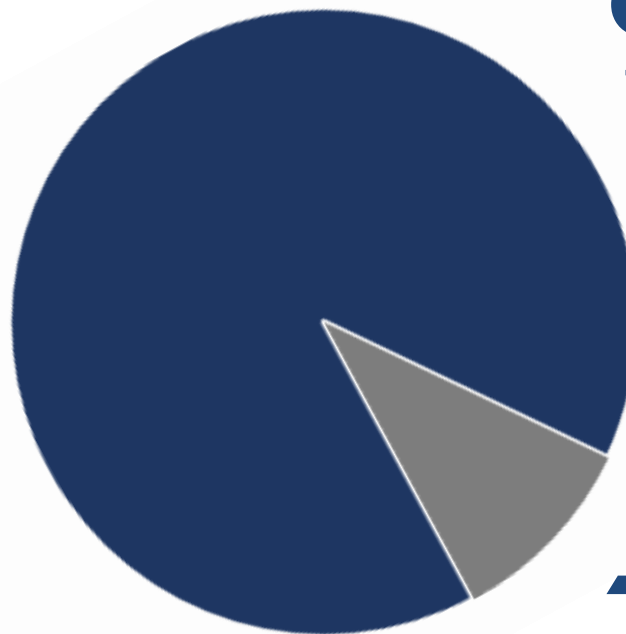
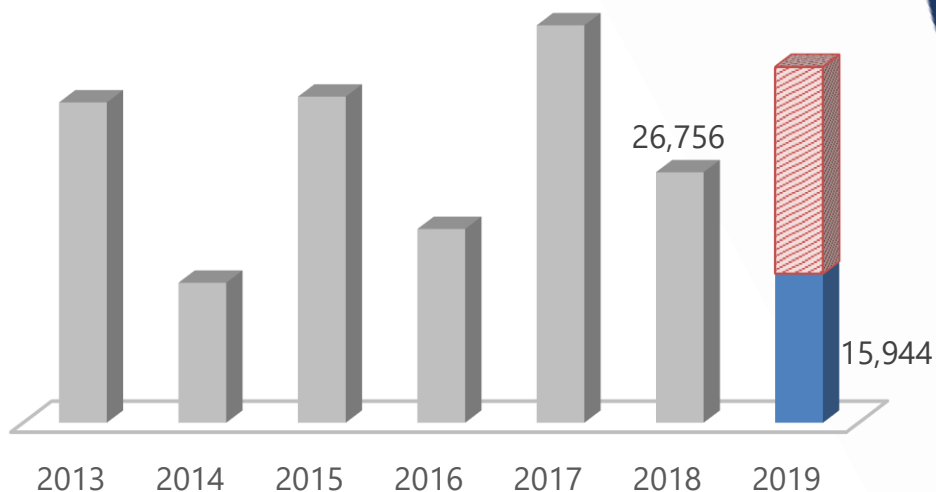
Balance Sheet: **Business Growth with Discipline**

	4Q2019	3Q2019	4Q2018	% Q-o-Q	%Y-o-Y
	M Baht	M Baht	M Baht		
Cash balance and equivalent	6,316	8,002	4,914	-21%	29%
Assets	48,795	52,292	41,573	-7%	17%
Interest bearing debts	25,916	27,917	18,402	-7%	41%
Liabilities	30,321	33,853	23,584	-10%	29%
Shareholders' equity	18,474	18,439	17,989	0%	3%
D/E ratio (times)	1.64	1.84	1.31	-11%	25%
Net IBDE ratio (times)	1.06	1.08	0.75	-2%	41%

Launch 2019: Moderate Growth with Mid-End Segment Focus

16 BILLION BAHT

6 PROJECTS



82% CONDOMINIUM



4 PROJECTS



3 JOINT VENTURE PROJECTS

95% CONDO LAUNCH

18% HOUSING



2 PROJECTS

Launch 2019: Selective Launches with Mid-End Segment Focus

16 BILLION BAHT

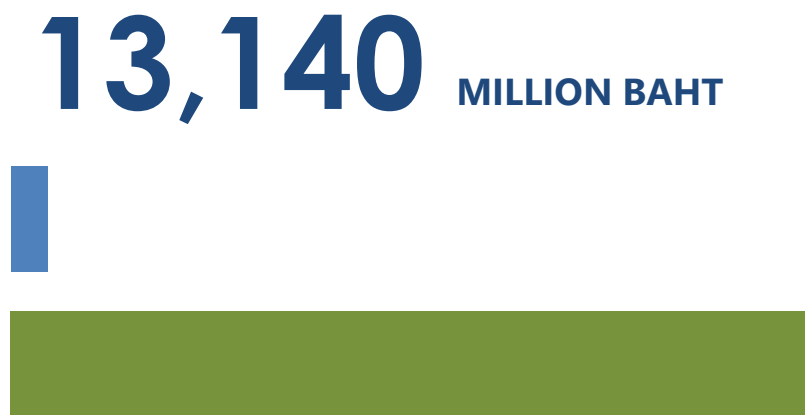
6 PROJECTS

3 JOINT VENTURE PROJECTS

NO. LAUNCH BEGINS	1Q19	2Q19	3Q19	4Q19	2019
Condo	-	-	-	13,140	13,140
Housing	-	1,369	1,434	-	2,804
TOTAL (MILLION BAHT)	-	1,369	1,434	13,140	15,944
NO. OF CONDO PROJECT	-	-	-	4 (3JVs)	4 (3 JVs)
NO. OF HOUSING PROJECT	-	1	1	-	2

Note : * Ideo Q Phahol-Saphankhai is under redesigned and will be launched by the first half of 2020

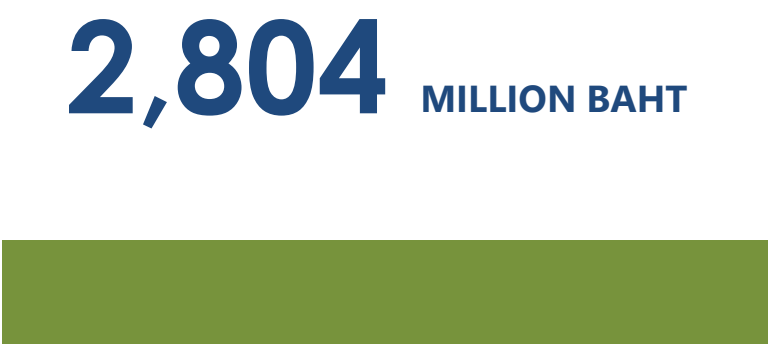
Launch 2019: 95% of Condo Launches with Mid-End Segment Focus



4 CONDOMINIUM

5 %
MID TO UPPER MID-END
SELLING PRICES > 150,000 BAHT/SQM

95 %
VALUE TO MID-END
SELLING PRICES < 150,000 BAHT/SQM



2 HOUSING

100 %
VALUE TO MID-END
SELLING PRICES < 7 MILLION BAHT/UNIT

4Q19 Launch Projects: Successful Launches for Mid-End Segment



Sold Out Online Booking within 15 Minutes



ขอบคุณทุกการตอบรับ
ANANDA ONLINE BOOKING

ท่านที่พลาดการจองสิทธิ์ พบกันได้ที่สำนักงานขาย

PRE-SALES 16-17 พฤศจิกายน นี้

#SOLD OUT

ไอดีโอ จรัญฯ 70 - ริเวอร์วิว

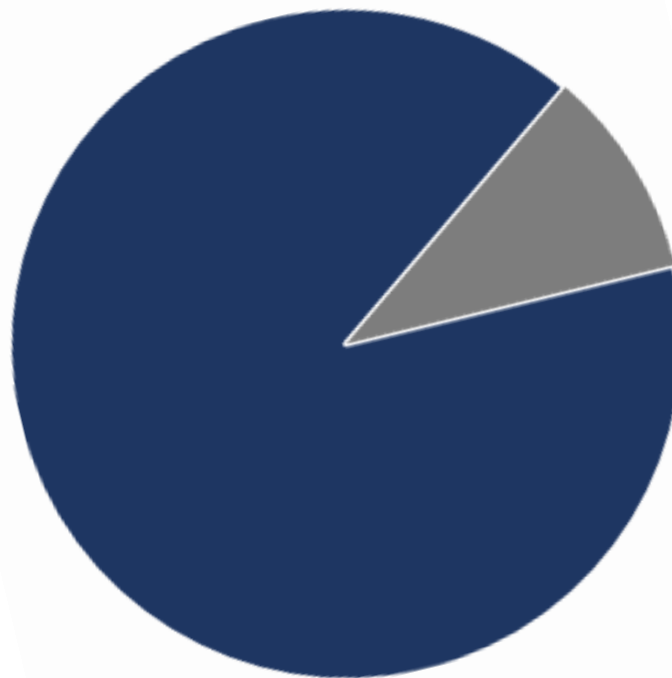


Presales 2019: Successful Launches for Mid-End Segment

26.6 BILLION BAHT

From previous plan of 23.4 Bn

14% Higher than previous guidance



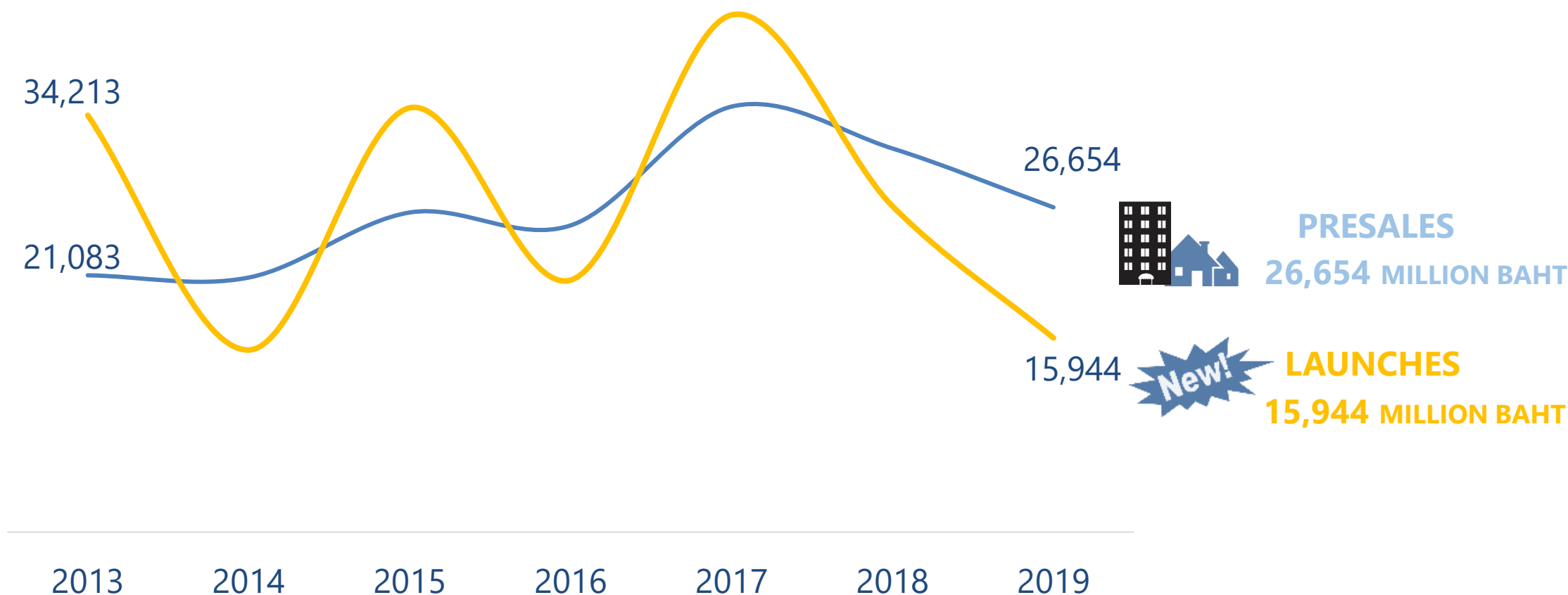
12% HOUSING

88% CONDOMINIUM

PRESALES	1Q19	2Q19	3Q19	4Q19	2019
CONDOMINIUM	4,064	5,215	3,567	10,553*	23,399
HOUSING	752	885	752	867	3,256
TOTAL (MILLION BAHT)	4,815	6,100	4,319	11,420	26,654

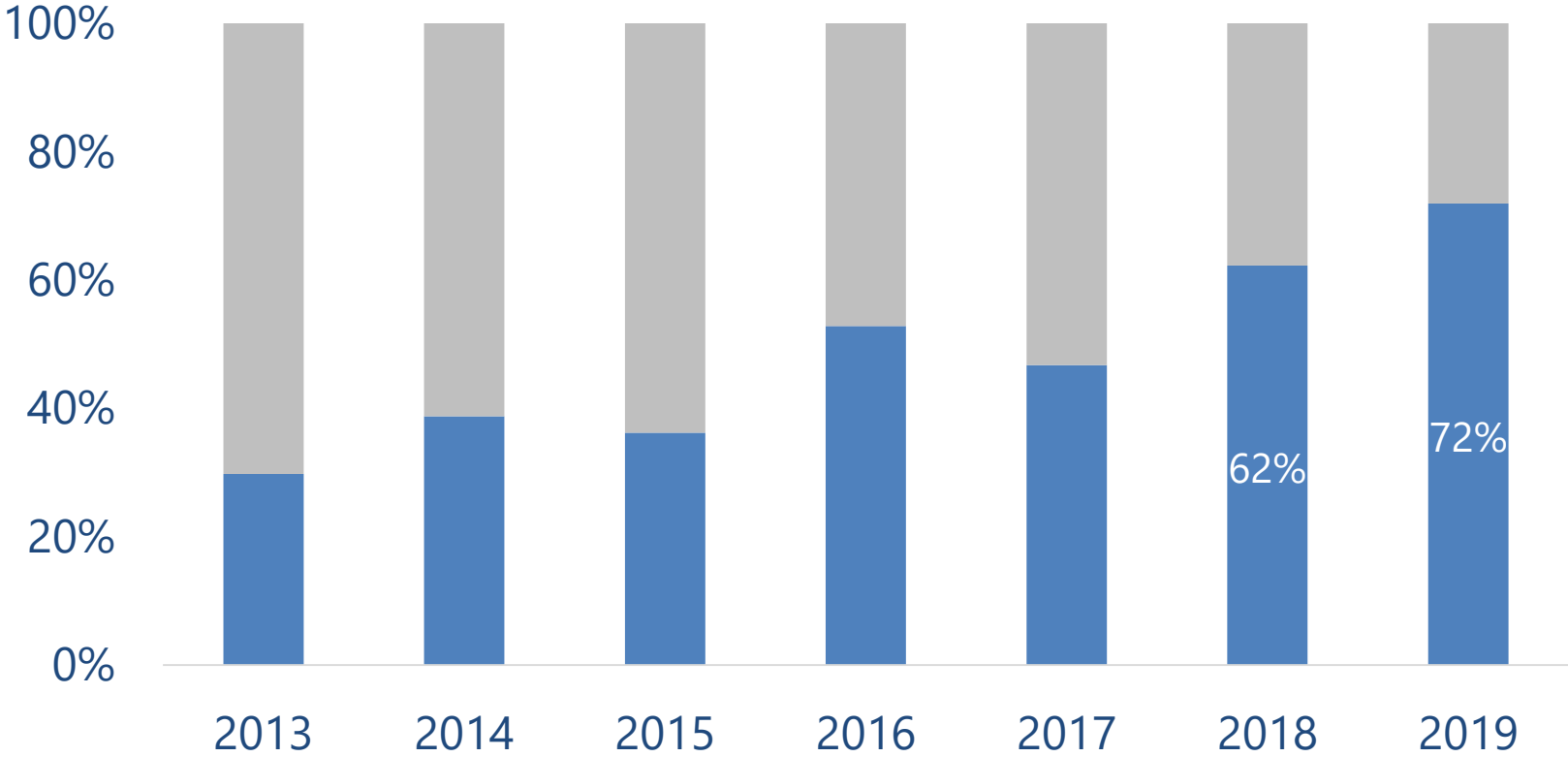
Note : * Excluding Ideo Q Phahol-Saphankhai of 1.2 Bn Baht which is under redesigned and will be launched by the first half of 2020

Presales 2019: **Align with Launches**



Presales 2019: Presales from Existing Projects achieved Higher Rate

72% of Presales from Existing Projects



Transfer 2019: Joint ventures were the key contribution

20 BILLION BAHT

From previous plan of 21.3 Bn

6 %
Lower than
previous guidance



91 %
CONDOMINIUM

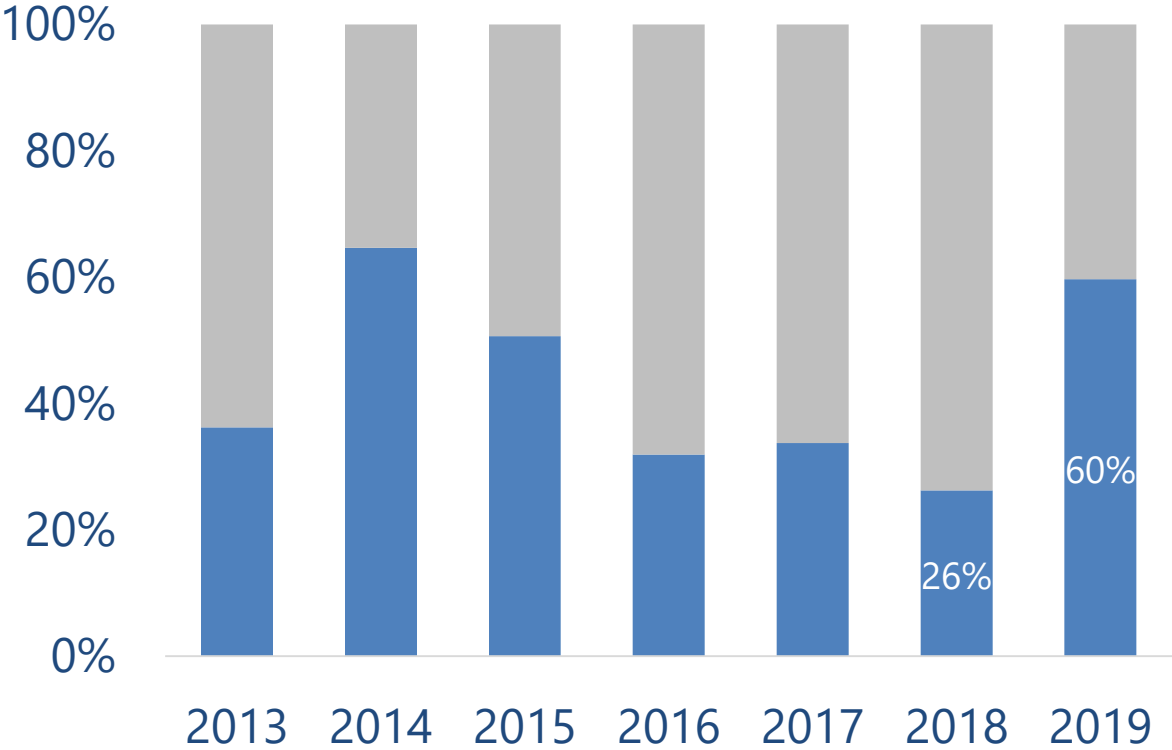


9 %
HOUSING

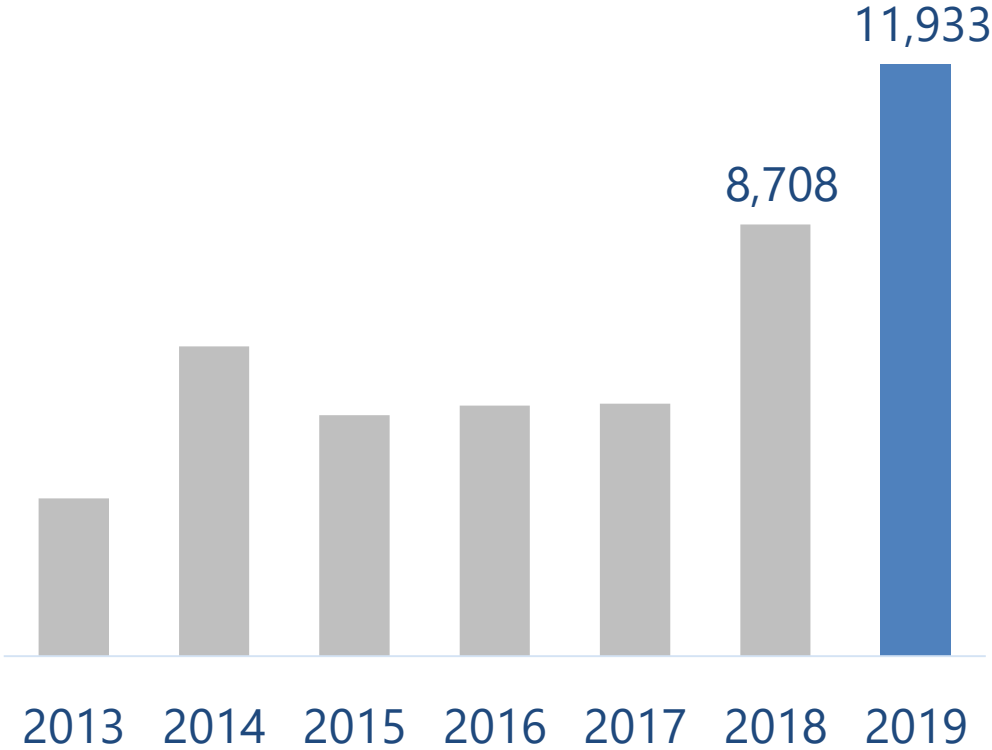
Transfer	1Q19	2Q19	3Q19	4Q19	2019
Condo	202	675	1,098	1,118	3,092
Housing	573	196	433	553	1,755
Ananda F/S	775	871	1,531	1,671	4,847
Ananda Share in JV	2,171	1,761	1,634	1,904	7,492
Partner Share in JV	2,685	1,648	1,553	1,818	7,681
Ananda Share in Transfers	2,946	2,632	3,165	3,575	12,339
Total (M Baht)	5,631	4,280	4,717	5,393	20,020

Transfer 2019: Transfers from RTM achieved Higher Rate

60% of Transfers from Ready to Move (RTM)



Transfers from RTM Increase **40%**



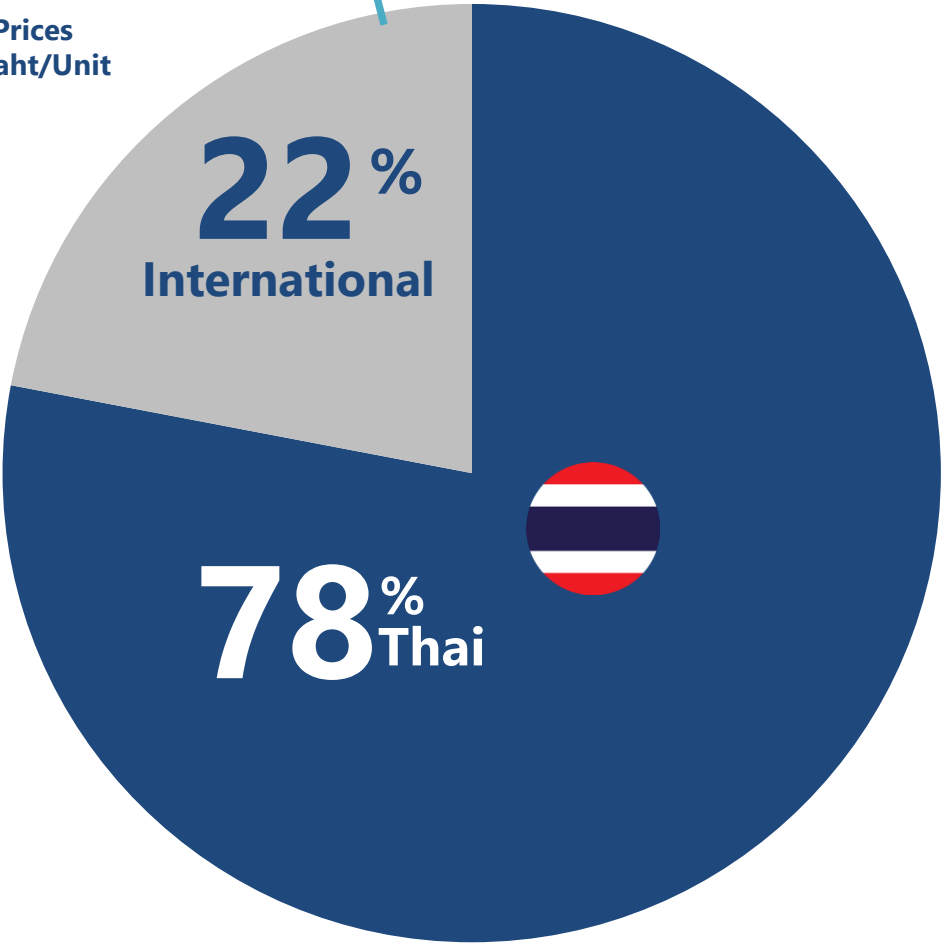
Transfer 2019: 8 Projects were Ready to Transfer



Transfer 2019: Consistent International Customers Transfers

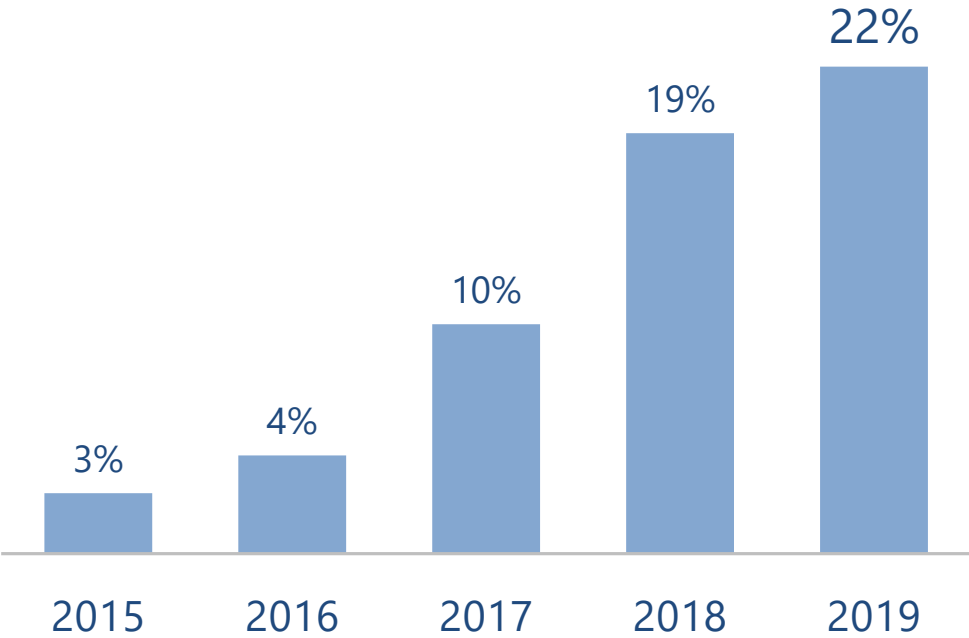
1,067 Units 10 % Growth YoY

4.2 Average Prices
Million Baht/Unit



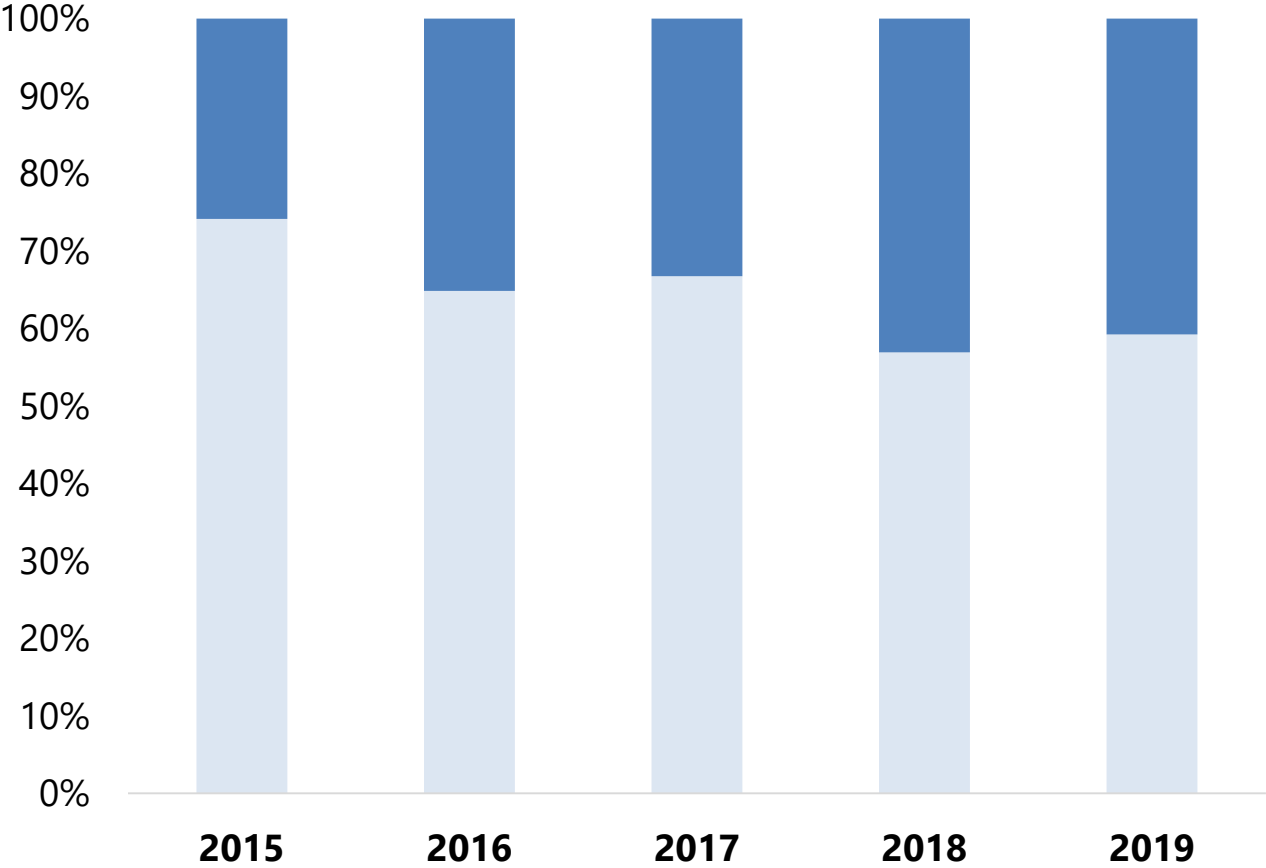
TOTAL TRANSFERS

20 BILLION BAHT



% International Transfers

Transfer Performance: Our Customers were Cashed Up



41% CASH
2019



19% DOMESTIC
22% INTERNATIONAL



59% MORTGAGE
2019



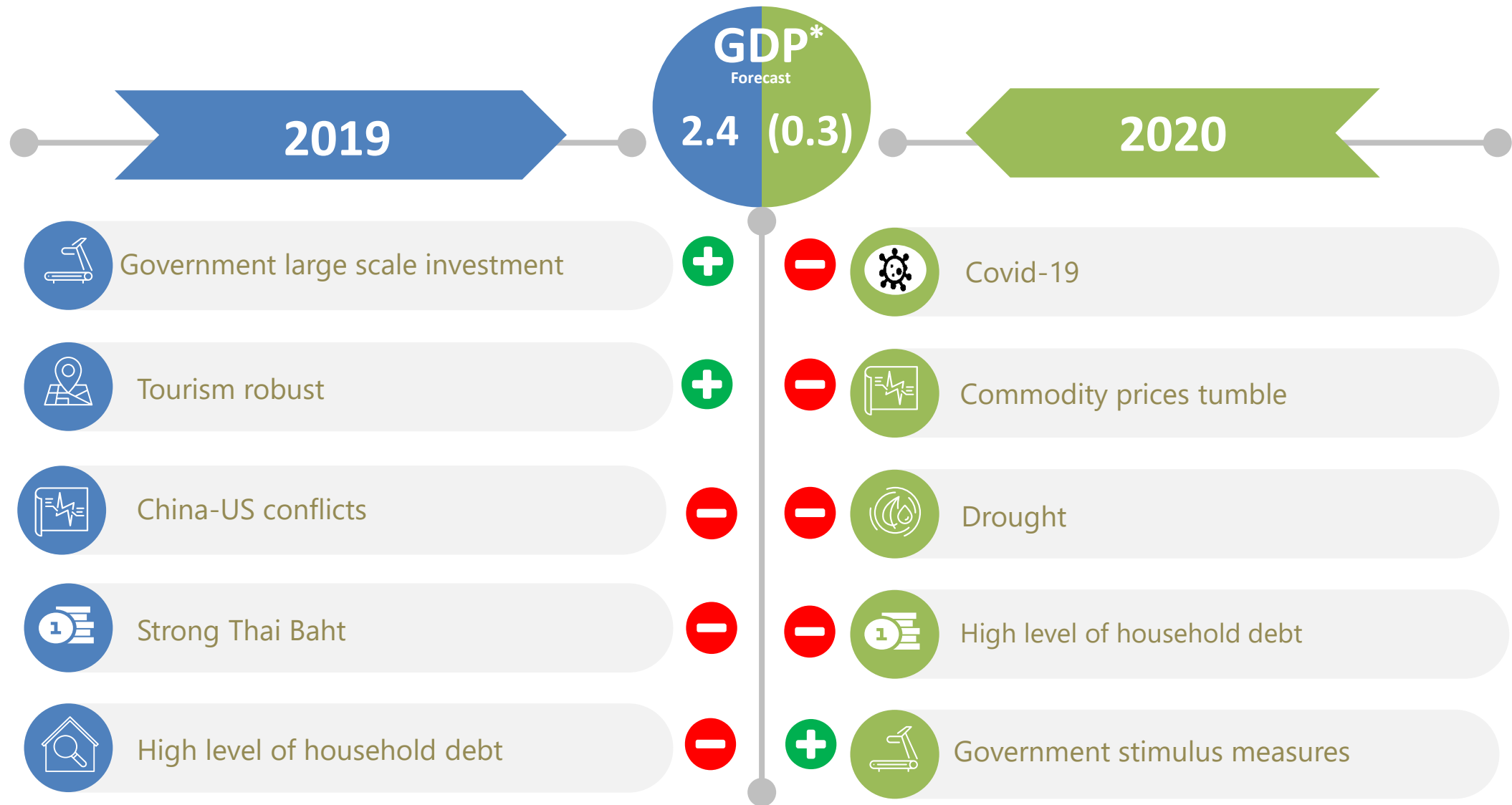
- ❖ **60% of transfers from ready to move projects**
- ❖ **22% of transfers from international customers**
- ❖ **Over 70% sold of 2 newly launch projects**
- ❖ **Customers paid cash 41% the same range over the past several years**
- ❖ **56% of 2020 transfers secured by backlog**
- ❖ **Net IBDE ratio including JV at 1.4 below bond covenants at 2.5 times**

An aerial night view of a city skyline, likely Bangkok, with numerous skyscrapers and buildings illuminated. A semi-transparent dark rectangle is overlaid in the center, containing the text. The sky is a mix of blue and orange from the sunset or sunrise.

Business Plan 2020

Built to Last with Change the Plan but Never the Goal

Key Factors for Thailand economic outlook in 2019 and 2020



* 2020 Forecasted by SCBEIC (13 Mar 2020)

Key Factors for Thailand real estate markets



Interest rate cut

Covid-19



Mass transit network expansion

Consumer Confidence



Government stimulus

High level of household debt



LTV relaxation

Wealth Effect



Transfer Target 2020: Moderate Growth from Last Year

22 BILLION BAHT

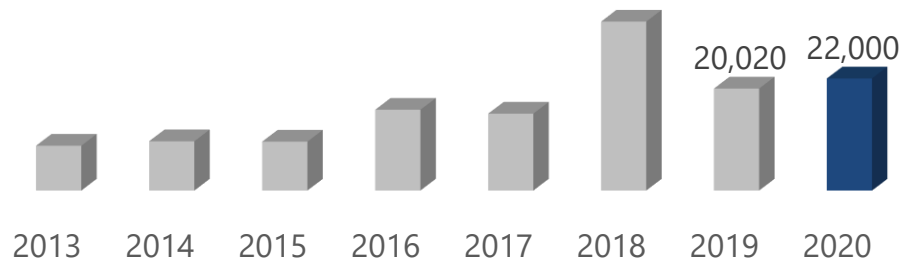
10%
Growth
YoY



89%
CONDOMINIUM

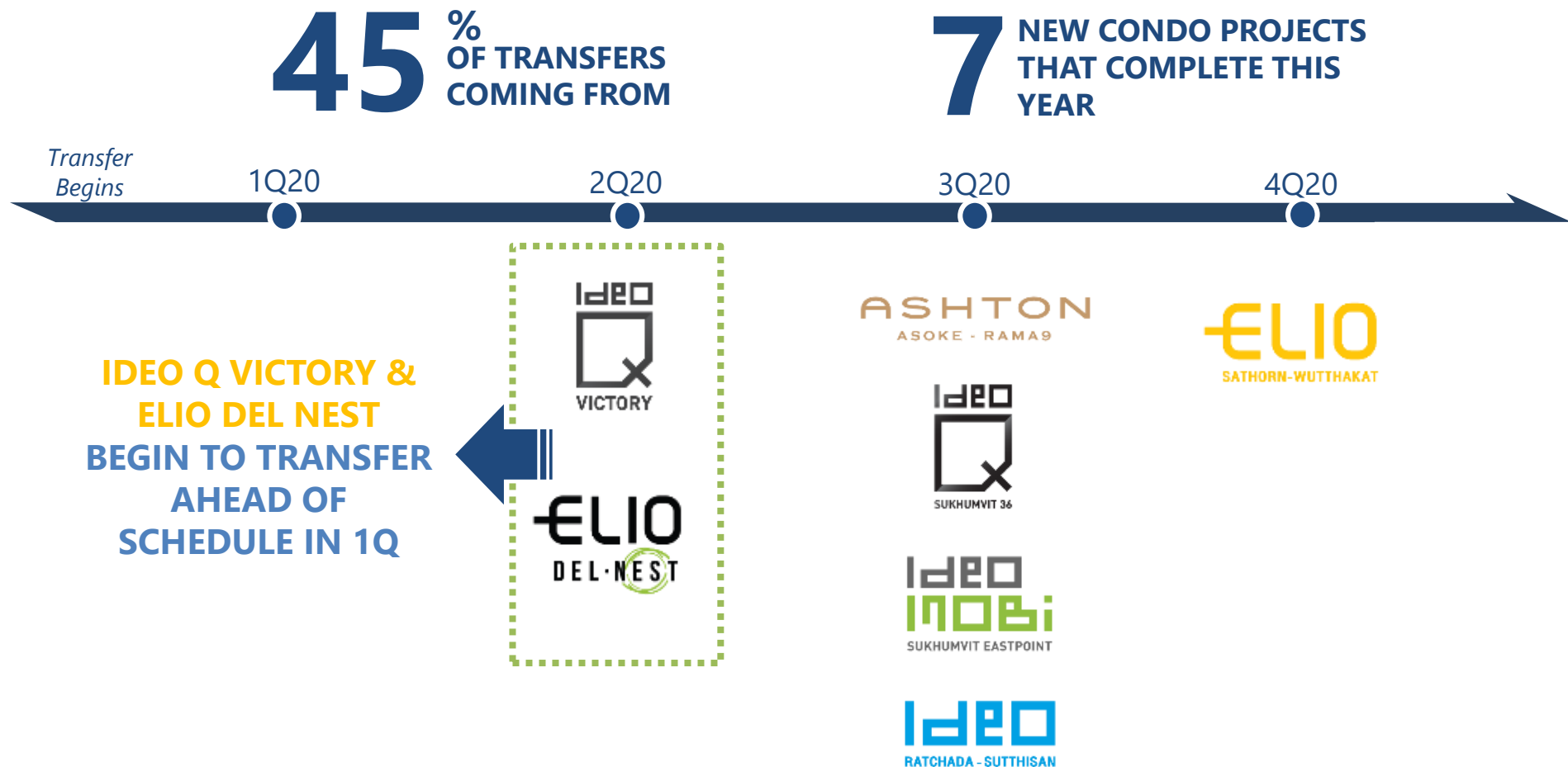


11%
HOUSING



Transfer	1Q20F	2Q20F	3Q20F	4Q20F	2020F
Condo	395	547	640	582	2,163
Housing	452	610	723	602	2,386
Ananda F/S	847	1,157	1,362	1,184	4,550
Ananda Share in JV	1,069	1,554	2,647	3,054	8,323
Partner Share in JV	993	1,490	3,075	3,568	9,127
Ananda Share in Transfers	1,915	2,710	4,009	4,238	12,873
Total (M Baht)	2,908	4,201	7,085	7,806	22,000

Transfer Target 2020: 7 New Projects will be expected to Transfer in 2020



2020 Transfers: **Elio Del Nest** Begins to Transfer Ahead Schedule in Q1



2020 Transfers: **Ideo Q Victory** Begins to Transfer Ahead Schedule in Q1

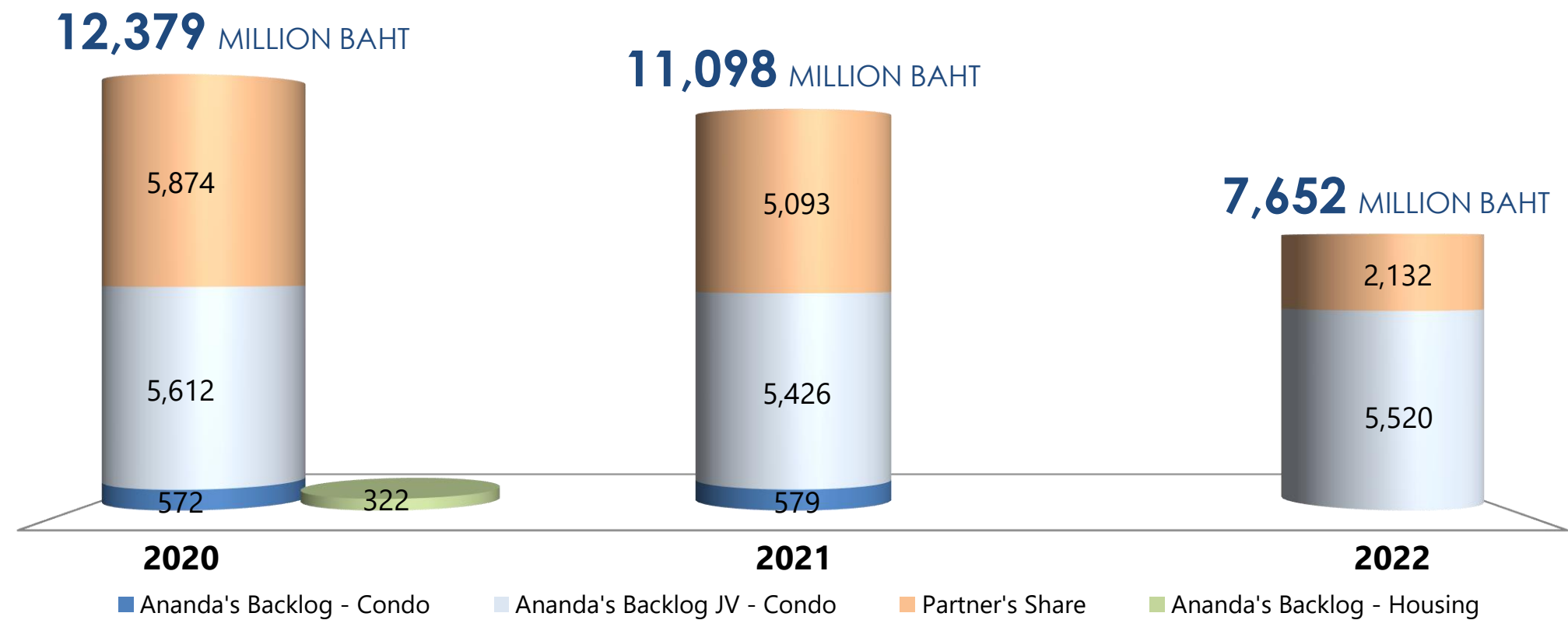


Backlog: 56% of the 2020 Transfers were Secured

Updated: Dec 31, 2019

Backlog
31.1 Bn Baht

56% of the 2019 transfers secured by backlog



Note : Backlog excluded Ideo Q Phahol-Saphankhai which is under redesigned and will be launched by the first half of 2020

Launch Target 2020: **Selective with Mid-End Focus**

IDEO
P H A H O L
SAPHAN KHWAI

8,500 M Baht

Starting Prices

139,000 Baht/Sqm

Launch

Quarter 2/2020

Transfer Begins

2565

IDEO
P H A H O L
SAPHAN KHWAI

0 M. FROM BTS
SAPHAN KHWAI

139,000 BAHT / SQ.M.

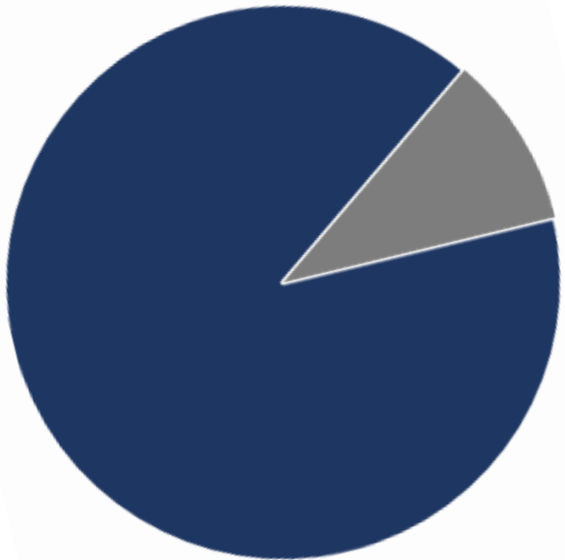
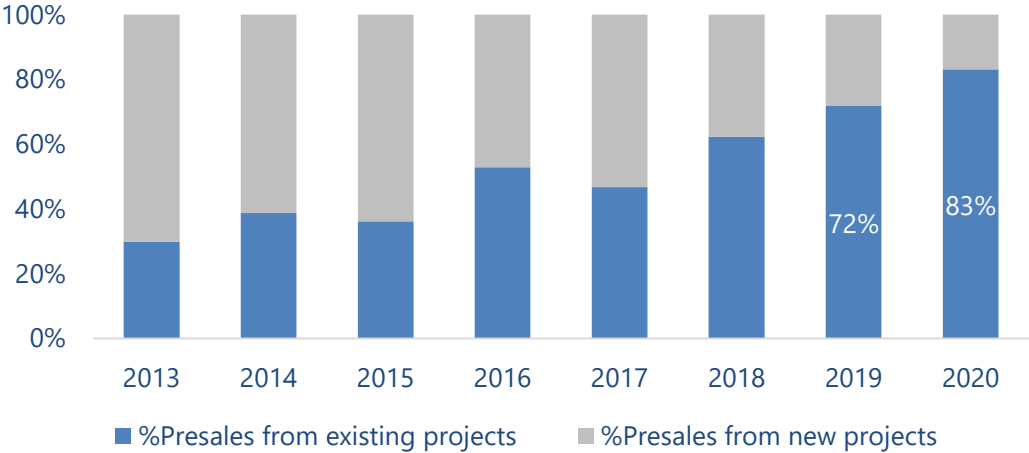
PRICE STARTS

Starts 3.XX mb.

LAUNCH : MAY

Presales 2020: Align the Plan with Current Market Situation

20 BILLION BAHT



12% HOUSING

88% CONDOMINIUM

PRESALES	1Q20F	2Q20F	3Q20F	4Q20F	2020F
CONDOMINIUM	3,321	3,985	5,514	4,727	17,547
HOUSING	565	637	664	586	2,453
TOTAL (MILLION BAHT)	3,886	4,623	6,178	5,314	20,000

Government Stimulus Measure: **Additional Benefits for Value Segment**

As of Dec 2019

Inventory
Up to 3Mn

8,600
Values (Mn)

18
Projects



Finished As of 4Q2019

3,900



To be Finished by 2020

4,700



*The Cabinet approved **cutting housing transfer and mortgage fees to 0.01%**,
aiming to stimulate buying until 24 December 2020*

Financial Target in 2020: **Adjust Financial Target to be in line with Current Market**

Item	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Actual	2020 Guidance
Transfers ¹ (M Baht)	8,808	9,678	9,598	15,866	15,098	33,171	20,020	21,000-23,000
Launches (M Baht)	34,213	14,954	34,828	20,693	42,450	26,756	15,944	8,500
Presales (M Baht)	21,083	20,898	26,235	25,175	34,920	31,483	26,654	19,000-21,000
Gross Profit Margin	39%	38%	40%	37%	37%	34%	32%	30-33%
Net Interest Bearing D / E, Year End	0.3	0.7	0.7	0.8	0.8	0.7	1.1	0.8-1.1
Net IBD/E including JV Debt	0.3	0.9	1.0	1.0	1.2	1.1	1.4	1.2-1.4
Land Purchases (M Baht)	4,343	10,284	5,258	7,252	15,600	10,000	3,000	3,000
Residential Construction Capex (M Baht)	1,516	6,429	8,052	8,899	14,957	15,410	8,966	5,500-7,500
Serviced Apartments Capex (M Baht)	-	-	-	-	189	1,529	3,456	2,500-3,500
Project Management Income (M Baht)	157	265	696	853	1,650	1,532	1,530	1,400-1,600

Note : ¹ including Joint Venture with Mitsui Fudosan

Lesson learned from 2019 and How Should We Move Forward

- **Transfer RTM inventory: 60%** of total transfer of 20 Bn came from RTM which increase 40% YoY. We should carry on this success into 2020. Nonetheless with the current market uncertainty, we need to focus and adjust on our game plan according to market situation and competitors.
- **New Launch Project: 70%** sold of our two new launches IDEO Chula and IDEO CH70 in Q4 proven that price sensitivity and market data are very important to the launch success. We shall carry this launch strategy to BBR project in Q3 2020.
- **International Sales: 22%** of total transfer came from foreign customers and international sales growth 10% from 2018. Even though with COVID-19 and baht fluctuation, we still need to expand our international market shares potentially in Chinese market in 2020 and beyond.
- **Backlog: 31 Bn** strong backlog can support our transfer for the next 3 years. However, with current changing situation, we need to closely monitor the quality of the backlog for both domestic and international portfolios.

**Asset Under
development
to be
Recognized
in the next 4
years Over
124,000
MB**

Condominium



108,000 MB

Housing



16,000 MB

1Q2020 Presales: Successful Sales through Online Channel



IDEO
BANGSUE GRAND INTERCHANGE

IDEO
NEW RAMA 9

IDEO
THA PHRA INTERCHANGE

SOLD OUT
SECRET PRICE
UNIT NO. 09-12A

SOLD OUT
SECRET PRICE
UNIT NO. 8-12

SOLD OUT
SECRET PRICE
UNIT NO. 9-12

SOLD OUT
SECRET PRICE
UNIT NO. 6-07

SOLD OUT
SECRET PRICE
UNIT NO. 6-10

SOLD OUT
SECRET PRICE
UNIT NO. 12-43

SOLD OUT
SECRET PRICE
UNIT NO. 14-50

SOLD OUT
SECRET PRICE
UNIT NO. 22-14

DEALS
ล๊อ
ลคเป็น
ล่าน*



IDEO
BANGSUE GRAND INTERCHANGE

IDEO
SATHORN WONGWIAN YAI

IDEO
PHAHOLYOTHIN CHATUCHAK

SOLD OUT
SECRET PRICE
UNIT NO. 10-16

SOLD OUT
SECRET PRICE
UNIT NO. 10-17

SOLD OUT
SECRET PRICE
UNIT NO. 11-16

SOLD OUT
SECRET PRICE
UNIT NO. 11-12A

SOLD OUT
SECRET PRICE
UNIT NO. 12A-12A

SOLD OUT
SECRET PRICE
UNIT NO. 14-19

SOLD OUT
SECRET PRICE
UNIT NO. 24-11

SOLD OUT
SECRET PRICE
UNIT NO. 26-11

SOLD OUT
SECRET PRICE
UNIT NO. 29-11

DEALS
ล๊อ
ลคเป็น
ล่าน*

Admin Expenses: Improving Efficiency to Align with Current Market Situation

2019

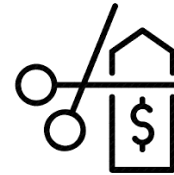
ADMIN EXPENSES



1.9 Bn Baht

2020 Target

COST SAVING BY

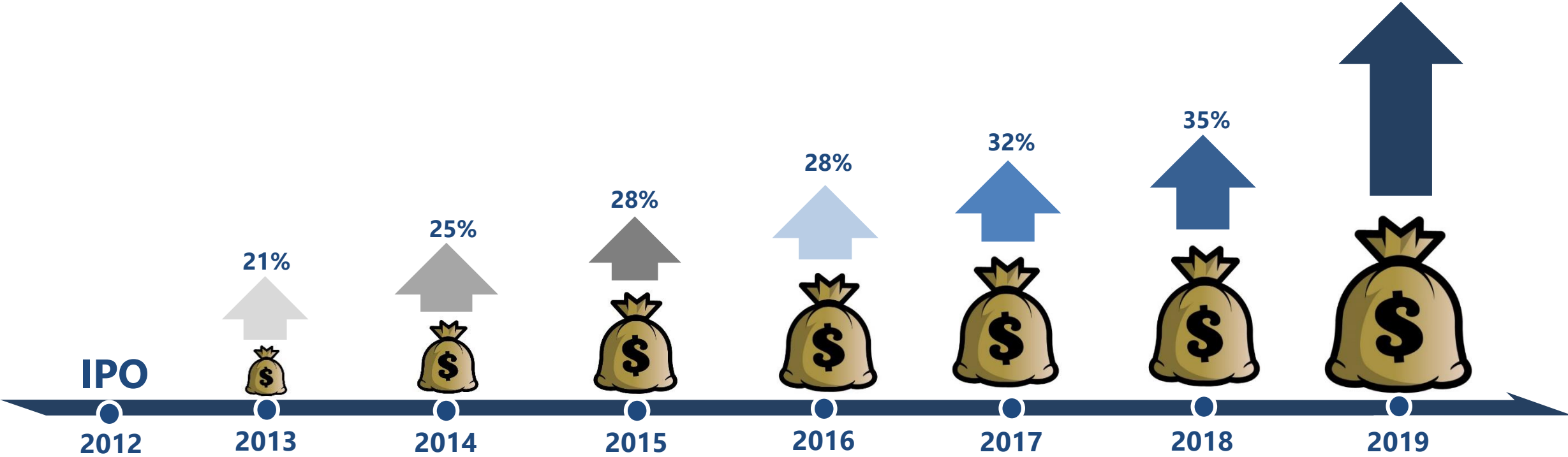


20%

RECORD
DIVIDEND PAYOUT RATIO
SINCE IPO

DIVIDEND PAYOUT RATIO

56%





We change the plan **but never the goal**



Thank You

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Current Projects As Of December 2019

Updated: Dec 31, 2019



Note: JV = Joint Venture with Mitsui Fudosan

Project	Economic Shareholding (ANAN:Partner)	Launched	Type	Value (M Baht)	%Net Sold	Backlog (M Baht)	Unsold Inventory (M Baht)	%Transfer
ADO: Atoll (Housing)	100	Feb-13	Housing	3,212	52.8%	-	1,802	52.8%
AD18: Ashton Asoke (JV)	51:49	Sep-14	Condo	6,735	73.9%	162	1,757	71.5%
AD17: Ideo Q Siam-Ratchathewi (JV)	51:49	Sep-14	Condo	3,866	92.6%	39	286	91.6%
AD16: Ideo Mobi Wongsawang-Interchange	100	Sep-14	Condo	1,642	71.9%	14	462	71.0%
AD18: Ashton Chula-Silom (JV)	51:49	Mar-15	Condo	8,635	98.5%	26	126	98.2%
AD17: Ashton Residence 41	100	Mar-15	Condo	1,944	45.5%	69	1,059	42.0%
AD16: Unio Charan 3	100	Jun-15	Condo	2,118	100.0%	-	-	100.0%
AD16: Arden 3 projects	100	Jun-15	Housing	2,840	100.0%	-	-	100.0%
AD18: Q Chidlom (JV)	51:49	Aug-15	Condo	3,084	83.4%	81	513	80.7%
AD17: Ideo O2 (JV)	51:49	Aug-15	Condo	5,070	93.0%	61	356	91.8%
AD17: Ideo Mobi Bangsue Grand Interchange (JV)	51:49	Nov-15	Condo	2,343	67.9%	20	752	67.0%
AD18: Ashton Silom (JV)	51:49	Nov-15	Condo	6,039	50.6%	475	2,985	42.7%
AD17: Ideo Tha Phra Interchange (JV)	51:49	Feb-16	Condo	2,771	74.0%	21	721	73.3%
AD17: Unio Sukhumvit 72	100	Jul-16	Condo	1,556	100.0%	-	-	100.0%
AD17: Unio Rama2-Thakham	100	Jul-16	Condo	985	100.0%	-	-	100.0%
AD18: Venio Sukhumvit 10	100	Sep-16	Condo	864	83.8%	10	140	82.6%
AD18: Ideo Mobi Asoke (JV)	51:49	Sep-16	Condo	3,314	81.1%	24	626	80.4%
AD18: Ideo Sukhumvit 93 (JV)	26:74	Oct-16	Condo	6,336	100.0%	-	-	100.0%
AD18: Ideo Phaholyothin-Chatuchak (JV)	51:49	Oct-16	Condo	2,534	90.1%	28	251	89.0%
AD18: Ideo Mobi Sukhumvit 66 (JV)	51:49	Oct-16	Condo	2,397	50.7%	37	1,183	49.1%
AD18: Unio Ramkhamhaeng-Serithai	100	Mar-17	Condo	900	66.7%	18	300	64.7%
AD19: Unio H Tiwanon	100	Mar-17	Condo	798	44.4%	42	444	39.1%
AD17: Artale Phattanakarn-Thonglor	100	Mar-17	Housing	1,664	83.4%	39	276	81.1%
AD19: Ideo Q Victory (JV)	51:49	Jun-17	Condo	3,203	88.4%	2,831	371	-
AD20: Ashton Asoke-Rama 9 (JV)	51:49	Jun-17	Condo	6,518	78.7%	5,127	1,390	-
AD20: Ideo Q Sukhumvit 36 (JV)	26:74	Jun-17	Condo	4,318	55.2%	2,384	1,935	-
AD19: Ideo New Rama 9 (JV)	26:74	Jun-17	Condo	3,065	66.5%	162	1,028	61.2%
AD19: Elio Del Nest (JV)	51:49	Jun-17	Condo	5,030	51.0%	2,566	2,464	-
AD17: Unio Town Lumlukka Klong 4	100	Jun-17	Housing	824	38.2%	-	509	38.2%

Current Projects As Of December 2019 (Cont.)

Project	Economic Shareholding (ANAN:Partner)	Launched	Type	Value (M Baht)	% Net Sold	Backlog (M Baht)	Unsold Inventory (M Baht)	%Transfer
AD17: Airi Rama 5-Ratchaphruek	100	Jul-17	Housing	698	61.3%	10	270	59.8%
AD18: Artale Kaset-Nawamin	100	Aug-17	Housing	1,506	23.8%	70	1,147	19.2%
AD17: Atoll Wongwaen-Lumlukka	100	Sep-17	Housing	708	38.1%	-	439	38.1%
AD19: Ideo Mobi Sukhumvit 40	100	Sep-17	Condo	2,077	42.8%	295	1,189	28.6%
AD19: Ideo Mobi Rangnam (JV)	38:62	Sep-17	Condo	2,401	38.9%	285	1,466	27.1%
AD19: Elio Del Moss (JV)	74:26	Nov-17	Condo	3,478	76.0%	195	835	70.4%
AD22: Ideo Mobi Rama 4	100	Nov-17	Condo	5,019	11.5%	579	4,440	-
AD19: Ideo Sathorn-Wongwian Yai (JV)	51:49	Mar-18	Condo	2,579	61.4%	649	996	36.2%
AD19: Unio Sukhumvit 72 Phase 2	100	Mar-18	Condo	1,861	77.7%	119	415	71.3%
AD21: Ideo Rama 9-Asoke (JV)	64:36	Jun-18	Condo	6,617	43.1%	2,854	3,763	-
AD18: Unio Town Phetkasem 110	100	Jun-18	Housing	376	36.0%	13	241	32.6%
AD20: Ideo Ratchada-Sutthisan (JV)	51:49	Sep-18	Condo	1,722	41.2%	710	1,012	-
AD20: Elio Sathorn-Wutthakat (JV)	51:49	Sep-18	Condo	3,410	35.1%	1,196	2,214	-
AD18: Unio Town Srinakarin-Bangna	100	Sep-18	Housing	807	21.1%	-	636	21.1%
AD18: Unio Town Suanluang-Patthanakan	100	Sep-18	Housing	631	30.2%	27	440	25.9%
AD18: Airi Rama 2	100	Sep-18	Housing	1,023	10.1%	10	921	9.1%
AD18: Airi Chaengwatthana	100	Sep-18	Housing	1,145	8.6%	-	1,046	8.6%
AD20: Ideo Mobi Sukhumvit Eastpoint (JV)	28.6:71.4	Nov-18	Condo	5,573	42.6%	2,374	3,198	-
AD19: Unio Town Suksawat 30	100	Dec-18	Housing	767	8.1%	5	704	7.5%
AD20: Unio Town Prachauthit 76	100	Jun-19	Housing	1,399	6.6%	93	1,307	-
AD20: Urbanio Vibhavhadi-Chaengwattana	100	Oct-19	Housing	1,435	3.8%	54	1,381	-
AD19: Q Prasarnmit	100	Nov-19	Condo	712	7.3%	6	660	6.5%
AD22: Ideo Charan70-Riverview	74:26	Nov-19	Condo	3,538	78%	2,758	780	-
AD22: Ideo Chula-Samyan	74:26	Nov-19	Condo	4,920	70.5%	3,467	1,453	-
AD21: Ideo Sukhumvit-Rama4	74:26	Nov-19	Condo	3,970	28.3%	1,125	2,845	-
Housing				19,035		321	11,119	
Condo				133,942		30,809	44,415	
Grand total				152,977		31,129	55,534	

Updated: Dec 31, 2019



Note: JV = Joint Venture with Mitsui Fudosan