

Revenue Structure

Classified by Products

Unit: Thousand Baht

Sales and Services	Company	% of shares holding (direct and indirect)	2005		2006		2007	
			Revenue	%	Revenue	%	Revenue	%
1. Revenue from Hotel Business								
1.1 Room	1. Dusit Thani Plc.	100.00	791,516	28.01	939,735	29.15	995,197	30.06
	2. Dusit Hotels and Resorts Co., Ltd.	98.24	1,556	0.06	59,306	1.84	82,205	2.48
	3. Philippine Hoteliers, Inc.	88.00	363,826	12.87	359,520	11.15	311,366	9.41
	4. Royal Princess Plc.	82.36	244,270	8.64	266,461	8.27	287,184	8.68
Total Room Revenue			1,401,168	49.58	1,625,022	50.41	1,675,952	50.63
1.2 Food and Beverage	1. Dusit Thani Plc.	100.00	582,495	20.61	623,222	19.33	696,692	21.04
	2. Dusit Hotels and Resorts Co., Ltd.	98.24	590	0.02	18,365	0.57	26,170	0.79
	3. Philippine Hoteliers, Inc.	88.00	180,302	6.38	167,611	5.20	173,355	5.24
	4. Royal Princess Plc.	82.36	222,276	7.87	228,776	7.10	237,894	7.19
Total Food and Beverage Revenue			985,663	34.88	1,037,974	32.20	1,134,111	34.26

Unit: Thousand Baht

Sales and Services	Company	% of shares holding (direct and indirect)	2005		2006		2007	
			Revenue	%	Revenue	%	Revenue	%
1.3 Others	1. Dusit Thani Plc.	100.00	64,748	2.29	65,567	2.03	81,578	2.46
	2. Dusit Hotels and Resorts Co., Ltd.	98.24	52	0.00	2,829	0.09	7,783	0.23
	3. Philippine Hoteliers, Inc.	88.00	16,593	0.59	14,488	0.45	13,619	0.41
	4. Royal Princess Plc.	82.36	30,500	1.08	29,874	0.93	29,466	0.89
	5. Devarana Spa Co., Ltd.	99.99	50,773	1.80	49,145	1.52	25,672	0.78
	6. Dusit Executive Development Center Co., Ltd.	99.99	1,323	0.05	1,906	0.06	2,253	0.07
	7. Le Cordon Bleu Dusit Co., Ltd.	50.00	-	-	-	-	15,237	0.46
Total Other Revenues			163,989	5.81	163,809	5.08	175,608	5.30
Total Revenue from Hotel Business			2,550,820	90.27	2,826,805	87.69	2,985,671	90.19
2. Revenue from Rental Business								
Rental and Services	Dusit Thani Plc.	100.00	24,537	0.87	21,919	0.68	40,703	1.23
Total Revenue from Rental Business			24,537	0.87	21,919	0.68	40,703	1.23

Unit: Thousand Baht

Sales and Services	Company	% of shares holding (direct and indirect)	2005		2006		2007	
			Revenue	%	Revenue	%	Revenue	%
3. <u>Revenue from Hotel Management Contracts</u>	1. Dusit Thani Plc.	100.00	-	-	-	-	72,955	2.21
	2. Dusit Hotels and Resorts Co., Ltd.	98.24	79,172	2.80	98,704	3.06	39,117	1.18
	3. Royal Princess Plc.	82.36	41,969	1.49	31,982	0.99	6,697	0.20
Total Revenue from Hotel Management Contracts			121,141	4.29	130,686	4.05	118,769	3.59
4. <u>Other Incomes</u>	1. Dusit Thani Plc.	100.00	30,846	1.09	51,886	1.60	91,285	2.76
	2. Dusit Hotels and Resorts Co., Ltd.	98.24	18,805	0.66	27,905	0.87	20,662	0.62
	3. Philippine Hoteliers, Inc.	88.00	14,819	0.52	14,203	0.44	13,448	0.41
	4. Royal Princess Plc.	82.34	61,484	2.18	*146,535	4.55	32,423	0.98
	5. Dusit Thani Properties Co., Ltd.	99.99	2,739	0.10	2,235	0.07	3,402	0.10
	6. Devarana Spa Co., Ltd.	99.99	692	0.02	1,272	0.04	2,001	0.06
	7. Dusit Executive Development Center Co., Ltd.	99.99	2	0.00	1	0.00	2	0.00
	8. Le Cordon Bleu Dusit Co., Ltd.	50.00	-	-	313	0.01	2,118	0.06
	9. Dusit Enterprises Company Limited	100.00	-	-	-	-	9	0.00
Total Other Incomes			129,387	4.57	244,350	7.58	165,351	4.99
Total Revenues			2,825,885	100.00	3,223,760	100.00	3,310,494	100.00

Classified by Hotels

Unit: Thousand Baht

Hotels	Owned by	% of shares holding (direct and indirect)	2005		2006		2007	
			Total revenues*	%	Total revenues*	%	Total revenues*	%
Dusit Thani Bangkok	Dusit Thani Plc.	100.00	702,520	27.03	814,766	28.54	905,977	30.14
Dusit Thani Pattaya	Dusit Thani Plc.	100.00	434,677	16.72	483,017	16.92	524,460	17.45
Dusit Thani Hua Hin	Dusit Thani Plc.	100.00	346,518	13.33	382,628	13.40	383,299	12.75
Dusit Thani Manila	Philippine Hoteliers, Inc.	88.00	575,541	22.14	555,823	19.47	511,788	17.03
DusitD2 Chiang Mai	Dusit Hotels and Resorts Co., Ltd.	98.24	3,612	0.14	83,019	2.91	117,671	3.92
Royal Princess Lamlaung	Royal Princess Plc.	82.36	145,830	5.61	144,768	5.07	156,062	5.19
Royal Princess Chiang Mai	Royal Princess Plc.	82.36	137,539	5.29	121,417	4.25	116,241	3.87
Thani Princess Srinakarin	Royal Princess Plc.	82.36	175,957	6.77	191,462	6.71	199,361	6.63
Thani Princess Korat	Royal Princess Plc.	82.36	77,168	2.97	77,955	2.73	90,774	3.02
Total revenues from hotels which owned by Dusit Thani Group			2,599,362	100.00	2,854,855	100.00	3,005,633	100.00

* Total revenue of each hotel did not recognize the proportion of investment by the Company. The revenue is comprised of room, food and beverage and other hotel businesses.