



**PROPERTY
DEVELOPMENT
& INVESTMENT**
A Member of Central Group

Central Pattana Plc.

Property Development and Investment

Corporate Presentation : 4Q13 & FY2013 Performance Review



CentralFestival Hatyai

Disclaimer

- *The information contained in this presentation is for information purposes only and does not constitute an offer or invitation to sell or the solicitation of an offer or invitation to purchase or subscribe for share in Central Pattana Public Company Limited (“CPN” and shares in CPN, “shares”) in any jurisdiction nor should it or any part of it form the basis of, or be relied upon in any connection with, any contract or commitment whatsoever.*
- *This presentation may include information which is forward-looking in nature. Forward-looking information involve known and unknown risks, uncertainties and other factors which may impact on the actual outcomes, including economic conditions in the markets in which CPN operates and general achievement of CPN business forecasts, which will cause the actual results, performance or achievements of CPN to differ, perhaps materially, from the results, performance or achievements expressed or implied in this presentation.*
- *This presentation has been prepared by the CPN. The information in this presentation has not been independently verified. No representation, warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information and opinions in this presentation. None of the CPN or any of its agents or advisers, or any of their respective affiliates, advisers or representatives, shall have any liability (in negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.*
- *This presentation is made, furnished and distributed for information purposes only. No part of this presentation shall be relied upon directly or indirectly for any investment decision-making or for any other purposes.*
- *This presentation and all other information, materials or documents provided in connection therewith, shall not, either in whole or in part, be reproduced, redistributed or made available to any other person, save in strict compliance with all applicable laws.*

Agenda

- ▶ Company Overview
- ▶ Operational Performance
- ▶ Future Developments
- ▶ Financial Performance
- ▶ Appendix



Company Overview

Business Overview

Highlights

- **CPN is a leading retail property developer** and investor in Thailand with a **20% market share in Bangkok's mall leasable area**.
- CPN is a fully-integrated retail developer with strong synergies with its major shareholder, Central Group, and significant financing capability through its property fund.
- **CPN is the largest retail property developer on the Stock Exchange of Thailand (SET)** with a market capitalization of approx 184 Bt. bn⁽¹⁾ or 5.6 USD bn.
- **CPN is the property manager and the major shareholder in two property funds**, 28% in CPN Retail Growth Leasehold Property Fund (**CPNRF**) and 25% in CPN Commercial Growth Leasehold Property Fund (**CPNCG**).
- CPN manages **23 shopping centers**. Total NLA(Net leasable area) under its management is 1,286,125 sq.m., of which 1,140,054 sq.m. owned by CPN and the remaining of 146,017 sq.m. owned by CPNRF ⁽²⁾.
- CPN also manages **7 offices** (169,152 sq.m.) , **2 hotels** (561 rooms) and **2 residential properties** (61 units) as its non-core businesses ⁽²⁾.
- **On 30 November 2012, CPN was added to the MSCI Global Index**, which is a widely tracked global equity benchmark and serves as the basis for over 500 exchanged traded funds throughout the world.

Recent Achievements



Top Corporate Governance Report

SET Awards of Honor for the outstanding corporate governance report for the 3rd consecutive year and the fourth time since 2008.



Excellence CG Scoring

Honored the company's corporate governance performance in 2013 which is the 5th consecutive year since 2009



ASEAN Energy Awards 2013

Honored the outstanding contributions to energy savings of CentralPlaza Rattanaibet.



Thailand Energy Awards 2013

Honored the Excellent Energy Control by the Ministry of Energy.



Thailand Quality Class Award


Honored for the third consecutive year of CentralPlaza Chiangmai Airport by Thailand Productivity Institute.



A+ Credit Rating

Affirmed with positive outlook by TRIS Rating in 11 February 2014.

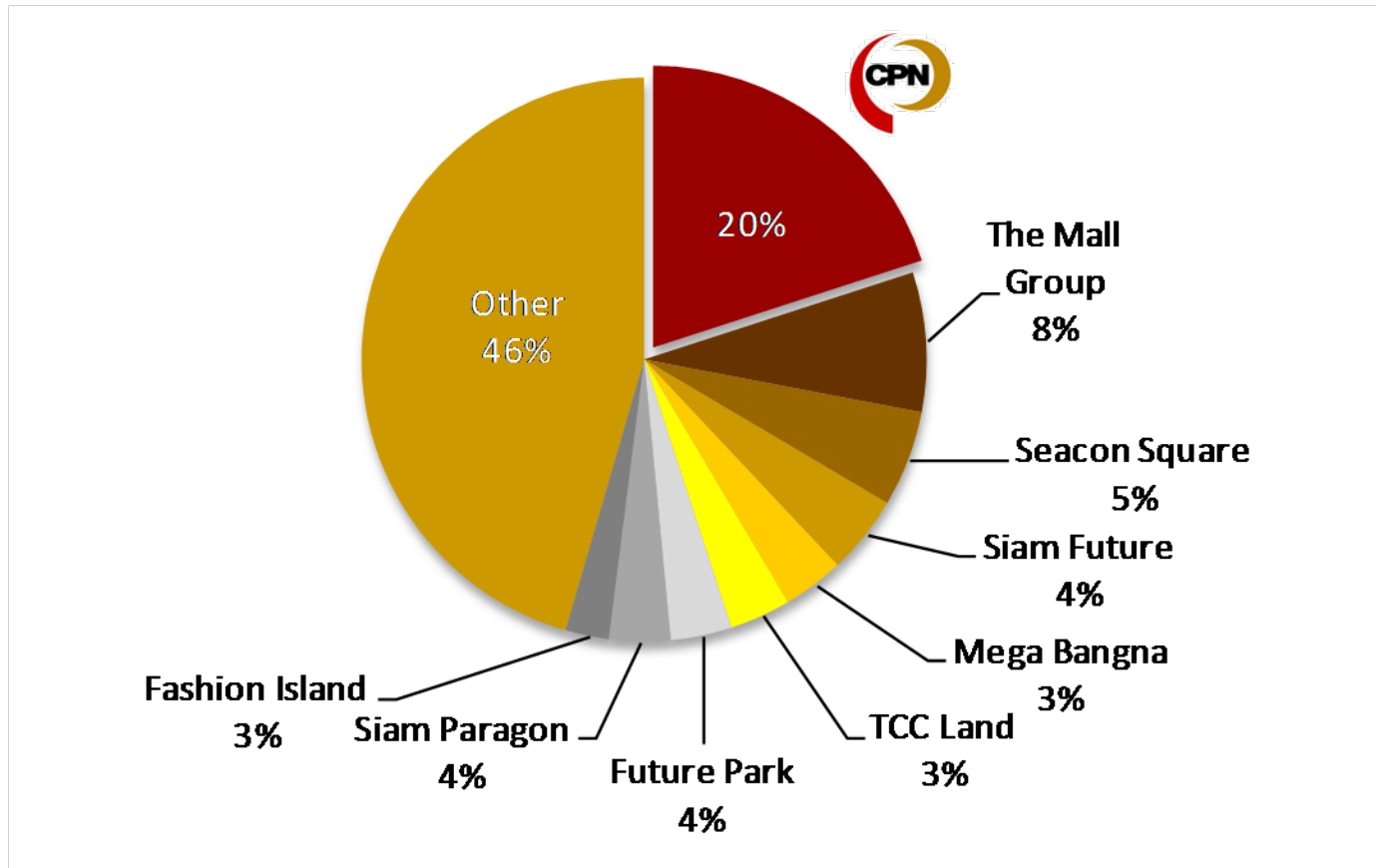
Strong Development & Acquisition Pipeline

	1980s	1990s	2000s	2010-2013	2014-2016 (future projects)
	23 existing projects (18 greenfields, 5 acquisitions <=> 10 in Bangkok, 13 in Provinces)				6 announced projects
Green-field Development	<u>Bangkok (1)</u> 1980 Established under Central Plaza Co., Ltd. 1982 CentralPlaza Ladprao  CentralPlaza Ladprao	<u>Bangkok (3)</u> 1993 CentralPlaza Ramindra 1995 CentralPlaza Pinklao 1997 CentralPlaza Rama 3 <u>Province (1)</u> 1995 Central Center Pattaya	<u>Bangkok (2)</u> 2002 CentralPlaza Rama 2 2008 CentralPlaza Chaengwattana <u>Provinces (3)</u> 2009 CentralFestival Pattaya Beach 2009 CentralPlaza Chonburi 2009 CentralPlaza Khonkaen	<u>Bangkok (1)</u> 2011 CentralPlaza Grand Rama 9 <u>Provinces (7)</u> 2011 CentralPlaza Chiangrai 2011 CentralPlaza Phitsanulok 2012 CentralPlaza Surattani 2012 CentralPlaza Lampang 2013 CentralPlaza Ubonratchathani 2013 CentralFestival Chiangmai 2013 CentralFestival Hatyai	<u>Bangkok (2)</u> 2014 CentralPlaza Salaya 2015 CentralWestGate (Bangyai) <u>Provinces (3)</u> 2014 CentralFestival Samui 2015 CentralPlaza Rayong 2016 CentralPlaza Nakhonratchasima <u>Overseas (1)</u> 2016 CentralPlaza i-City (Malaysia)
Acquisition		<u>Province (1)</u> 1996 CentralPlaza Chiangmai Airport	<u>Bangkok (3)</u> 2001 CentralPlaza Bangna 2002 CentralWorld 2003 CentralPlaza Rattanaibet <u>Province (1)</u> 2009 CentralPlaza Udonthani		
Redevelopment and Enhancement		<u>Province (1)</u> 2000 CentralPlaza Chiangmai Airport Phase 2A	<u>Bangkok (2)</u> 2004 The Offices at CentralWorld 2006 CentralWorld <u>Province (1)</u> 2003 CentralPlaza Chiangmai Airport Phase 2B	<u>Province (1)</u> 2012 CentralPlaza Udonthani (Phase 2)	<u>Bangkok (2)</u> 2013 CentralWorld Expansion 2014 CentralPlaza Bangna

CPN's 5 year Target: Revenue growth 15% per annum (CAGR)

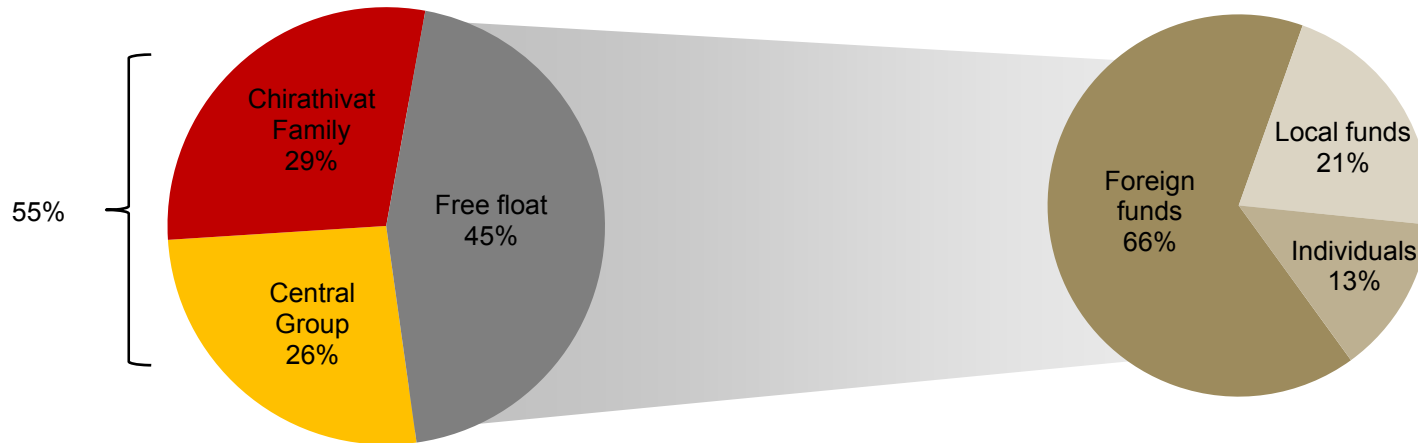
Leading Market Share of Mall Retail Space in BMA

CPN is the leading retail property developer and investor in Thailand with approximately 20% market share in Bangkok Metropolitan Area by mall leasable space.



Strategic Shareholders

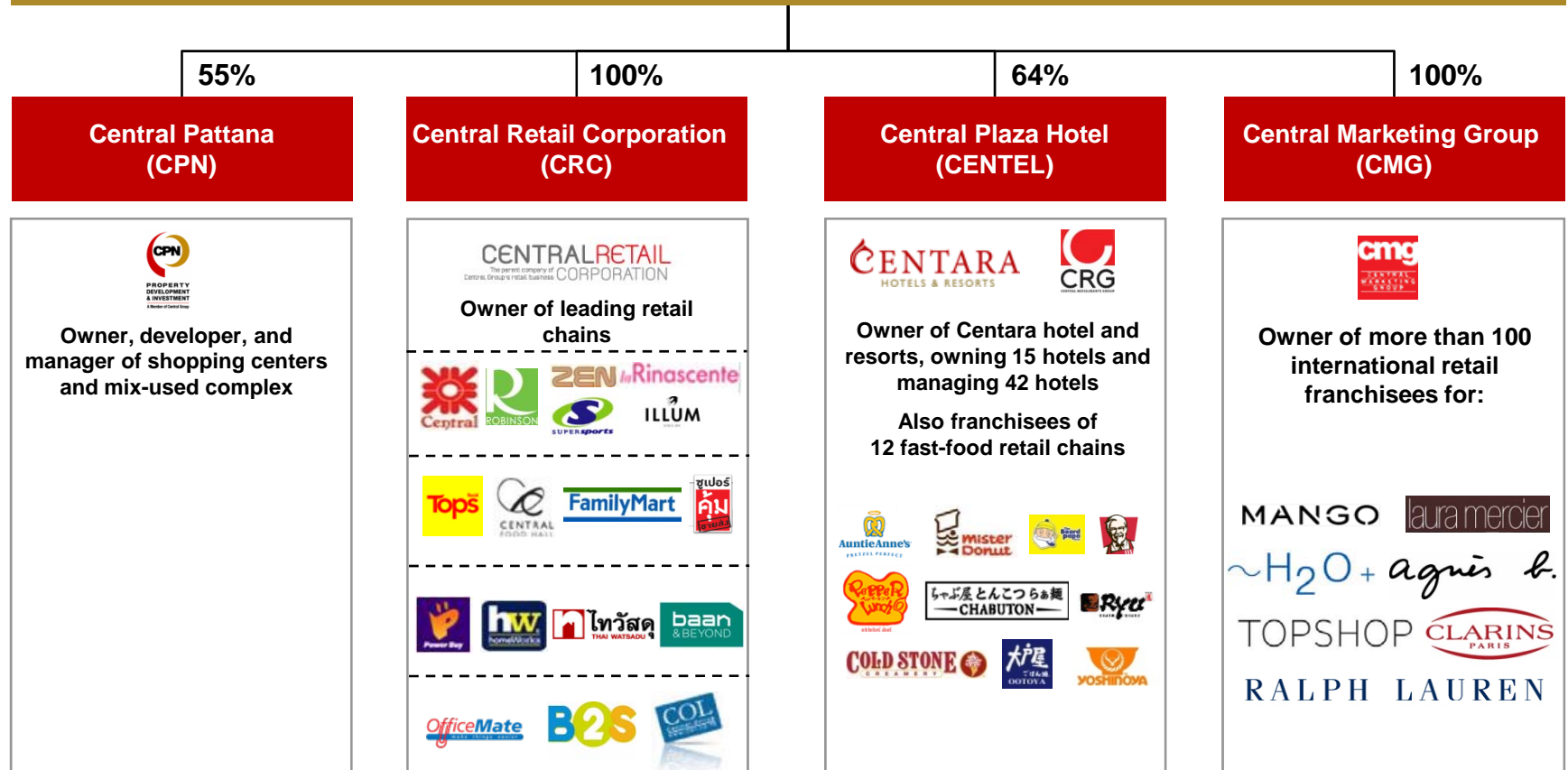
CPN is one of the flagship businesses of the **Central Group (Chirathivat Family)**. As a strong and supportive shareholder, the Chirathivat family brings to CPN a wealth of retail-related expertise through the family's long record and successful leadership in Thailand's dynamic and competitive landscape of shopping mall developments and department store / specialty store operations.



Strategic Shareholder: Central Group

CPN's strong synergy with the Central Group helps CPN to attract dynamic tenants, increase people traffic and command higher rents.

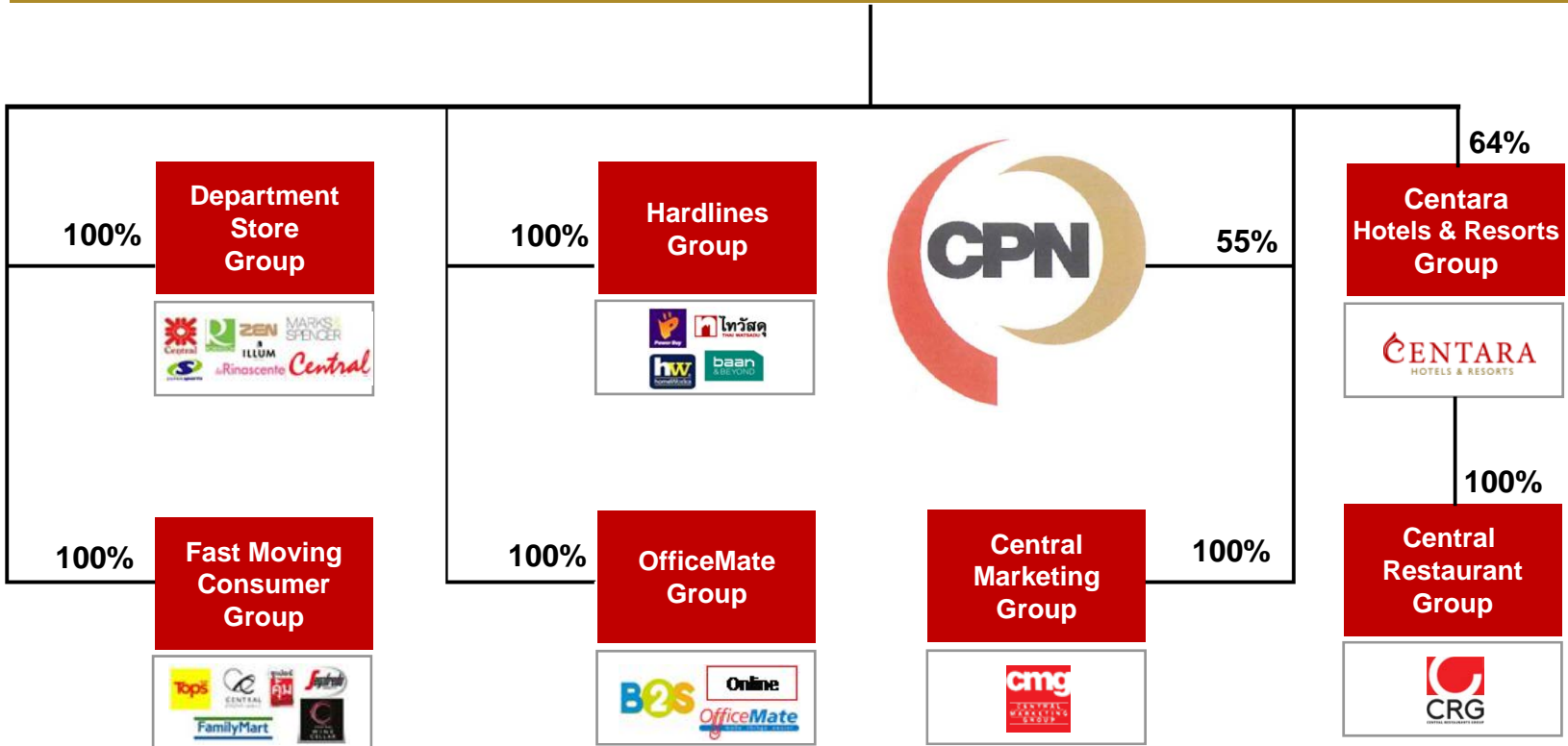
The Central Group and Chirathivat Family



Strategic Shareholder: Central Group

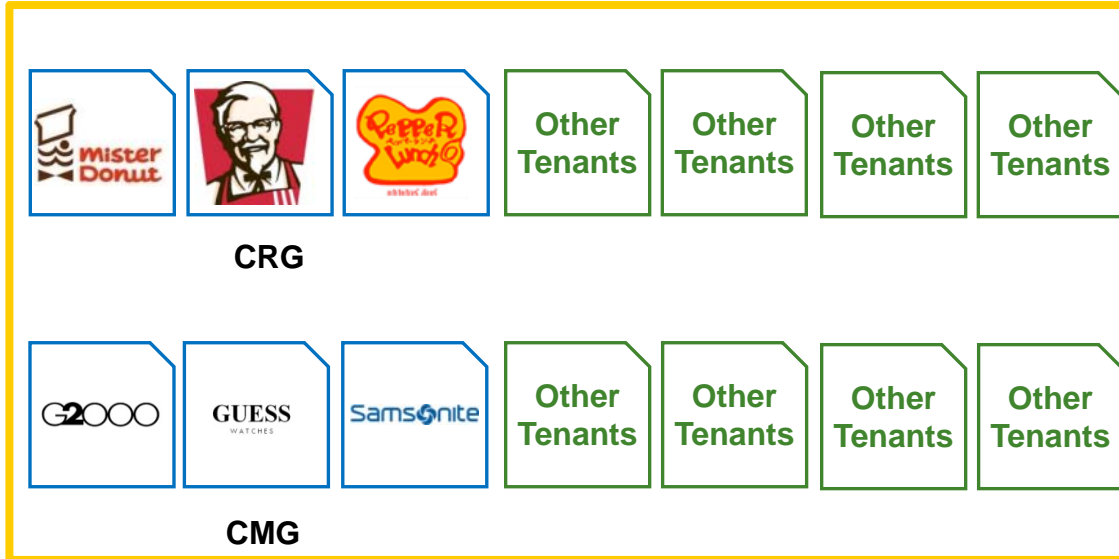
CPN's strong synergy with the Central Group helps CPN to attract dynamic tenants, increase people traffic and command higher rents.

The Central Group and Chirathivat Family



Property Development and Management

Shopping Mall



Department Store & Retail



**Property Developer
& Property Manager**

CRG & CMG

- ~10% of total leasable areas and also in term of total revenue
- Pricing criteria as same as others

Other tenants

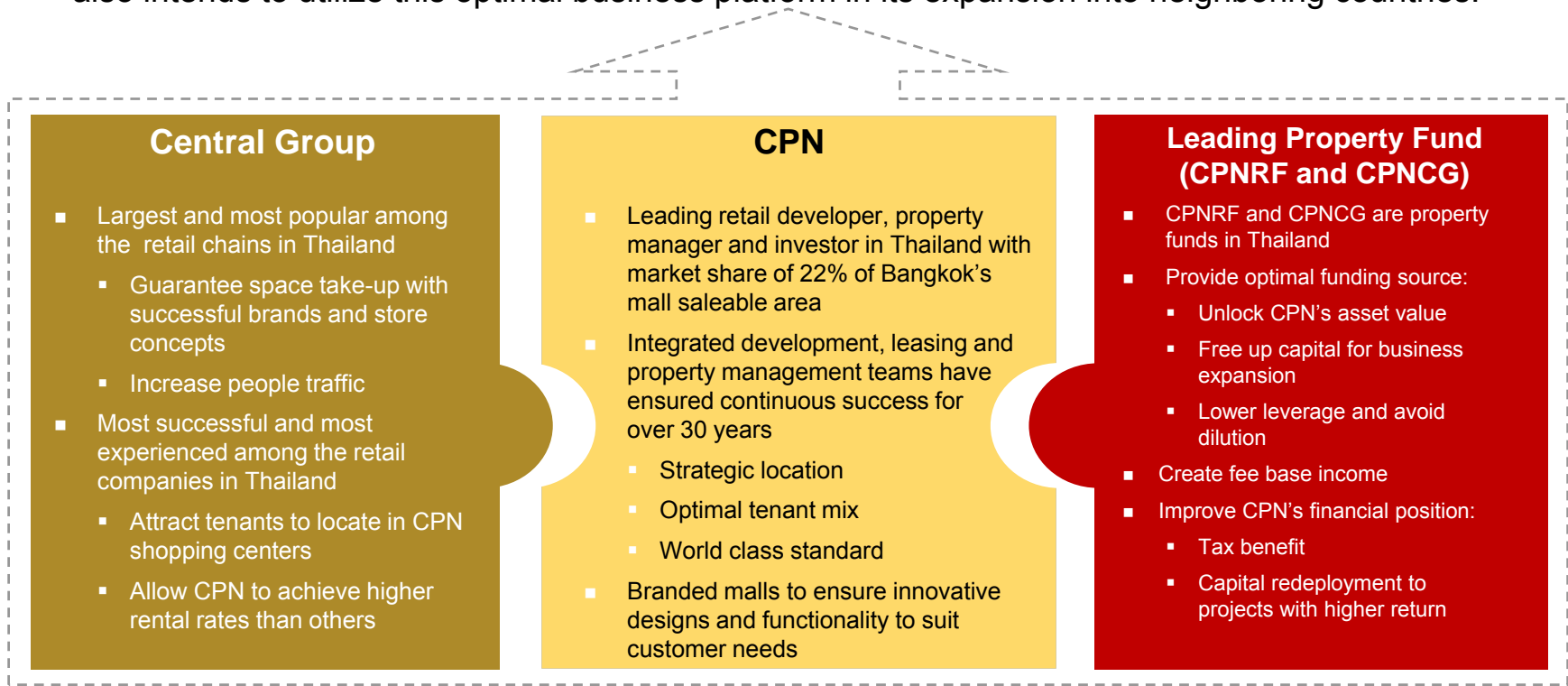
- ~90% of total leasable areas and also in term of total revenue

Joint developers

- Sharing cost of land and common area
- Owning its investment cost and assets

Integrated Business Platform

- CPN is a retail developer with an integrated business platform that will allow it to expand on a sustainable basis and achieve operational enhancements and success with its synergies with the Central Group of companies.
- CPN intends to use this integrated business platform to expand further throughout Thailand, maintaining market share in Bangkok while increasing market share in the provincial areas. CPN also intends to utilize this optimal business platform in its expansion into neighboring countries.



Key Success Factors

A Leading Player in the Retail Property Development Industry





Operational Performance

Property Locations

Existing Projects (23)

■ Shopping Centers (10 BMA, 13 Provinces)

central w orld	1 (BMA)
central pl a	18 (9 BMA, 9 Provinces)
central festi val	3 (Provinces)
centralcenter	1 (Province)

■ Offices (7)

■ Hotels (2)

■ Residences (2)

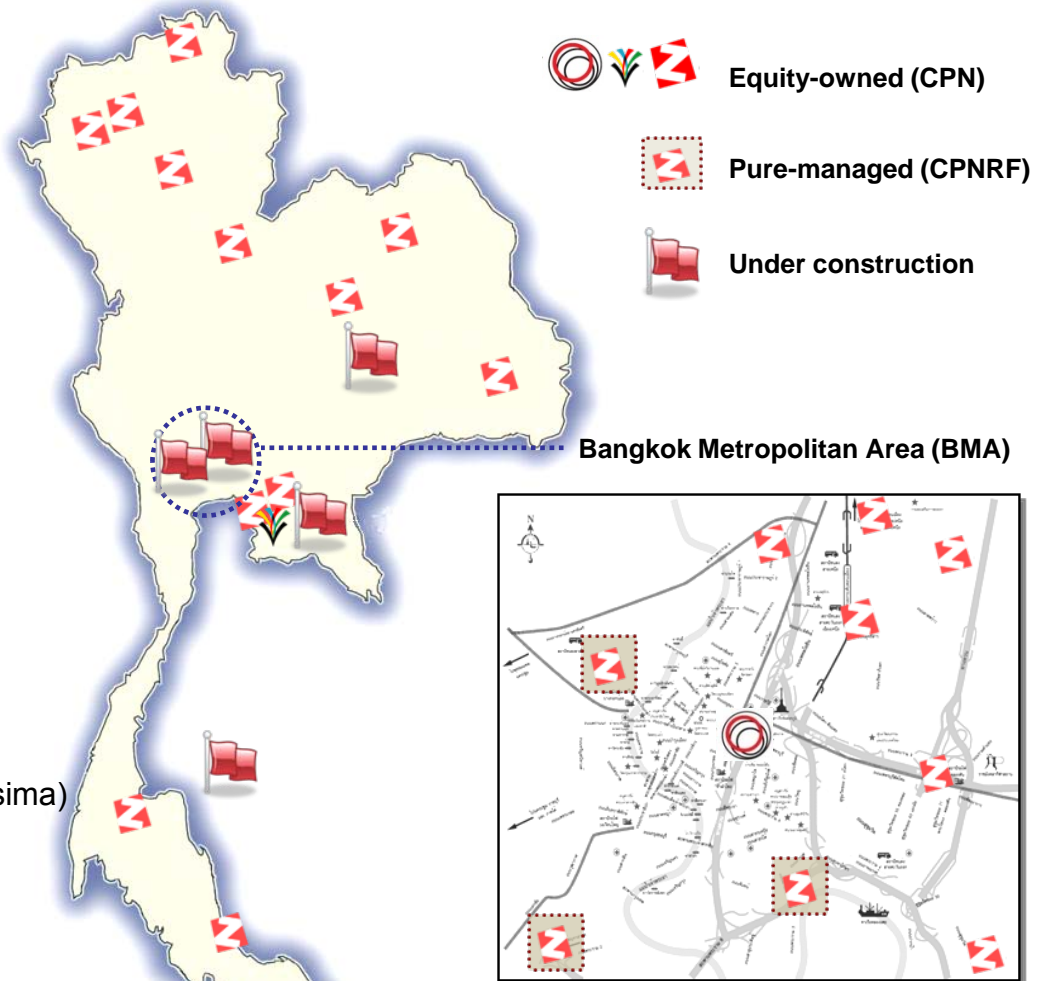
New Projects (6)

■ Shopping Centers (5 Domestic, 1 Overseas)

- 2 (BMA: Bangyai and Salaya)
- 3 (Provinces: Samui, Rayong, and Nakhonratchasima)
- 1 (Overseas: Malaysia)

Asset Enhancements (2)

- Groove@CentralWorld (Expansion)
- CentralPlaza Bangna (Renovation and remerchandising mix phase by phase)

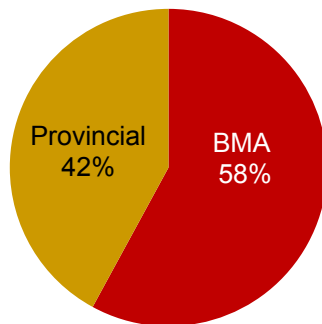


Leasable Area and Occupancy: Retail

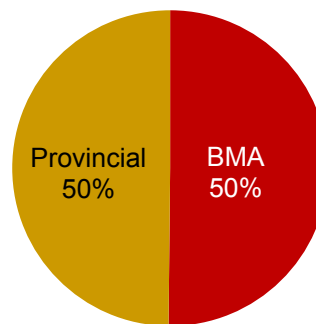
As of 4Q13, CPN owns 23 premium shopping centers with average occupancy rate of 96%.

Retail Properties	No. of Projects	Land		Net Leasable Area ⁽¹⁾ (sq.m.)			Occupancy Rate ⁽²⁾		
		Freehold	Leasehold	Retail	Department Store	Total	4Q13	3Q13	4Q12
CPN in BMA	10	4	6	508,186	63,583	571,769	97%	97%	96%
CPN in provincial area	13	11	2	513,893	54,391	568,284	94%	97%	97%
Total Retail Properties⁽³⁾	23	15	8	1,022,079	117,974	1,140,053	96%	97%	97%

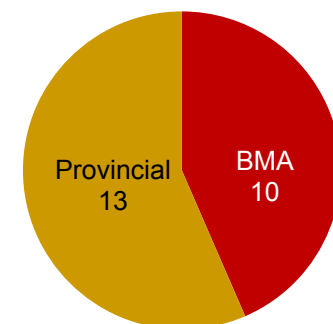
Breakdown by Rental Income



Breakdown by NLA



Breakdown by no. of Shopping Malls

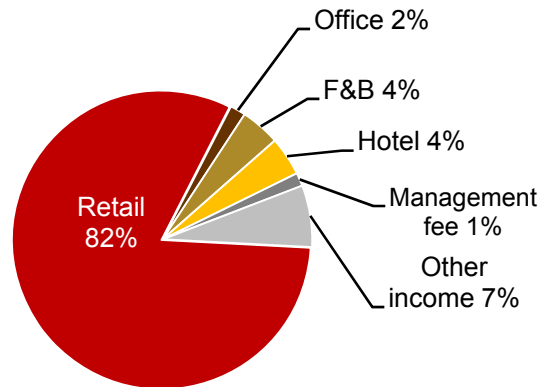


Leasable Area and Occupancy: Non-core Properties

Office, residential property and hotel are considered non-core businesses, complementing shopping center business and adding value to the overall project.

Non-core Properties	No. of Projects	Net Leasable Area (sq.m.) or No. of Units or Room ⁽¹⁾	Occupancy Rate ⁽²⁾		
			4Q13	3Q13	4Q12
Office in BMA ⁽³⁾	5	54,807	96%	99%	93%
Residential in BMA	2	6,373 sq.m. or 61 units	68%	67%	59%
Hotel in provincial area ⁽⁴⁾	2	561 rooms	76%	79%	76%

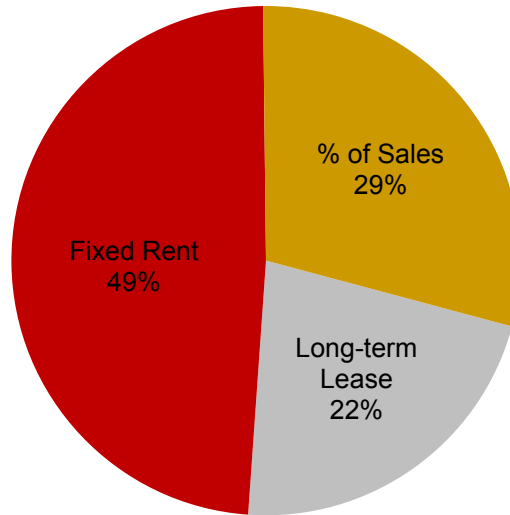
Revenue Breakdown



Rental Contract Type : By Area

Monthly basis collection (up to 3 years)

- Increase rental rate approx 5% p.a.
- Approx. 1/3 of rental contract expired every year



Monthly basis collection (up to 3 years)

- Tenants: food centers, cineplex and international brands such as “McDonalds”, “KFC”
- Range of percentage: 10% - 30% of sales
- With minimum guarantees

Up-front collection (up to 30 years)

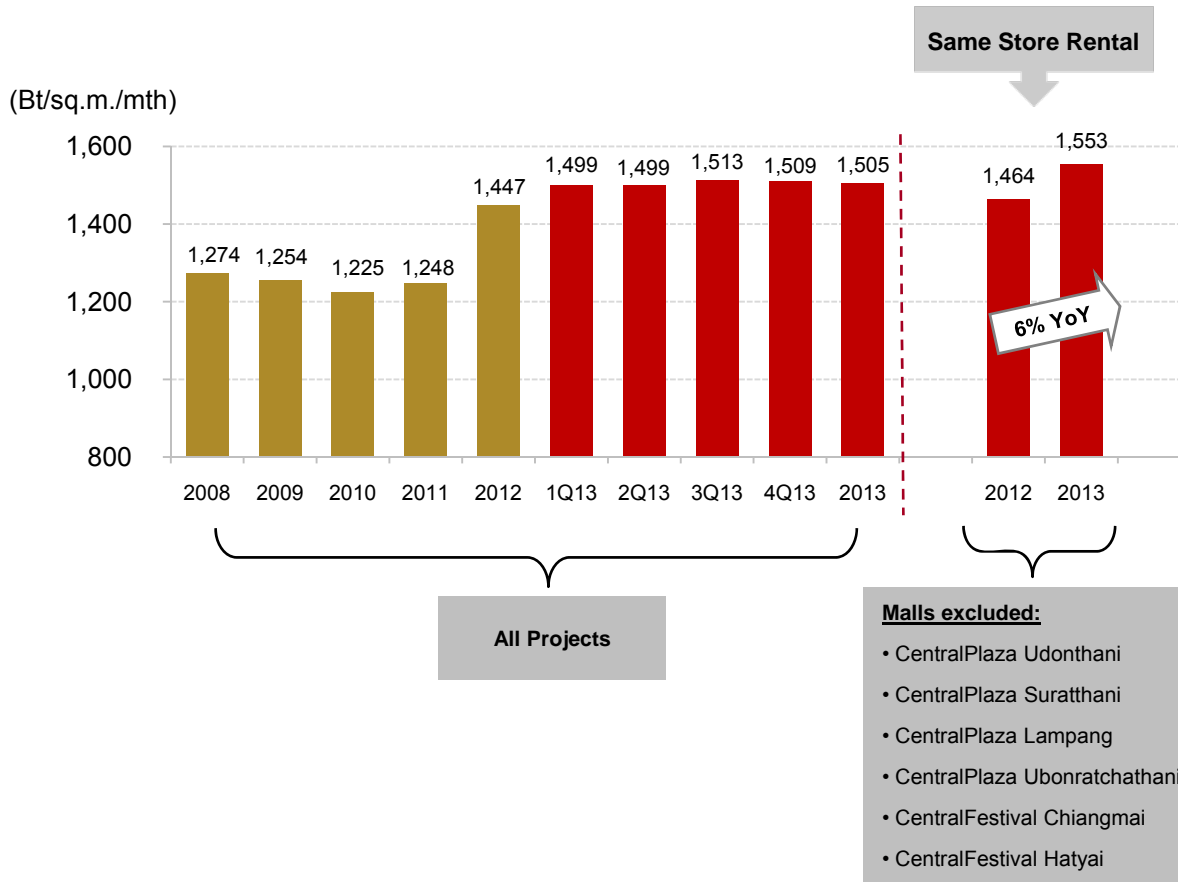
- Up-front payment – realize throughout lease contract period on straight-line basis

Note:

In addition to space rental fee, service & utility fees are collected on a monthly basis

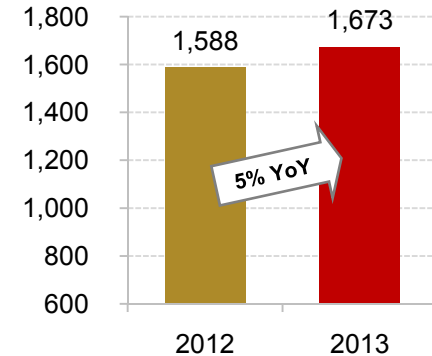
Effective Rental Rate ⁽¹⁾

Overall effective rental rate declined in 2009 – 2011 from new malls in provinces. 2013 same store rental grew by 6% YoY.



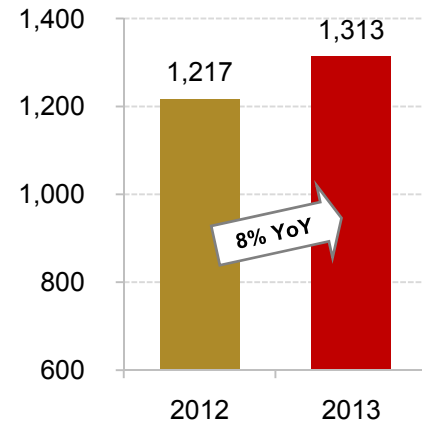
Same Store Rental Rate of Bangkok Malls ⁽²⁾

(Bt/sq.m./mth)



Same Store Rental Rate of Provincial Malls ⁽²⁾

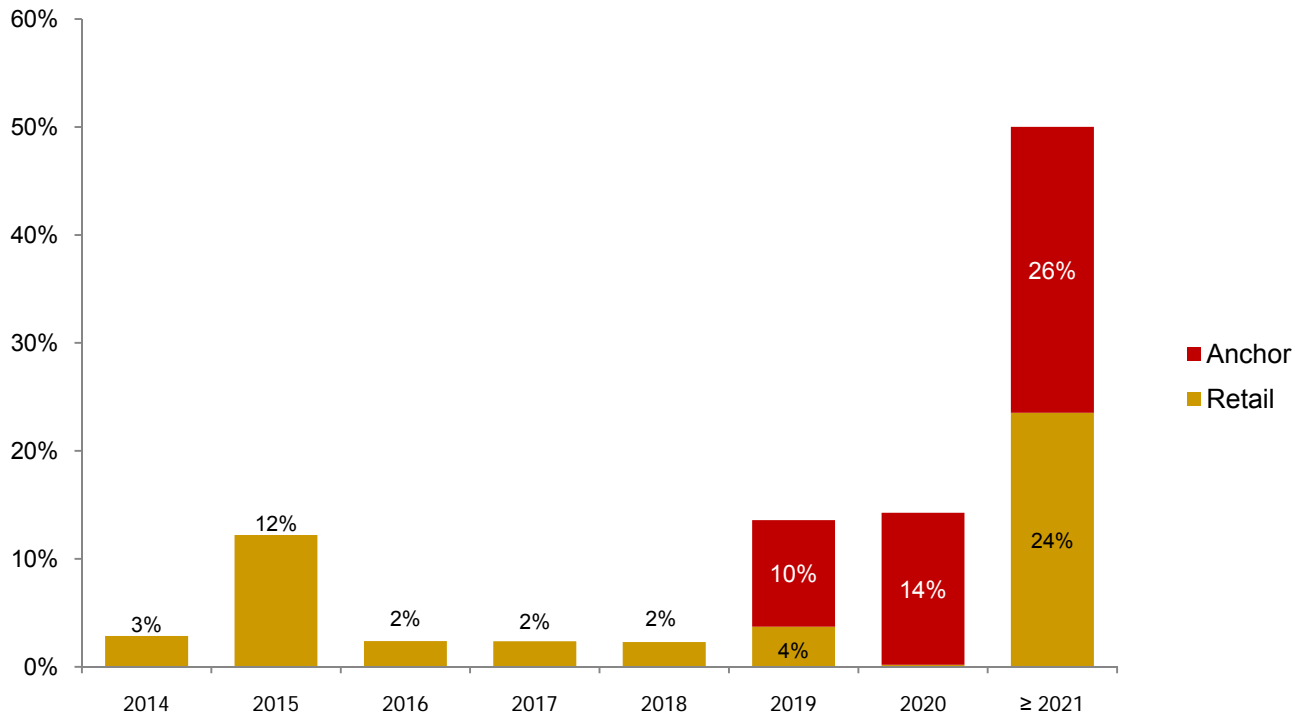
(Bt/sq.m./mth)



Expiration of Long-term Lease Contracts⁽¹⁾

Long term lease contract will be expired in each of the following years. This area will be converted to a short term contract at market rental rate which could increase the company's revenues.

The expiration area⁽²⁾ and expiration period are shown below :



(1) Source: Company estimate as of 31 December 2013.

(2) Total lease area is 192,118 sq.m. with less than 4% rental income contribution.

(3) In 2015, area excludes Big C at Central Center Pattaya. The upside from short-term contract renewal is subject to the renewal of the land lease of Central Center Pattaya.



Domestic Expansion



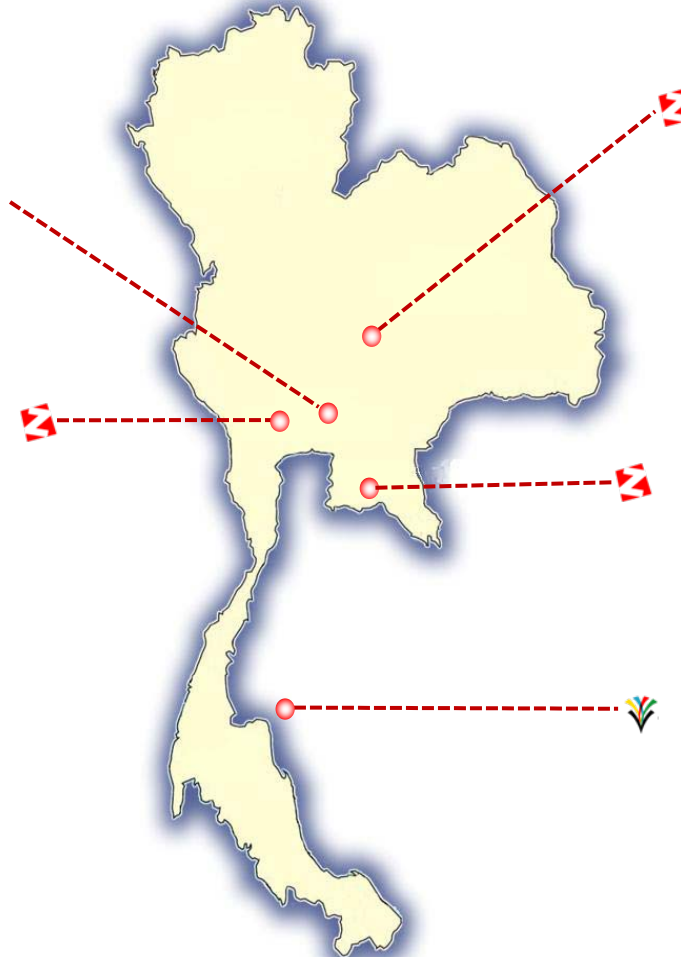
CentralWestGate (Bangyai)

NLA: 75,000 sq.m.
Opening in 2Q15



CentralPlaza Salaya

NLA: 33,900 sq.m.
Opening in 3Q14



CentralPlaza Nakhonratchasima

NLA: 55,000 sq.m.
Opening in 2Q16



CentralPlaza Rayong

NLA: 33,000 sq.m.
Opening in 2Q15



CentralFestival Samui

NLA: 22,600 sq.m.
Opening in 1Q14

New Projects in Thailand

CentralFestival Samui



CentralPlaza Salaya



Investment Cost⁽¹⁾	1,400 Bt.mil	2,500 Bt. mil
Net Leasable Area⁽²⁾	22,600 sq.m.	33,900 sq.m.
Parking	400 cars	1,600 cars
Joint Developer⁽³⁾	Central Department Store	Central Department Store
Land Size⁽⁴⁾	37 rais (Leasehold)	70 rais (Freehold & Leasehold)
Location	Samui Island, Suratthani	Nakornpathom
Opening (tentative)	Mar-14	Aug-14

New Projects in Thailand

CentralPlaza Rayong



CentralWestGate



CentralPlaza Nakhonratchasima



Investment Cost⁽¹⁾	2,400 Bt. mil	6,400 Bt. mil	4,000 Bt. mil
Net Leasable Area⁽²⁾	33,000 sq.m.	75,000 sq.m.	55,000 sq.m.
Parking	1,500 cars	2,000 cars	3,000 cars
Joint Developer⁽³⁾	Robinson Department Store	Central Department Store	Central Department Store
Land Size⁽⁴⁾	60 rais (Freehold)	100 rais (Leasehold)	52 rais (Freehold)
Location	Rayong	Bangyai, Nonthaburi	Nakhonratchasima
Opening (tentative)	2Q15	2Q15	2Q16

Overseas Expansion

South East Asia in Focus

Investment Strategies:

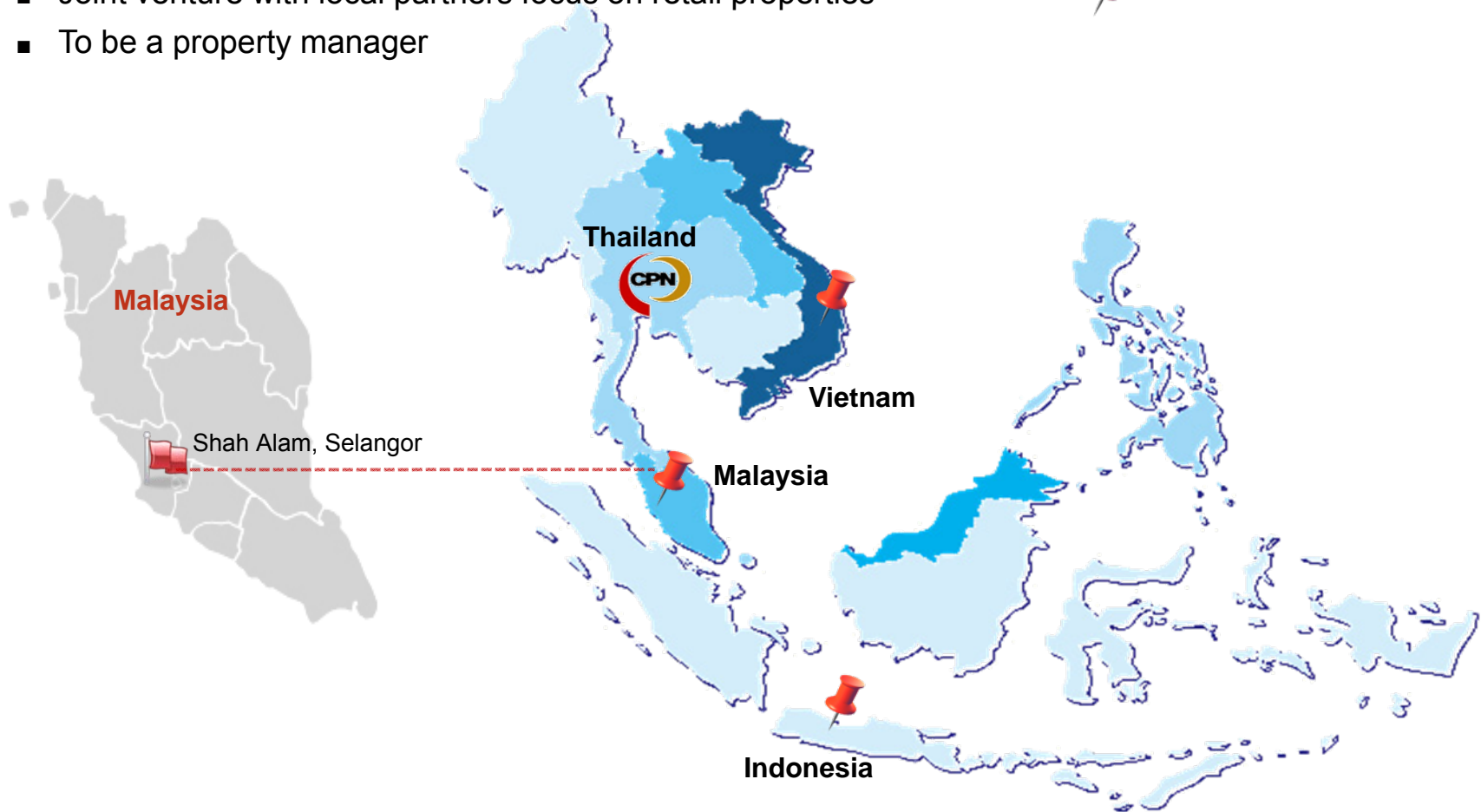
- Joint venture with local partners focus on retail properties
- To be a property manager



Completed JV Agreement



Potential Locations



New Project in Malaysia

CentralPlaza i-City

Investment Cost ⁽¹⁾

5,800 Bt. mil

Joint venture

i-City Properties Sdn Bhd (“ICP”), an I-Berhad wholly-own subsidiary

CPN holds 60% stake and ICP holds 40% stake

CPN will lead in the development and management of the shopping mall

Program:

Shopping Center

89,700 sq.m. (NLA includes department store)

Land Size

11.12 acres or 27.5 rais

Location

i-City, Shah Alam, Selangor Darul Ehsan, Malaysia

Opening (Tentative)

4Q2016



Assets Enhancement

Groove@CentralWorld



CentralPlaza Bangna

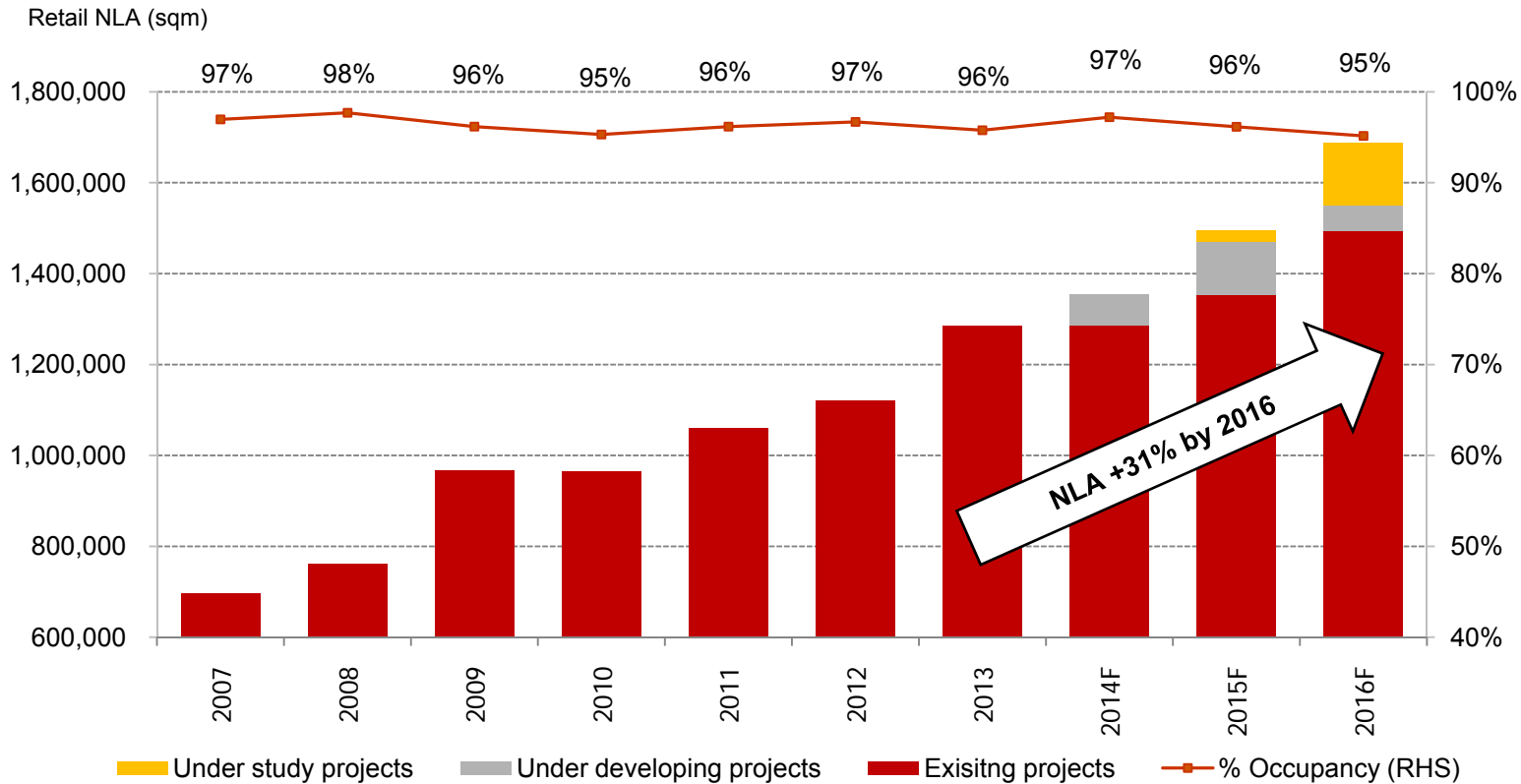


Groove@CentralWorld

CentralPlaza Bangna

Investment Cost	600 Bt. mil	1,400 Bt. mil
Net Leasable Area	7,500 sq.m.	62,000 sq.m. (Incremental NLA 4,000 sq.m.)
Type	Expansion	Renovation and remerchandising mix phase by phase
Opening (tentative)	Dining Zone: Dec-13 Fashion Zone: May-14	Jul-14

Future Leasable Area & Occupancy Rate



Assets under management	2007	2008	2009	2010	2011	2012	2013	2014F	2015F	2016F
No. of project	10	11	15	15	18	20	23	25	28	33
Retail space (NLA in sqm)	697,038	761,111	967,430	964,612	1,059,910	1,121,377	1,286,125	1,354,125	1,494,125	1,686,825
Office space (NLA in sqm)	144,791	144,280	163,746	163,991	175,831	169,133	169,152	169,152	169,152	169,152
Hotel (rooms)			255	557	561	561	561	561	561	561
Residential (units)	61	61	61	61	61	61	61	61	61	61

Capital Expenditure

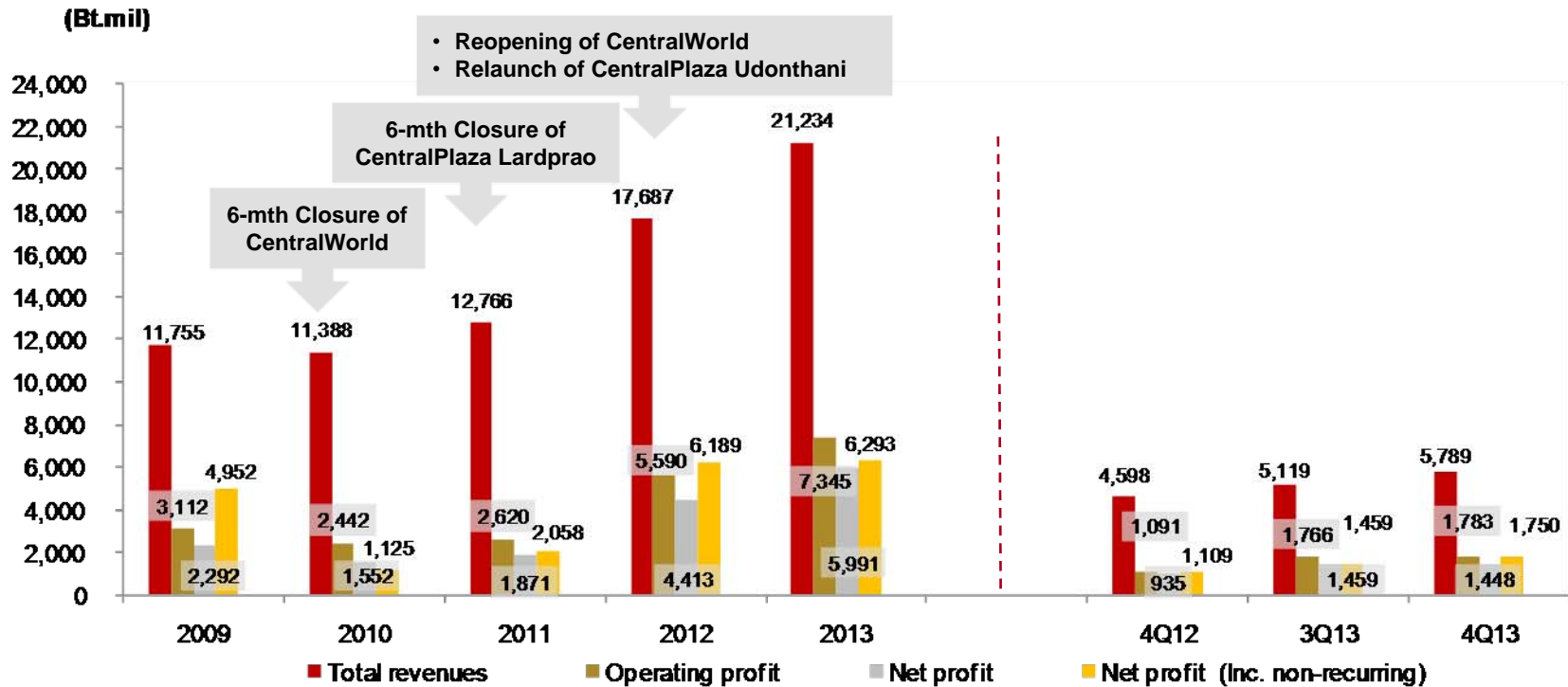
Major capital expenditure will be used to develop new projects. Financing plan for future expansion includes: cash flow from operation, bond issuance and/or project finance, and property fund vehicle.

CPN's Projects	Actual 2013	Estimates (Bt.mil)		
		2014	2015	2016
Under-construction Projects	9,163	7,110	3,083	1,199
Enhancement Projects	1,818	2,277	1,200	1,200
Potential Projects	764	6,609	11,571	14,066
Total CAPEX	11,745	15,996	15,854	16,466



Financial Performance

Financial Summary



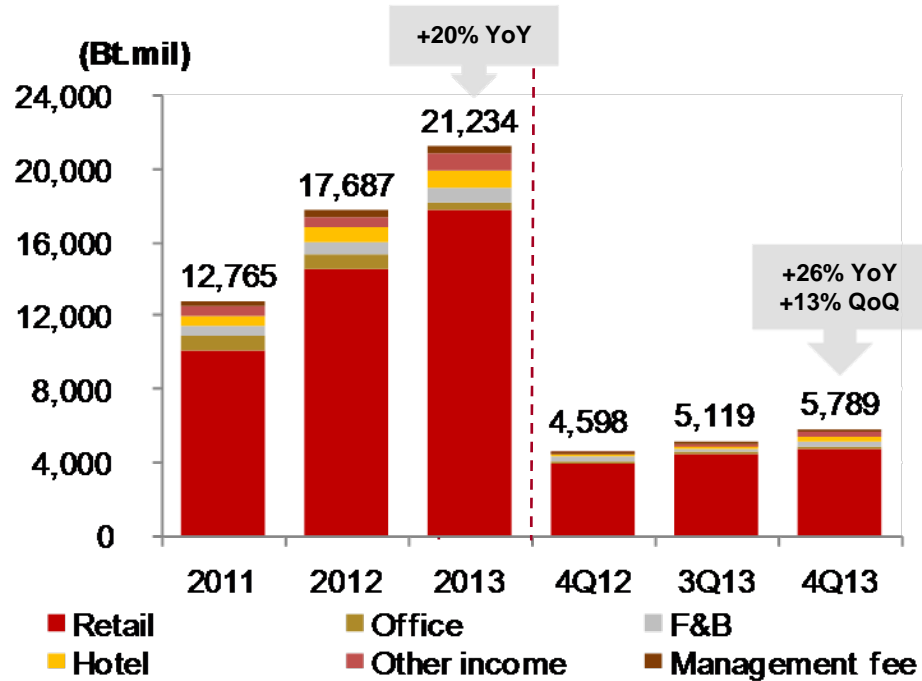
% YoY Growth	2009	2010	2011	2012	2013	4Q13 YoY
Total revenues ^{/1}	27%	(3%)	12%	39%	20%	26%
Operating profit	4%	(22%)	7%	113%	31%	63%
Net profit	6%	(32%)	21%	136%	36%	55%
Net profit (inc. non-recurring)		(77%)	83%	201%	2%	58%
Same store revenue growth	5%	0%	9%	29%	12%	10%
Gross Profit Margin (%) ^{/2}	43%	39%	39%	47%	50%	51%
EBITDA Margin (%) ^{/2}	44%	42%	43%	50%	51%	48%

Note 1: Total revenue includes rental & service, hotel operation, food & beverage, and other incomes.

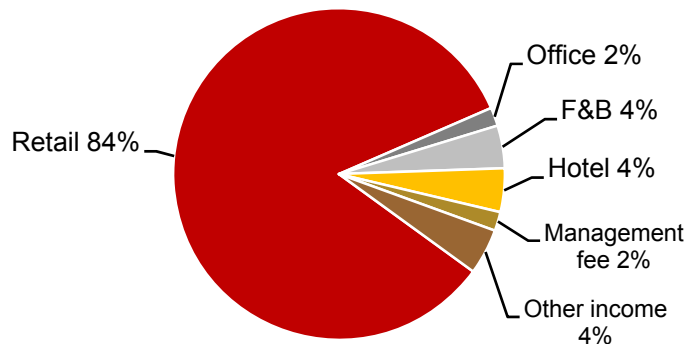
Excl. interest income, share of profit from investment and reversal of impairment.

Note 2: Excl. non-recurring items i.e. reversal of impairment but incl. other income.

Revenue Breakdown



FY13 Revenue breakdown



Total revenues ¹ **+20% YoY** or +624 Bt.mil YoY mainly driven from rent and services.

Rent and services +18% YoY

- Contributions from 3 new projects – CentralPlaza Ubonratchathani in 2Q13 and CentralFestival Chiangmai and CentralFestival Hatyai in 4Q13.
- Same store revenue grew 12% YoY.

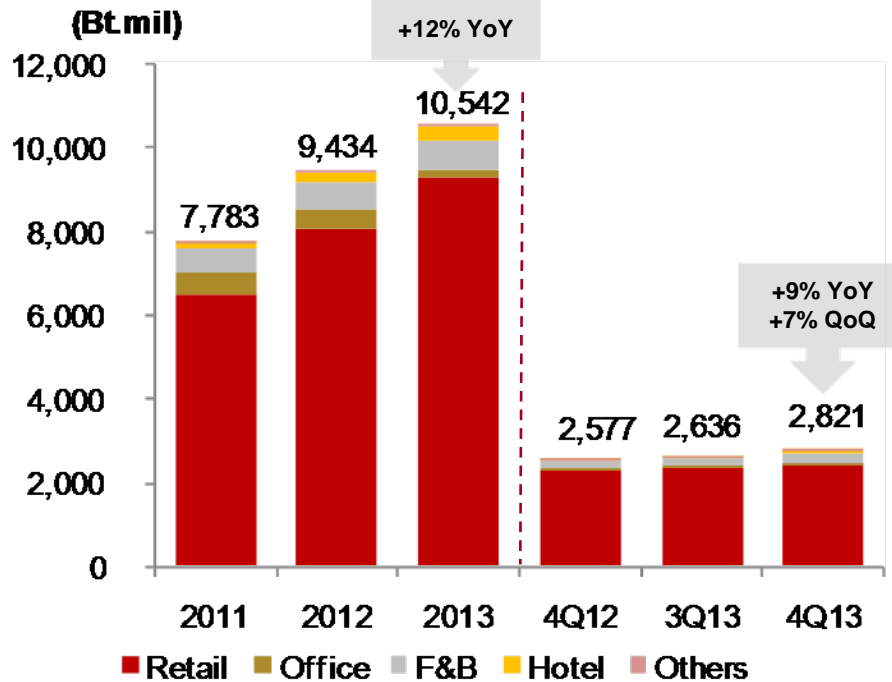
Hotel +27% YoY

- Strong performance of Hilton Pattaya Hotel.
- Full-year contribution of Centara Hotel & Convention Centre Udonthani after relaunch in mid-2012.

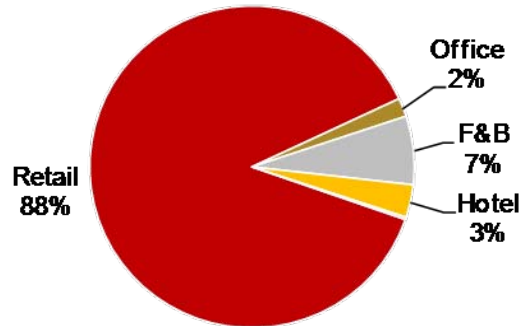
F&B sales +22% YoY

- Contributions from the new food courts at the CentralPlaza Ubonratchathani, CentralFestival Chiangmai, and CentralFestival Hatyai.
- Impressive sales growth at CentralFestival Pattaya Beach, CentralPlaza Chiangrai, and CentralPlaza Pinklao.

Costs Breakdown



FY13 Cost breakdown



Total Costs +12% YoY or +1,108 Bt.mil YoY.

Rent and Services 11% YoY

- Costs from 3 newly opened malls.
- Higher Depreciation and Utility cost at CentralPlaza Udonthani after completion of renovation in mid-2012
- Full-year realization of Operating cost and Depreciation of the new projects launched in 2012
- Increased cost from leaseback at CentralPlaza Bangna.

Hotel Business +29% YoY

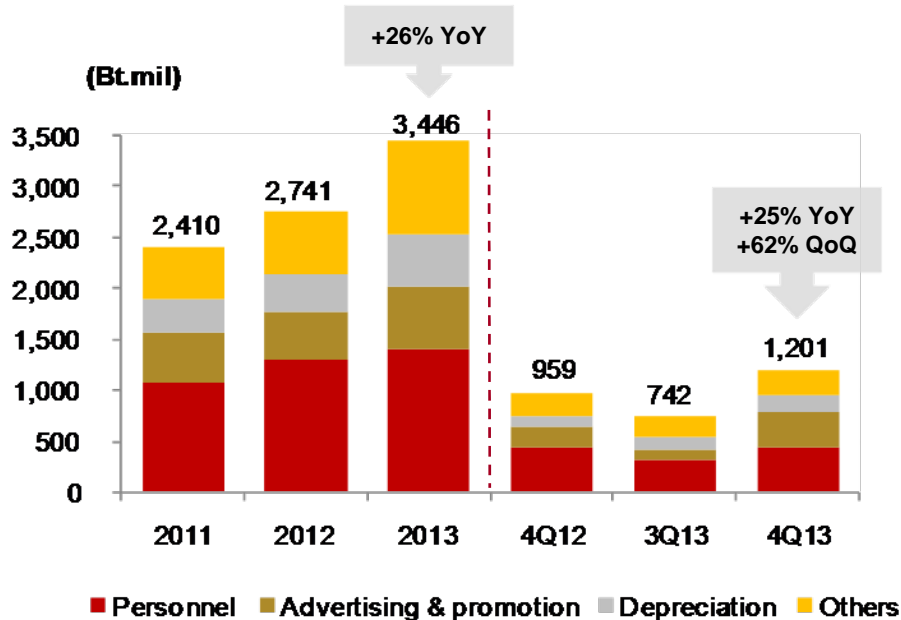
- A rise in costs resulting from a proportionate increase in revenues.
- Full-year record of costs for Centara Hotel & Convention Centre Udonthani.

F&B +18% YoY

- Change in costs reflected the growth in food and beverage sales.
- Increased costs incurred from new food courts launched in 2012 and 2013.

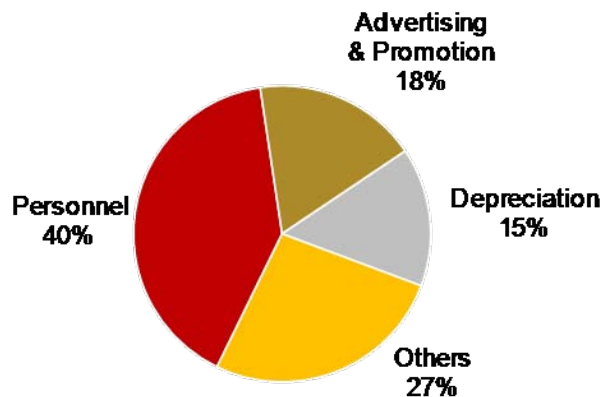


SG&A Expenses Breakdown



SG&A expenses +26% YoY or +705 Bt.mil YoY due mainly to a hike in Advertising & Promotion expenses, Depreciation and Personnel expenses in relation to 3 newly opened malls.

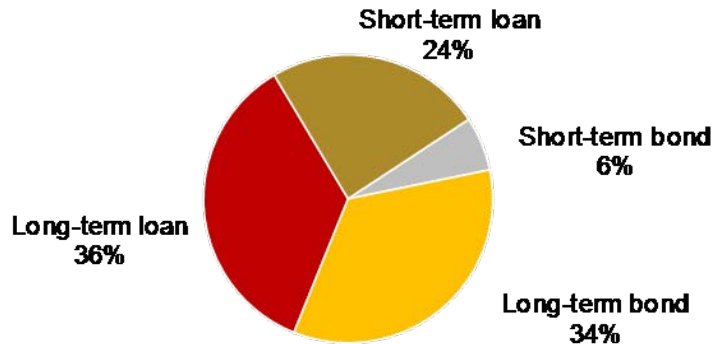
FY13 SG&A breakdown



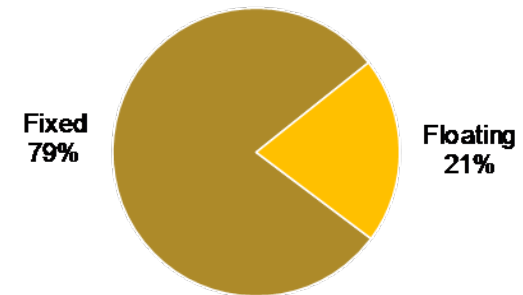
Note: Excludes non-recurring items.

Debt Analysis

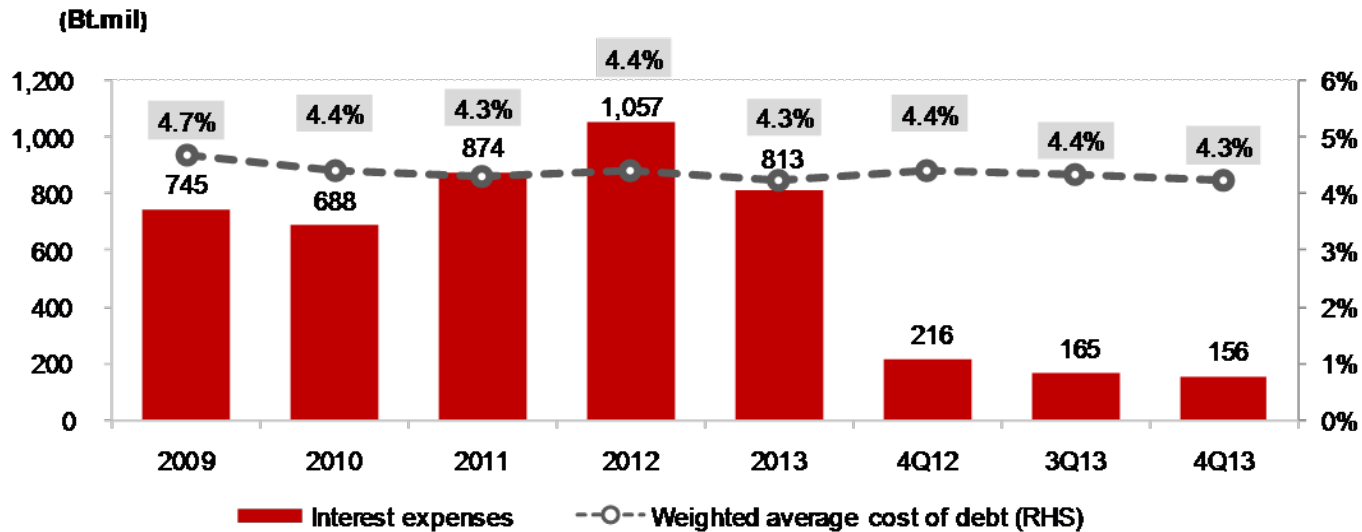
Outstanding Borrowings 19,842 Bt.mil



Fixed vs. Floating Interest Rate Mix

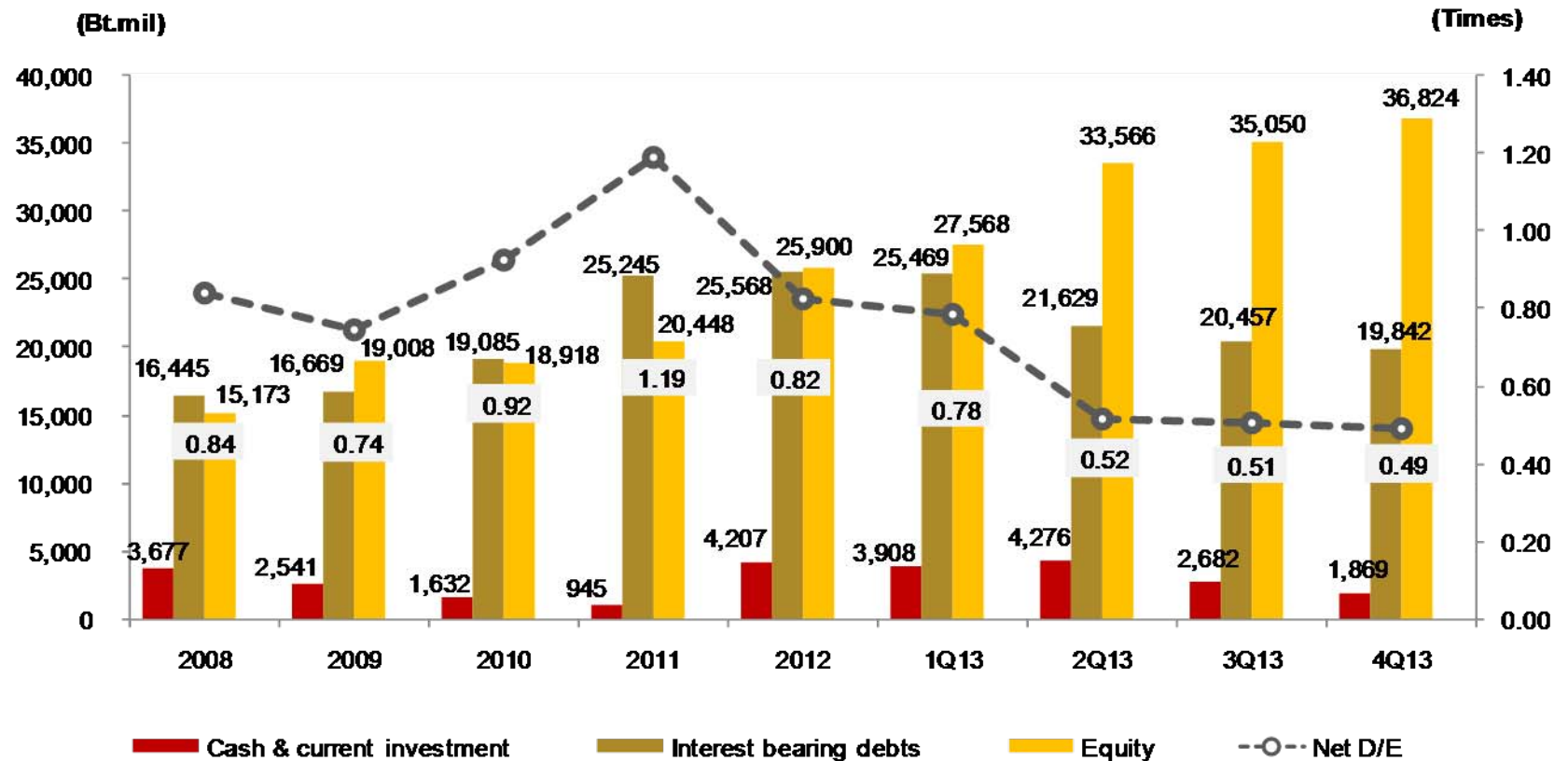


Financing Cost



Capital Structure

CPN's net D/E stood at 0.49 times, against its debt covenant of 1.75 times.



Key Trading Statistics and Dividend

Key Trading Statistics

Key Metrics	THB
Par Value	0.50
Stock Price	41.00
EPS	0.31
P/E (x) ⁽¹⁾	32.56
Market Capitalization (Bt. bn)	184
Authorized Share Capital (mil. shares)	4,488

Note 1: Bloomberg's consensus as of 31 December 2013.

Dividend

Key Metrics	2013	2012	2011	2010	2009	2008
Par Value (THB)	0.50	0.50 ⁽³⁾	1.00	1.00	1.00	1.00
Dividend (THB/Share)	0.55	0.475	0.37	0.25	0.58	0.33
Dividend Paid (Bt. mil)	2,468	2,070	806	545	1,264	719
Dividend Payout Ratio	39.2%	33% ⁽²⁾	39%	48%	25% ⁽¹⁾	33%

Dividend policy is paid annually not less than 40% of net profit (unless there is compelling reason against this).

Note 1: Dividend payout ratio of 25% in 2009 was derived from 40% of normal net profit and 14% of gain from transferring assets into CPNRF.

Note 2: Dividend payout ratio of 33% in 2012 was derived from 40% of normal net profit and 17% of gain from transferring assets into CPNCG.

Note 3: Par split to THB 0.50 per share effective on 7 May 2013



Appendix

Statement of Financial Position

Financial Position (Bt. mil)	Dec-12	Dec-13	% Change
Current Assets			
Cash and current investments	4,207	1,869	(56%)
Other current assets	2,119	3,630	71%
Total Current Assets	6,326	5,499	(13%)
Non-Current Assets			
Investment properties	45,038	53,575	19%
Leasehold rights	11,341	11,457	1%
Property and Equipment (PP&E)	2,463	2,353	(4%)
Other non-current assets	4,467	4,655	4%
Total Non-Current Assets	63,309	72,040	14%
Total Assets	69,636	77,539	11%
Current liabilities	14,492	15,458	7%
Non-current liabilities	29,244	25,257	(14%)
Total Liabilities	43,736	40,715	(7%)
Total Equities	25,900	36,824	42%

Statement of Comprehensive Income

Consolidated earnings (MB)	4Q12	FY12	3Q13	4Q13	FY13	% YoY (4Q12 vs 4Q13)	% QoQ Change	% YoY (FY12 vs FY13)
Revenue from rent and services	4,041	15,325	4,437	4,828	18,128	19%	9%	18%
Retail	3,950	14,513	4,337	4,726	17,726	20%	9%	22%
Office ⁽¹⁾	86	794	95	98	383	14%	3%	(52%)
Other supportive businesses	5	18	5	5	19	2%	0%	4%
Revenue from hotel operation	205	712	214	244	903	19%	14%	27%
Revenue from food and beverage	211	725	213	247	882	17%	16%	22%
Other income	141	926	255	846	1,698	502%	232%	83%
Total revenues	4,598	17,687	5,119	6,166	21,611	34%	20%	22%
Cost of rent and services	2,325	8,556	2,390	2,552	9,542	10%	7%	12%
Retail	2,271	8,042	2,338	2,492	9,323	10%	7%	16%
Office ⁽¹⁾	50	494	48	50	196	1%	5%	(60%)
Other supportive businesses	5	20	4	10	24	113%	132%	21%
Cost of hotel operation	75	269	76	81	309	8%	7%	15%
Cost of food and beverage	177	609	170	187	691	6%	10%	13%
Total costs	2,577	9,433	2,636	2,821	10,542	9%	7%	12%
Operating profit	1,091	5,590	1,766	1,783	7,344	63%	1%	31%
Net profit	1,109	6,189	1,459	1,750	6,293	58%	20%	2%
Net profit excluding non-recurring items	935	4,413	1,459	1,373	5,916	47%	(6%)	34%
EPS (Bt) excluding non-recurring items⁽²⁾	0.21	0.98	0.33	0.31	1.32	47%	(6%)	34%

Operational Performance: CPNRF and CPNCG

In 4Q13, CPN Retail Growth Leasehold Property Fund (“CPNRF”) had three shopping centers and two office towers. In Sep12, CPN Commercial Growth Leasehold Property Fund (“CPNCG”) was launched and currently owns one office.

CPNRF and CPNCG are managed by SCB Asset Management, Fund Manager. Their properties are managed by CPN, Property Manager.

CPNRF Properties	Remaining Life (years)	Leasable Area ⁽¹⁾ (sq.m.)	Occupancy Rate ⁽²⁾		
			4Q13	3Q13	4Q12
1. Rama 2 (Retail)	12 Years	87,086	96%	95%	100%
2. Rama 3 (Retail)	83 Years	37,255	98%	97%	99%
3. Pinklao (Retail)	11 Years	21,730	100%	99%	99%
4. Pinklao Tower A & B (Office)	11 Years	33,760	98%	98%	98%
Total		179,831	98%	96%	99%

CPNCG Office Property	Remaining Life (years)	Leasable Area ⁽¹⁾ (sq.m.)	Occupancy Rate ⁽²⁾		
			4Q13	3Q13	4Q12
CentralWorld (Office)	19 Years	80,585	99%	99%	98%