## **CPN Retail Growth Leasehold Property Fund**

## 4<sup>th</sup> Quarter 2015 Financial Results

10<sup>th</sup> March 2015



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# 1. Operations

## Leasable Area and Occupancy

## Occupancy rate decreased YoY due to the renovation plan of Pinklao project

	Area (sqm)			Occupancy Rate/1			
	Gross Area	Leasable Area	31 Dec 14	31 Mar 14	30 Jun 15	30 Sep 15	31 Dec 15
Rama 2	251,182	88,038	96.5%	95.6%	96.0%	96.4%	96.3%
Rama 3	169,740	37,346	93.8%	90.8%	90.7%	89.3%	92.4%
Pinklao (Plaza)	135,018	28,045	98.3%	76.5%	50.2%	41.4%	66.9%
Pinklao Office Tower A&B	50,653	33,760	96.2%	97.0%	97.5%	96.7%	96.8%
Chiangmai Airport	78,849	37,484	98.9%	97.5%	96.7%	96.7%	96.7%
Total	685,442	224,673	96.6%	93.4%	90.9%	89.8%	<b>92</b> .1%

Source: CPN Note: <sup>/1</sup> Anchor and shop tenants only

## **New and Renewed Lease Profile**

## Rental rates for CPNRF portfolio have continued to grow by 3.2%

	From 1 October to 31 December 2015 /1					
	Renewal and New Leases <sup>/1</sup>					
	No. of Leases	Area (sqm)	% of Total/2			
Rama 2	31	4,597	5.2%			
Rama 3	17	2,331	6.2%			
Pinklao (Plaza)	-	-	-			
Chiangmai Airport	27	2,363	6.3%			
Pinklao Office Tower A & B	23	10,159	30.1%			
Total	98	19,450	8.7%			

Source: CPN

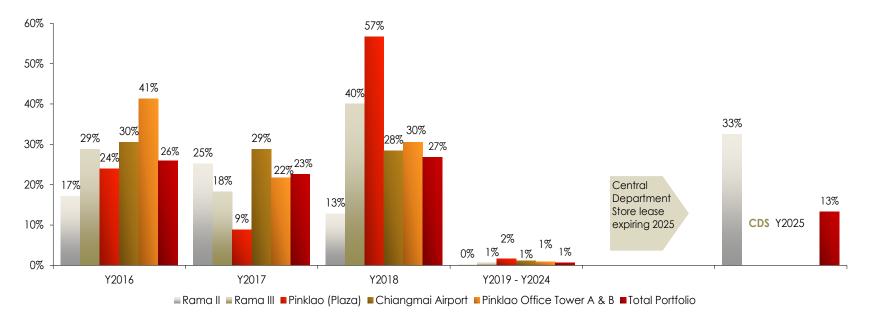
Note:

<sup>/1</sup> Exclude rental agreements < 1 year

<sup>/2</sup> Percentage of leasable area as at 31 December 2015

## Lease expiry profile

## Well balanced lease expiry profile

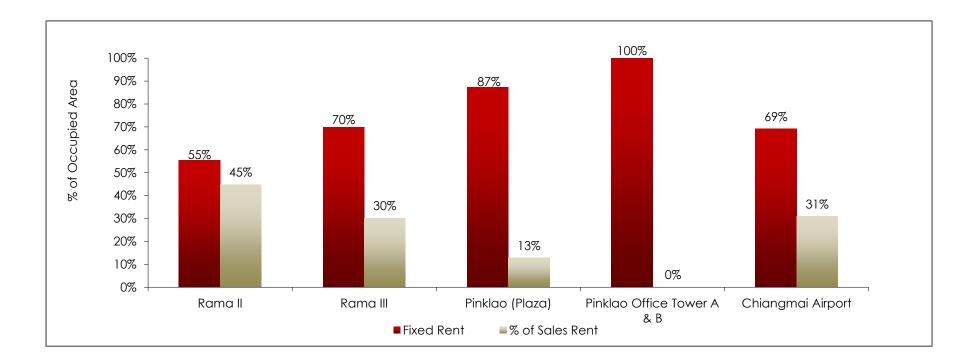


Source: CPN

Note:

- 1. Percentage of total occupied area as at 31 December 2015
- 2. Exclude rental agreements < 1 year

## **Rental Structure Profile**



#### Note:

1.% of total occupied area excluding those with long-term lease with upfront rent as at 31 December 2015

# 2. Financial Highlights

## Income breakdown : 4Q15

# Good performance across the four assets CMA, 22.6% **THB 717mn**, RM2, 42.4% -6.5% QoQ and -18.8% YoY PKO, 12.7% RM3, 22.3%

## **Balance Sheet**

Unit : Baht Million except indicated	3Q15	2Q15	QoQ
Investments in properties at fair value	31,436	31,043	1%
Cash and near cash	713	695	3%
Receivables	99	118	(17%)
Other assets	51	81	(38%)
Total Assets	32,298	31,938	1%
A/P and accrued expenses	159	120	33%
Deposits received from customers	970	975	(1%)
Loan from SCB	1,946	1,955	(0%)
Other liabilities	212	211	0%
Total Liabilities	3,286	3,261	1%
Capital received from unitholders	24,406	24,406	0%
Retained earnings	4,605	4,271	8%
Net Asset Values	29,011	28,677	1%
NAV per unit (Baht)	13.1126	12.9617	1%

## **Profit & Loss**

Net Investment Income decreased by 9.4% QoQ as a result of renovated project in PKO

Unit : Baht Million	3Q15	2Q15	QoQ	3Q14	ΥοΥ
Property level					
Total income	717	766	(7%)	882	(19%)
Total expenses	(38)	(37)	0%	(34)	9%
Property management fees	(84)	(85)	(1%)	(94)	(11%)
Net income from property level	595	644	(8%)	754	(21%)
Fund level					
Other income	1	1	(1%)	2	-54%
Fund management fee and etc.	(11)	(11)	1%	(10)	3%
Interest expenses	(19)	(18)	1%	(18)	0%
Net investment income	567	616	(8%)	727	(22%)
Net realised (loss)/gain on investments	(6)	2	(394%)	-	(100%)
Net unrealised (loss) gains from investment	327	114	187%	108	203%
Net increase in net assets	887	732	21%	835	6%

Unit : Baht Million except indicated	3Q15	2Q15	QoQ	3Q14	ΥοΥ
Net investment income	560	616	(8%)	727	(22%)
Actual distribution					
via Dividend	497	553	(10%)	715	(31%)
Baht per unit	0.2245	0.2500	(10%)	0.3230	(31%)
via Par Reduction	-	-			
Baht per unit					
Total distribution	498	553	(10%)	715	(30%)
Baht per unit	0.2245	0.2500	(10%)	0.3230	(31%)
% of Net investment income	88%	90%	(2%)	98%	(11%)
Annualised distribution yield /1	6.3%	6.9%	(10%)	7.4%	(31%)

Remark:

<sup>/1</sup> Based on unit price of 17.40 Baht as of 16 Sep 2015 (for the third quarter and previous 3 quarters.)

## **Shareholder Structure and Dividend**

Listed on the SET	23 August 2005
Units Outstanding	2,212.5M Units
Registered Fund Size	Baht 24,406.2M
NAV (Sep 2015)	Baht 13.1126

**Dividend Policy** 

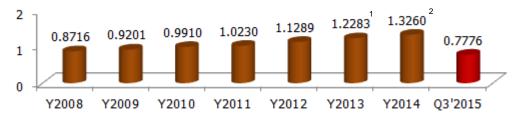
- 4 times a year
- Pay out a minimum of 90% of distributable income

### **Unitholders Information**

(as at 10<sup>th</sup> November 2015)

THAI	87.94%
CPN	26.69%
Institution	28.13%
Individual	33.12%
FOREIGN	12.06%
Institution	12.02%
Individual	0.05%

DPU



	2008	2009	2010	2011	2012	<b>2013</b> /1	<b>2014</b> /2	Q3'2015
Annualize d Yield <sup>/3</sup>	11.17%	9.95%	8.33%	7.99%	5.94%	7.82%	6.00%	5.38%

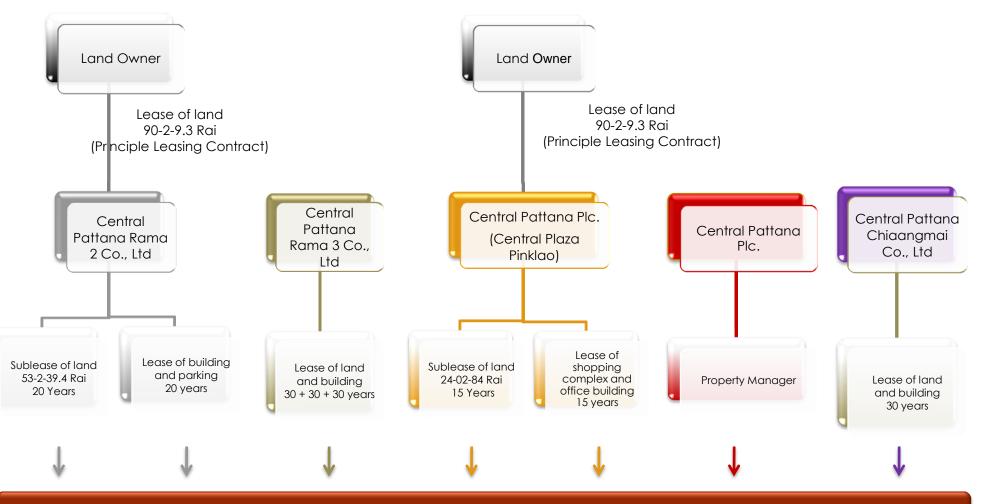
#### Note:

<sup>/1</sup> 2013 dividend for operating period from 1Jan - 15 Dec 2013

<sup>/2</sup> 2014 dividend for operating period from 16 Dec 2013 - 31 Dec 2014

<sup>/3</sup> Based on unit price as at the end of each period

## **CPNRF Fund Structure**



CPN Retail Growth Leasehold Property Fund (CPNRF)

# **CPNRF Fund Information**

Name	CPN Retail Growth Leasehold Property Fund ("CPNRF")
Property Manager	Central Pattana Public Company Limited ("CPN")
Fund Manager	SCB Asset Management Company Limited
Trustee	Kasikorn Bank Public Company Limited
Registrar	The Siam Commercial Bank Public Company Limited
Assets	CentralPlaza Rama 2, CenteralPlaza Ratchada-Rama 3, CentralPlaza Pinklao, and CentralPlaza Chiangmai Airport
Туре	Property Fund Type I (Indefinite Life)
Total Registered Fund Size	Baht 24,406.21 MB
Fund Registered Date	11 August 2005
Fund Investing Date	15 August 2005 for CentralPlaza Rama 2 16 August 2005 for CentralPlaza Ratchada-Rama 3 4 November 2009 for CentraPlaza Pinklao 24 April 2014 for CentralPlaza Chiangmai Airport
Fund Listed Date	23 August 2005
Secondary Market	The Stock Exchange of Thailand ("SET")