



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

Central Pattana Plc.

Property Development and Investment

MEMBER OF

**Dow Jones
Sustainability Indices**

In Collaboration with RobecoSAM



CentralPlaza Mahachai

Corporate Presentation: 2Q17 Performance Review

Contents









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CPN at a Glance

VISION

To be the most admired and dynamic regional retail property developer with world-class rewarding experience

Mixed-use Project Development

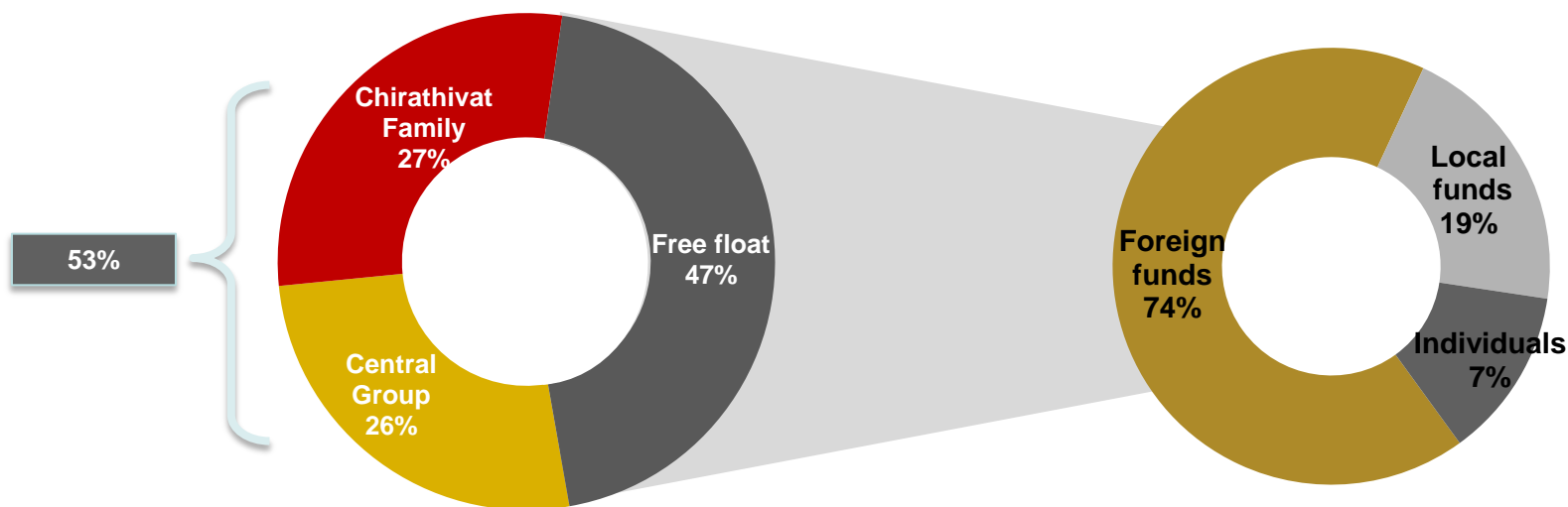
Malls	Other related business			Property funds	
	Residential	Commercial	Hotel	CPNRF	CPNCG
 RETAIL PROPERTIES	 RESIDENTIAL PROPERTIES	 OFFICE PROPERTIES	 HOTEL PROPERTIES	 27% in CPNRF	 25% in CPNCG
1 centralw^old 22 centralplaza 6 centralfesti^oal 1 centralmarina	1 Residence Central City Residence @ Bangna	7 Office Buildings <ul style="list-style-type: none"> • Lardprao • Pinklao Tower A • Pinklao Tower B • Bangna • CentralWorld Tower • Chaengwattana • Rama9 	2 Hotels  	CPNRF: RM2, RM3, PKO, CMA, Pinklao Tower A&B	
30 Shopping Malls	1.6 mn sqm NLA	93%* CPN Occ. Rate	1st Rank Retail Developer	21% Market Share in BKK	

CPNRF:
RM2, RM3, PKO, CMA,
Pinklao Tower A&B

CPNCG:
The Offices @ CentralWorld

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

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

Central Group

Central Pattana Public Company Limited (53%)*



Central Department Store Group (100%)*



Central Hotel & Resort Group (65%)*



Central Food Retail Group (100%)*



Central Restaurant Group (65%)*



Central Hardlines Group (100%)*



Central Marketing Group (100%)*



Central Online (50%)*



Property Development and Management



Property Developer
& Property Manager

Shopping Mall

Department Store
& Category killers



CRG



CMG

CRG & CMG

- ~12% of total leasable areas and also in term of total revenue
- Pricing criteria as same as others

Other tenants

- ~88% of total leasable areas and also in term of total revenue

Central



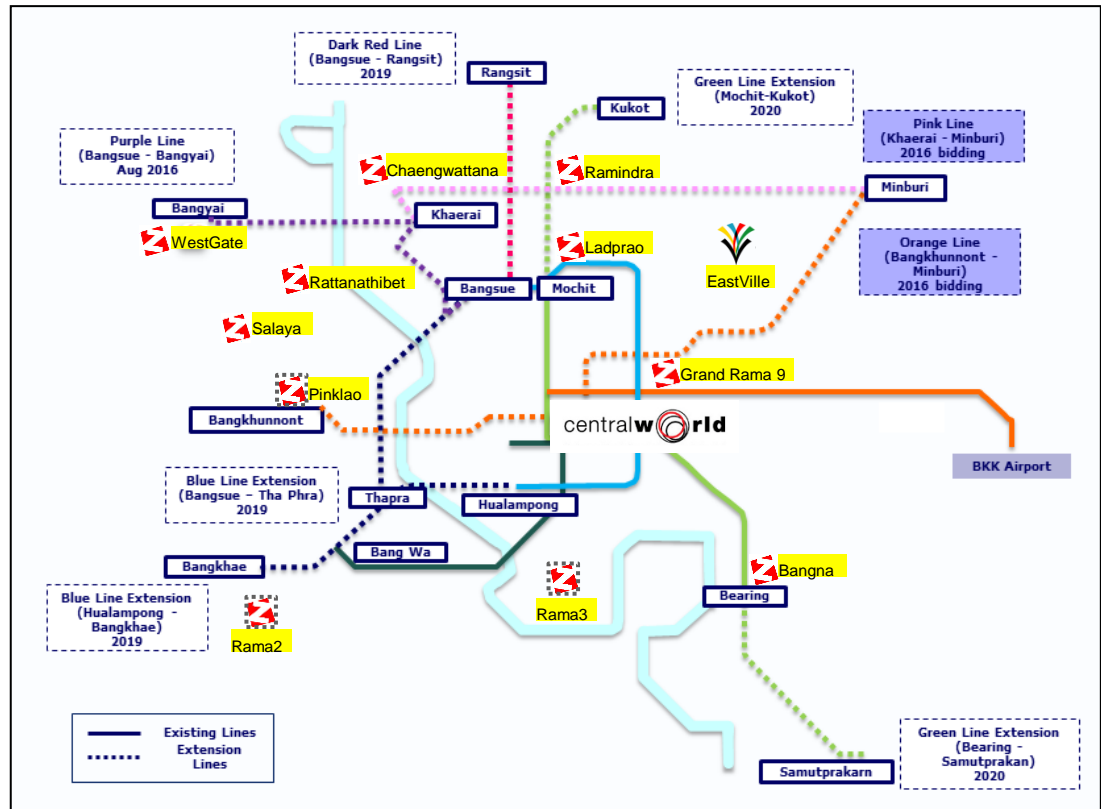
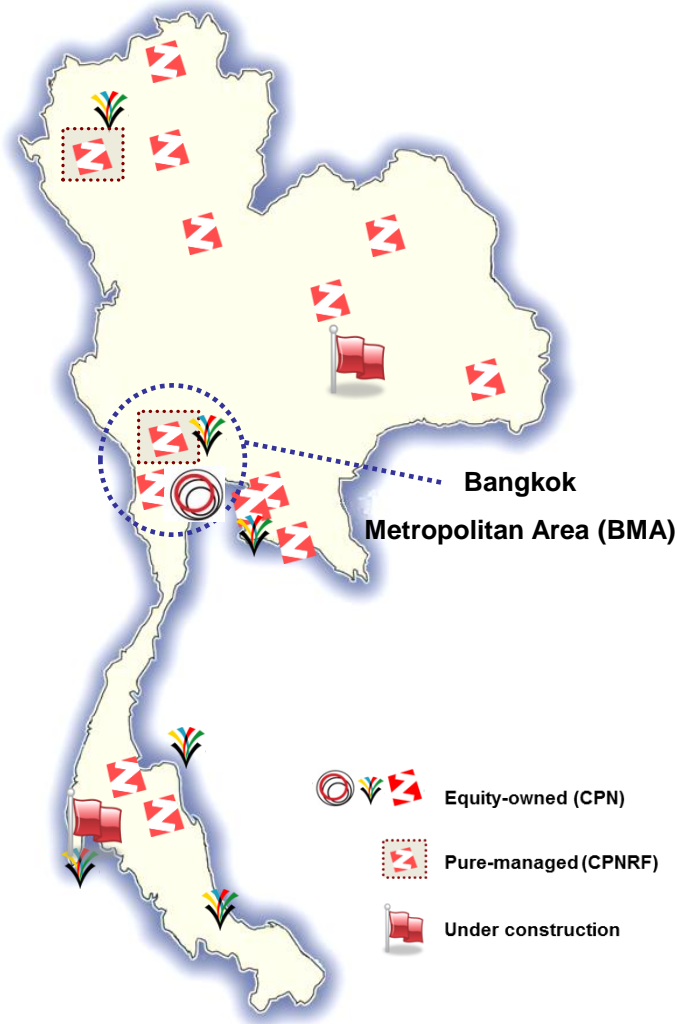
Joint developers

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

Property Locations

Existing Projects (30)

- Shopping Centers (13 BMA, 17 Provinces)
 - central**w**orld 1 (BMA)
 - central**pl**a 23 (11 BMA, 12 Provinces)
 - central**festi**val 6 (1 BMA, 5 Provinces)
- Offices (7)
- Hotels (2)
- Residence (1)



CPN's Growth Aspiration



5 year target : top line growth of 14-15% CAGR for 2017-2021

Mixed-use Project Development

Malls

15 New projects:

- 14 Domestic projects
(BKK:Provinces = 50:50)
- 1 Overseas project
(i-City in Malaysia)

Renovation projects:

2017: CPN: CTW and PKT
CPNRF: RM3, RM2, CMA

2018-2021: approx. 2-3 projects/year

Other related business

ESCENT Condominium

2018: ESCENT Khonkaen
ESCENT Chiangmai
ESCENT Rayong

Target: 3 projects/year

Other mixed-use projects

2019-2021: 1-3 projects

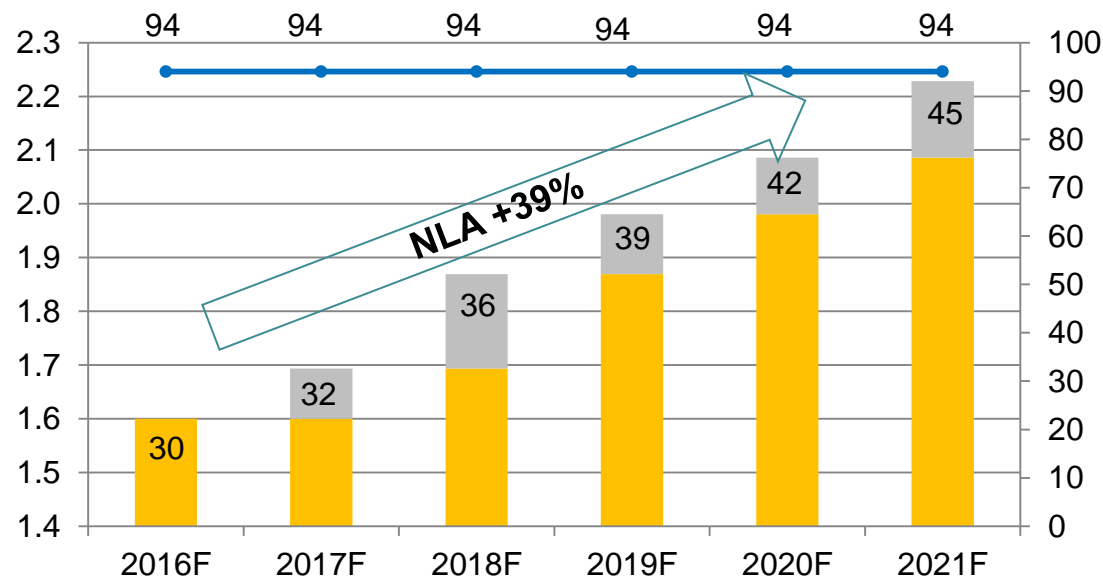
Property funds

2017:
CPNRF Conversion to **REIT**

Future Leasable Area & Occupancy Rate

Retail NLA
(mn sqm)

Occupancy Rate
(%)



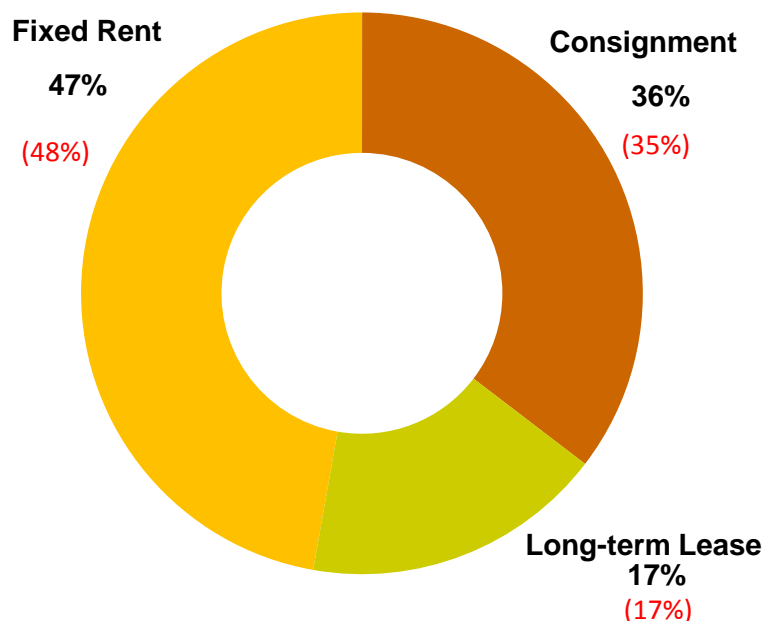
No. of Malls	2016	2017F	2018F	2019F	2020F	2021F
Domestic	30	32	35	38	41	44
Overseas			1	1	1	1
NLA (mn sqm)	1.61	1.69	1.87	1.97	2.08	2.22
Residential			3	6	9	12
Other mixed-use				1 - 3 projects		

Rental Contracts Type & Upside

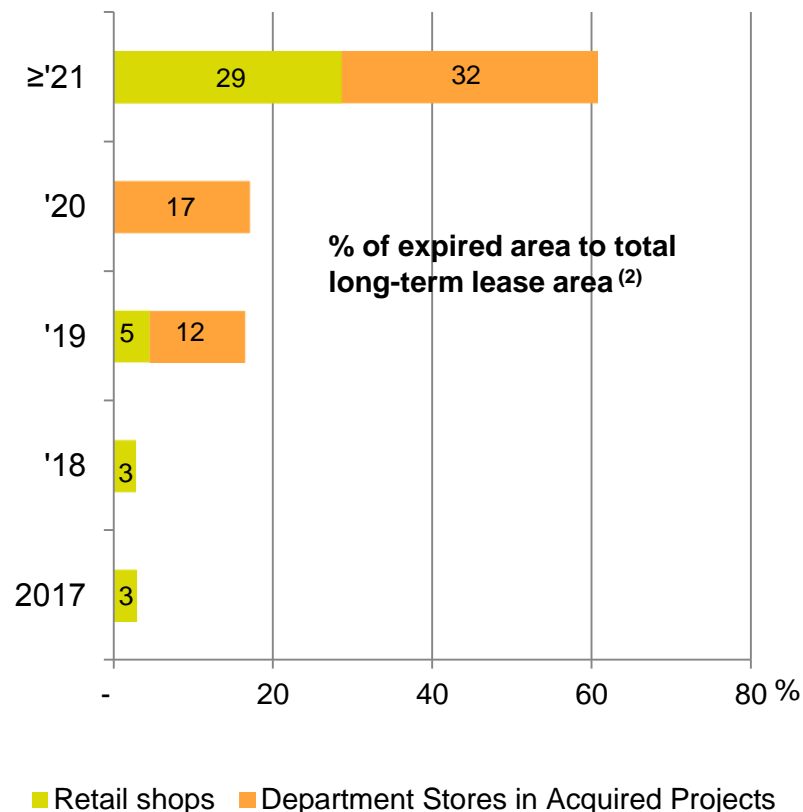
Upside from expirations of long-term lease contracts converted into short term contracts at market rental rate should help increase revenues.

Reliable contract structure

Types of rental contract ⁽¹⁾



Long-term Lease: Potential higher revenue⁽²⁾



Additional CAPEX to drive future growth

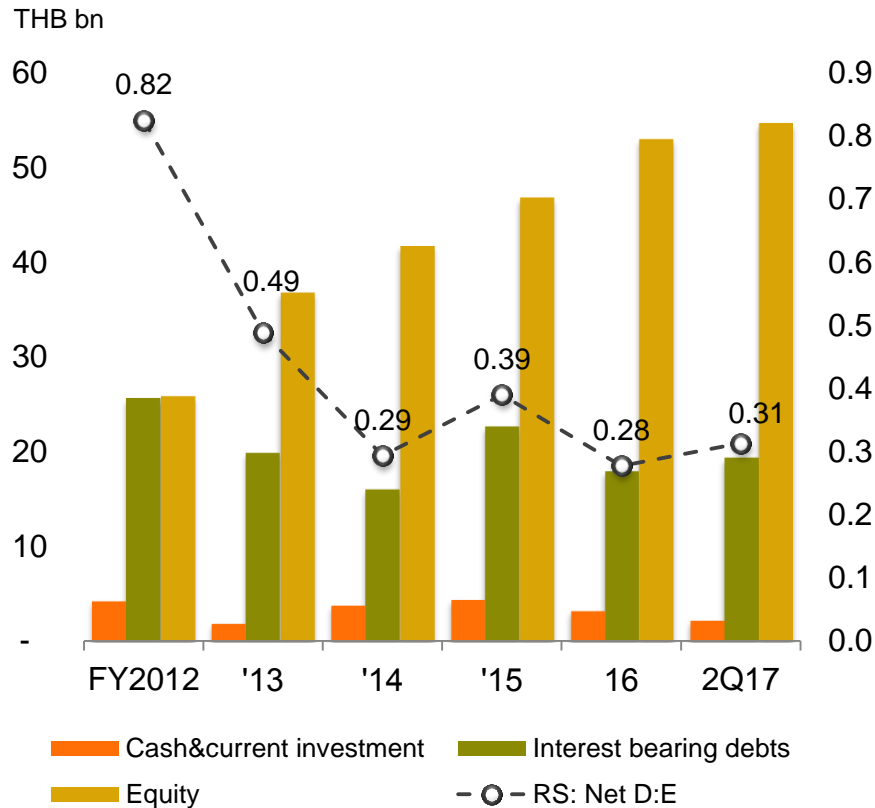
Capex will continue to focus on core business

Capex 2016-2020F

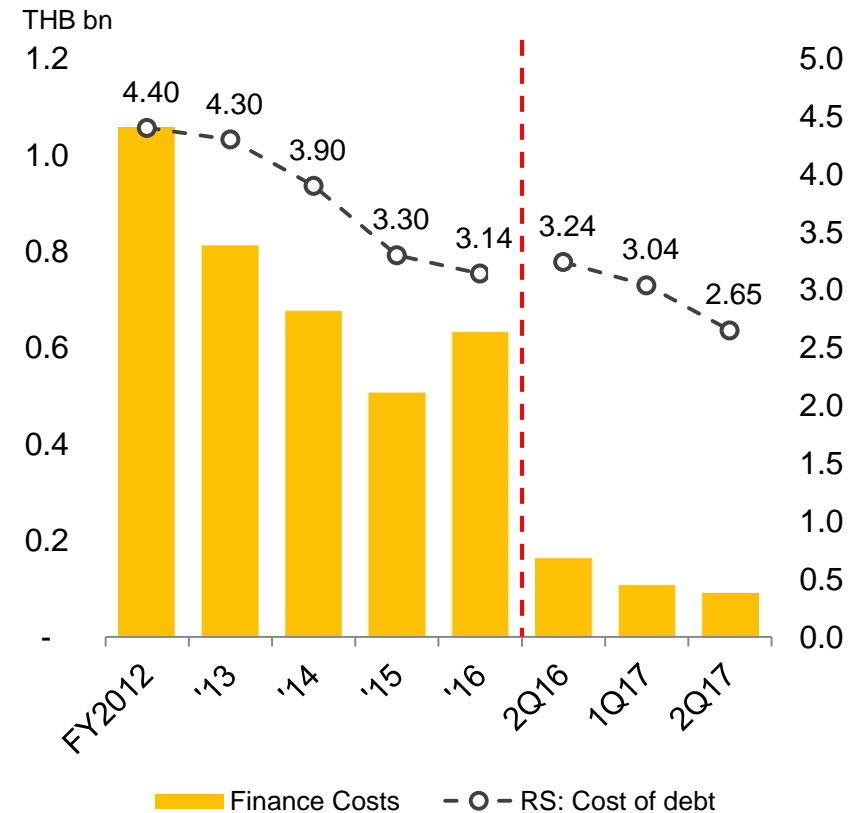
(THB bn)	FY2016	'17F	'18F	'19F	'20F
Under construction	6.0	8.0	5.8	2.1	0.5
Enhancement	2.7	2.5	2.6	1.9	1.4
Potential	0.0	5.1	4.4	9.1	12.5
Total Malls	8.7	15.6	12.8	13.1	14.4
Residential	0.5	1.7	2.6	3.2	3.5
Total Capex	9.2	17.3	15.5	16.2	17.8

Solid balance sheet despite expansion

Balance sheet and D:E



Finance Costs and cost of debt (1)



(1) Cost of debt was derived from interest expenses including interest capitalization for projects under development

2017 Strategic Directions

Growth

2017
Direction

“Smart Development & Sustainable growth toward mixed-use development”

SMART DEVELOPMENT

1. Shopping mall business:

- New malls
- Asset Enhancement
- New Formats & Concepts
- Space utilization

2. Mixed-use development

- Residential development

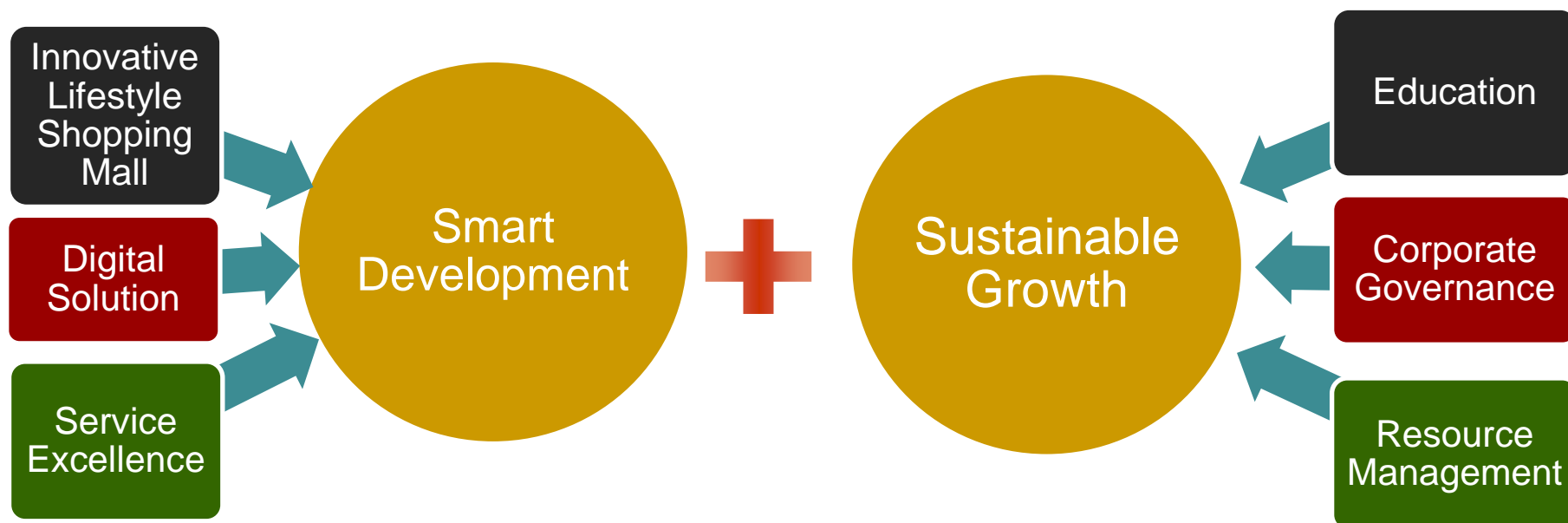
High growth potential in 2018 is expected, driven by new malls, AEI, and Residential properties.

3. Acquiring land bank both domestic and overseas & seeking for acquisition opportunities

	2017	2018	2019
New Malls	CentralPlaza Nakhon Ratchasima CentralPlaza Mahachai	Central Phuket Central i-City 1 Unannounced Malls	3 projects
Enhanced Malls	CPN: Central World CentralFestival Phuket 1 CPNRF: CentralPlaza Rama 3 CentralPlaza Rama 2 CentralPlaza Chiangmai Airport	2 - 3 projects	2 - 3 projects
Condominium		Escent Chiangmai, Khonkaen, Rayong	Escent Chiangmai, Chiangrai, Nakhon Ratchasima

2017 Strategic Directions

CPN Shopping Mall = CENTER OF LIFE



Innovative Lifestyle Shopping Malls

New format & concepts

centralfestival
EASTVILLE



Sky Run - A rooftop jogging track



Think Space B2S – “Co-Working Space”



Kids Playground



Pet Park

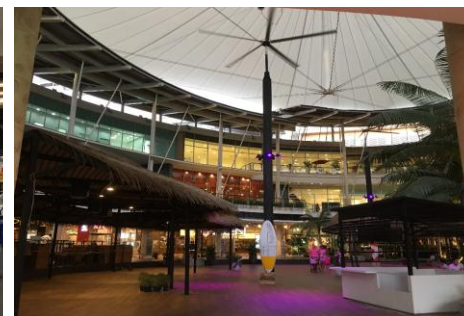
CentralFestival Phuket



Food Destination



Food Patio



Public House



Domestic expansion continues

CentralPlaza Nakhon Ratchasima

Investment cost ⁽¹⁾ : THB 5.00 bn
NLA ⁽²⁾ : 56,000 sqm
Joint developer ⁽³⁾ : Central Department Store
Land Size : 26 acres (65 rais) (Freehold)
Parking : 3,500 cars
Leasing Progress : 70%



CentralPlaza Mahachai

Investment cost ⁽¹⁾ : THB 3.20 bn
NLA ⁽²⁾ : 28,850 sqm
Joint developer ⁽³⁾ : Robinson Department Store
Land Size : 40 acres (100 rais) (Freehold)
Parking : 1,500 cars
Leasing Progress : 77%



2017

Nov -17

Nov-17

2018

1Q18

2021



CentralPhuket

Investment cost ⁽¹⁾ : THB 6.65 bn
NLA ⁽²⁾ : 63,000 sqm
Joint developer ⁽³⁾ : -
Land Size : 22 acres (57 rais) (Leasehold)
Parking : 3,000 cars
Leasing Progress : TBA

11 additional projects '18-'21
 (BKK:Provinces = 50:50)

International project in Malaysia

Central i-City

Investment Cost ⁽¹⁾	THB 8.3 bn
Joint venture	I-R&D Sdn Bhd (“IRD”), an I-Berhad wholly-owned subsidiary CPN holds 60% stake and IRD holds 40% stake CPN will lead in the development and management of the shopping mall
Program:	
GFA	278,000 sqm
NLA	89,700 sqm (including department store)
Land size	11 acres (27 rais) (Freehold)
Location	i-City, Shah Alam, Selangor Darul Ehsan, Malaysia
Opening (Tentative)	4Q18



Project progress:

- **100% completion of Anchor Leasing (Department Store, Supermarket, and Cinema)**
- **Secured fashion anchors and fitness**

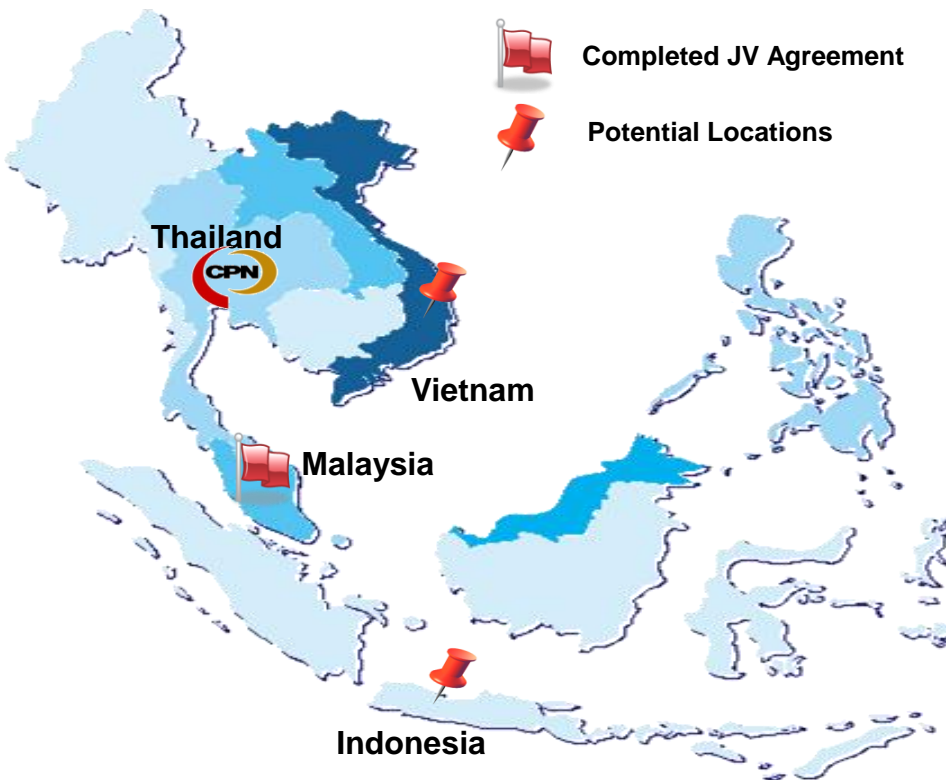
Potential expansion in neighboring countries

Growth

2017
Direction

Investment strategy

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



Malaysia

- ✓ Realistic land prices and freehold ownership
- ✓ Moderate competition and fragmented market
- ✓ High spending power with customer profile similar to Thailand

Vietnam

- ✓ Large population
- ✓ Low competition with few major players
- ✓ Strong growth in disposable income/low spending power

Indonesia

- ✓ Large population
- ✓ Rapidly growing middle class population with increasing spending power
- ✓ Sophisticated market but strong competition from existing players
- ✓ High cost of fund and unrealistic land price with limited infrastructure

Asset enhancement projects

Modernize malls to enhance asset value and draw traffic

4 Projects in 2016

- CentralPlaza Bangna
- CentralMarina
- CentralFestival Phuket
- CentralPlaza Chaengwattana

5 Projects in 2017

centralw^orl^d



centralplaza
RAMA 3

centralplaza
RAMA 2

centralplaza
CHIANGMAI AIRPORT

2016

2017



Asset enhancement in 2017

centralw^orld

Renovation Period: 4Q16 – 2Q18

Investment Cost: THB 2.00 bn



Renovation Plan:

- Enhance circulation and simplified navigation
- Re-zone merchandise to suit current market
- Major anchors & entertainment addition
- Enhance customer experience through new retail concept design
- Enhance linkage to public transportation
- Better service & more convenience



Asset enhancement in 2017

central **plaza**

RAMA 3

Renovation Period: Apr-Dec 17

Investment Cost: THB 1.00 bn

Asset under CPNRF



Renovation Plan:

- Re-zone merchandise to suit current market
- Enhance customer experience through new design
- Better service & facility system

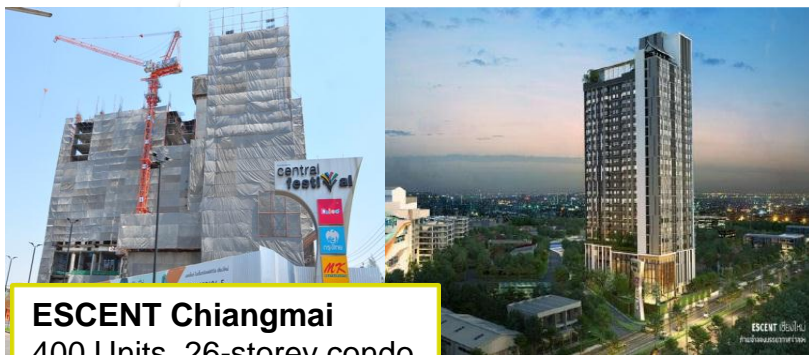


Residential projects

Value-added condominium projects in key domestic market

ESCENT

- maximize value creation from outstanding mall locations ;
- The first 3 projects to completed in 2018 : Chiangmai, Rayong, and Khonkaen



ESCENT Chiangmai

400 Units, 26-storey condo

100% pre-sales

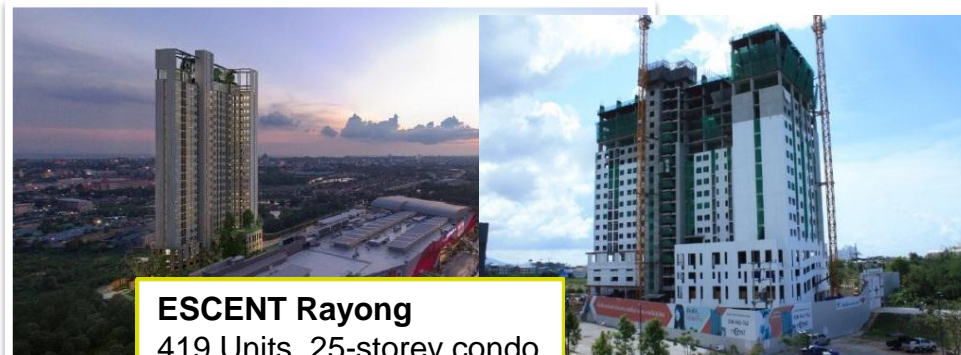
Transfer: 1Q18

ESCENT Khonkaen

408 Units, 24-storey condo

100% pre-sales

Transfer: 2Q18



ESCENT Rayong

419 Units, 25-storey condo

100% pre-sales

Transfer: 1Q18



**New projects launched
in 2017, total value of
THB 2 bn**

ESCENT Nakhon Ratchasima

380 Units

21-storey condo

Pre-sale: Nov'17

ESCENT Chiangrai

312 Units

8-storey condo

Pre-sale: Oct'17

ESCENT Chiangmai

450 Units

8-storey condo

Pre-sale: Dec'17

2017 Strategic Directions

Growth

2017
Direction

Funding

- CAPEX \approx THB 17.0 bn (Operating Cash Flow THB \approx 15.0)
- CPNREIT SETUP: Alternative source of funding
 - Finished by 4Q17
 - New asset injection

Financial

2017 Guidance:

- Top-line growth +6-8%
- Maintain Gross Margin and EBITDA margin at high level

2018 Guidance:

- Significant top-line growth 20-25%

Operation

- Cost efficiency improvement
- Tenants Management
- Customers Experiences
- Space utilization efficiency management
- Online social community

CG & SD

- Increase DJSI score
- Focus on ESG toward 3 Concentration areas
 - Education program
 - Reduction in Carbon Footprint
 - Community centrality

CPNRF conversion into REIT

Objectives and rationales

Rationales/ Benefits

- Growth potential from ability to invest in additional assets as current regulations prohibit property funds from any capital increase
- Dividend accretion for existing unitholders
- Diversifying sources of income for unitholders
- More flexible capital structure under REIT platform
- Enhancement of trading liquidity in the secondary market

Tax waiver for PFPO-REIT conversion

- The Cabinet approved a tax waiver for PFPO-REIT conversion on 27 October 2015 to encourage the conversion to REIT. This waiver will expire on 31 December 2017.

Transaction Cost	Previous tax scheme	New proposed tax scheme (till 31 Dec 2017)
Lease Registration Fee: Leasehold	1.0% of lease value	0.01% (not exceeding THB 100,000)
Stamp Duty: Leasehold	0.1% of lease value	Waived
VAT: Leasehold & Freehold	7.0% of asset value	Waived
Payment in kind to PFPO unitholders with REIT units	Unclear	Waived

CPNRF conversion into REIT

Benefits & Concerns between PFPO and REIT

Differences	Property Fund	REIT
Capital increase for additional investment	Not allowed	Allowed
Gearing	10% of NAV	35% of total assets and 60% of total assets if rated as an investment grade
Investment	<ul style="list-style-type: none"> Limited types of income-generating properties in Thailand (retail, warehouse, office, hotel and service apartment) Can only invest in property with >80% construction completion 	<ul style="list-style-type: none"> Real properties both in Thailand and offshore with total value not less than THB 500 mn Can invest in asset under development with investment needed to complete not more than of 10% of NAV
Debt financing at IPO	Not allowed	Allowed
Role of sponsor	As a major unitholder plays a passive role on fund management	Can take REIT Manager role and actively manage REIT for the best benefit for unitholders

Tax on dividends

Differences	Property Fund	REIT
Thai Retail	10% withholding tax	10% withholding tax
Thai Listed co.	100% of corporate income tax is waived ⁽¹⁾	Combine with net income towards corporate income tax (20%)
Thai Limited co.	50% of corporate income tax is waived ⁽¹⁾	
Foreign Retail	n/a	10% withholding tax or as indicated in DTA
Foreign Corporate	n/a	

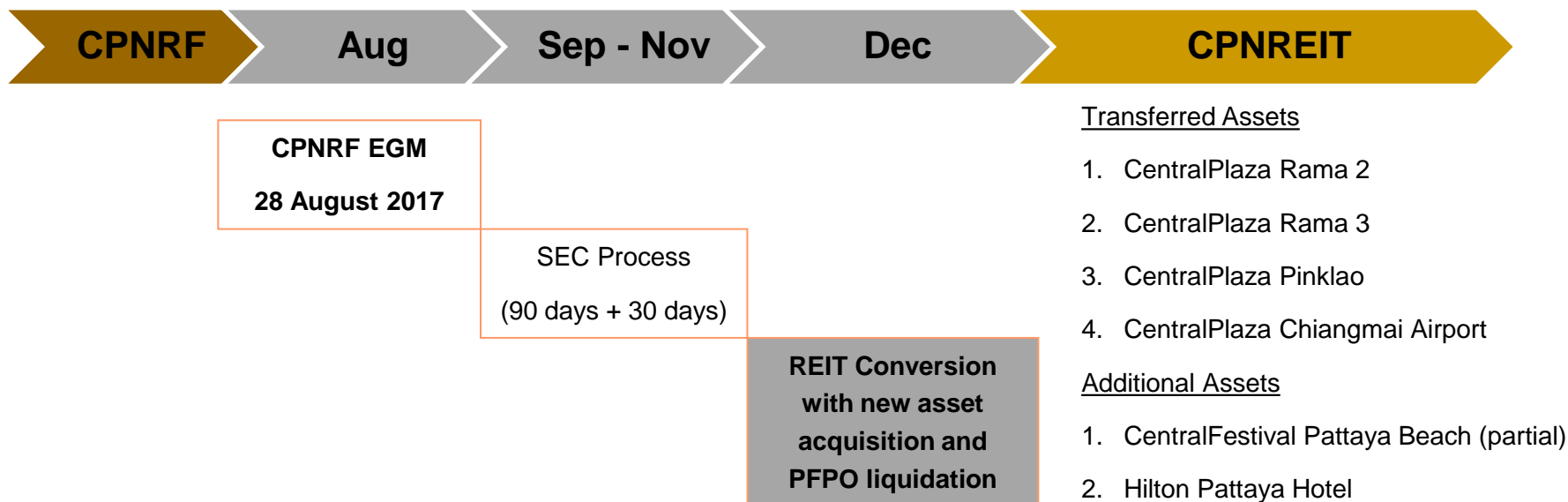
(1) if holding 3 months pre and post dividend payment

CPNRF conversion into REIT

Proposed Transaction

REIT Name	CPN Retail Growth Leasehold Real Estate Investment Trust (“CPNREIT”)
Transaction	1) PFPO-REIT Conversion 2) New asset acquisition (net asset price of Baht 11,908 mn) 2.1 CentralFestival Pattaya Beach (partial) 2.2 Hilton Pattaya Hotel
Sponsor/REIT Manager	CPN REIT Management Co., Ltd.
Trustee	SCB Asset Management Co., Ltd.

Timeline




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Appendices

Strong Development & Acquisition Pipeline

	1980s	1990s	2000s	2010-2016
	30 existing projects (24 Greenfields, 6 Acquisitions <=> 13 in Bangkok, 17 in Provinces)			
Green-field Development	<u>Bangkok (1)</u> 1980 Established under Central Plaza Co., Ltd. 1982 CentralPlaza Lardprao  CentralPlaza Lardprao	<u>Bangkok (3)</u> 1993 CentralPlaza Ramindra 1995 CentralPlaza Pinklao 1997 CentralPlaza Rama 3 <u>Province (1)</u> 1995 CentralPlaza 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 (4)</u> 2011 CentralPlaza Grand Rama 9 2014 CentralPlaza Salaya 2015 CentralPlaza WestGate 2015 CentralFestival EastVille <u>Provinces (9)</u> 2011 CentralPlaza Chiangrai 2011 CentralPlaza Phitsanulok 2012 CentralPlaza Suratthani 2012 CentralPlaza Lampang 2013 CentralPlaza Ubonratchathani 2013 CentralFestival Chiangmai 2013 CentralFestival Hatyai 2014 CentralFestival Samui 2015 CentralPlaza Rayong
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	2016 CentralPlaza Nakhon Si Thammarat <u>Province (1)</u> 2015 CentralFestival Phuket
Redevelopment & 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>Bangkok (2)</u> 2013 CentralPlaza Bangna 2015 CentralPlaza Pinklao <u>Province (1)</u> 2012 CentralPlaza Udonthani (Phase 2)

2Q17 Performance Overview

30
Shopping Malls

1.6 mn sqm
NLA

93%*
CPN Occ. Rate

6%YoY
Rev. Growth

8%YoY
Profit Growth

Key Drivers

- The new project launched in 2016 i.e. CentralPlaza Nakhon Si Thammarat
- The renovated projects - CentralPlaza Pinklao, CentralPlaza Bangna and CentralMarina – full quarter contribution.
- Successful Food Destination Zone
- Resilient Same Store Revenue Growth of 3.4%
- Effective space utilization: promotion area, convention halls, and on-site media
- Cost efficiency: continual sustained cost saving measures

2Q17 Financial Highlight

(THB mn)	2Q17	1Q17	%QoQ	2Q16	%YoY
Revenues	7,620	7,719	-1%	7,199	6%
Operating profits	2,847	3,216	-11%	2,732	4%
Normalized Net Profit	2,483	2,776	-11%	2,293	8%
GP Margin (%)	50.1%	52.0%	-1.9%	49.0%	1.1%
EBITDA Margin (%)	54.5%	58.3%	-3.8%	55.2%	-0.7%
Net D:E (time)	0.31x	0.21x	0.10x	0.38x	-0.07x

Dividend payment

Dividend: 0.83 Baht per share

XD: 10 Mar 2017

Payment: 19 May 2017

MEMBER OF

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Sustainability Indices

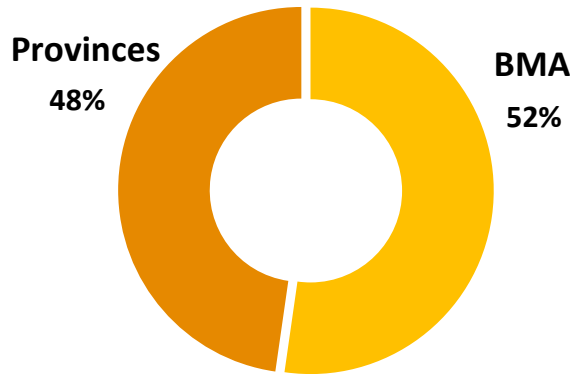
In Collaboration with RobecoSAM

CPN is recognized in the DJSI Emerging Markets for 3 consecutive years.

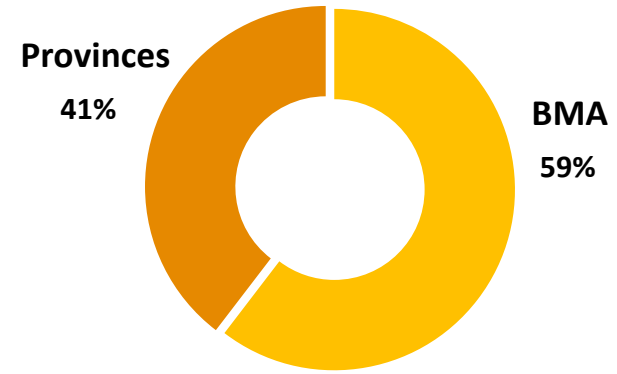
Leasable Area and Occupancy

Retail Properties	No. of Projects	Land			NLA ⁽¹⁾⁽²⁾ (mn sqm)			Occupancy Rate ⁽¹⁾		
		Freehold	Leasehold	Freehold & Leasehold	Retail	Department Store	Total	2Q16	1Q17	2Q17
BMA	13	3	7	3	0.68	0.06	0.74	94%	95%	93%
Provinces	17	11	4	2	0.58	0.06	0.63	92%	93%	93%
Total⁽¹⁾	30	14	11	5	1.26	0.12	1.38	93%	94%	93%

Breakdown: NLA



Breakdown: rental income



Non-core Properties	No. of Projects	NLA (sqm)	Occupancy Rate ⁽¹⁾		
			2Q16	1Q17	2Q17
Office in BMA ⁽¹⁾⁽²⁾	5	56,239	96%	96%	94%
Residential in BMA	1	1,568	37%	21%	21%
Hotel in provincial area	2	561 rooms	82%	92%	83%

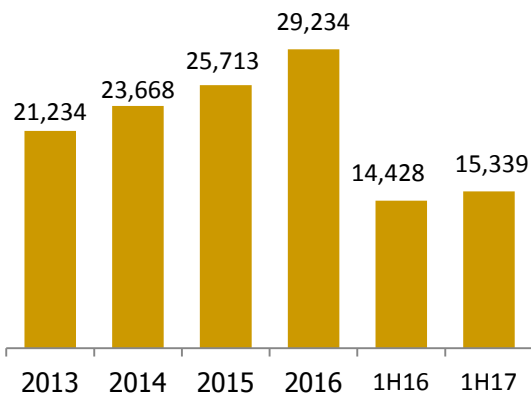
(1) Excludes area transferred to CPNRF and CPNCG

(2) Excludes rental agreements < 1 year, such as kiosk, carts, ATMs and coin machines.

Financial Summary

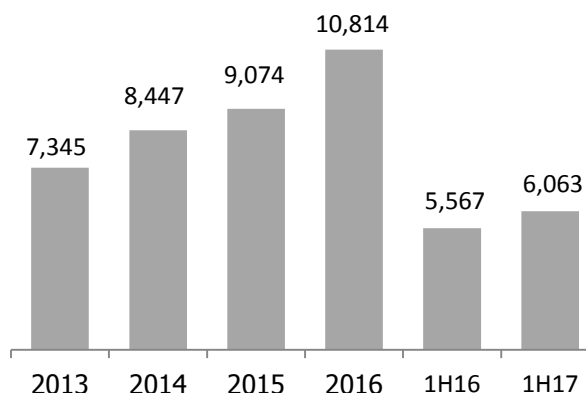
Total revenues (excl non-recurring items)

(THB mn)



Operating profit

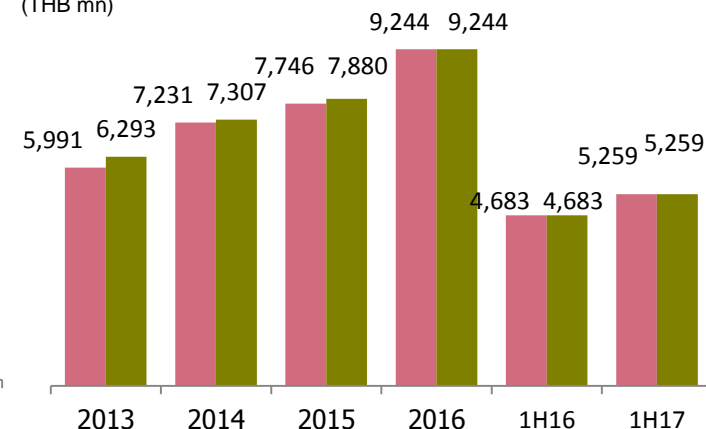
(THB mn)



Normalized Net profit

Net profit

(THB mn)

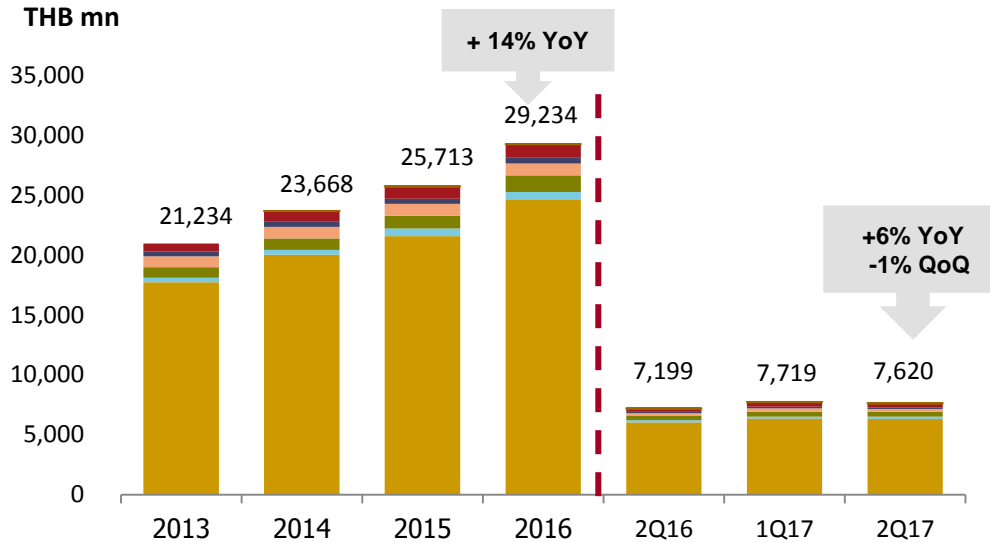


% YoY Growth	2013	2014	2015	2016	1H16	1H17
Total revenues (Exc. non-recurring items) ^{/1}	19%	13%	9%	14%	18%	6%
Operating profit (Exc. non-recurring items)	31%	15%	7%	19%	20%	9%
Normalized Net profit	36%	21%	7%	19%	17%	12%
Net profit	2%	16%	8%	17%	13%	12%
Same store revenue growth	12%	4%	2%	2%	3%	3.4% ^{/2}
Gross Profit Margin (Exc. Other Income)(%)	47%	48%	48%	49%	49%	51%
EBITDA Margin (%)	52%	53%	53%	54%	56%	56%

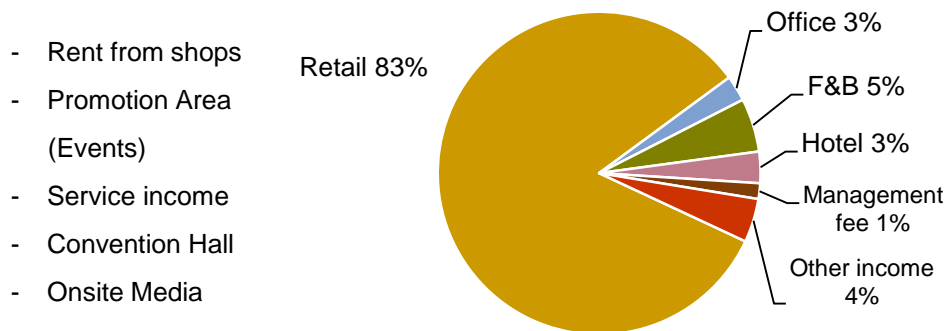
^{/1} Total revenue includes rental & service, hotel operation, food & beverage, and other incomes, excluding interest income, share of profit from investment.

^{/2} Excl. CentralPlaza Nakhon Si Thammarat, CentralPlaza Pinklao, CentralWorld, CentralMarina, and CentralPlaza Rama 3

Revenue Breakdown



2Q17 Revenue breakdown



2Q17 total revenues ^{/1} **+6% YoY** or THB 421 mn
YoY mainly contributed by

Rent and services +5% YoY

- Full quarter contributed from new mall: CentralPlaza Nakhon Si Thammarat, and asset enhancement: CentralPlaza Pinklao, CentralPlaza Bangna, and CentralMarina
- Resilient performance of existing projects such as CentralFestival EastVille, CentralPlaza WestGate, CentralPlaza Ubonratchathani, CentralPlaza Rayong, CentralPlaza Salaya, and CentralPlaza Suratthani

Hotel +6% YoY

- Driven mainly by higher average occupancy rate and RevPar of Hilton Pattaya Hotel & Centara Hotel & Convention Centre Udonthani

F&B sales +15% YoY

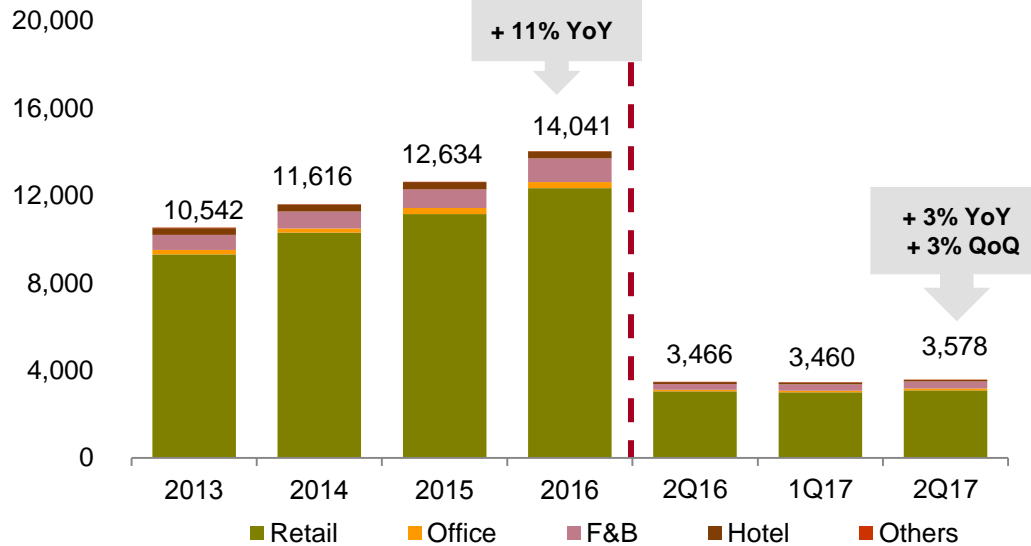
- Contributions from new food courts launched in 2016 at CentralPlaza Nakhon Si Thammarat, CentralPlaza Bangna, CentralMarina, and CentralPlaza Chaengwattana
- Strong performances of existing food courts both in Bangkok and provincial malls.

Implementing strategic marketing activities:

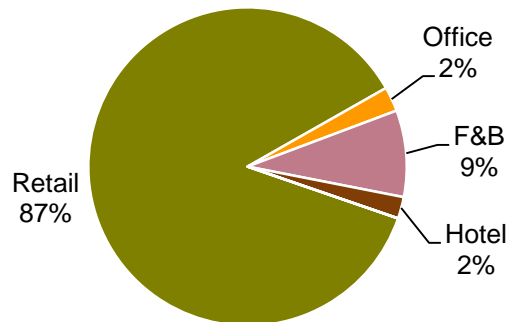
- In collaboration with business partners, holding promotional campaigns to encourage more spending from local customers and cater for expanding foreign tourists visiting Thailand.

Cost Breakdown

(THB mn)



2Q17 Cost breakdown



2Q17 total costs +3% YoY or THB 112 mn YoY mainly due to:

Cost of Rent and Services +2% YoY

- Increased at a slower pace than the growth of revenue because of lower security cost and utility cost
- On a same-store basis, utility cost decreased 5% YoY due to lower Ft tariff last year till 2Q17

Cost of Hotel Business +5% YoY

- In line with revenues of hotel business mainly resulting from effective cost management and control in both room and F&B segment

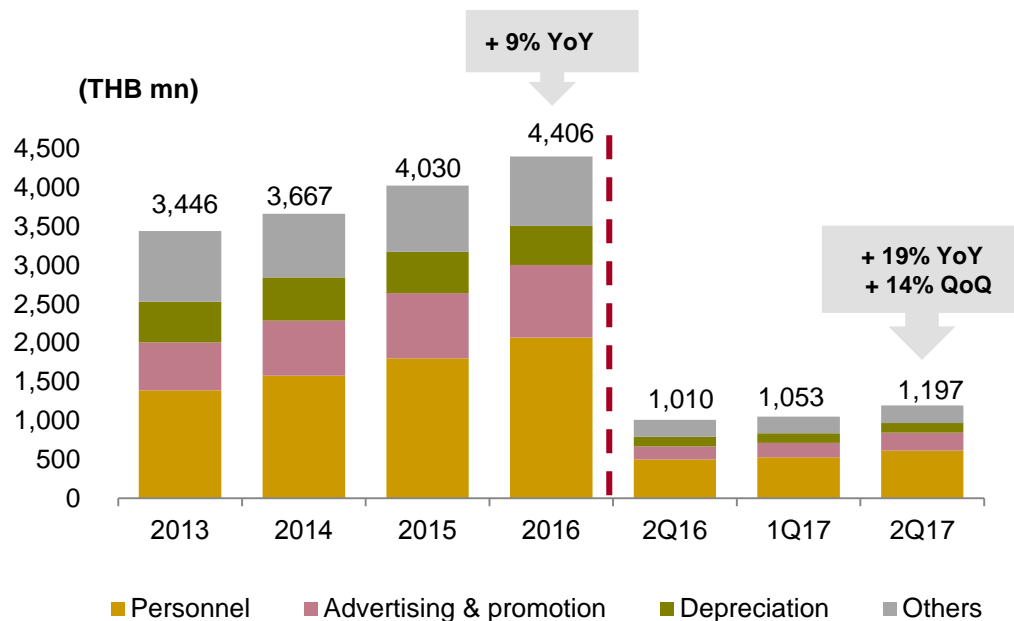
Cost of F&B +15% YoY

- Increasing operating costs from new and renovated food courts launched in 2016 and 2017. The growth was in line with growth of F&B sales.

Focusing on efficient cost management:

- Continuing implementation according to energy conservation measures, thus less consumption unit in addition to lower Ft charges during quarter, led to lower utilities costs.

SG&A Expenses Breakdown



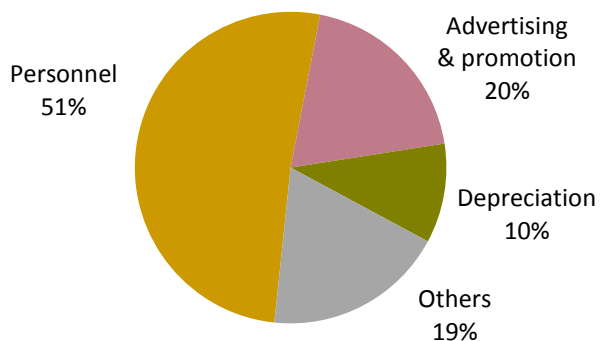
2Q17 SG&A expenses +19% YoY or THB 187 mn mainly due to:

- Additional personnel expense and marketing & promotion expenses arising from business expansion

Ability to control expenses:

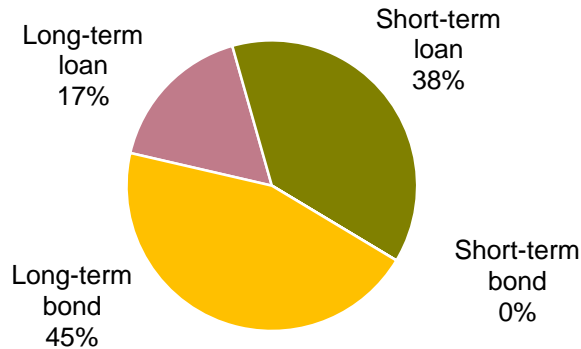
- Continuous pooled mechanism with Central Group to achieve economies of scale
 - Marketing campaign
 - Supply chain management

2Q17 SG&A breakdown

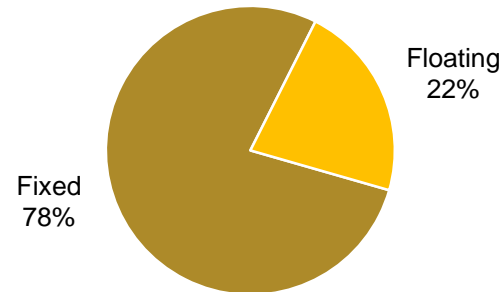


Debt Analysis

Outstanding Borrowings THB 19,311 mn



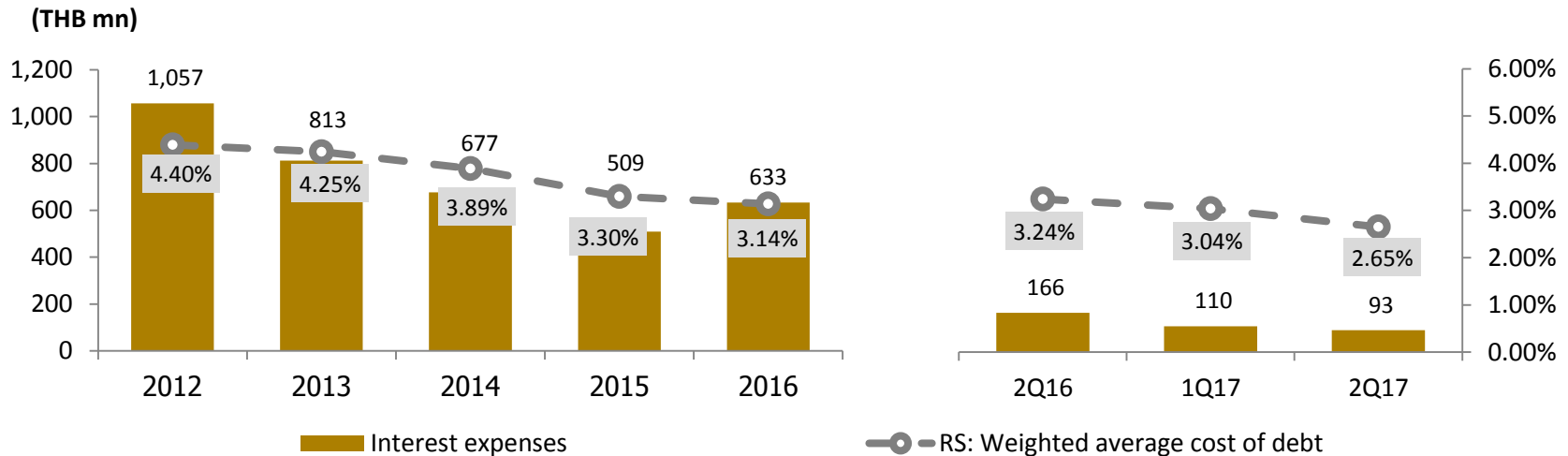
Fixed vs. Floating Interest Rate Mix



AA- Credit Rating

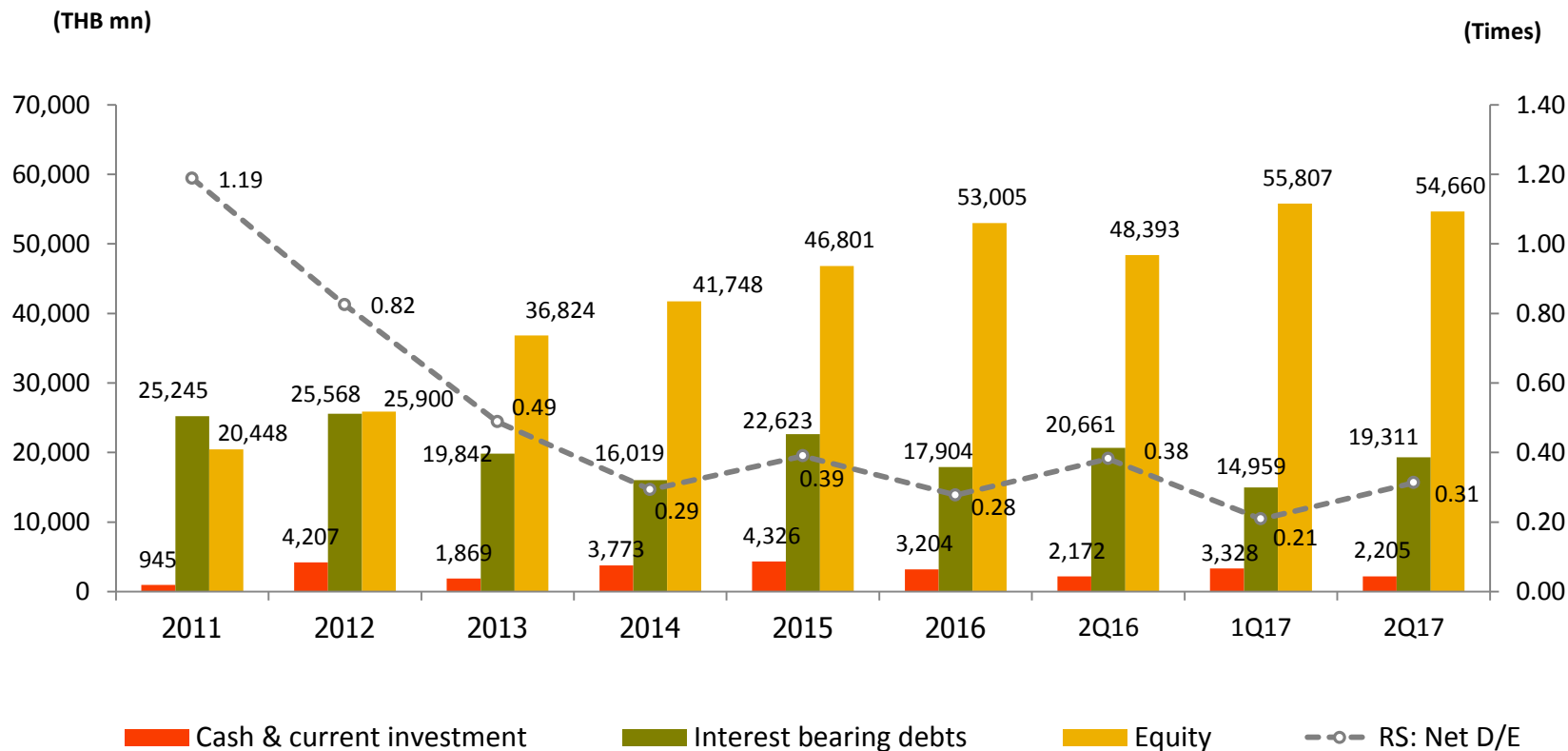
- Affirmed “AA-” ratings with “Stable” outlook by TRIS Rating in 23 June 2016
- All borrowings are denominated in **THB**

Financing Cost



Capital Structure

CPN's net D/E stood at 0.31 times, against its debt covenant of 1.75 times.



Statement of Financial Position

Financial Position (THB mn)	End of 2Q16	End of 1Q17	End of 2Q17	% Change QoQ	% Change YoY
Current assets					
Cash and current investments	2,172	3,328	2,205	(34%)	2%
Other current assets	3,339	3,337	4,475	34%	34%
Total current assets	5,511	6,665	6,680	0%	21%
Non-current assets					
Investment properties ⁽¹⁾	75,096	77,304	79,073	2%	5%
Leasehold rights	11,182	10,540	10,268	(3%)	(8%)
Property & equipment (PP&E)	1,817	1,767	1,734	(2%)	(5%)
Total non-current assets	96,088	98,603	101,949	3%	6%
Total assets	101,599	105,269	108,628	3%	7%
Current liabilities	16,229	13,127	18,346	40%	13%
Non-current liabilities	36,977	36,335	35,623	(2%)	(4%)
Total liabilities	53,206	49,462	53,969	9%	1%
Total equity	48,393	55,807	54,660	(2%)	13%

Statement of Comprehensive Income

Consolidated Earnings (THB mn)	2Q16	1Q17	2Q17	% Change QoQ	% Change YoY
Revenue from rent and services	6,218	6,530	6,518	(0%)	5%
Retail	6,049	6,359	6,345	(0%)	5%
Office	169	170	173	2%	3%
Other supportive businesses	0.3	0.2	0.2	0%	(40%)
Revenue from hotel operations	226	293	240	(18%)	6%
Revenue from food and beverage	355	382	409	7%	15%
Other income	399	514	453	(12%)	14%
Total revenues	7,199	7,719	7,620	(1%)	6%
Cost of rent and services	3,116	3,073	3,185	4%	2%
Retail	3,046	3,008	3,118	4%	2%
Office	70	65	67	3%	(5%)
Other supportive businesses	0.3	0.3	0.1	(53%)	(53%)
Cost of hotel operation	75	85	78	(8%)	5%
Cost of food and beverage	275	302	315	4%	15%
Total costs	3,466	3,460	3,578	3%	3%
Operating profit	2,732	3,216	2,847	(11%)	4%
Net profit	2,293	2,776	2,483	(11%)	8%
EPS (Bt)	0.51	0.62	0.55	(11%)	8%
Gross Profit Margin (excl. other income)	49%	52%	50%	(2%)	1%
Operating Profit Margin	38%	42%	37%	(4%)	(1%)

2016 Awards and Achievement



Member of Dow Jones Sustainability Indices (DJSI) Emerging Markets 2016
for three consecutive years

“Thailand’s Top Corporate Brand 2016” honored CPN for superior corporate brand value of THB 141 bn for property development sector for three consecutive years

“Thailand Energy Awards 2016” honoured companies with outstanding performance in both energy conservation and renewable energy development: (CRI, RTB, UDN, RM9)

“SET Thailand Sustainability Investment (THIS)” confirm CPN’s commitment towards sustainable growth and focus on environmental, social and governance (ESG) factors

“People’s Choice Awards Thailand Voted by Chinese Tourists”
CentralWorld was voted by to be the most favorite shopping mall among Chinese tourists

“Thailand Mice Standard 2016” awarded CPN as a preferred destination for meetings, incentives, conventions and exhibitions in ASEAN

“Asia Pacific Property Awards 2016” organized by International Property Awards, granted CPN the highest levels of achievement in ‘Retail Development’ Thailand
‘5 Stars’ Best Retail Development Thailand CentralPlaza Rayong
‘Highly Recommended’ Retail Development Thailand CentralPlaza Westgate

Key Trading Statistics and Dividend

Key Trading Statistics

Key Metrics	THB
Par Value	0.50
Stock Price (THB) ⁽¹⁾	69.25
EPS ⁽²⁾	0.55
P/E (x) ⁽¹⁾	32.27
Market Capitalization (THB bn) ⁽³⁾	310
Authorized Share Capital (mn shares)	4,488

Note 1: SetSmart as of 30 June 2017

Note 2: 2Q17 Performance. EPS excluding non-recurring items

Note 3: Market Cap USD 9.14 bn (BOT exchange rate THB 33.98/USD)

Dividend

Key Metrics	2016	2015	2014	2013	2012	2011	2010
Par Value (THB)	0.50 ⁽³⁾	0.50 ⁽³⁾	0.50 ⁽³⁾	0.50 ⁽³⁾	1.00	1.00	1.00
Dividend (THB/Share)	0.83	0.70	0.65	0.55	0.475	0.37	0.25
Dividend Paid (THB mn)	3,725	3,142	2,917	2,468	2,070	806	545
Dividend Payout Ratio	40%	40%	40%	39%	33% ⁽²⁾	39%	48%

Dividend policy is paid annually approximately 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

Operational Performance: CPNRF and CPNCG

In 2Q17, CPN Retail Growth Leasehold Property Fund (“CPNRF”) had four 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⁾		
			2Q16	1Q17	2Q17
1. Rama 2 (Retail)	8 Yr & 1 M	82,427	87	85	90
2. Rama 3 (Retail)	78 Yr & 1 M	37,143	91	87	63
3. Pinklao (Retail)	7 Yr & 6 M	27,772	90	96	96
4. Pinklao Tower A & B (Office)	7 Yr & 6 M	33,938	93	90	90
5. Chiangmai Airport (Retail)	26 Yr & 10 M	37,553	94	94	94
Total		218,833	90	89	87

CPNCG Office Property	Remaining Life (years)	Leasable Area ⁽¹⁾ (sq.m.)	Occupancy Rate (%) ⁽²⁾		
			2Q16	1Q17	2Q17
CentralWorld (Office)	15 Yr & 9 M	81,412	99	100	98

Investor Relations

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