



**CENTRAL  
PATTANA**

MEMBER OF  
**Dow Jones  
Sustainability Indices**  
In Collaboration with RobecoSAM

# **CENTRAL PATTANA** Public Company Limited **Investor Presentation**

Global Real Estate Virtual Conference 2020 by BofA



September 15, 2020



Virtual Conference

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# Agenda

- 1. Company Overview**
- 2. Business Updates & Outlook**
- 3. Appendices**

# Company Overview

# CPN AT A GLANCE



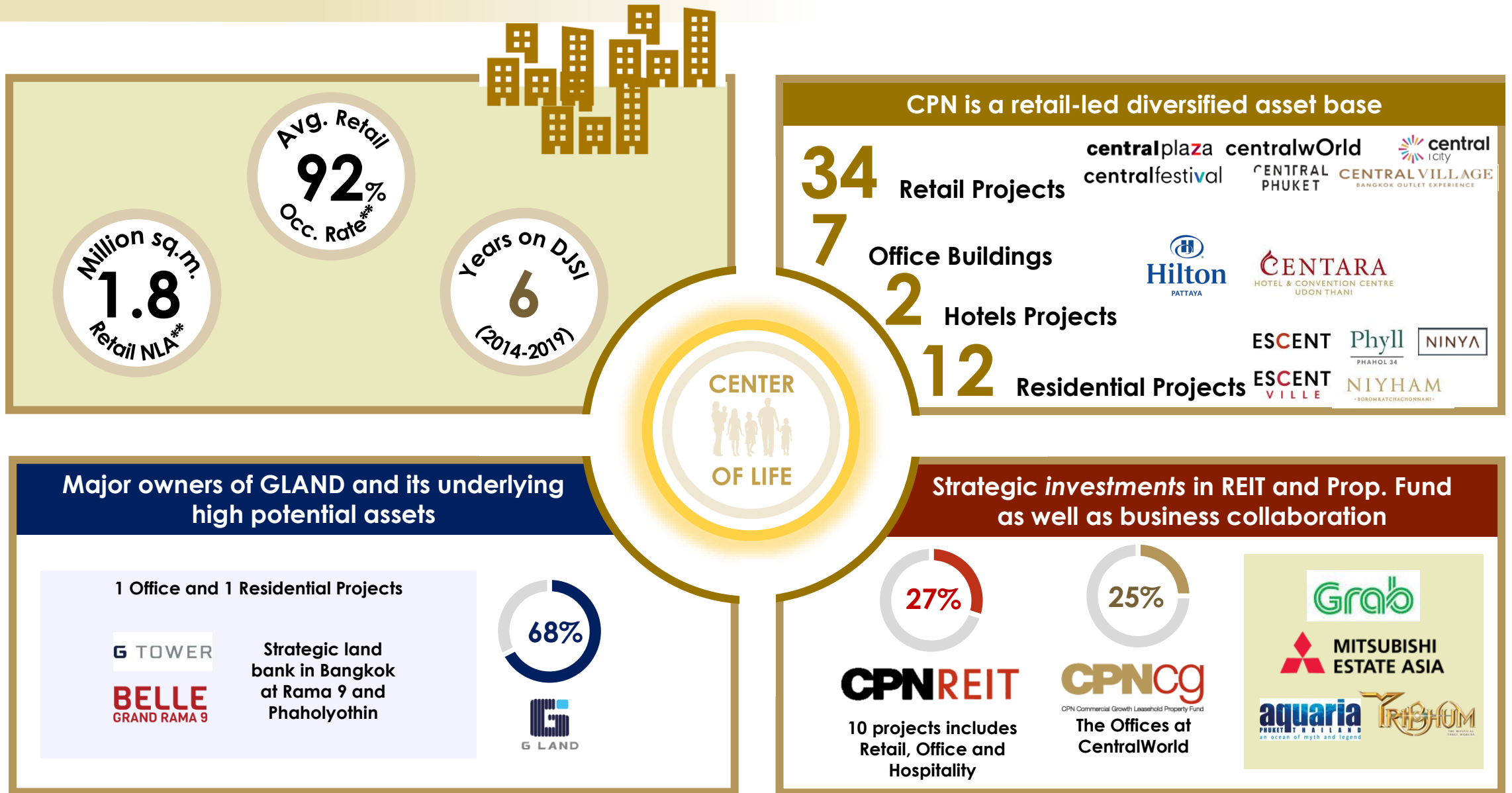
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Note: \*Information as of June 30, 2020

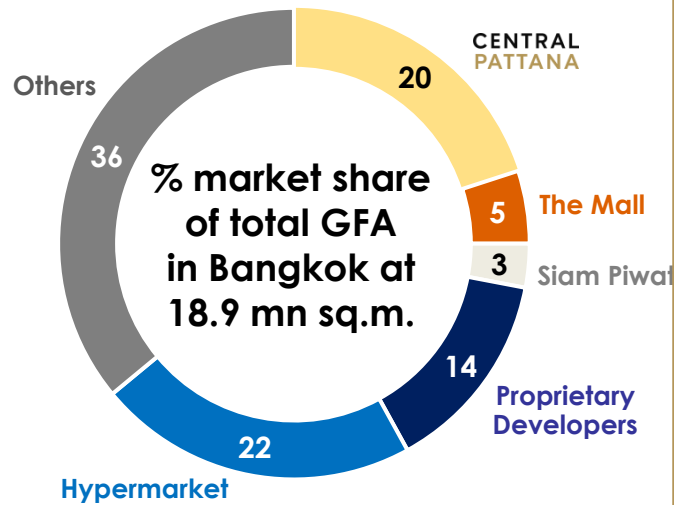
\*\*Includes CPNREIT retail space



# Market leadership in BMA and dominant player in provincial area

highly accessible location, concept matched the surrounding area with key tenant magnets

## Competition in BMA

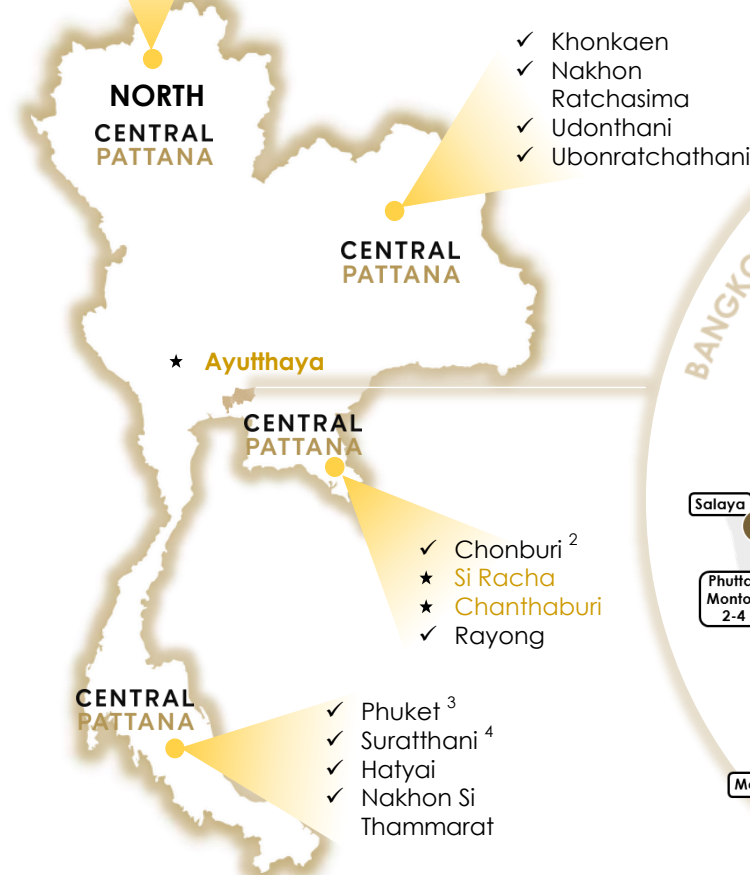


- ✓ Chiangmai<sup>1</sup>
- ✓ Chiangrai
- ✓ Lampang
- ✓ Phitsanulok

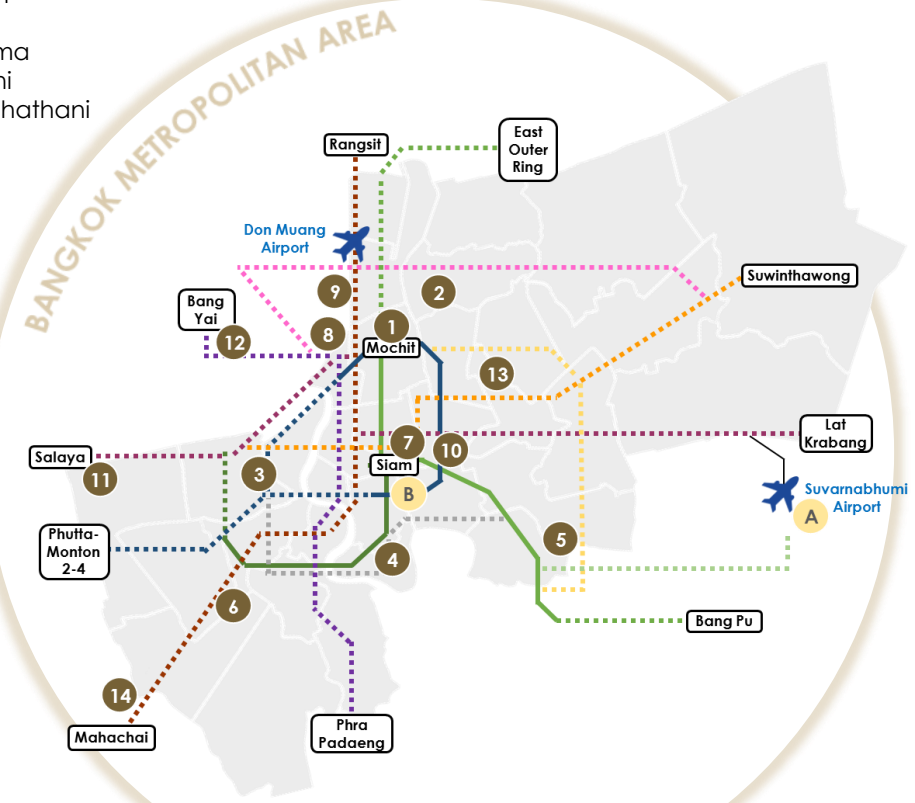
✓ Completed Projects

★ Future Projects

Logo = Locations with CPN's presence



- CPN's shopping malls in BMA and UPC located in strategic location adjacent to mass transit where shoppers can highly accessible.



### Note:

Bangkok Metropolitan Area include operational shopping malls, namely at 1) Lardprao; 2) Ramindra; 3) Pinklao; 4) Rama 3; 5) Bangna; 6) Rama 2; 7) CentralWorld; 8) Rattanathibet; 9) Chaengwattana; 10) Grand Rama 9; 11) Salaya; 12) WestGate; 13) EastVille; 14) Mahachai, and announced future projects, namely at A) Central Village and B) Dusit Central Park

1. Chiangmai includes 2 shopping malls: CentralPlaza Chiangmai Airport and CentralFestival Chiangmai
2. Chonburi includes 3 shopping malls: CentralMarina, CentralFestival Pattaya Beach and CentralPlaza Chonburi
3. Phuket includes 2 shopping malls: Central Phuket Floresta and Central Phuket Festival (both under the same complex "Central Phuket")
4. Suratthani includes 2 shopping malls: CentralPlaza Suratthani and CentralFestival Samui



# Strong Support from Major Shareholders

## Central Group's leadership in retail and lifestyle experiences

💡 Serve as effective traffic magnets into CPN's properties through widely recognized brands with over 7 decades presence in Thailand.



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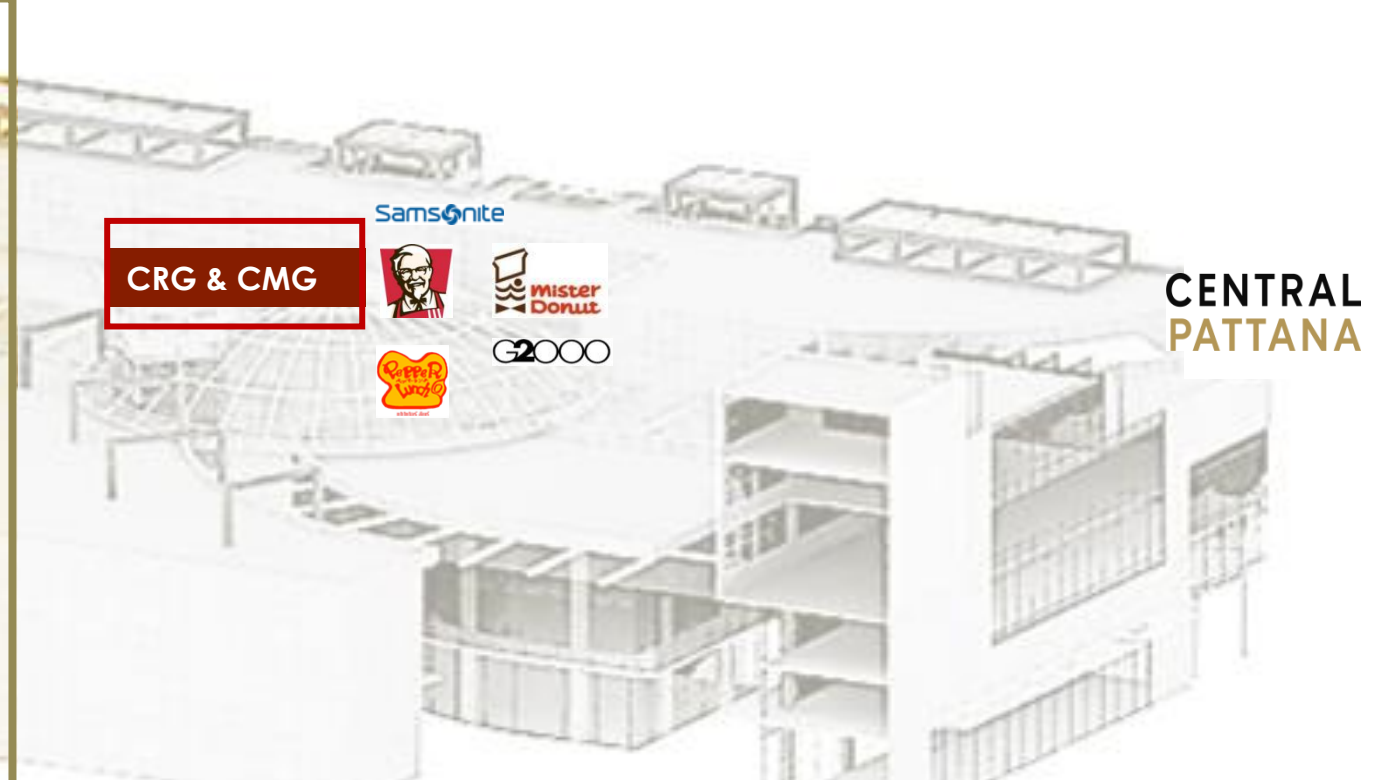
# Development & Management Structure

## Joint - developer Area



- ❖ Central Group - department store & Bus invest their own structure and assets
- ❖ Invest in their own structure and assets
- ❖ Shares cost of landscaping and surrounding facilities

## CPN Developed & Managed Area



12%

**CRG & CMG**

88%

**Third Party  
Tenants**

- Comprises anchor and assorted tenants
- Standard contractual and pricing terms
- Enables optimum tenant mix at each location

Note: CRG = Central Restaurant Group ; CMG = Central Marketing Group



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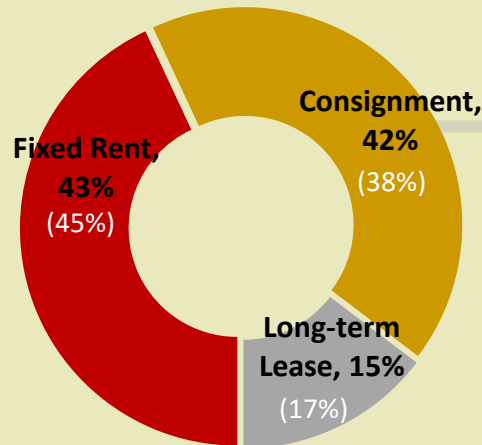


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# Rental Contract Structure<sup>1</sup>

Robust contract structure with potential upside from expiring long-term leases



## Revenue Sharing with minimum guarantee

- International fashion brands
- Food chain & international F&B brands
- Cinema
- Food kiosks

## Fixed Rent :

Mainly adopted by local / small-size retailers, banks / financial services technology service providers and most specialty shops.

## Consignment :

Mainly adopted by international brands (e.g., fast fashion, café / restaurant / fine dining chains, etc.), cinemas, and food kiosks.

## Long-term contracts :

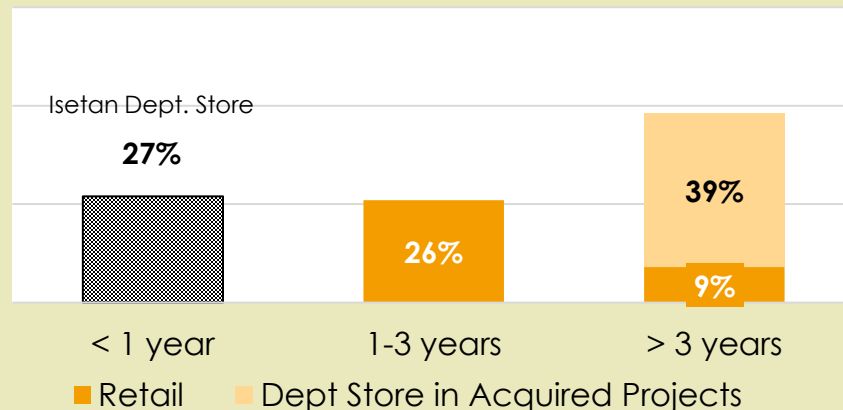
More than 50% are long-term leases (already paid upfront), which will expire in the next several years and presents considerable upside upon renewal.

## Rental rate upside

- Rental rate aggregation 3-5%/year for Fixed Rent contract
- Upside from revenue sharing with minimum guaranteed rate aggregate 3-5%/year same as Fixed Rent contract
- Approximately +10% rental rate reversion after major renovation
- Upside from LT lease expiration schedule (opportunity reallocate to ST contract).

## % Long-term lease expiration schedule <sup>2</sup>

ISSETAN contract will be expired in 2020, CPN is on process of procure new tenants.



Source: Company estimate as of June 30, 2020

(1) Percentage based on occupied area.

(2) Based on total long-term lease area of 132,071 sq.m. with less than 5% rental income contribution.

# CPN gives precedence to sustainable development



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## CPN Sustainable Development

### Business Collaboration

Deliver new experiences and value  
with capable business leaders

Dusit Thani  
HOTELS & RESORTS



COMMON  
GROUND



### Transparent and Integrity towards general public



The only Thai real estate  
company selected to DJSI



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### Highly satisfied customers

Creating destinations for every customer  
with unique lifestyle and interests



Food Destination



Family Destination



Fashion Destination



Sports Destination

### Educated Tenants



CPN Lead & SME marketplace

### Environmentally friendly business operator

Platinum LEED certification for  
foodwOrld at CentralWorld



Energy conservation initiatives  
(e.g., solar rooftop, LED lighting)



Green area within CPN properties

Highly satisfied all stakeholders

# **Business updates & outlook**

# COVID-19 Timeline and Mall Operational Updates

Adaptation of “New Normal” lifestyles help boosting better-than-expected recovery



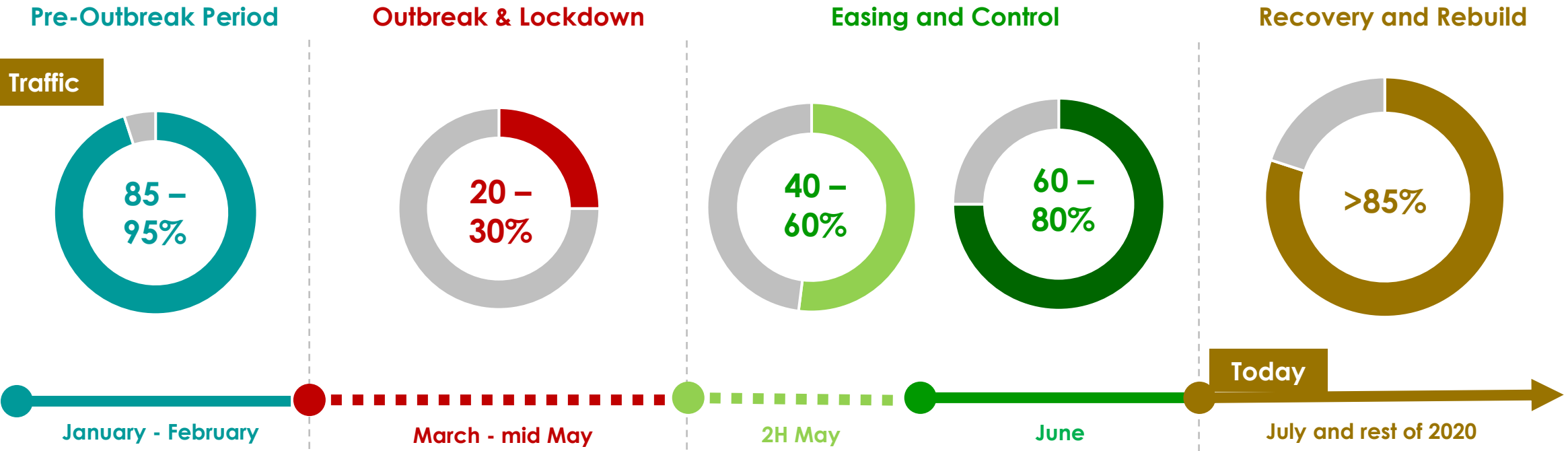
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% Average rental discount to tenants	March (pre-lockdown)	March – mid May (rent waiver period)	2H May	June	July	rest of 2020
	40-50%	100%	40-50%	~30%	~25%	Gradual ↓

Note: % of normal levels, figures as of July 31, 2020

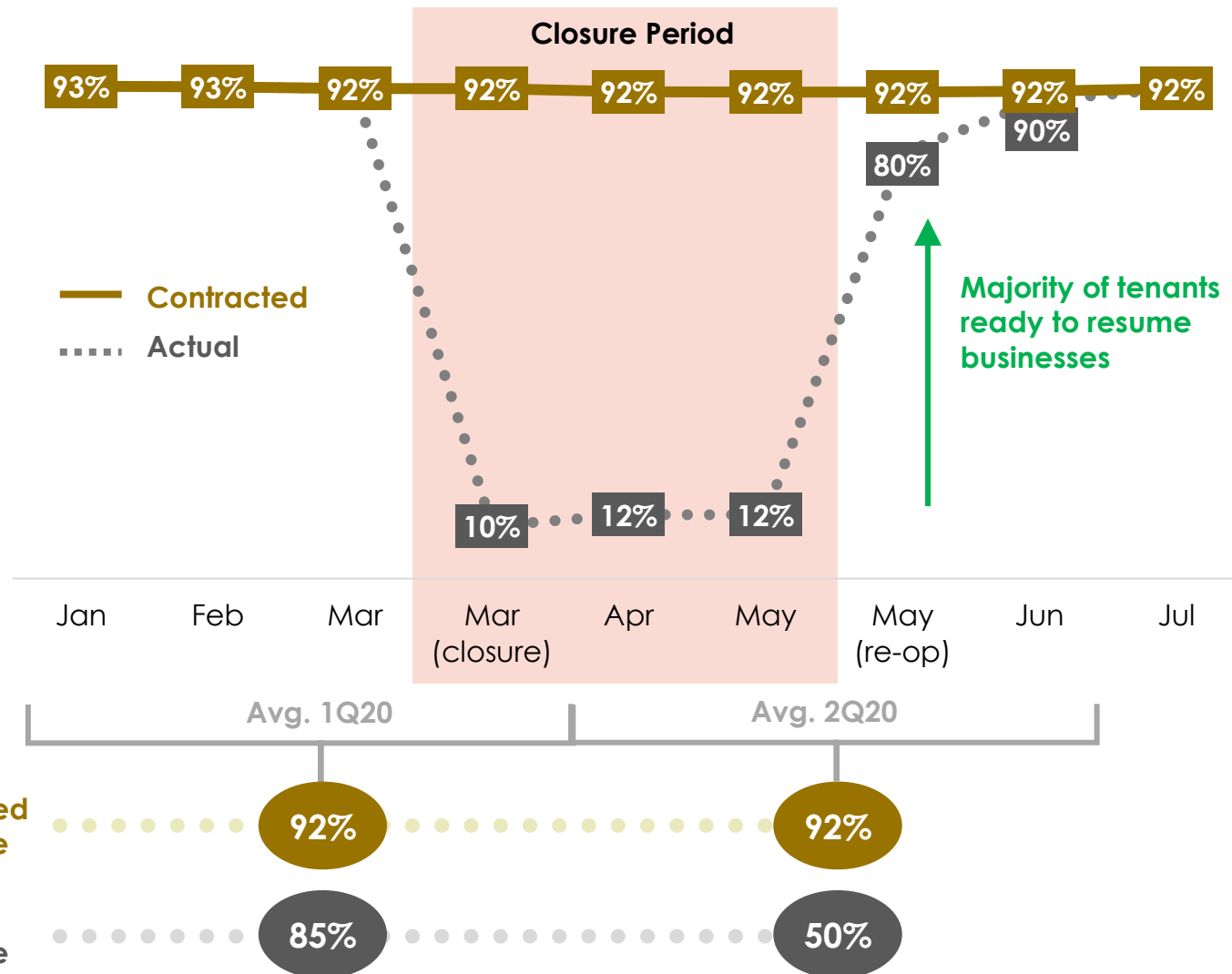


# Sustained occupancy rate post-lockdown

Efforts to support tenants and maintain position as the “Center of NOW Normal Life” have paid off

## Actual vs. Contracted Occupancy Rate during and post-lockdown

Includes area under CPN and CPNREIT



Alternative channels provided to tenants to run their businesses during the closure period



Tenants gradually resume operations following ease of lockdown measures



No major contract termination with every tenant expected to resume businesses during 2H20



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# Residential Development Pipeline

Solid backlog and strong transfer pipeline



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New project launches in 1H20

~2.5 bn THB

Format

1   
Townhome

1   
Twinhome

Location

1   
Next to / close to  
existing project\*

1   
Standalone

Planned new launches in 2H20

>2.0 bn THB

Format

2   
Single houses

Location

1   
Next to / close to  
existing project\*

1   
Standalone

Backlog and expected transfers in 2020

0.7

bn THB  
transferred in  
1H20



1.0

bn THB  
backlog to  
transfer in  
2H20



0.2-0.3

bn THB  
new demand for new and  
existing projects



1.8-2.0

bn THB  
expected transfers in  
2020

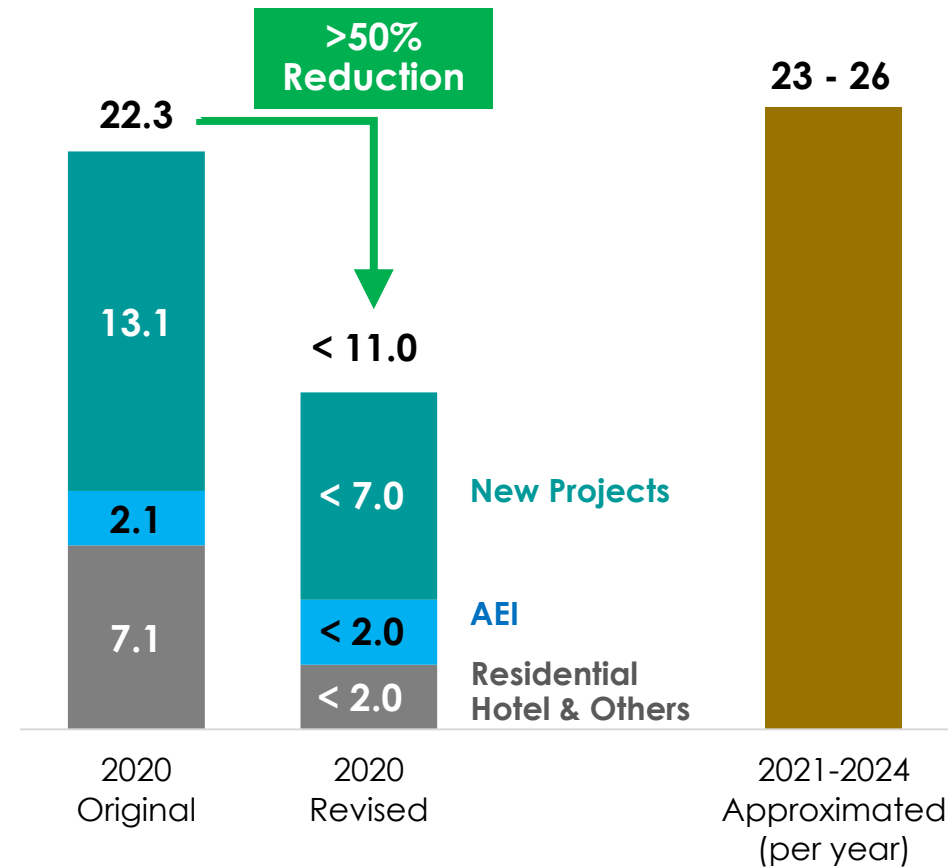
\* Distance between residential project and the closest shopping mall is within a 5-km radius

# Update on Investment Plan

2020 CAPEX reduction in motion with little impact to long-term growth momentum

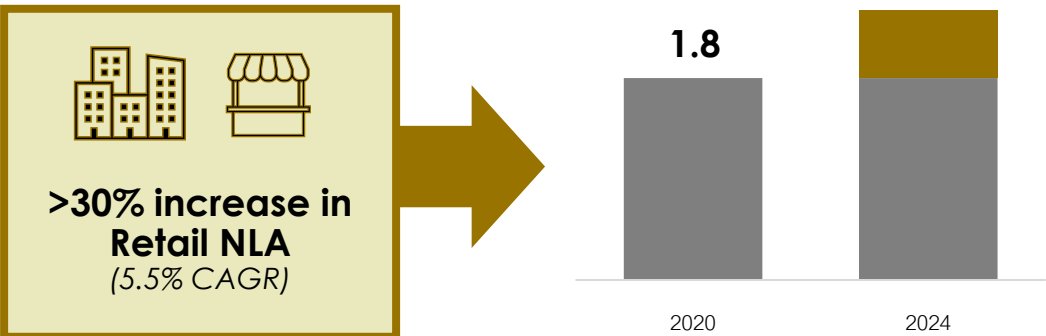
## More than 10 bn THB CAPEX to be reduced and deferred to subsequent years

Unit: bn THB



## Abundance of future project pipeline with ample flexibility to maintain long-term growth

Unit: mn. sq.m. NLA



## Announced projects are proceeding as scheduled

### No. of New Projects up to 2024 (Revised)

	Original Plan	Latest Update
Retail (incl. Intl')	15 - 17	12 - 14
Offices	2	1 - 2
Hotels	10	5 - 6
Residential	>30	15 - 20

Note: Information based on the Company's latest projection and are subject to change upon the development of external situations



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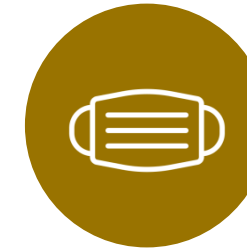
# 2H20 Outlook and 2020 Guidance Revisited

Moving past the most difficult period in a good position to meet the originally-guided targets

## Performance Recap and Outlook for 2020

% change vs. 2019 except for margins	1H20 Actual	2020 Guidance
<b>Total Revenue</b>	<b>-32%</b>	<b>-25% to -20%</b>
<b>Rental &amp; Svc. Revenue</b> (~86% of revenue)	<b>-33%</b>	<b>-25% to -20%</b>
<b>Rental &amp; Services Gross Profit Margin</b>	<b>35%</b>	<b>38% to 42%</b>
<b>Residential Revenue</b> (~9% of revenue)	<b>+6%</b>	<b>-35% to -30%</b>
<b>Residential Gross Profit Margin</b>	<b>31%</b>	<b>30% to 32%</b>
<b>EBITDA Margin</b>	<b>44%</b>	<b>47% to 52%</b>

## 2H20 Focus Areas



Continued implementation of safety and hygiene measures to accommodate a safe and clean environment for customers



Track and monitor the performances of tenants to assess and consider an appropriate level of aid and support upon recovery



Closely gauge and adapt cost structure according to changing business environment and achieve efficiency gains vs. pre-COVID level

Note: Excludes non-recurring items and TFRS impact  
Information based on the Company's latest projection and are subject to change upon the development of external situations



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**Thank you for your kind attention!**

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# Appendices

# 2Q20 & 6M20 Financial Performance

Impact from temporary closed shopping malls due to COVID-19 outbreak



## Key Highlights

A drop of total revenue majority from rental & services business due to rental waiver and discount offered to tenants and deferred mall events. Food center services and hotel business are also impacted during lockdown period.

Residential revenue was performed in-line with target from unit transferred of existing project and two new low-rise projects.

The Company continues to implement an effective cost management and prudent cost control measures to maintain its profitability throughout the year.

Save more operating costs amidst mall closure period.

## Key Financial Performance and Ratios\*\*\*

Unit: THB m n	2Q19	1Q20	2Q20	YoY%	QoQ%	6M19	6M20	YoY%
Total Revenue	9,201	8,570	<b>3,613</b>	-60.7%	-57.8%	17,871	<b>12,183</b>	-31.8%
Gross Profit	4,383	3,936	<b>162</b>	-96.3%	-95.9%	8,709	<b>4,218</b>	-51.6%
Operating Profit	2,998	2,925	<b>-747</b>	-124.9%	-125.5%	6,195	<b>2,178</b>	-64.8%
Net Profit	2,602	2,501	<b>-611</b>	-123.5%	-124.4%	5,403	<b>1,890</b>	-65.0%
EPS (THB/share)	0.58	0.56	<b>-0.14</b>	-0.72	-0.70	1.20	<b>0.42</b>	-0.78
Gross Profit Margin	49.4%	48.0%	<b>4.7%</b>	-44.7%	-43.3%	50.6%	<b>35.2%</b>	-30.4%
EBITDA Margin	50.5%	52.9%	<b>22.0%</b>	-28.5%	-30.9%	52.7%	<b>43.8%</b>	-16.9%
SG&A to Revenue	18.3%	16.1%	<b>29.9%</b>	11.6%	13.8%	17.5%	<b>20.2%</b>	2.7%
Net D/E Ratio	0.47x	0.37x	<b>0.55x</b>	+0.08x	+0.18x	0.47x	<b>0.55x</b>	+0.08x

\* Central Phuket, which includes the Floresta and Festival buildings, is counted as 1 project

\*\* Includes area transferred to CPNREIT and CPNCG

\*\*\* Excludes non-recurring items and impact from TFRS16 (first adopted in 2020)

\*\*\*\* Based on government announced lockdown during March 22 – May 16, the duration of which varies from one location to another



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# 2Q20 reconciliation from F/S to core performance

Unit: MTHB	Per F/S	Adj. non-recurring	Excl. non-recurring	Impact of TFRS16	Core performance (excl. non-recurring and TFRS16)
Revenue from rental and services	3,928		3,928	(839)	3,089
Revenue from other businesses	352		352		352
Other Income	452	(280)	172		172
<b>Total income</b>	<b>4,732</b>	<b>(280)</b>	<b>4,452</b>	<b>(839)</b>	<b>3,613</b>
Cost of rental & services	2,761		2,761	223	2,984
Cost of other businesses	294		294		294
Administrative expenses	1,205	(124)	1,081		1,081
<b>Operating profit (loss)</b>	<b>472</b>	<b>(156)</b>	<b>316</b>	<b>(1,062)</b>	<b>(747)</b>
(+)Share of profit from invested co.	104		104		104
(+)Investment income	370		370	(321)	49
(-)Interest expense	490		490	(293)	197
(-)Income tax expense	20		20	(168)	(148)
(-)Minority interest	(32)		(32)		(32)
<b>Net profit to parent company</b>	<b>467</b>	<b>(156)</b>	<b>311</b>	<b>(922)</b>	<b>(611)</b>

Please see explanation to the non-recurring items and the impact of TFRS16 on the Management Discussion & Analysis for the financial performance of the current period as announced on the Stock Exchange of Thailand



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# 6M20 reconciliation from F/S to core performance

Unit: MTHB	Per F/S	Adj. non-recurring	Excl. non-recurring	Impact of TFRS16	Core performance (excl. non-recurring and TFRS16)
Revenue from rental and services	11,410		11,410	(839)	10,571
Revenue from other businesses	1,069		1,069		1,069
Other Income	3,675	(3,132)	543		543
<b>Total income</b>	<b>16,154</b>	<b>(3,132)</b>	<b>13,022</b>	<b>(839)</b>	<b>12,183</b>
Cost of rental & services	6,394		6,394	449	6,843
Cost of other businesses	699		699		699
Administrative expenses	2,929	(466)	2,463		2,463
<b>Operating profit (loss)</b>	<b>6,133</b>	<b>(2,666)</b>	<b>3,466</b>	<b>(1,288)</b>	<b>2,178</b>
(+)Share of profit from invested co.	685	(270)	415		415
(+)Investment income	405		405	(321)	84
(-)Interest expense	971		971	(588)	383
(-)Income tax expense	1,197	(621)	576	(168)	408
(-)Minority interest	(4)		(4)		(4)
<b>Net profit to parent company</b>	<b>5,059</b>	<b>(2,315)</b>	<b>2,744</b>	<b>(853)</b>	<b>1,890</b>

Please see explanation to the non-recurring items and the impact of TFRS16 on the Management Discussion & Analysis for the financial performance of the current period as announced on the Stock Exchange of Thailand



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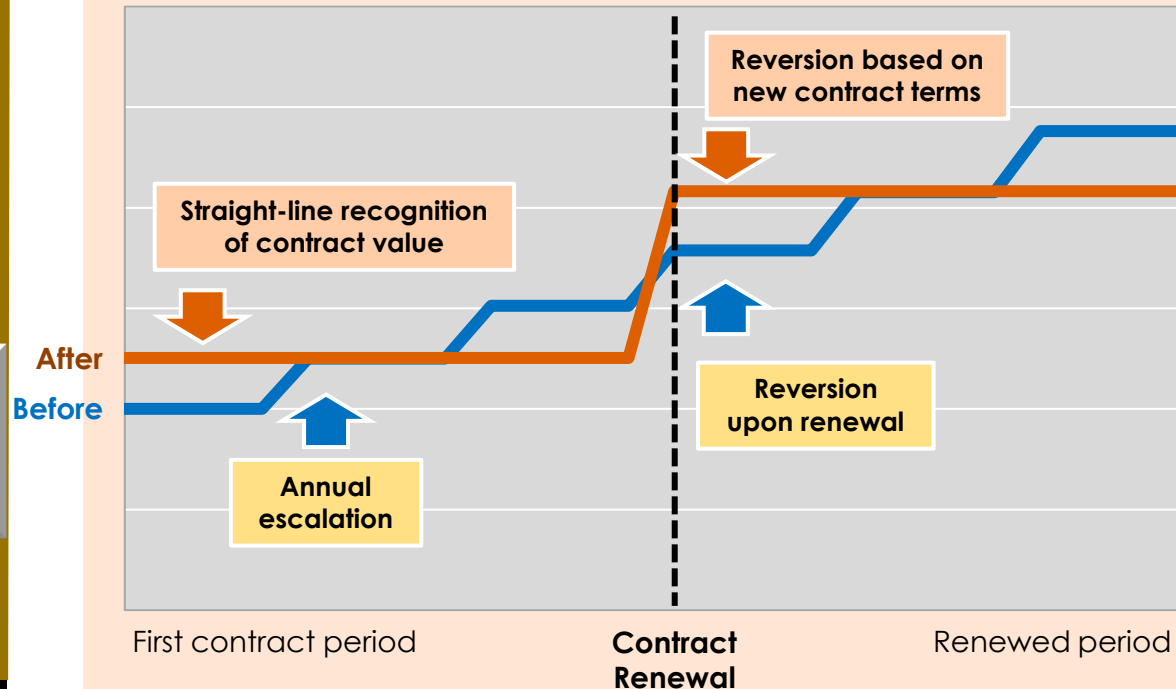


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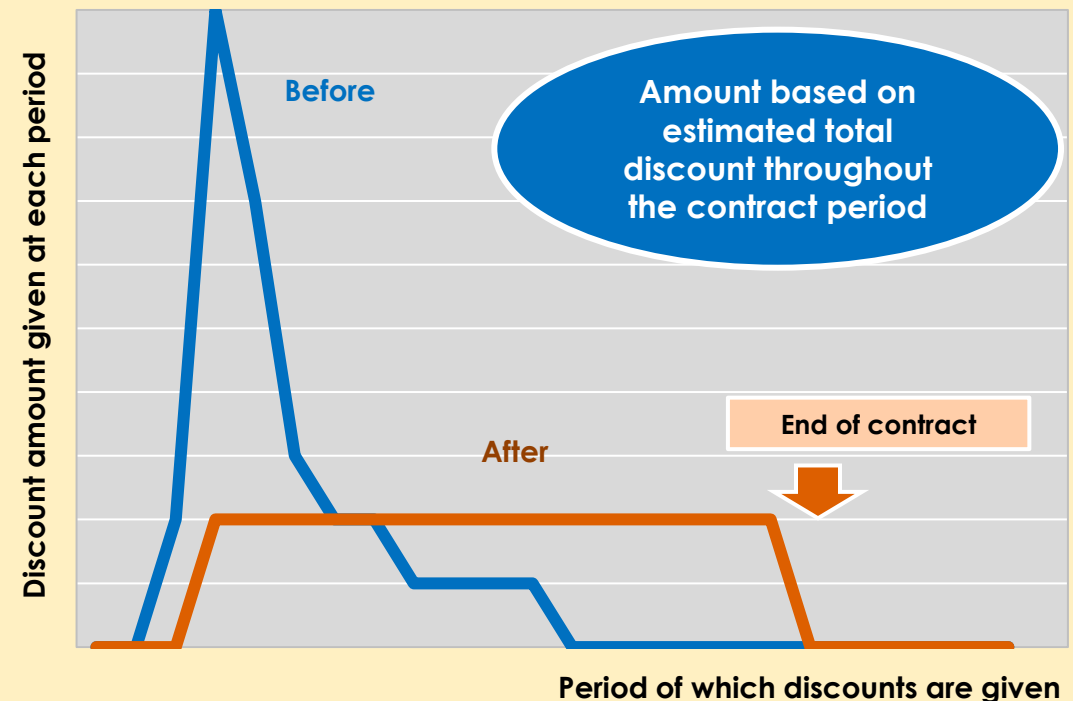
# TFRS16 impact on rental revenue

- Upon the adoption of **TFRS16**, rental revenue and discount whose **contract value can be reasonably estimated** is recognized on a **straight-line basis** (comparison of before and after TFRS16 adoption illustrated below)
- In the **early periods of the contract**, rental revenue would be **higher than the actual revenue** as it includes the future rate increases. Towards **the end of the period**, the positions become **inverted**
- Upon **contract renewal**, rental revenue will be recognized on a **straight-line** based on the **total value of the renewed contract** (including all future rate increases)
- Applies to **tenants with >1-year rental contracts** (i.e., excludes temp. contracts, consignment for amounts above min. guarantee, services and utilities income)
- Discount amortization may **vary based on the best estimated amount** provided to tenants at a certain point in time

Recognition of rental revenue per tenant



Discount amortization impact per tenant



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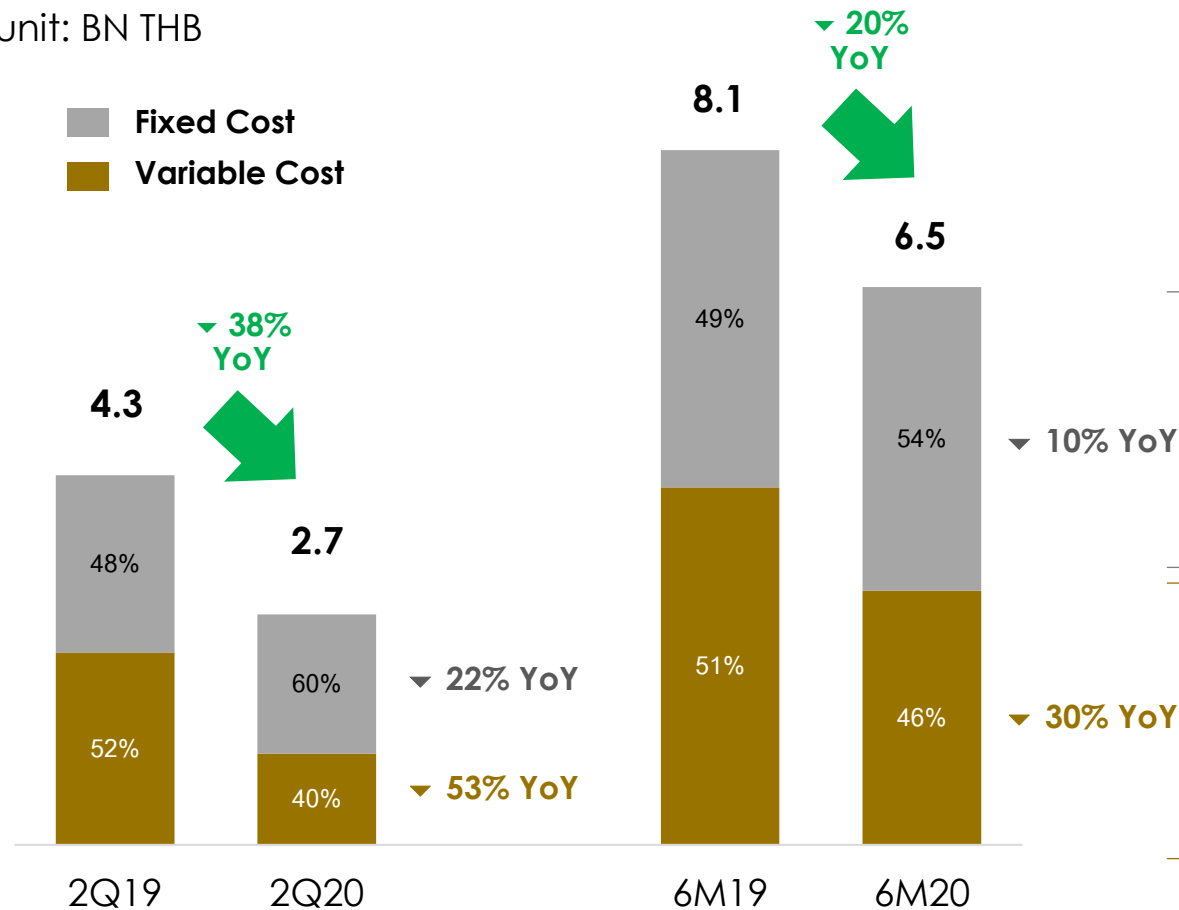
# Cost performance achieved as planned

Majority of operating costs reduced during the lockdown period compared to normal

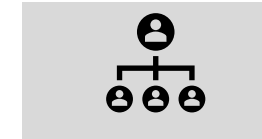
## Operating cost performance for the period

unit: BN THB

■ Fixed Cost  
■ Variable Cost



### Fixed Costs



Personnel



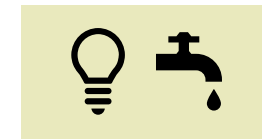
Op. Leases



Outsourced

Whilst overhead costs (e.g., headcount, committed expenditures) are maintained, certain aspects of costs are reduced (e.g., OT, travel) or under review for fundamental changes (e.g., contracted services)

### Variable Costs



Utilities



Marketing



Administrative

Approx. 80% of variable costs were reduced during the lockdown period. Although these costs rose upon resumption of operations, incremental efficiencies are expected to align with changing business environment

Note: Total operating costs excludes D&A, cost of non-core businesses (food center, hotel, residential) and financing costs



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# CPN's Asset Performance Summary

Occupancy rates sustained for all malls



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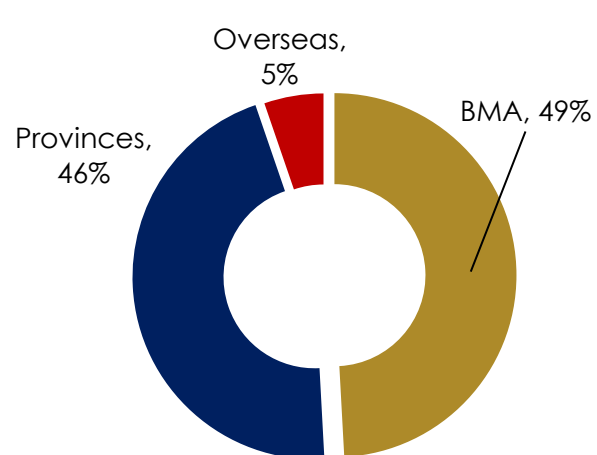
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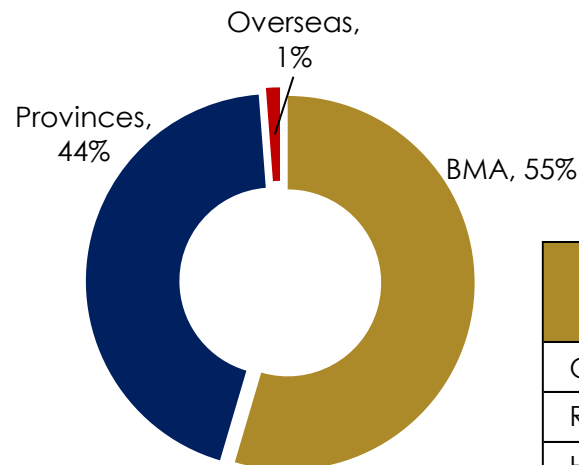
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Retail Properties	No. of Projects	Land			NLA <sup>(1)(2)</sup> (mn sqm)			Occupancy Rate <sup>(1)</sup>		
		Freehold	Leasehold	Freehold & Leasehold	Retail	Department Store	Total	2Q19	1Q20	2Q20
BMA	15	5	7	3	0.72	0.06	0.78	93%	94%	93%
Provinces	18	12	4	2	0.67	0.06	0.73	90%	90%	90%
<b>Thailand</b>	<b>33</b>	<b>17</b>	<b>11</b>	<b>5</b>	<b>1.39</b>	<b>0.12</b>	<b>1.51</b>	<b>91%</b>	<b>92%</b>	<b>91%</b>
Overseas	1	1			0.08	0.00	0.08	73%	82%	83%
<b>Total<sup>(1)</sup></b>	<b>34</b>	<b>18</b>	<b>11</b>	<b>5</b>	<b>1.48</b>	<b>0.12</b>	<b>1.59</b>	<b>90%</b>	<b>92%</b>	<b>91%</b>

NLA split by region



Rent revenue split by region



Non-core Properties	No. of Projects	NLA (sqm)	Occupancy Rate <sup>(1)</sup> (%)		
			2Q19	1Q20	2Q20
Office in BMA <sup>(1)(2)</sup>	5	56,194	92%	91%	91%
Residential for Rent in BMA	1	1,568	27%	27%	21%
Hotel in provincial area	2	561 rooms	80%	59%	0%

(1) Counts Central Phuket (Floresta + Festival) as one project ; Excludes area transferred to CPNREIT, CPNCG and area under GLAND

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

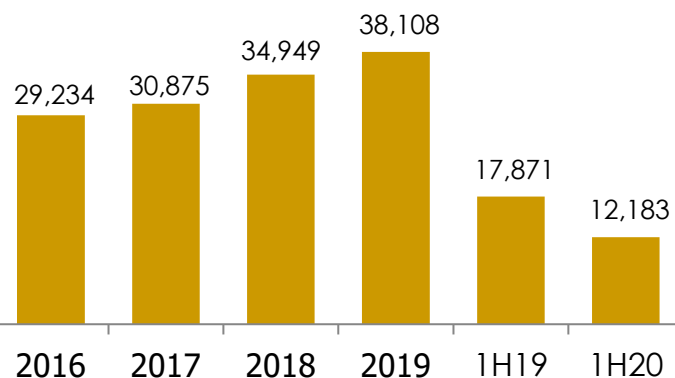


# CPN's Financial Performance

## revenue performance was hit during lockdown period

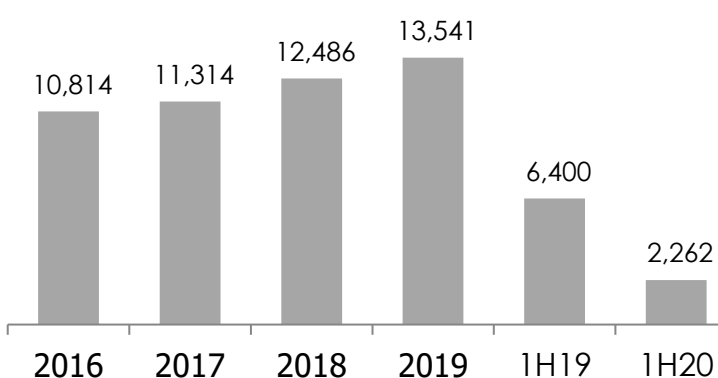
**Total Revenue**

MTHB



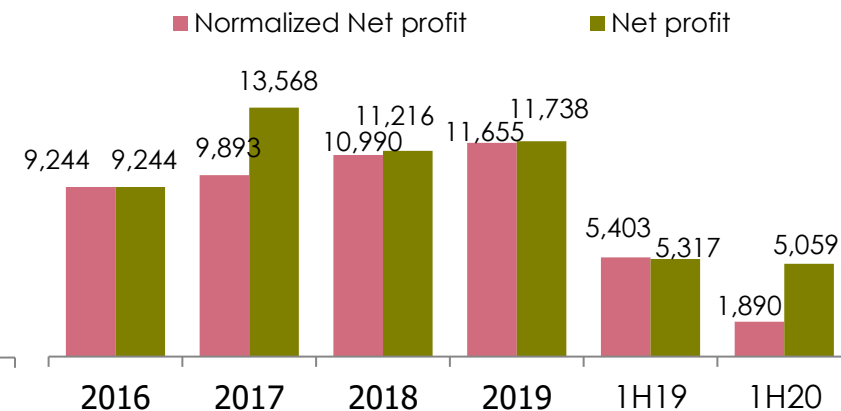
**Operating Profit**

MTHB



**Normalized (LHS) and Net (RHS) Profit**

MTHB



% YoY Growth	2016	2017	2018	2019	1H19 <sup>/3</sup>	1H20 <sup>/3</sup>
Total revenues (Exc. non-recurring items) <sup>/1</sup>	14%	6%	13%	9%	5%	(32%)
Operating profit (Exc. non-recurring items)	19%	5%	10%	8%	(2%)	(65%)
Normalized Net profit	19%	7%	11%	6%	(6%)	(65%)
Net profit	17%	47%	(17%)	3%	(8%)	(5%)
Same store revenue growth	2%	4%	3%	3.4%	3%	(34%)
GP Margin (Exc. Other Income and non-recurring)(%)	49%	50%	51%	51%	51%	35%
EBITDA Margin (Exc. non-recurring items) (%)	54%	54%	52%	54%	53%	44%

- /1 Includes rental & services, hotel operation, food & beverages, real estate sales and other income. Excludes interest income and share of profit from joint ventures and associated companies
- /2 Excludes Central i-City, Central Village, CentralWorld, CentralPlaza Lardprao, CentralPlaza Chonburi, CentralPlaza Chiangrai, Central Phuket Festival, CentralFestival Pattaya Beach, CentralFestival Chiangmai and CentralPlaza Rama2.
- /3 Excludes non-recurring items and adoption of TFRS 16 since January 1, 2020, cost of rental and services, interest expenses for the current periods have been adjusted to better reflect the normal business operation.



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# Total Revenue & Cost of operation



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Overview

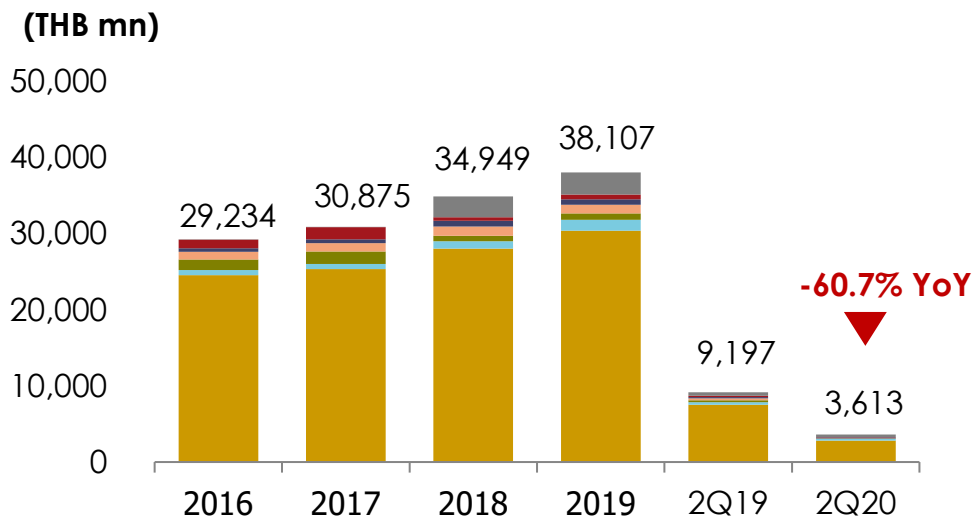


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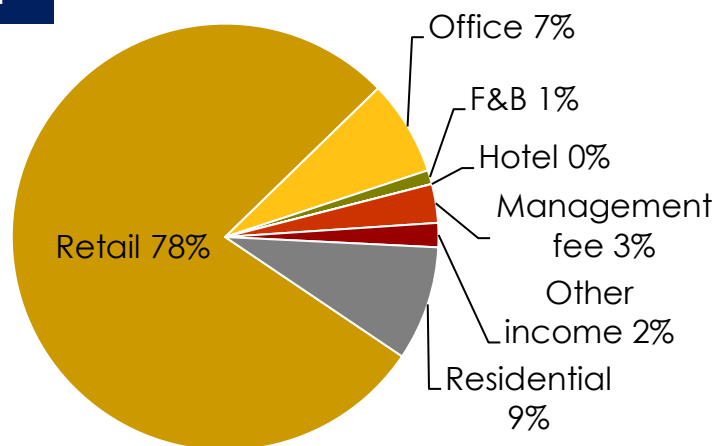


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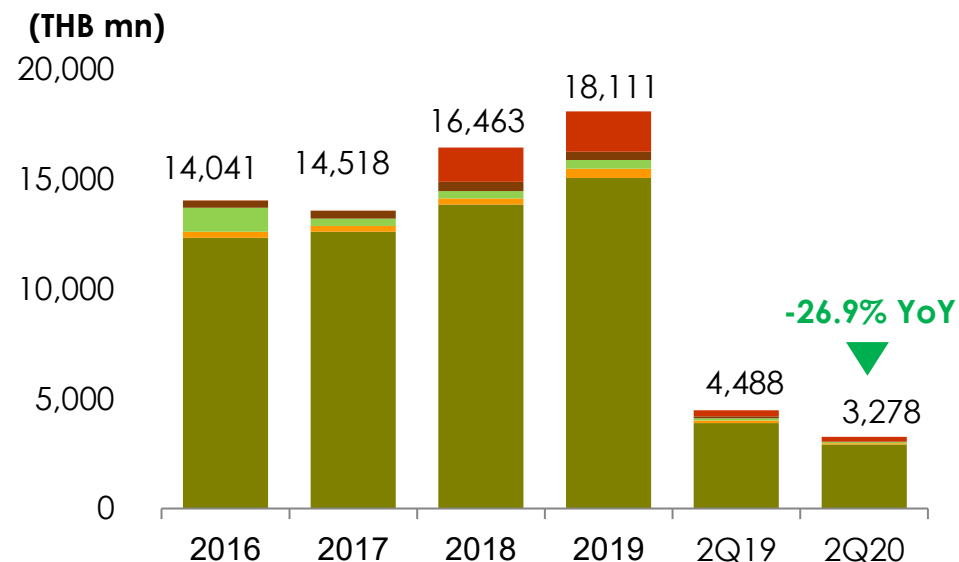
## Total revenue



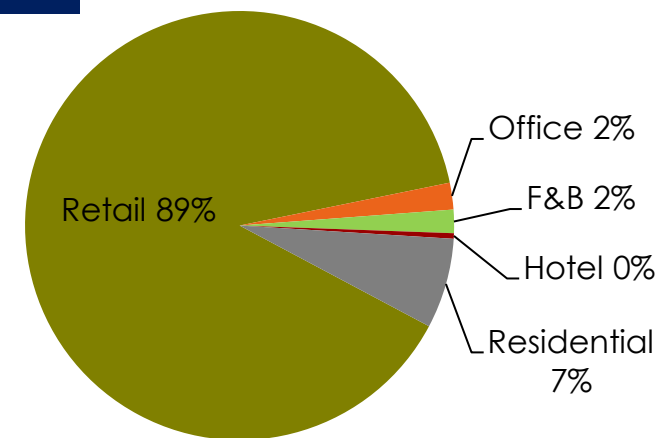
### 2Q20 Breakdown



## Total cost of operations



### 2Q20 Breakdown

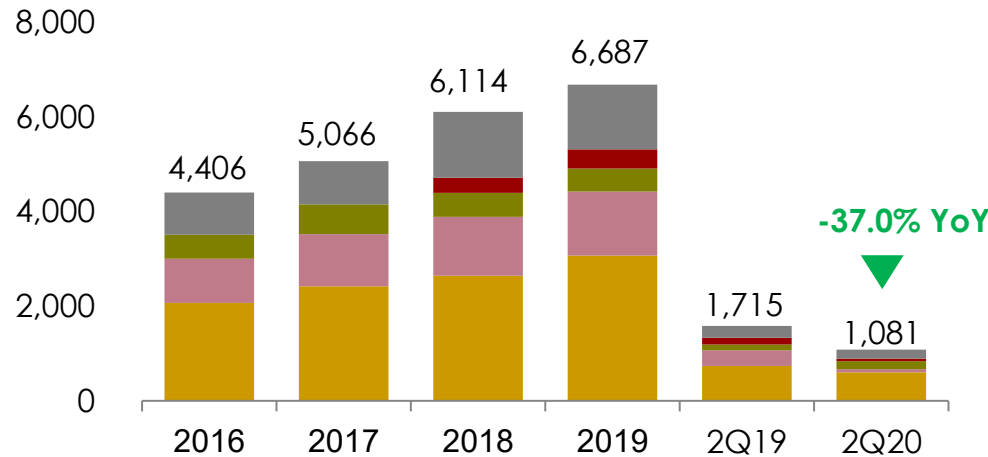


Note: Includes revenues from residential projects and water & amusement park, property management fees from CPNREIT & CPNCG and other income. Excludes non-recurring items and adoption of TFRS16 since January 1, 2020 to better reflect the normal business operation.

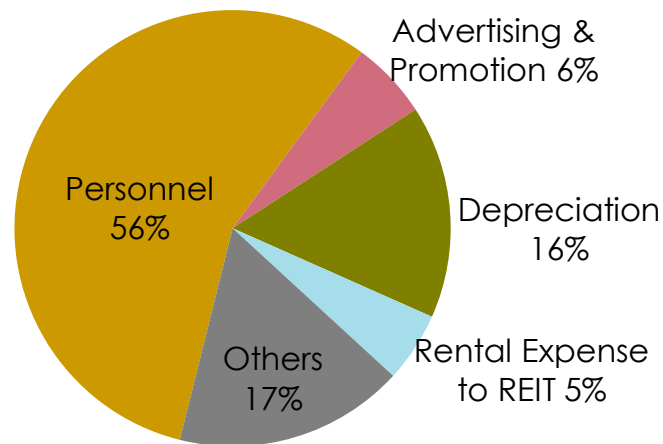
# Selling and Administrative (SG&A) Expenses

Prudent cost control measures during lockdown

(THB mn)



## 2Q20 Breakdown



Note: /1 Excludes non-recurring items

**2Q20 SG&A expenses /1 -37.0% YoY** mainly contributed by

- Lower marketing & promotion expenses regarding to temporary close shopping malls as well as a decrease in rental expense incurred to CPNREIT for the sublet of Hilton Pattaya.
- The Company demonstrated prudent cost control measures to be in-line with a decrease in revenue to retain business normalcy in current situation.

## Closely monitor on business operations

To combat the COVID-19 situation, the Company implemented various cost control initiatives to mitigate the impact on revenue and profitability through various cost reduction initiatives.

Reductions in general administrative expenses, such as certain outsourced services and excessive administrative costs at both business and head office levels have been identified based on the lower scalability of business operations and employee reallocation plan.



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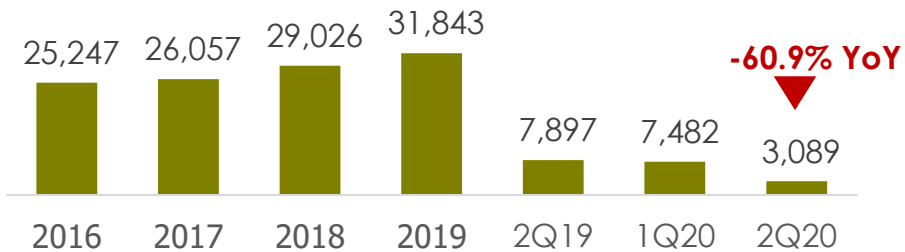


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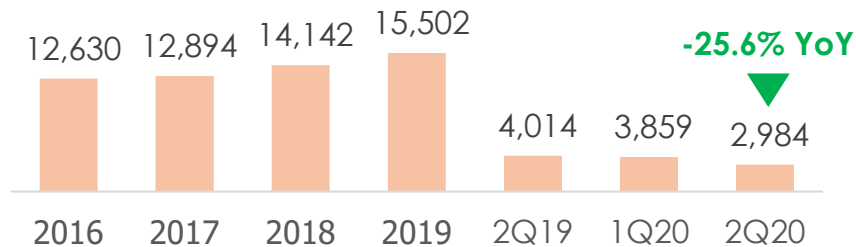
# 2Q20 Rent & services Business

## Rental & services Business performance

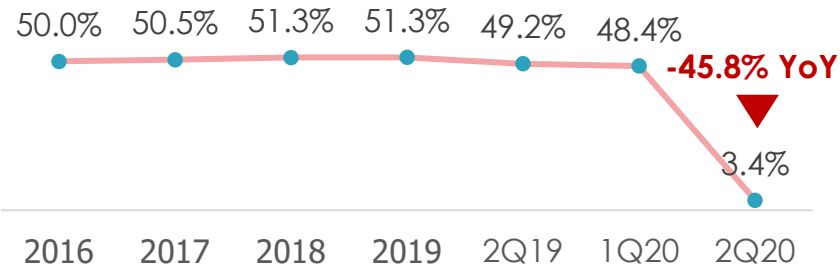
### Rental & services income



### Cost of rental & services



### %GPM Rental & Services



## Key Highlights

**2Q20 Rent and services<sup>/1</sup> -60.9% YoY, a decrease is mainly attributed from:**

- Rent waiver and discount to tenants along with company's policy to co-ordinate with government sector to assist tenants during mall closure period to control the COVID-19 outbreak.
- The Company deferred certain events and marketing activities during the period. Hence, revenue derived from marketing activities slightly declined.

**2Q20 Cost of rent and services<sup>/2</sup> -25.6% YoY, a decrease is mainly attributed from:**

- Lower utility cost from temporary close shopping malls and effort to conserve energy and utilities in operations.

**2Q20 Gross Profit Margin -45.8% YoY from:**

- A decrease in revenue proportion higher than a decrease in cost during mall closure period that no revenue recognition but still paid partially expenses. Nevertheless, the Company continues to implement effective and cost management and prudent cost control measures to maintain its profitability and ongoing to recover.

Note: /1 Includes revenues from water & amusement park and offices.

/2 Higher cost of rental and services excludes the effects of TFRS16 adoption in 2020



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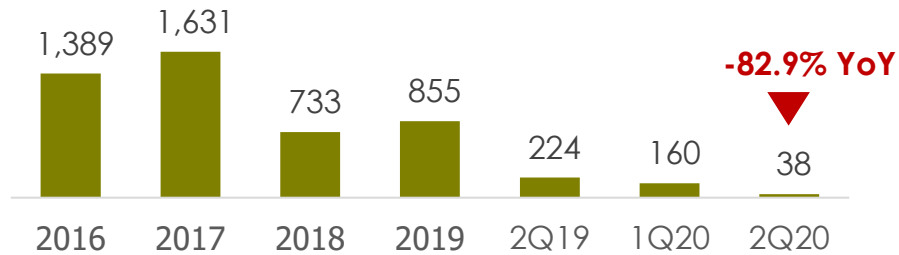


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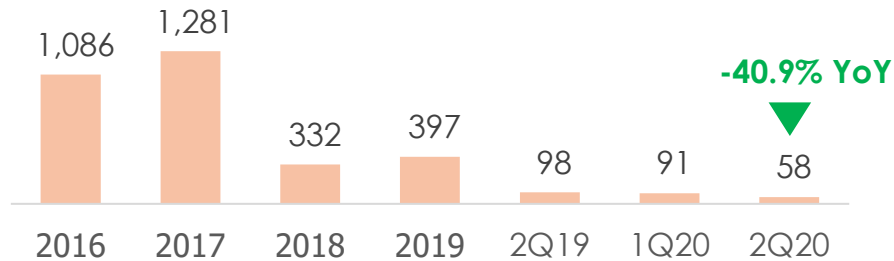
# 2Q20 Food center services Business

## Food center services Business performance

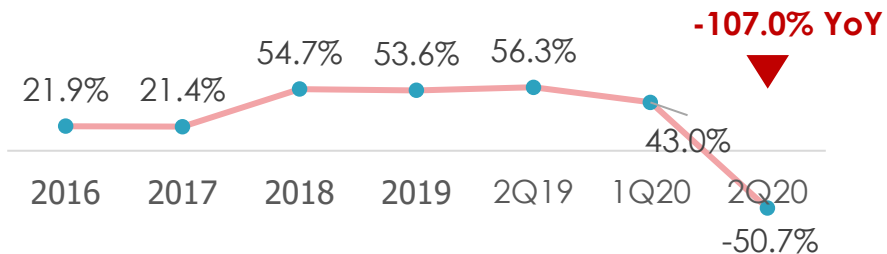
### Food center services income



### Cost of food center services



### %GPM Food center services



## Key Highlights

**2Q20 Food center services <sup>/1</sup> -82.9% YoY, a decrease is mainly attributed from:**

- Lower revenue from food center services from temporary close shopping mall. However, some restaurants are provided under take-away and delivery format.

**2Q20 Cost of food center services <sup>/1</sup> -40.9% YoY, a decrease is mainly attributed from:**

- Lower costs of food center services. Nevertheless, the Company cannot reduce some fixed cost such as depreciation and amortization.

**2Q20 Gross Profit Margin <sup>/1</sup> -107.0% YoY from:**

- A decrease in revenue proportion higher than a decrease in cost.

Note: <sup>/1</sup> Changed from "Revenue from food and beverages sales" and "cost of food and beverages" due to the adoption of TFRS 15 from January 1, 2019 onwards to better reflect the nature of business of food center services, including the comparative year in 2018. Hence, gross profit margin for the food center business is reflective of the new financial reporting standard from 2018 onwards.



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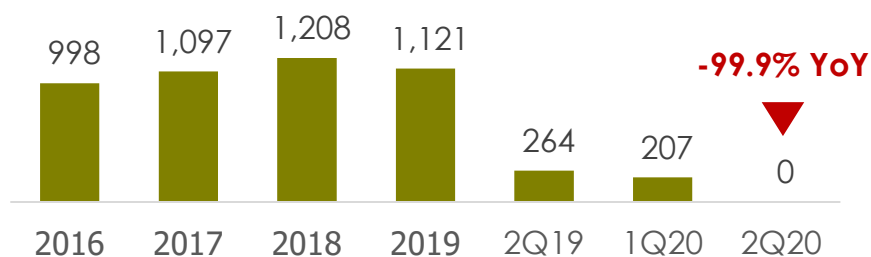


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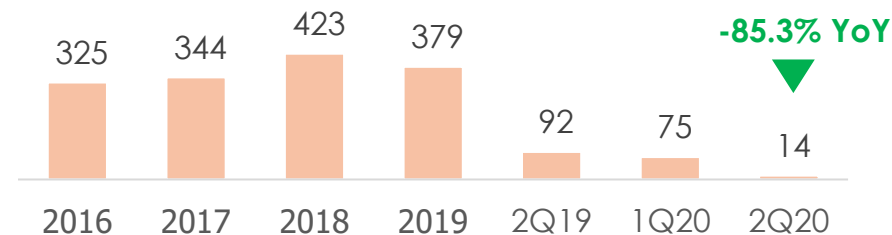
# 2Q20 Hotel Business

## Hotel Business performance

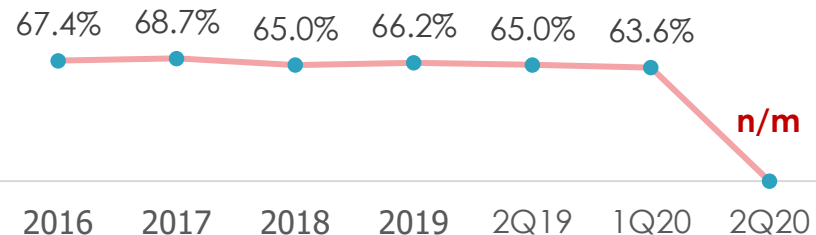
### Hotel Income



### Cost of hotel



### %GPM Hotel



## Key Highlights

The Company adopted a new hotel revenue and cost recognition from 2019 onwards in which net revenue from services was reported as gross revenue and cost on cash basis, resulting an increase both in revenue and cost items.

**2Q20 Hotel operations -99.9% <sup>/1</sup> YoY, a decrease is mainly attributed from:**

- Lower tourists and government sector meeting cancelation from COVID-19 outbreak globally since the beginning of the year and a temporary closed 2 hotels since April 2020. However, the Company took the opportunity to early accelerate the renovation of Hilton Pattaya Hotel.

**2Q20 Cost of hotel operations -85.3% YoY , a decrease is mainly attributed from:**

- Both hotels showed an effective cost control conform the changing situation as well as hotel cease of operation during closure period.

**2Q20 Gross Profit Margin N/M YoY from:**

- An absence of revenue from hotel operations.

Note: /1 Excludes non-recurring items.



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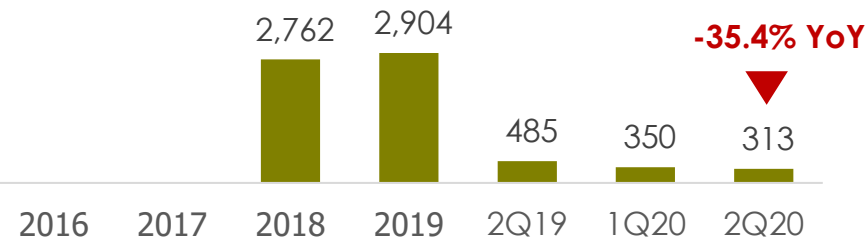
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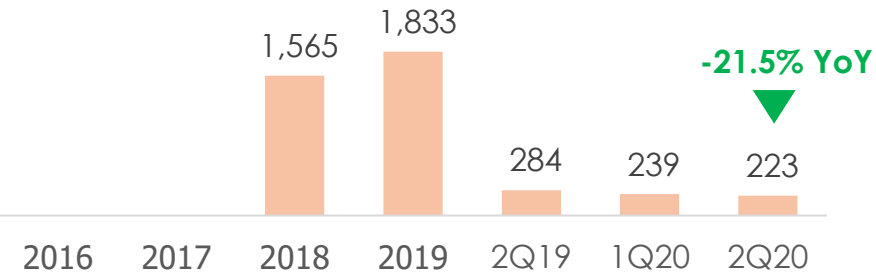
# 2Q20 Residential Business

## Residential Business performance

### Residential sales



### Cost of residential sales



### %GPM Residential sales



## Key Highlights

**2Q20 Real estate sales -35.4% <sup>/1</sup> YoY , a decrease is mainly attributed from:**

- Lower transferred during 2Q20 which overall demand were affected by the pandemic situation. Nevertheless, there were a continuity of transfers of condominium units, namely ESCENT VILLE Chiangrai, ESCENT Nakhon Ratchasima, Phyll Pahol 34 and Belle Grand Rama 9, as well as the newly-launched in 1Q20 namely ESCENT TOWN PITSANULOK and NINYA KALLAPAPRUEK. Hence, the residential transfers met the Company's target.

**2Q20 Cost of real estate sales -21.5% YoY , a decrease is mainly attributed from:**

- Consistent with the lower number of unit transfers and cost adjustment to the Belle Grand Rama 9 to accurately reflect the project's cost of sale.

**2Q20 Gross Profit Margin -12.6% YoY mainly from:**

- A cost adjustment to the Belle Grand Rama 9 to accurately reflect the project's cost of sale as well as transferred 2 standalone projects in 2Q20.

Note: /1 Excludes non-recurring items.



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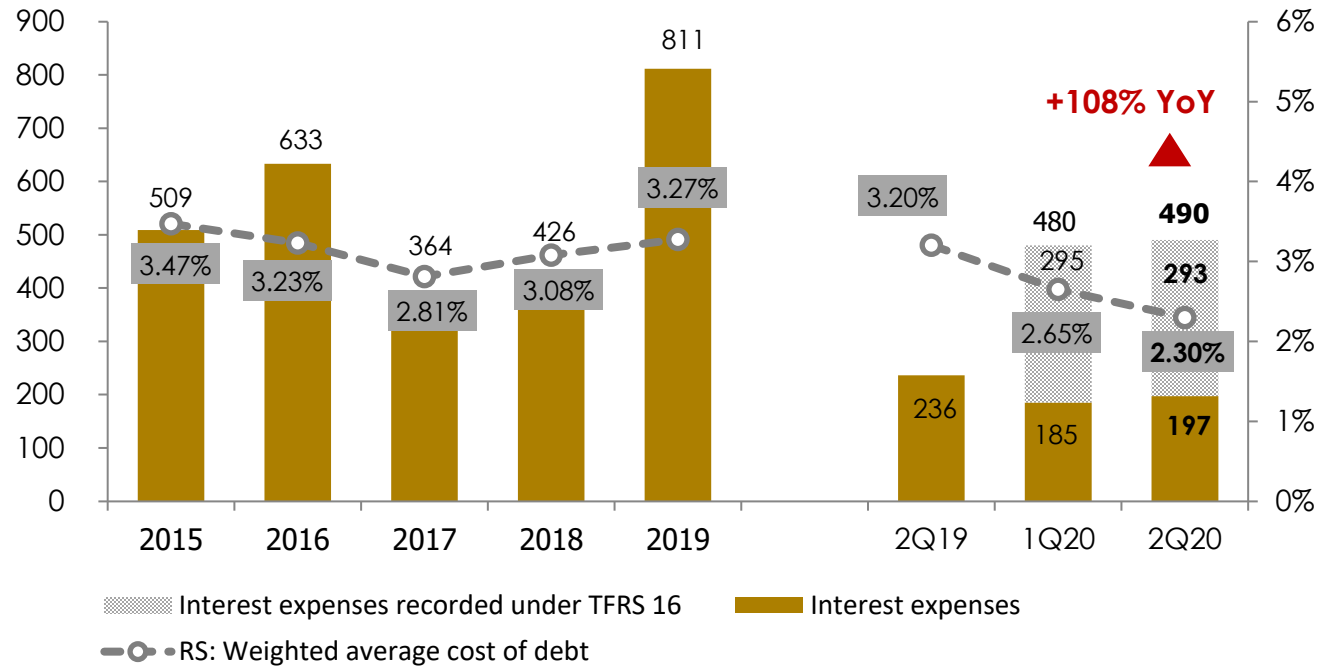


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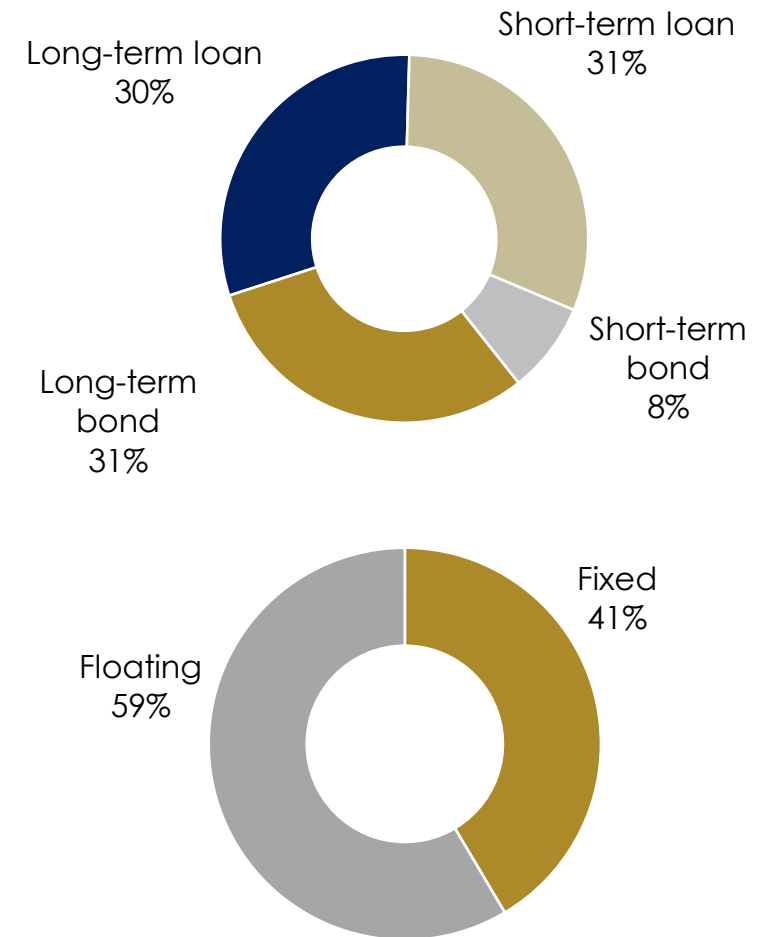
# Debt Analysis

Lower cost of debt achieved despite higher debt principal

## Financing cost and average cost of debt



## 2Q20 Debt Breakdown



**TRIS**  
RATING

**AA**

➤ Corporate credit  
➤ Senior unsecured  
debenture

Credit Rating

**Stable**  
Rating Outlook

Note: Weighted average interest rate was derived from interest expenses including interest capitalization for projects under development. All borrowings are denominated in THB. Includes consolidation of GLAND's debt at THB 6,518 mn



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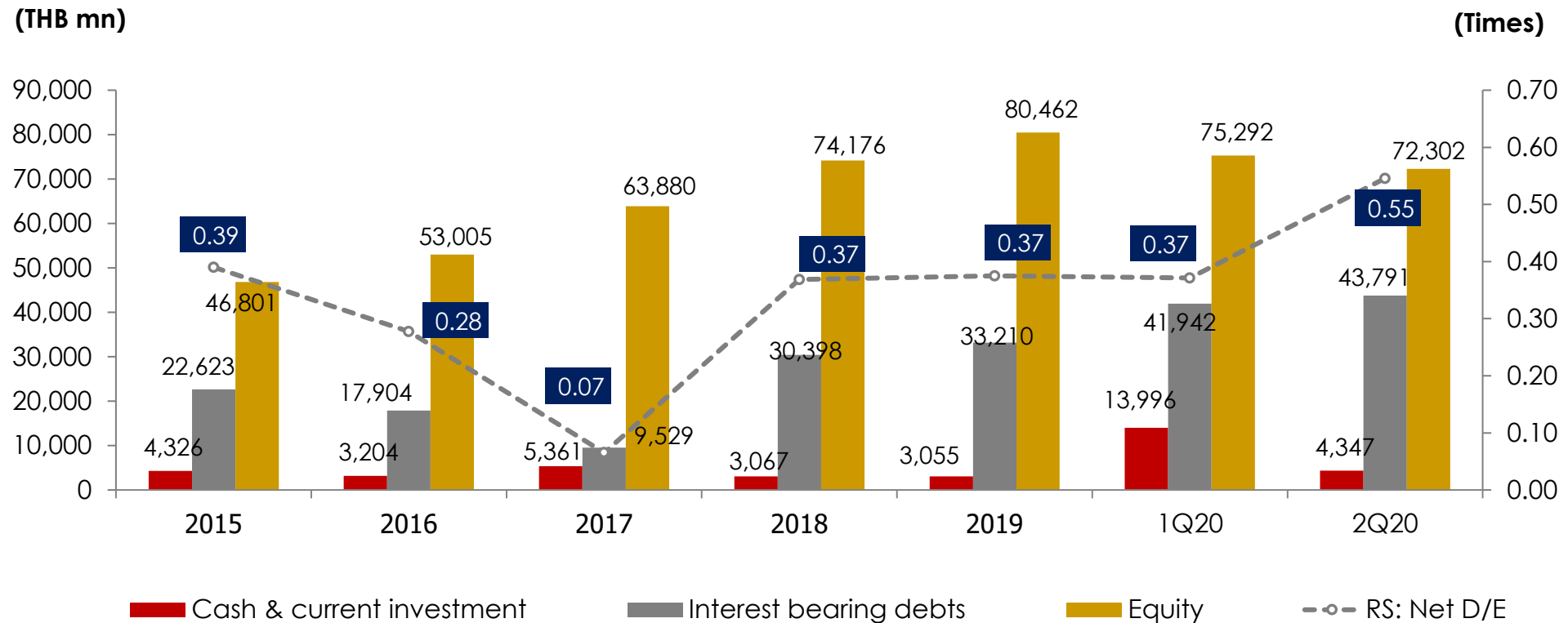


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# Capital Structure

Higher net D/E stable at comfortable level

CPN's net D/E ratios are historically below its debt covenant of 1.75x



Noted: Excludes lease liabilities arising from financial leases recorded under TFRS16



# Support for communities and local businesses

Partake a pivotal role to rebuild the economy and well-being of everyone across Thailand

Facilitating marketplaces for small businesses throughout Bangkok and major provinces



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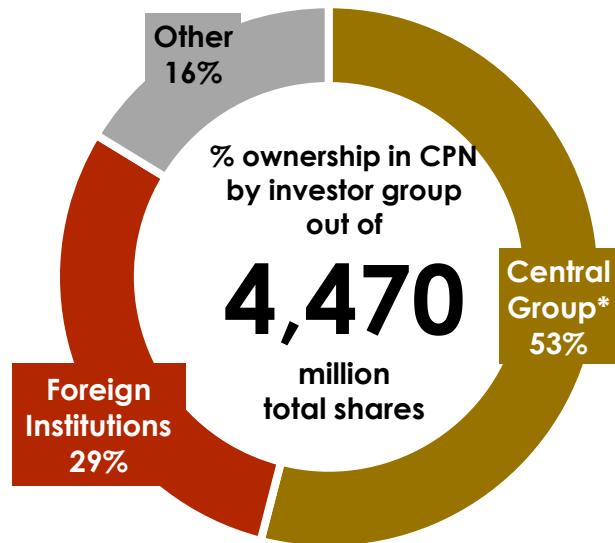




# CPN Shares Trading Statistics

As at Aug 11, 2020

## CPN Ownership Structure



## Dividend History

Key Metrics	2019	2018	2017	2016	2015	2014
Par Value (THB)	0.5	0.5	0.5	0.5	0.5	0.5
Dividend (THB/Share)	0.8	1.1	1.4	0.83	0.7	0.65
Dividend Paid (THB mn)	3,576	4,937	6,283	3,725	3,142	2,917
Dividend Payout Ratio	30.5%	44%	46%	40%	40%	40%

*Dividend policy: paid annually approximately 40% of net profit (unless there is compelling reason against this).*

## Top ten shareholders

	% own
Central Holding Co. Ltd.	26.21
Thai NVDR Co. Ltd.	6.51
SOUTH EAST ASIA UK (TYPE C) NOMINEES	2.59
Social Security Office	2.55
STATE STREET EUROPE LIMITED	2.41
Niti Osathanugrah	1.72
CREDIT SUISSE AG, HONG KONG BRANCH	1.64
UBS AG SINGAPORE BRANCH	1.47
THE BANK OF NEW YORK MELLON	1.34
BANK OF SINGAPORE LIMITED-THB SEG AC	1.29

## Key Trading Statistics as of Aug 11, 2020

Key Metrics	THB
Par Value	0.5
Share Price (THB)	45.5
LTM EPS diluted (THB)	2.11
P/E (x)	15.09
P/BV (x)	3.04
Dividend Yield (%)	1.72%
Market Capitalization (THB bn)	204.20
Authorized Share Capital (mn shares)	4,488



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# CPNREIT and CPNCG

## Asset performance summary

On December 1, 2017, CPNRF was converted into CPNREIT, which also leased additional assets in CentralFestival Pattaya Beach and Hilton Pattaya. At the end of 4Q17, CPNREIT has five retail properties and two office towers in its portfolio, with CPN REIT Management Co., Ltd., as the REIT manager and CPN as the property manager.

[CPNREIT additionally invested in The Ninth Towers Office Building on March 1, 2020 and in Unilever House Office Building Project on 2 March 2020.](#)

CPNCG was established in September 2012 and currently owns one office with SCB Asset Management Co., Ltd. as the fund manager and CPN as the property manager.

CPNREIT - Project	Remaining Life (years)	Leasable Area (sq.m.)	Occupancy Rate <sup>1</sup> (%)		
			2Q19	1Q20	2Q20
CentralPlaza Rama 2	35 Yr & 1 M <sup>2</sup>	82,962	96	95	94
CentralPlaza Rama 3	75 Yr & 1 M	36,495	96	97	97
CentralPlaza Pinklao	4 Yr & 6 M	27,656	97	99	99
Pinklao Office Tower A & Tower B	4 Yr & 6 M	34,389	91	88	86
CentralPlaza Chiangmai Airport	26 Yr & 10 M	38,062	94	95	94
CentralFestival Pattaya Beach	17 Yr & 1 M	29,404	98	98	97
The Ninth Towers	27 Yr & 1 M	59,737	n/a	94	89
Unilever House	14 Yr & 9 M	18,527	n/a	100	100
Total/Average		327,232	95	95	94
Hilton Pattaya	17 Yr & 1 M	302 rooms	90	62	n/a <sup>3</sup>

CPNCG - Project	Remaining Life (years)	Leasable Area (sq.m.)	Occupancy Rate <sup>1</sup> (%)		
			2Q19	1Q20	2Q20
The Offices at centralwOrld	13 Yr & 3 M	81,672	99	99	99

Remarks: /1 quarterly average occupancy rate

/2 including contract extension with CPN on 31 Mar 2020

/3 Hotel was temporary closed since April 1, 2020 due to COVID-19 outbreak

Note: Includes rental agreements < 1 year such as kiosk, carts, ATMs and coin machines and CPN acts as the property manager.

Percentage based on leasable area.



Rama 2



The Ninth Towers



Unilever House



Chiangmai Airport



Pattaya Beach



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# Property Development Portfolio (1/2)

## Retail and mixed-use properties in BMA



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Retail Property Name	Open	Land (Expire)	Invest. (MTHB)	NLA (sqm)	Transferred to CPNREIT		Other developed or managed projects in same area by CPN				
					% of area	Lease expire	Food Center	Office	Hotel	Resid.	Conv. Hall
CentraPlaza Lardprao	1982	L(2028)	4,509	45,518				✓			✓
CentralPlaza Ramindra	1993	L(2023)	664	17,125							
CentralPlaza Pinklao	1995	L(2027)	3,045	63,189	42%	2027	✓	✓			
CentralPlaza Rama 3	1997	F	2,035	54,354	81%	2045	✓				
CentralPlaza Bangna <sup>/A</sup>	2001	F	5,782	64,163			✓	✓		✓	
CentralPlaza Rama 2	2002	L(2055)	9,121	91,835	96%	2025	✓				✓
CentralWorld <sup>/A</sup>	2002	L(2040)	14,350	196,674			✓	✓			
CentralPlaza RattanaThibet <sup>/A</sup>	2003	F&L (2034)	2,368	76,917			✓				
CentralPlaza Chaengwattana	2008	F	5,409	65,476			✓	✓			✓
CentralPlaza Grand Rama 9	2011	L(2040)	5,172	59,085				✓			
CentralPlaza Salaya	2014	F&L (2044)	2,609	38,738			✓				
CentralPlaza WestGate	2015	L(2043)	7,052	78,657			✓				✓
CentralFestival EastVille	2015	F&L (2045)	3,880	36,049			✓				
CentralPlaza Mahachai	2017	F	2,803	24,363			✓				
Central Village	2019	F	2,583	19,987			✓				

Source: CPN Annual Report 2018 ; Information as of December 31, 2018

<sup>/A</sup> = acquired projects

Land: F = Freehold, L = Leasehold, F&L = both ; Investment of each project is reported at cost

Net leasable area (NLA) excludes area invested by joint developer and convention hall

# Property Development Portfolio (2/2)

## Retail and mixed-use properties in provinces



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Retail Property Name	Open	Land (Expire)	Invest. (MTHB)	NLA (sqm)	Transferred to CPNREIT		Other developed or managed projects in same area by CPN				
					% of area	Lease expire	Food Center	Office	Hotel	Resid.	Conv. Hall
CentralMarina	1995	L(2035)	1,442	16,536			✓				
CentralPlaza Chiangmai Airport <sup>/A</sup>	1996	F	2,421	76,622	49%	2044	✓				✓
CentralFestival Pattaya Beach	2009	F&L (2038)	4,500	57,469	50%	2037	✓		✓		
CentralPlaza Udonthani <sup>/A</sup>	2009	F	4,614	71,796			✓		✓		✓
CentralPlaza Chonburi	2009	F&L (2027)	3,131	39,128			✓				
CentralPlaza Khonkaen	2009	F	3,951	47,267			✓			✓	✓
CentralPlaza Chiangrai	2011	F	2,016	26,252			✓			✓	
CentralPlaza Phitsanulok	2011	F	1,590	26,474			✓				
CentralPlaza Suratthani	2012	F	2,245	31,022			✓				✓
CentralPlaza Lampang	2012	L(2041)	1,145	19,709			✓				
CentralPlaza Ubonratchathani	2013	F	1,835	29,144			✓				
CentralFestival Chiangmai	2013	F	4,300	68,028			✓			✓	
CentralFestival Hatyai	2013	F	4,917	66,801			✓				✓
CentralFestival Samui	2014	L(2043)	1,875	31,647			✓				
CentralPlaza Rayong	2015	F	2,685	29,466			✓			✓	✓
Central Phuket											
- Festival <sup>/A</sup>	2015	L(2056)	8,152	47,547			✓				
- Floresta	2018	L(2056)	5,499	35,012			✓				
CentralPlaza Nakhon Si Tham.	2016	F	1,833	21,343			✓				
CentralPlaza Nakhon Ratchasima	2017	F	4,560	48,971			✓			✓	✓