



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

# Central Pattana Plc.

Property Development and Investment

**CEO Forum**  
**2 September 2014**



**CentralPlaza Salaya**

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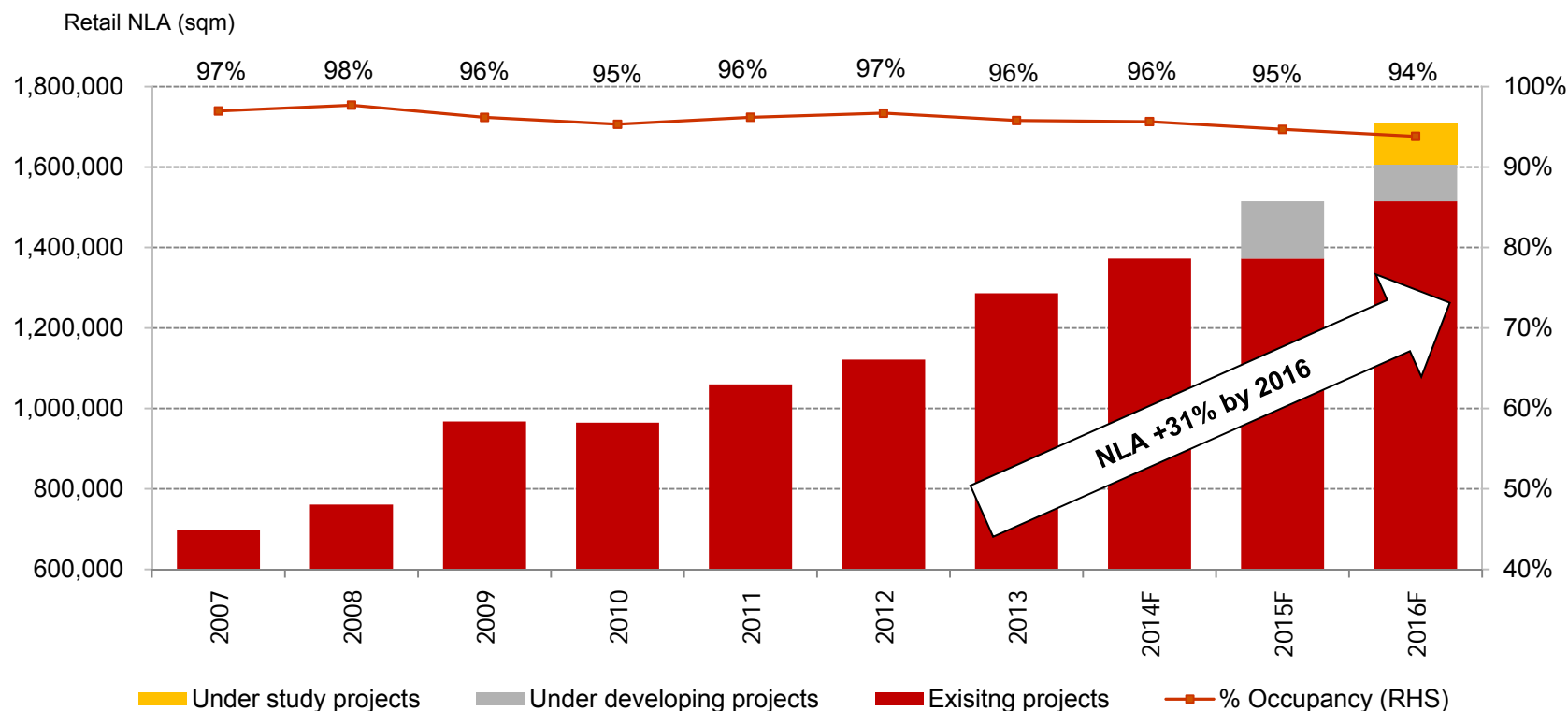
# CPN's Vision

## VISION

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



# 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	32
Retail space (NLA in sqm)	697,038	761,111	967,430	964,612	1,059,910	1,121,377	1,286,125	1,372,687	1,515,187	1,677,887
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

From 2015 to 2016, CPN will launch 7 new projects, of which 4 projects in domestic have been publicly announced.




Source: Company estimate as at 30 June 2014.

Retail space: Includes leasable area of CentralPlaza Rama 2, CentralPlaza Rama 3, CentralPlaza Pinklao, and CentralPlaza Chiangmai Airport which were partially transferred to CPNRF, but still under CPN's management.

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# Strong Development & Acquisition Pipeline

	1980s	1990s	2000s	2010-2014	2015-2017 (future projects)
	25 existing projects (20 greenfields, 5 acquisitions <=> 11 in Bangkok, 14 in Provinces)				5 announced projects
Green-field Development	<u><b>Bangkok (1)</b></u> 1980 Established under Central Plaza Co., Ltd. 1982 CentralPlaza Ladprao  CentralPlaza Ladprao	<u><b>Bangkok (3)</b></u> 1993 CentralPlaza Ramindra 1995 CentralPlaza Pinklao 1997 CentralPlaza Rama 3 <u><b>Province (1)</b></u> 1995 Central Center Pattaya	<u><b>Bangkok (2)</b></u> 2002 CentralPlaza Rama 2 2008 CentralPlaza Chaengwattana <u><b>Provinces (3)</b></u> 2009 CentralFestival Pattaya Beach 2009 CentralPlaza Chonburi 2009 CentralPlaza Khonkaen	<u><b>Bangkok (1)</b></u> 2011 CentralPlaza Grand Rama 9 <u><b>Provinces (8)</b></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 2014 CentralPlaza Salaya	<u><b>Bangkok (3)</b></u> 2015 CentralWestGate (Bangyai) 2015 CentralFestival East Ville <u><b>Provinces (2)</b></u> 2015 CentralPlaza Rayong 2016 CentralPlaza Nakhonratchasima <u><b>Overseas (1)</b></u> 2017 CentralPlaza i-City (Malaysia)
Acquisition		<u><b>Province (1)</b></u> 1996 CentralPlaza Chiangmai Airport	<u><b>Bangkok (3)</b></u> 2001 CentralPlaza Bangna 2002 CentralWorld 2003 CentralPlaza Rattanaibet <u><b>Province (1)</b></u> 2009 CentralPlaza Udonthani		
Redevelopment & Enhancement		<u><b>Province (1)</b></u> 2000 CentralPlaza Chiangmai Airport Phase 2A	<u><b>Bangkok (2)</b></u> 2004 The Offices at CentralWorld 2006 CentralWorld <u><b>Province (1)</b></u> 2003 CentralPlaza Chiangmai Airport Phase 2B	<u><b>Province (1)</b></u> 2012 CentralPlaza Udonthani (Phase 2)	<u><b>Bangkok (2)</b></u> 2014 CentralWorld Expansion 2014 CentralPlaza Bangna

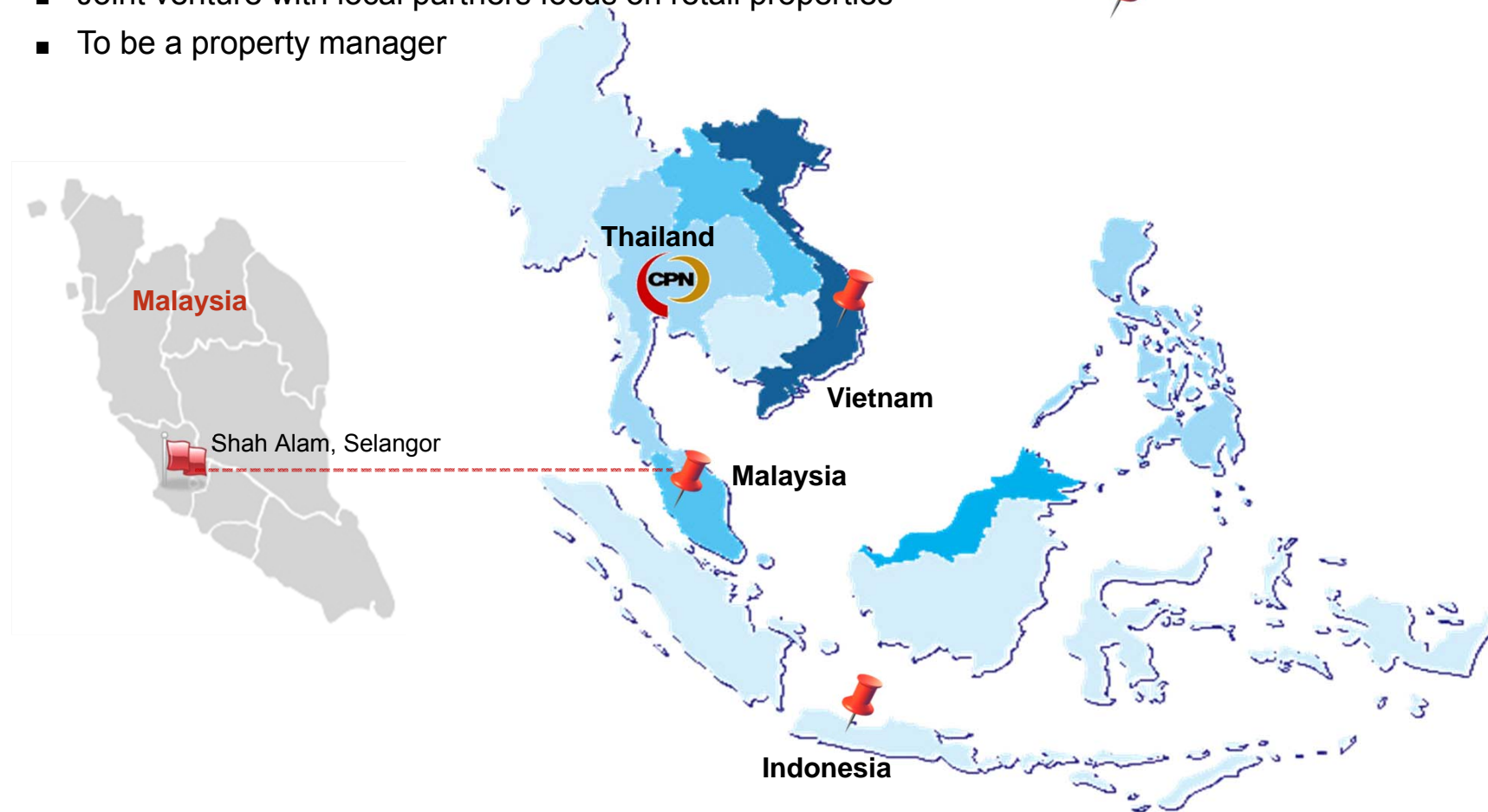
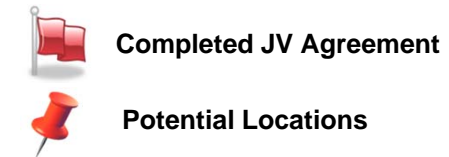
**CPN's 5 year Target: Revenue growth 15% per annum (CAGR)**

# Overseas Expansion

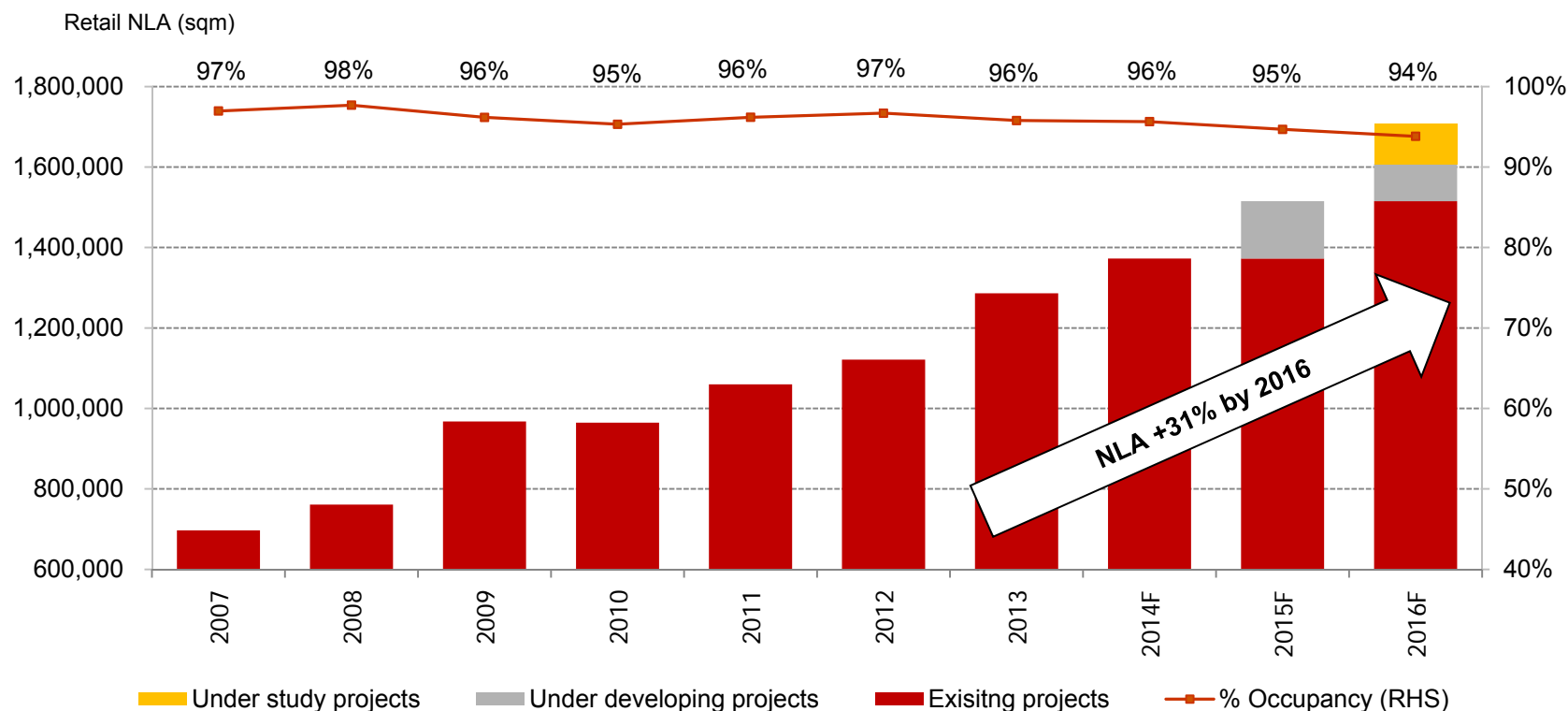
## South East Asia in Focus

### Investment Strategies:

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



# Future Leasable Area & Occupancy Rate



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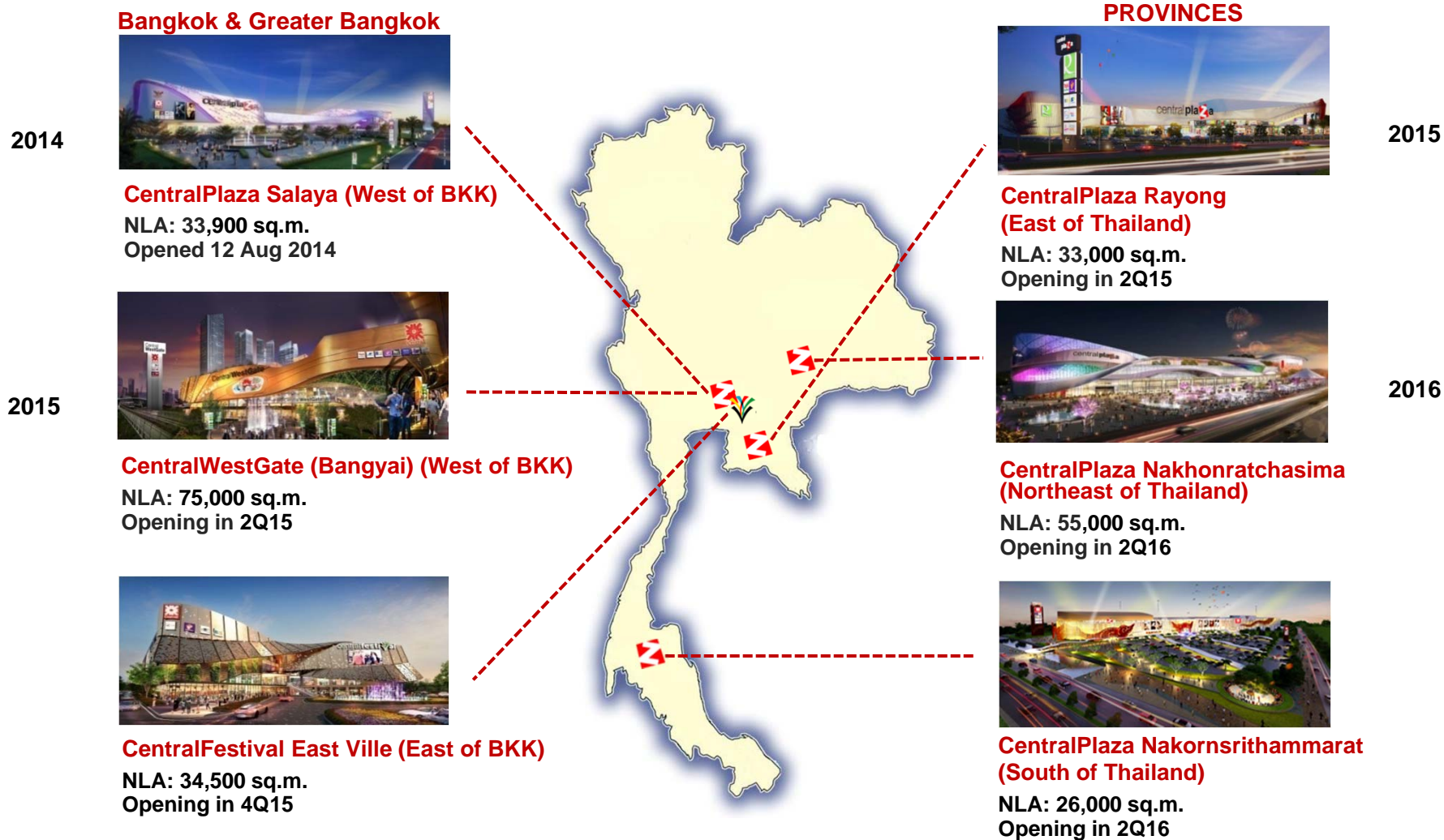
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# Domestic Expansion

Project under construction	No. of Projects	Net Leasable Area (sq.m.)
New Retail Properties in BMA	3	143,400
New Retail Properties in Provinces	3	114,000
<b>Total Retail Properties<sup>(3)</sup></b>	<b>6</b>	<b>257,400</b>



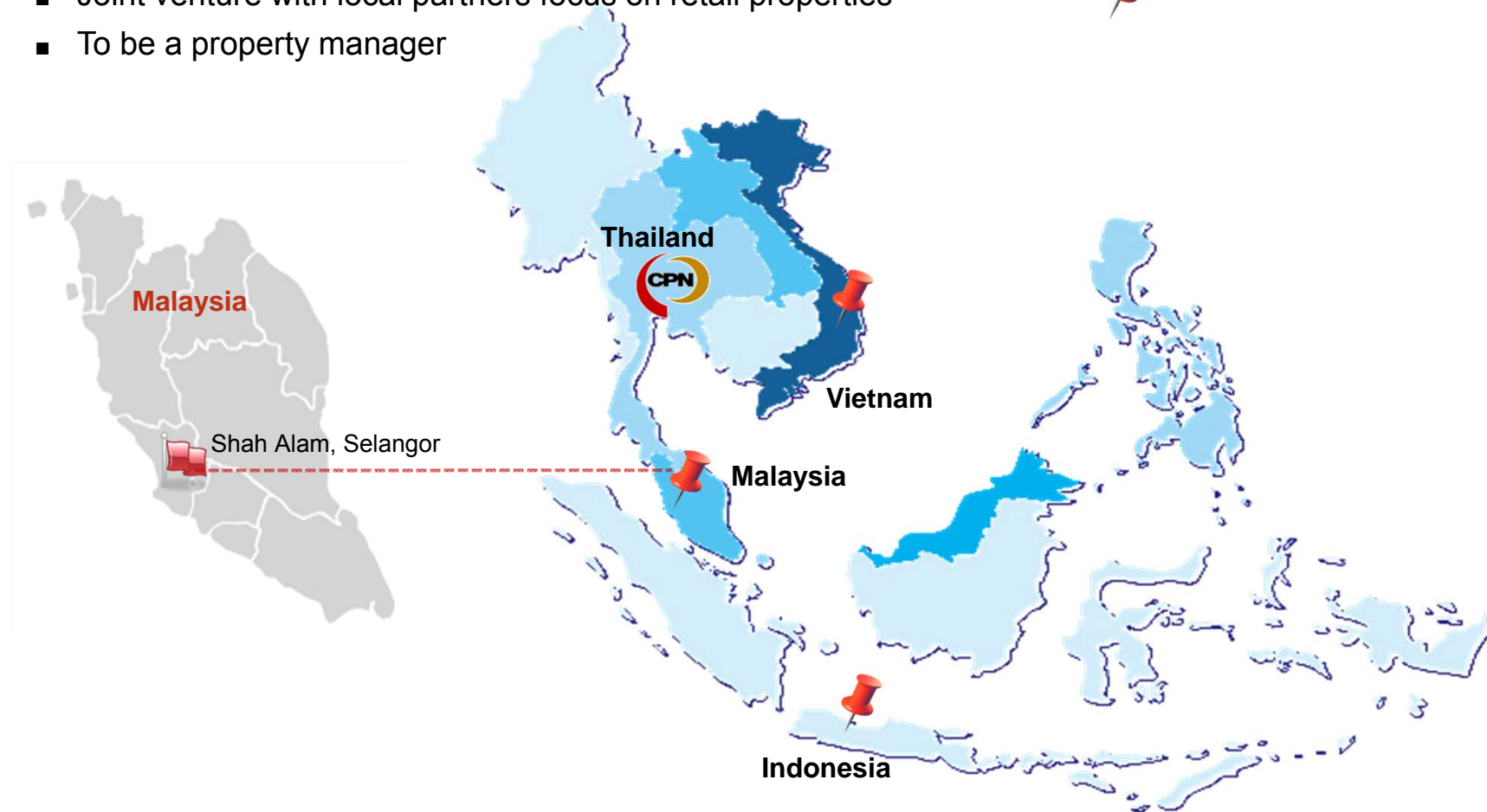
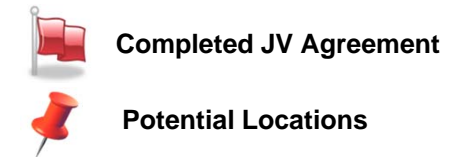


# Overseas Expansion

## South East Asia in Focus

### Investment Strategies:

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# New Project in Malaysia

## CentralPlaza i-City

**Investment Cost** <sup>(1)</sup>

**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)**

**2Q2017** (Rescheduled from 4Q2016 for further market study)



# 2Q14 & 1H14 Performance

## Operations

- CentralPlaza Salaya was launched on 12 August 2014. with an approximately 87% of occupancy rate on the opening date.
- Total net leasable area (NLA) in 2Q14 was 1,370,101 sq.m. with an average occupancy rate of 96% both in Bangkok metropolitan area (BMA) and in provinces.
- 2Q14 same store effective rental rate achieved +4.4% growth YoY. <sup>(1)</sup>

## Financial Highlights

	<u>2Q14</u>	<u>1H14</u>
Revenues	+17% YoY	+13% YoY
Operating profit	+31% YoY	+17% YoY
Net profit	+29% YoY	+15% YoY
Revenues (on same store basis)	+4.4% YoY <sup>(2)</sup>	+4.4% YoY <sup>(2)</sup>
Net D/E	0.37 time	

Grand Opening of CentralPlaza Salaya  
on 12 August 2014



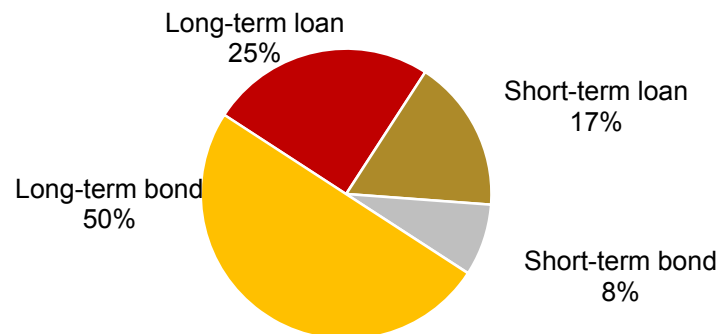
# Debt Analysis



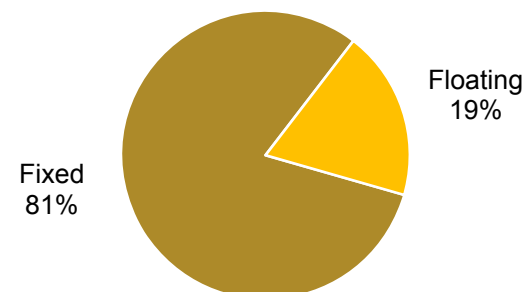
AA- Credit Rating

- Upgraded to “AA-” ratings with “Stable” outlook by TRIS Rating in 12 May 2014
- All borrowings are denominated in THB.

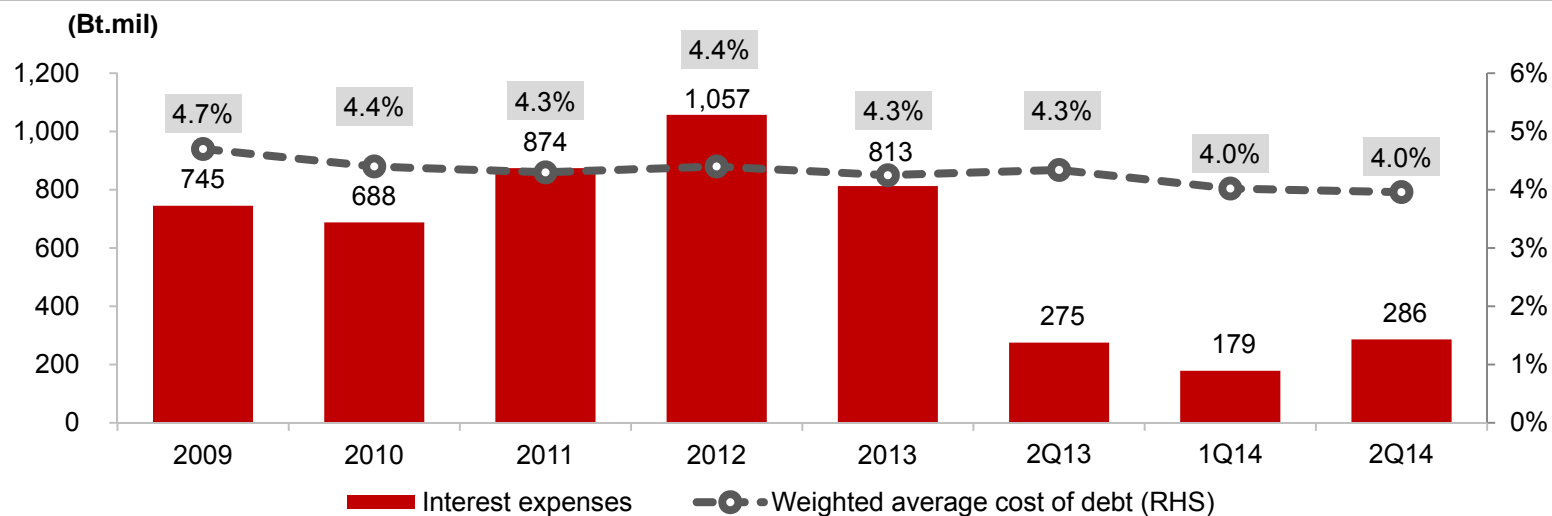
## Outstanding Borrowings 16, 314 Bt.mil



## Fixed vs. Floating Interest Rate Mix



## Financing Cost



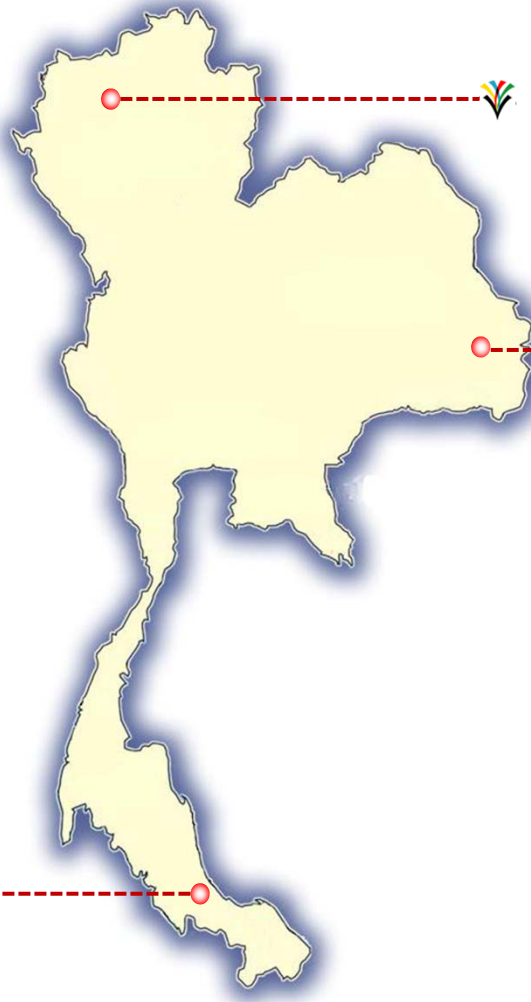


# New Projects launched in 2013



**CentralFestival Hatyai**

NLA: 70,700 sq.m.  
Opening in 4Q13



**CentralFestival Chiangmai**

NLA: 66,500 sq.m.  
Opening in 4Q13



**CentralPlaza Ubonratchathani**

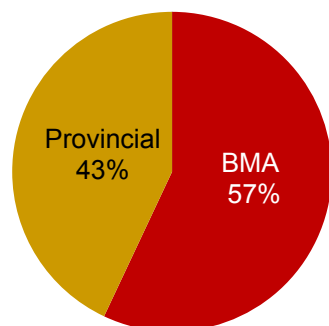
NLA: 31,200 sq.m.  
Opening in 1Q13

# Leasable Area and Occupancy: Retail

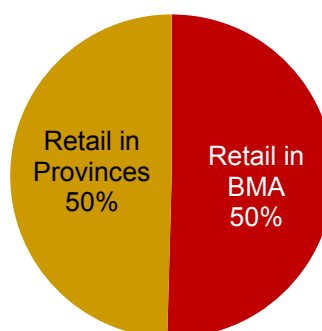
As of 2Q14, CPN owns 24 premium shopping centers with average occupancy rate of 96%.

Retail Properties	No. of Projects	Land		Net Leasable Area <sup>(1)</sup> (sq.m.)			Occupancy Rate <sup>(2)</sup>		
		Freehold	Leasehold	Retail	Department Store	Total	2Q14	1Q14	2Q13
CPN in BMA	10	4	6	517,172	63,583	580,755	97%	96%	96%
CPN in Provinces	14	11	3	516,083	54,391	570,474	95%	94%	97%
<b>Total Retail Properties<sup>(3)</sup></b>	<b>24</b>	<b>15</b>	<b>9</b>	<b>1,033,255</b>	<b>117,974</b>	<b>1,151,229</b>	<b>96%</b>	<b>95%</b>	<b>97%</b>

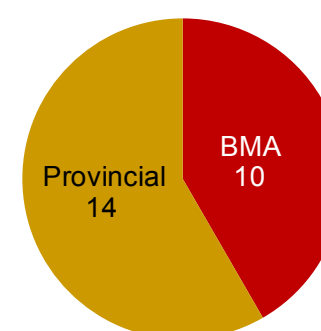
Breakdown by Rental Income



Breakdown by NLA

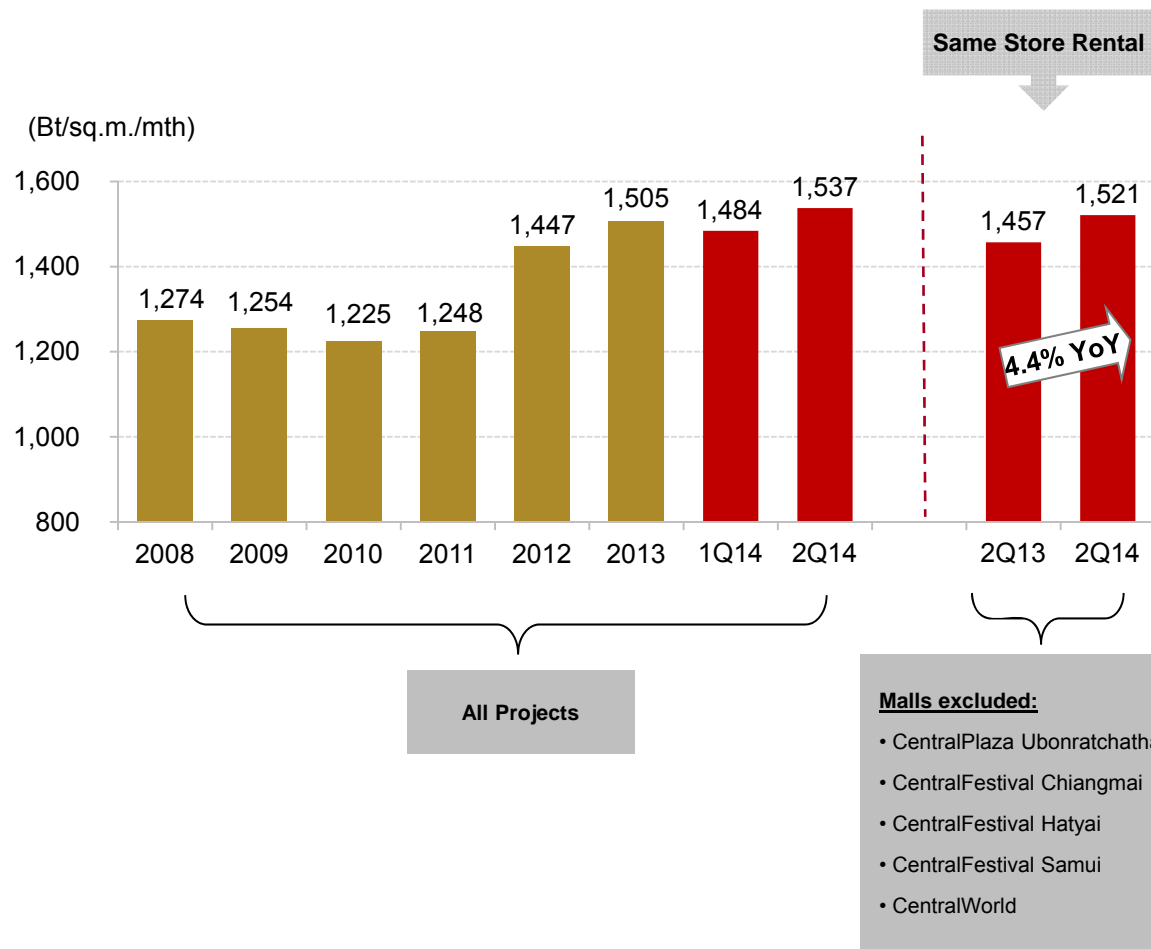


Breakdown by no. of Shopping Malls



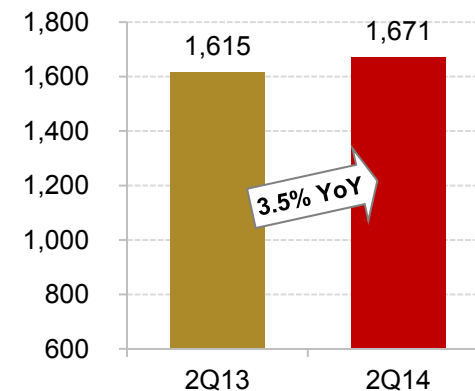
# Effective Rental Rate <sup>(1)</sup>

Overall effective rental rate declined in 2009 – 2011 from new malls in provinces. 2Q14 same store rental grew by 4.4% YoY.



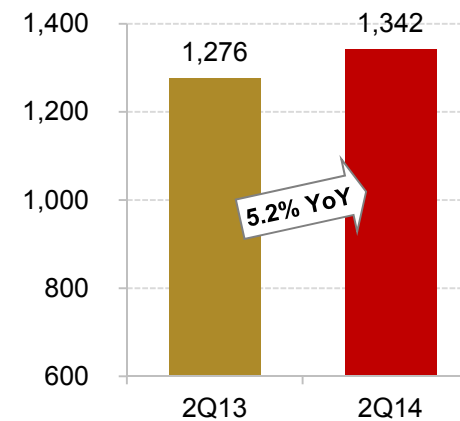
## Same Store Rental Rate of Bangkok Malls <sup>(2)</sup>

(Bt/sq.m./mth)



## Same Store Rental Rate of Provincial Malls <sup>(2)</sup>

(Bt/sq.m./mth)



# Capital Expenditure

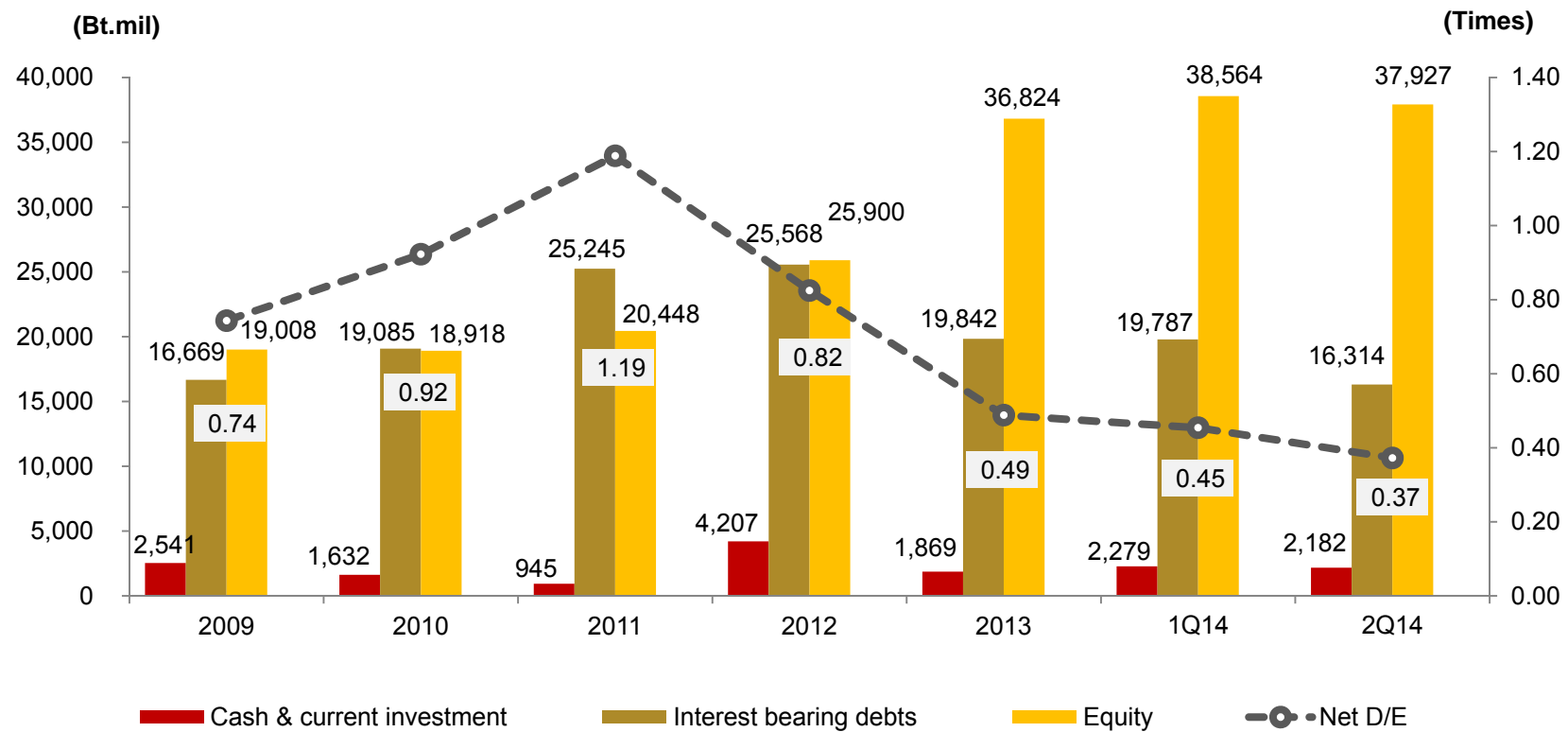
Major capital expenditure will be used to develop new projects. Financing plan for future expansion includes: cash flow from operation, bond issuance and/or project finance, and property fund vehicle.

CPN's Projects	Actual	Estimates (Bt.mil)		
	2013	2014	2015	2016
Under-construction Projects	9,163	8,595	5,093	2,560
Enhancement Projects	1,818	2,277	1,200	1,200
Potential Projects	764	5,124	9,561	12,706
<b>Total CAPEX</b>	<b>11,745</b>	<b>15,996</b>	<b>15,854</b>	<b>16,466</b>



# Capital Structure

CPN's net D/E stood at 0.37 times, against its debt covenant of 1.75 times.





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