



**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**  
NAKHON RATCHASIMA

**Analyst Meeting 3Q17**  
*9 November 2017*

# 3Q17 Performance Overview

**30**  
Shopping Malls

**1.6** mn sqm  
NLA

**92%\***  
CPN Occ. Rate

**5%YoY**  
Rev. Growth

**6%YoY**  
Profit Growth

## Key Drivers

- The new project launched in 2016 i.e. CentralPlaza Nakhon Si Thammarat
- The renovated projects – CentralMarina, CentralPlaza Chaengwattana, and CentralPlaza Bangna
- Existing projects i.e. Eastville, WestGate, Salaya, Chiangrai, Pattaya Beach, and Phitsanulok
- Successful Food Destination Zone in various shopping mall
- Resilient Same Store Rental Revenue Growth of 3.4%
- Effective space utilization: promotion area, convention halls, and on-site media
- Cost efficiency: continual sustained cost saving measures

## 3Q17 Financial Highlight

(THB mn)	3Q17	2Q17	%QoQ	3Q16	%YoY
Revenues	7,698	7,620	1.0%	7,319	5.2%
Operating profits	2,886	2,847	1.4%	2,725	5.9%
Normalized Net Profit	2,483	2,483	-0.0%	2,242	6.0%
GP Margin (%)	48.5%	50.1%	-1.6%	49.3%	-0.9%
EBITDA Margin (%)	54.7%	54.5%	0.2%	54.7%	-0.7%
Net D:E (time)	0.26x	0.31x	-0.05x	0.33x	-0.07x
<i>Including non-recurring income from insurance claim of THB 3,500 mn</i>					
Revenues	11,198		47.0%		53.0%
Net Profit	5,983		140.9%		155.4%



TRIS Rating upgraded company & senior unsecured debt ratings of CPN to “AA” with “Stable” Outlook on 22 September 2017.

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**central plaza**  
NAKHON RATCHASIMA  
Manahakorn of Isan  
Open: 3 Nov 2017

32

**central plaza**  
MAHACHAI  
The Ship of Happiness  
Open: 23 Nov 2017



\* Includes area transferred to CPNRF and CPNCG, 3Q17 occ. rate was 91%.

# Recent Major Events

## **CPNRF Conversion *to be completed in Dec 2017***

- CPNRF EGM will be on 28 August 2017 to approve
  - The conversion of CPNRF to CPNREIT
  - The lease of CentralFestival Pattaya Beach (certain part) and Hilton Pattaya to CPNREIT for 20 years with the net asset price of THB 11,908 mn
  - CPN will be Property manager and REIT manager
  - Conversion ratio: 1:1
- Currently, CPN REIT Management Co., Ltd., is on the process of seeking approval from the SEC

## **JV with Ek-Chai Distribution System Co., Ltd.**

- JV name: Synergistic Property Development Company Limited
- Registered capital: THB 100,000
- Objective: To support business expansion
- Shareholding ratio; 50:50

## **CentralWorld Major Renovation**

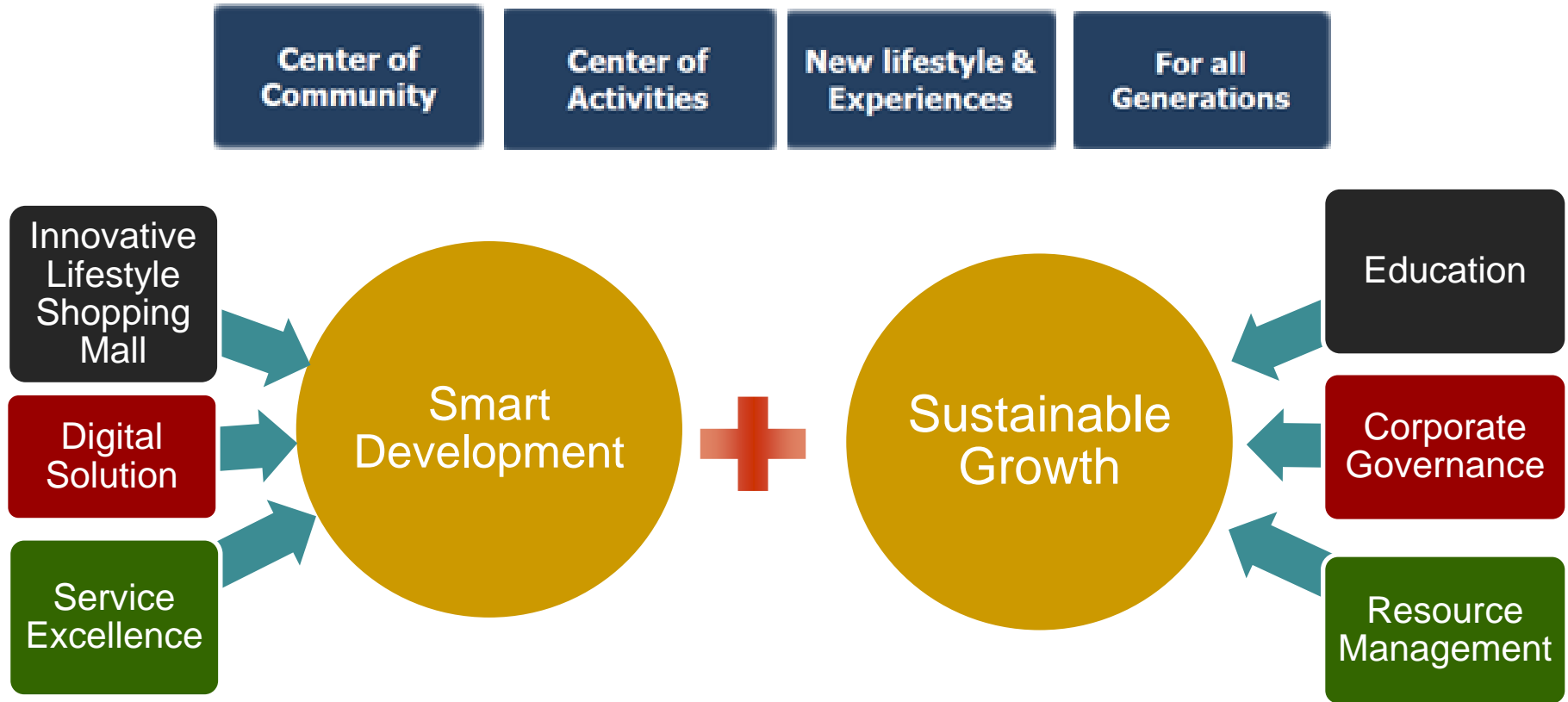
- Renovation period: 4Q16-3Q18,
- Stop renovation during festive season till Chinese New Year (Dec 2017-Jan 2018)
- 70% of CTW renovation completed in 2017
- Occupancy rate: 83% at the end of 3Q17



# New Mall Expansion

# 2017 Strategic Directions

## CPN Shopping Mall = CENTER OF LIFE





# Domestic expansion continues

## CentralPlaza Nakhon Ratchasima

**Investment cost** <sup>(1)</sup> : THB 5.00 bn  
**NLA** <sup>(2)</sup> : 56,000 sqm  
**Joint developer** <sup>(3)</sup> : Central Department Store  
**Land Size** : 26 acres (65 rais) (Freehold)  
**Parking** : 3,600 cars  
**Occupancy rate** : 80%



## CentralPlaza Mahachai

**Investment cost** <sup>(1)</sup> : THB 3.20 bn  
**NLA** <sup>(2)</sup> : 28,850 sqm  
**Joint developer** <sup>(3)</sup> : Robinson Department Store  
**Land Size** : 40 acres (100 rais) (Freehold)  
**Parking** : 1,500 cars  
**Leasing Progress** : 80%



2017

3 Nov -17

23 Nov-17

2018

1H18

2021

## CentralPhuket

**Investment cost** <sup>(1)</sup> : THB 6.65 bn  
**NLA** <sup>(2)</sup> : 63,000 sqm  
**Joint developer** <sup>(3)</sup> : -  
**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

<b>Investment Cost <sup>(1)</sup></b>	THB 8.3 bn
<b>Joint venture</b>	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
<b>Program:</b>	
<b>GFA</b>	278,000 sqm
<b>NLA</b>	89,700 sqm (including department store)
<b>Land size</b>	11 acres (27 rais) (Freehold)
<b>Location</b>	i-City, Shah Alam, Selangor Darul Ehsan, Malaysia
<b>Opening (Tentative)</b>	4Q18



### Project progress:

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



# Asset Enhancement



# Asset enhancement projects

Modernize malls to enhance asset value and draw traffic

## 4 Projects in 2016

- CentralPlaza Bangna
- CentralMarina
- CentralFestival Phuket
- CentralPlaza Chaengwattana



2016

## 5 Projects in 2017

centralw<sup>o</sup>rl<sup>d</sup>



centralplaza  
RAMA 3

centralplaza  
RAMA 2

centralplaza  
CHIANGMAI AIRPORT

2017



# Asset enhancement in 2017

## centralw<sup>o</sup>rld

Renovation Period: 4Q16 – 3Q18

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



## centralplaza

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





## Mixed Use Development



# Residential projects

Value-added condominium projects in key domestic market

# ESCENT

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

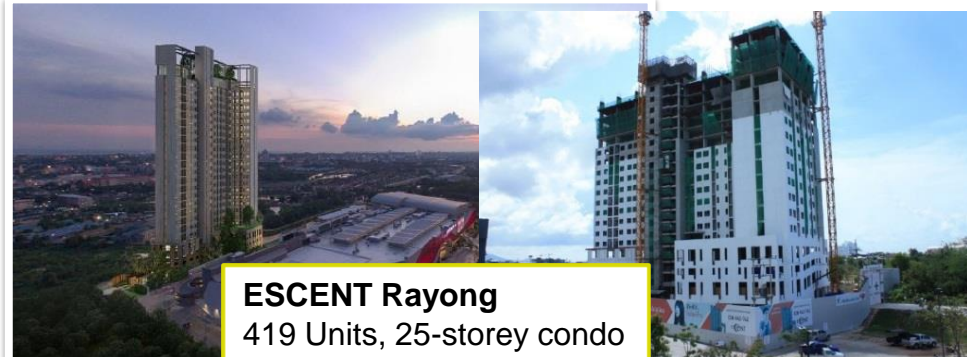


## ESCENT Chiangmai

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  
22-storey and 17-storey condos  
Pre-sale: 3 Nov 17

## ESCENT Chiangrai

312 Units  
2 bldgs. of 8-storey condo  
Pre-sale: 16 Nov 17

## ESCENT Chiangmai

450 Units  
2 bldgs of 8-storey condo  
Pre-sale: 30 Nov 17

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# Appendices

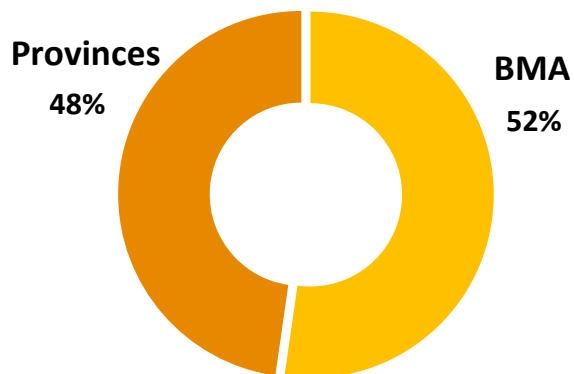


# Financial Performance

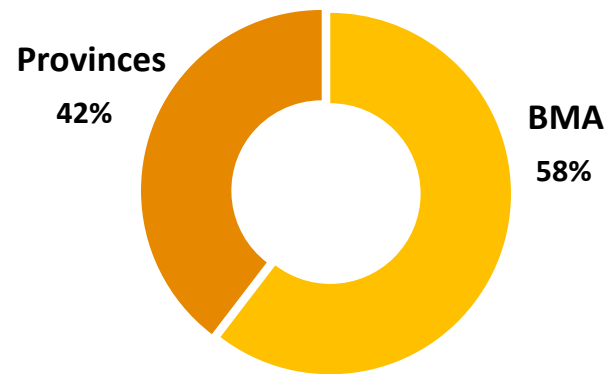
# Leasable Area and Occupancy

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	3Q16	2Q17	3Q17
BMA	13	3	7	3	0.68	0.06	0.74	94%	93%	91%
Provinces	17	11	4	2	0.62	0.06	0.63	92%	93%	93%
<b>Total<sup>(1)</sup></b>	<b>30</b>	<b>14</b>	<b>11</b>	<b>5</b>	<b>1.30</b>	<b>0.12</b>	<b>1.42</b>	<b>93%</b>	<b>93%</b>	<b>92%</b>

**Breakdown: NLA**



**Breakdown: rental income**



Non-core Properties	No. of Projects	NLA (sqm)	Occupancy Rate <sup>(1)</sup>		
			3Q16	2Q17	3Q17
Office in BMA <sup>(1)(2)</sup>	5	56,239	96%	94%	93%
Residential in BMA	1	1,568	37%	21%	21%
Hotel in provincial area	2	561 rooms	88%	92%	88%

(1) Excludes area transferred to CPNRF and CPNCG

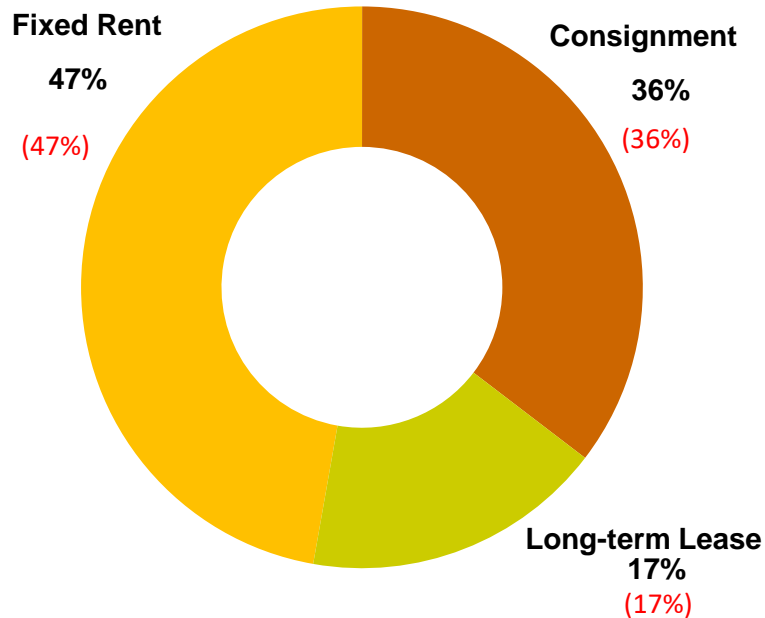
(2) Excludes rental agreements < 1 year, such as kiosk, carts, ATMs and coin machines.

# Rental Contracts Type & Upside

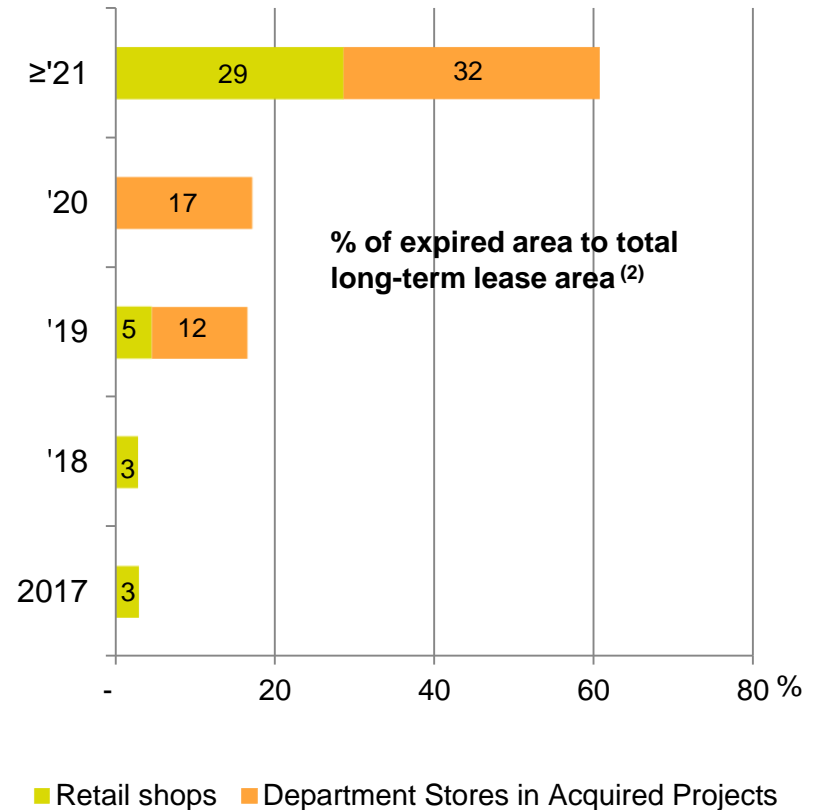
Upside from expirations of long-term lease contracts converted into short term contracts at market rental rate should help increase revenues.

## Reliable contract structure

Types of rental contract <sup>(1)</sup>

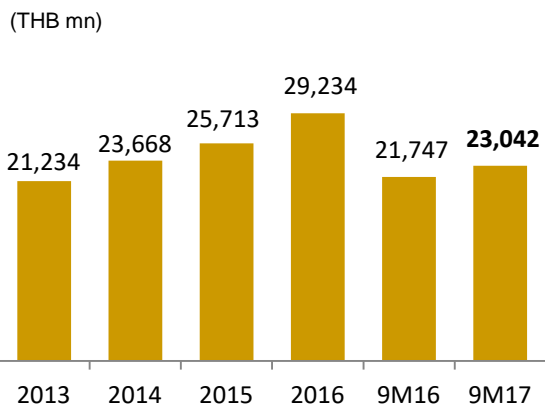


## Long-term Lease: Potential higher revenue<sup>(2)</sup>

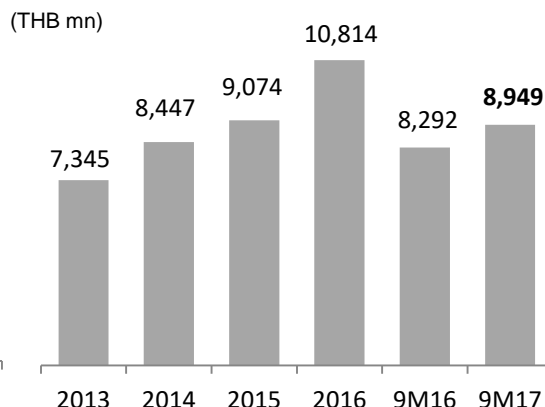


# Financial Summary

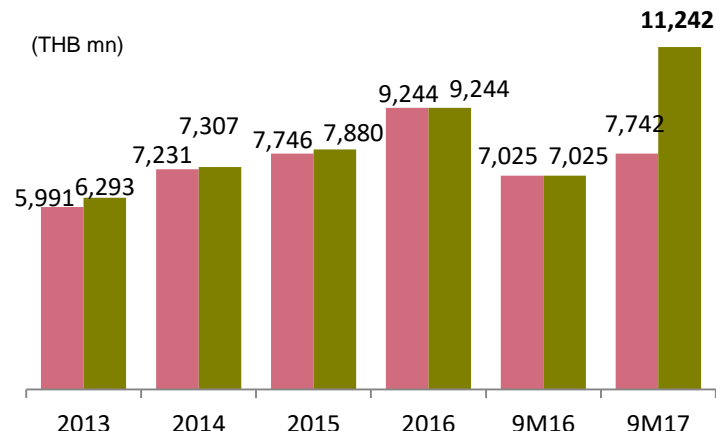
**Total revenues  
(excl non-recurring items)**



**Operating profit**



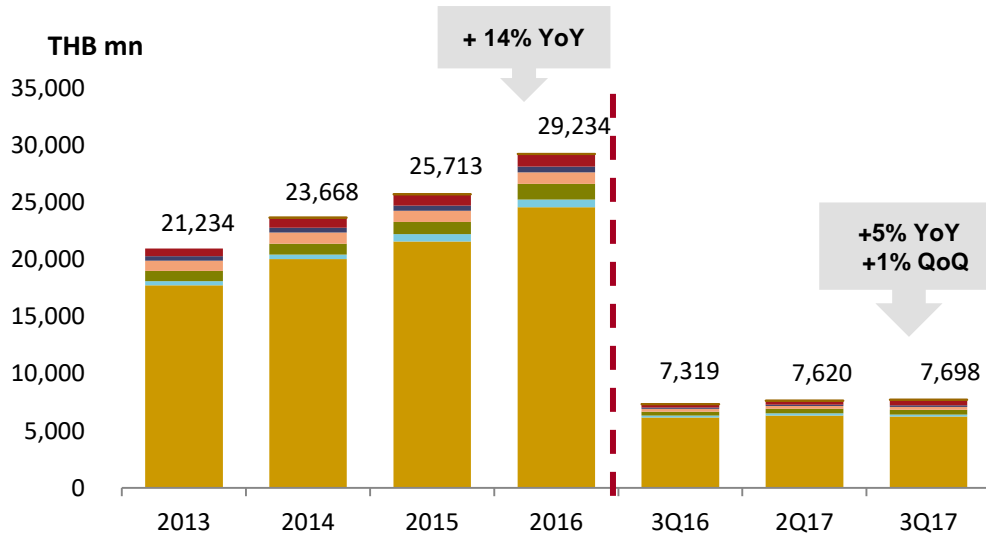
■ Normalized Net profit ■ Net profit



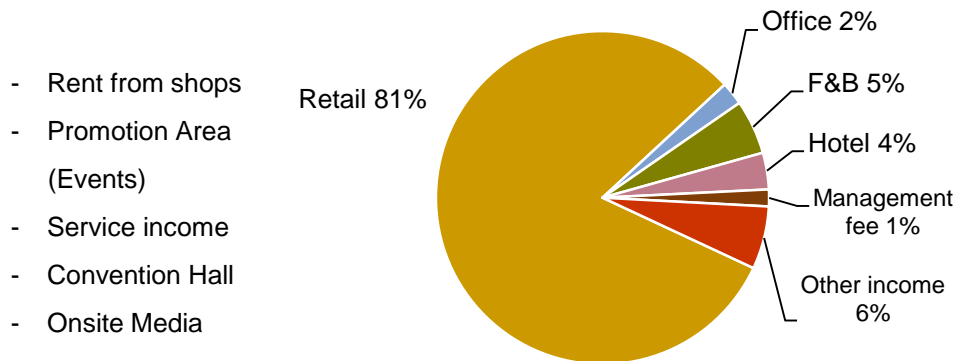
% YoY Growth	2013	2014	2015	2016	9M16	9M17
Total revenues (Exc. non-recurring items) <sup>/1</sup>	19%	13%	9%	14%	17%	6%
Operating profit (Exc. non-recurring items)	31%	15%	7%	19%	22%	8%
Normalized Net profit	36%	21%	7%	19%	20%	10%
Net profit	2%	16%	8%	17%	18%	60%
Same store revenue growth	12%	4%	2%	2%	2%	3.4% <sup>/2</sup>
Gross Profit Margin (Exc. Other Income)(%)	47%	48%	48%	49%	49%	50%
EBITDA Margin (%)	52%	53%	53%	54%	55%	56%



# Revenue Breakdown



## 3Q17 Revenue breakdown



**3Q17 total revenues<sup>/1</sup> +5% YoY** or THB 379 mn  
YoY mainly contributed by

### Rent and services +2% YoY

- Contributions from Nakhon Si Thammarat project, launched in 2016
- Contributions from fully-resumed operation after major renovation in 2016: CentralMarina
- Strong performances of existing projects: EastVille, WestGate, Chaengwattana, Salaya, Chiangrai, Pattaya Beach, and Pitsanulok

### Hotel +11% YoY

- Driven mainly by higher occupancy rate and room rate during the summer vacation of Hilton Pattaya Hotel, and higher room rate from Centara Hotel & Convention Centre Udonthani

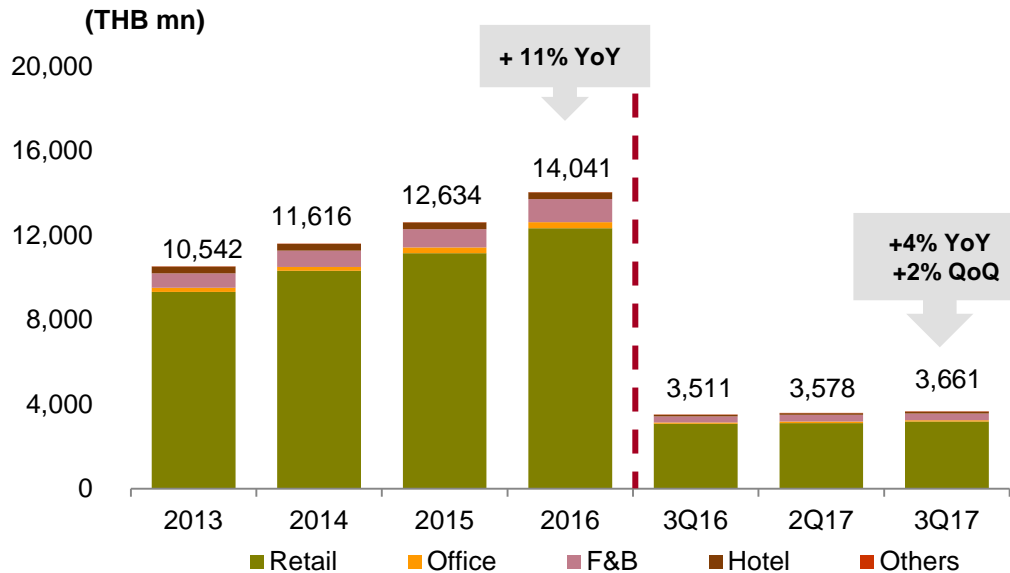
### F&B sales +13% YoY

- New food courts launched in 2016 at Nakhon Si Thammarat, Bangna, CentralMarina and Chaengwattana
- Full quarter contribution from the new food court at Phuket, launched in the previous quarter
- Strong performances with double digit sales growth from Rattana Thibet, EastVille, Rama 2, WestGate, and Samui projects.

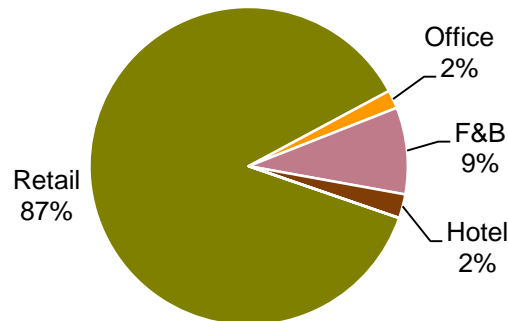
### Implementing strategic marketing activities:

- 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



**3Q17 Cost breakdown**



**3Q17 total costs +4% YoY** or THB 150 mn YoY mainly due to:

## Cost of Rent and Services +3% YoY

- Higher personnel costs in preparation for the expansion of new shopping malls
- Higher depreciation and amortization cost of completed renovated projects: Bangna and EastVille
- But the increase in utility cost at 1.4%, which is less than that of the electricity Ft rate, which rose of 3.8% YoY

## Cost of Hotel Business +6% YoY

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

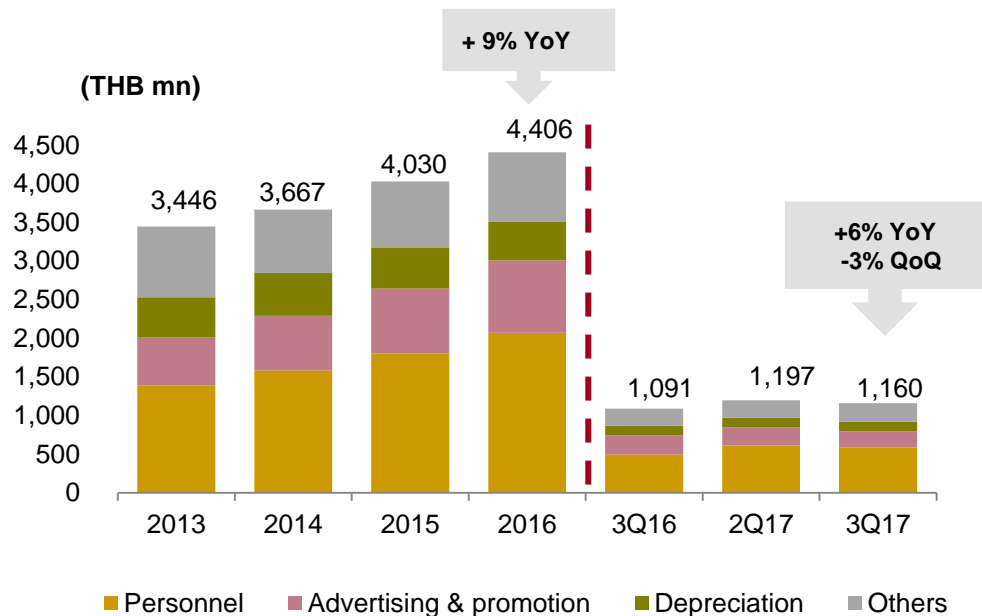
## Cost of F&B +16% YoY

- Increasing operating costs from new and renovated food courts launched in 2016 and 2017.

## 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



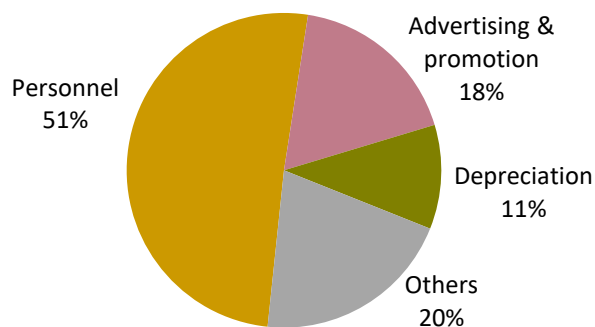
**3Q17 SG&A expenses +6% YoY** or THB 69 mn mainly due to:

- Due to higher personnel expenses to support its new shopping mall openings.

## Ability to control expenses:

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

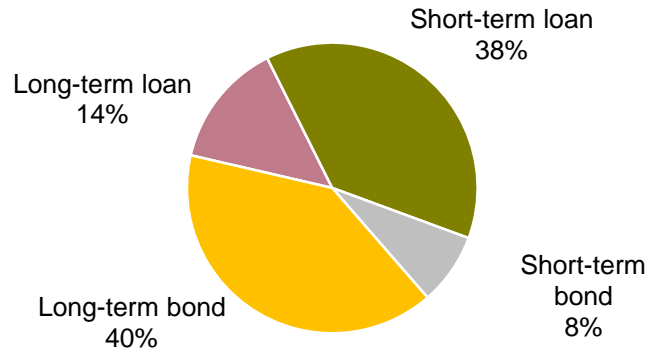
## 3Q17 SG&A breakdown



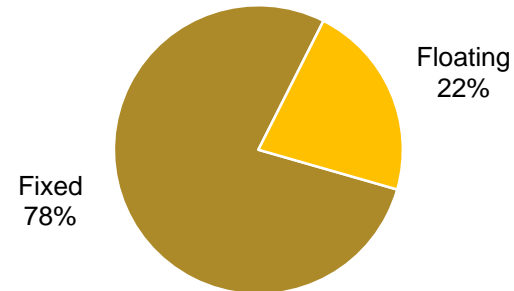
# Debt Analysis



## Outstanding Borrowings THB 17,967 mn



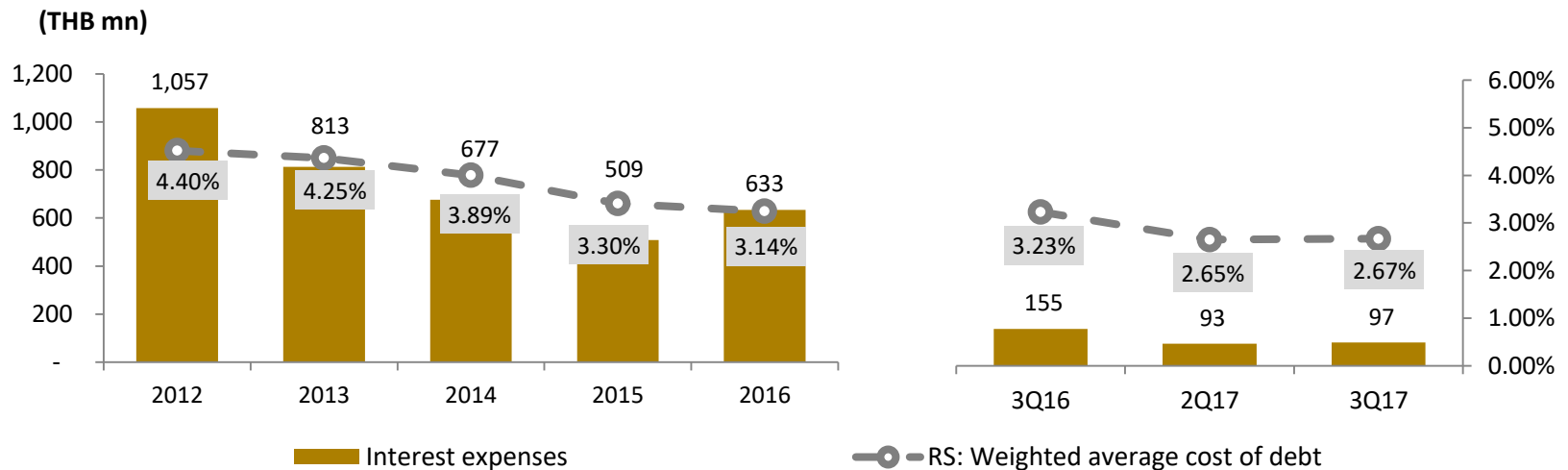
## Fixed vs. Floating Interest Rate Mix



## AA Credit Rating

- Upgraded to “AA” ratings with “Stable” outlook by TRIS Rating on 22 Sep 2017
- All borrowings are denominated in THB

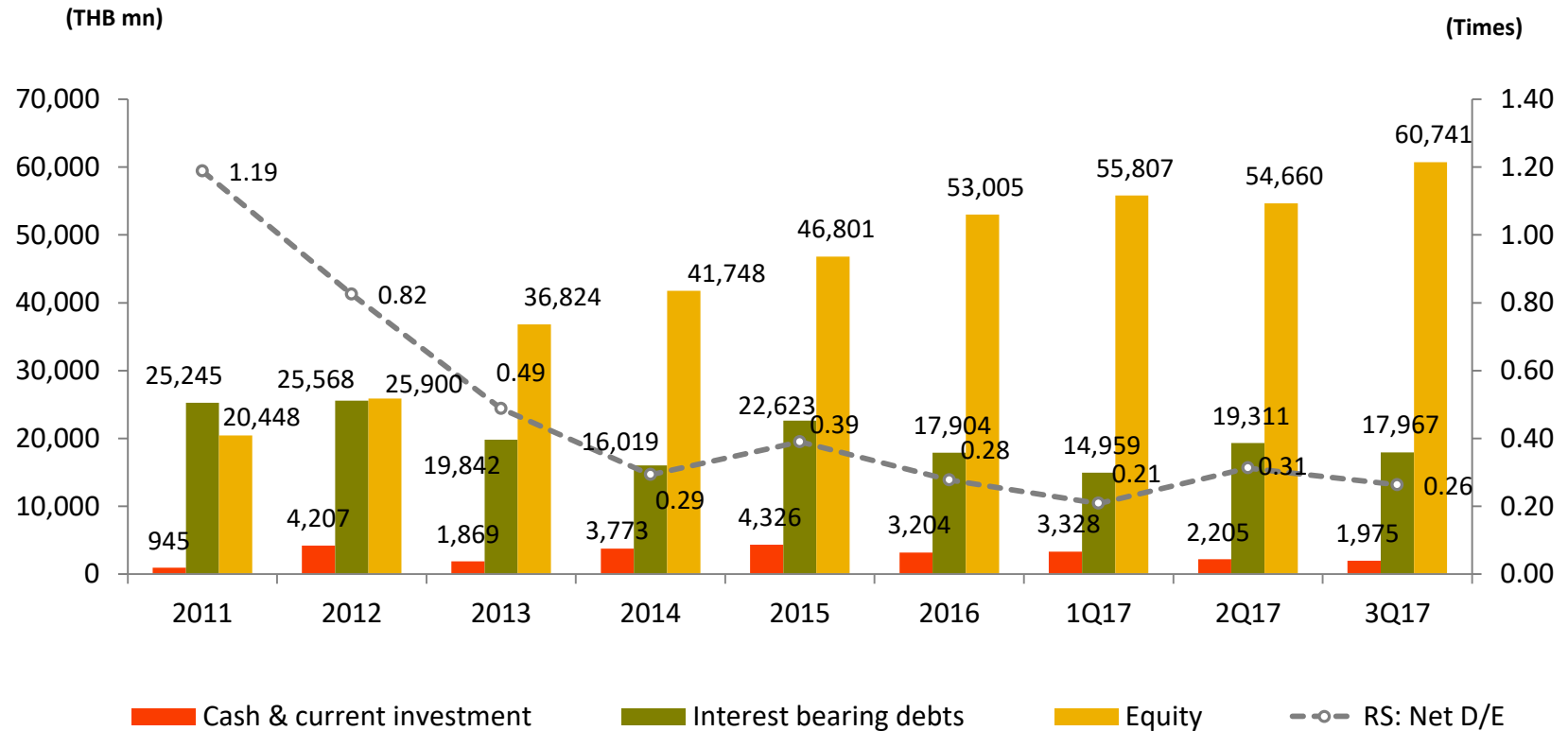
## Financing Cost



Note: Weighted average interest rate was derived from interest expenses including interest capitalization for projects under development.

# Capital Structure

CPN's net D/E stood at 0.26 times, against its debt covenant of 1.75 times.





# Statement of Financial Position

Financial Position (THB mn)	End of 3Q16	End of 2Q17	End of 3Q17	% Change QoQ	% Change YoY
Current assets					
Cash and current investments	3,118	2,205	1,975	(10%)	(37%)
Other current assets	3,341	4,475	5,305	19%	59%
Total current assets	6,459	6,680	7,279	9%	13%
Non-current assets					
Investment properties <sup>(1)</sup>	75,089	79,073	81,111	3%	8%
Leasehold rights	10,886	10,268	11,240	9%	3%
Property & equipment (PP&E)	1,805	1,734	1,698	(2%)	(6%)
Other non-current assets	8,202	10,873	11,027	1%	34%
Total non-current assets	95,982	101,949	105,075	3%	9%
<b>Total assets</b>	<b>102,441</b>	<b>108,628</b>	<b>112,354</b>	<b>3%</b>	<b>10%</b>
Current liabilities	14,945	18,346	17,750	(3%)	19%
Non-current liabilities	36,734	35,623	33,863	(5%)	(8%)
<b>Total liabilities</b>	<b>51,679</b>	<b>53,969</b>	<b>51,613</b>	<b>(4%)</b>	<b>(0%)</b>
<b>Total equity</b>	<b>50,762</b>	<b>54,660</b>	<b>60,741</b>	<b>11%</b>	<b>20%</b>

# Statement of Comprehensive Income

Consolidated Earnings (THB mn)	3Q16	2Q17	3Q17	% Change QoQ (2Q17 vs 3Q17)	% Change YoY (3Q16 vs 3Q17)	9M16	9M17	% Change YoY (9M16 vs 9M17)
Revenue from rent and services	6,323	6,518	6,422	(1%)	2%	18,755	19,470	4%
Retail	6,213	6,345	6,249	(2%)	1%	18,256	18,953	4%
Office	169	173	173	(0%)	3%	498	517	4%
Other supportive businesses	0.3	0.2	0.2	0%	(33%)	0.6	0.5	(2%)
Revenue from hotel operations	248	240	274	14%	11%	751	807	7%
Revenue from food and beverage	359	409	407	(1%)	13%	1,027	1,198	17%
Other income	389	453	4,096	805%	952%	1,214	5,067	317%
<b>Total revenues</b>	<b>7,319</b>	<b>7,620</b>	<b>11,198</b>	<b>47%</b>	<b>53%</b>	<b>21,747</b>	<b>26,542</b>	<b>22%</b>
<b>Total revenues excluding non-recurring items</b>	<b>7,319</b>	<b>7,620</b>	<b>7,698</b>	<b>1%</b>	<b>3%</b>	<b>21,747</b>	<b>23,042</b>	<b>6%</b>
Cost of rent and services	3,148	3,185	3,249	2%	3%	9,357	9,507	2%
Retail	3,102	3,118	3,181	2%	3%	9,149	9,308	2%
Office	69	67	68	2%	(1%)	208	199	(4%)
Other supportive businesses	0.4	0.1	0.1	0%	(60%)	0.3	0.4	52%
Cost of hotel operation	84	78	89	14%	6%	246	253	3%
Cost of food and beverage	280	315	323	3%	16%	798	940	18%
<b>Total costs</b>	<b>3,511</b>	<b>3,578</b>	<b>3,661</b>	<b>2%</b>	<b>4%</b>	<b>10,401</b>	<b>10,700</b>	<b>3%</b>
<b>Operating profit</b>	<b>2,725</b>	<b>2,847</b>	<b>6,386</b>	<b>124%</b>	<b>134%</b>	<b>8,292</b>	<b>12,449</b>	<b>50%</b>
<b>Operating profit excluding non-recurring items</b>	<b>2,725</b>	<b>2,847</b>	<b>2,886</b>	<b>1%</b>	<b>6%</b>	<b>8,292</b>	<b>8,949</b>	<b>8%</b>
<b>Net profit</b>	<b>2,342</b>	<b>2,483</b>	<b>5,983</b>	<b>141%</b>	<b>155%</b>	<b>7,025</b>	<b>11,242</b>	<b>60%</b>
<b>Net profit excluding non-recurring items</b>	<b>2,342</b>	<b>2,483</b>	<b>2,483</b>	<b>(0%)</b>	<b>6%</b>	<b>7,025</b>	<b>7,742</b>	<b>10%</b>
<b>EPS (Bt)</b>	<b>0.52</b>	<b>0.55</b>	<b>1.33</b>	<b>141%</b>	<b>155%</b>	<b>1.57</b>	<b>2.50</b>	<b>60%</b>
<b>EPS (Bt) excluding non-recurring items</b>	<b>0.52</b>	<b>0.55</b>	<b>0.55</b>	<b>(0%)</b>	<b>6%</b>	<b>1.57</b>	<b>1.73</b>	<b>10%</b>
<b>Gross Profit Margin (excl. other income)</b>	<b>49%</b>	<b>50%</b>	<b>48%</b>	<b>(2%)</b>	<b>(1%)</b>	<b>49%</b>	<b>50%</b>	<b>1%</b>
<b>Operating Profit Margin (exc. non-recurring item)</b>	<b>37%</b>	<b>37%</b>	<b>37%</b>	<b>0%</b>	<b>0%</b>	<b>38%</b>	<b>39%</b>	<b>1%</b>

# Key Trading Statistics and Dividend

## Key Trading Statistics

Key Metrics	THB
Par Value	0.50
Stock Price (THB) <sup>(1)</sup>	78.00
EPS <sup>(2)</sup>	0.55
P/E (x) <sup>(1)</sup>	35.65
Market Capitalization (THB bn) <sup>(3)</sup>	350
Authorized Share Capital (mn shares)	4,488

Note 1: SetSmart as of 30 September 2017

Note 2: 3Q17 Performance. EPS excluding non-recurring items

Note 3: Market Cap USD 10.49 bn (BOT exchange rate THB 33.37/USD)

## Dividend

Key Metrics	2016	2015	2014	2013	2012	2011	2010
Par Value (THB)	0.50 <sup>(3)</sup>	0.50 <sup>(3)</sup>	0.50 <sup>(3)</sup>	0.50 <sup>(3)</sup>	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% <sup>(2)</sup>	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 3Q17, 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 <sup>(1)</sup> (sq.m.)	Occupancy Rate (%) <sup>(2)</sup>		
			3Q16	2Q17	3Q17
1. Rama 2 (Retail)	7 Yr & 10 M	83,023	87	90	92
2. Rama 3 (Retail)	77 Yr & 10 M	37,062	90	63	59
3. Pinklao (Retail)	7 Yr & 3 M	27,605	91	96	98
4. Pinklao Tower A & B (Office)	7 Yr & 3 M	33,951	94	90	85
5. Chiangmai Airport (Retail)	26 Yr & 7 M	37,480	92	94	93
Total		219,121	90	87	86

CPNCG Office Property	Remaining Life (years)	Leasable Area <sup>(1)</sup> (sq.m.)	Occupancy Rate (%) <sup>(2)</sup>		
			3Q16	2Q17	3Q17
CentralWorld (Office)	15 Yr & 6 M	81,400	99	98	98

# Awards & Recognition 2017

MEMBER OF

**Dow Jones  
Sustainability Indices**

In Collaboration with RobecoSAM

## **“2017 Down Jones Sustainability Indices (DJSI)”**

CPN is recognized in the DJSI Emerging Markets for 4 consecutive years. the list of DJSI members will be effective from September 18, 2017 onwards.  
Source: SET News 72/2017



## **“Thailand’s Top Corporate Brands Value 2017”**

CPN received Thailand’s Top Corporate Brand Values 2017 Award in Property Sector with brand value of THB 139,199 mn from Chulalongkorn University and the Stock Exchange of Thailand



## **Silver - The Design and Development Award: CentralFestival EastVille**

The International Council of Shopping Centers (ICSC) has announced the winners of the 2017 Asia-Pacific Shopping Center Awards, recognizing the region’s most innovative shopping centers for outstanding achievement in marketing, design and development, and retail.

CENTRAL  
PHUKET

**central plaza**  
MAHACHAI

## **“Top 10 Developers Awards 2017” by BCI ASIA for 2 projects: Central Phuket and CentralPlaza Mahachai**

This award is given to the firms in Asia which are the national leading developers that have developed great design and development, and have environmental concern.

# Investor Relations

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