



**PROPERTY  
DEVELOPMENT  
& INVESTMENT**

A Member of Central Group

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



Stock Exchange of Thailand



18 May 2018

**Opportunity Day**  
for the 1Q18 financial results

Bangkok, Thailand

Central Pattana Public Company Limited



**1Q18 Highlights**

**1Q18 Financial Performance**



**Business Update**



**Harmonization  
of urban and  
nature**

**New zones and  
shops for new  
experiences**



**CentralPlaza Rama 3 relaunch**



**Reinforced position to be the  
Super-regional Mall of Southeast Asia**

**IKEA @ CentralPlaza WestGate**



**Sustained high occupancy rates with  
healthy growth in rental rates**

**Solid same-store performance**



*ESCENT Rayong*



*ESCENT Chiangmai*

**High-quality living next to shopping malls  
delivered to customers**

**Residential projects completion**







# 1Q18 Financial Performance

Solid revenue growth amidst ongoing major renovation



## Key Performance Drivers

- ▶ Solid full-quarter contribution from new malls in 2017
- ▶ Solid same store rental revenue growth
- ▶ Strong growth in F&B and hotel revenue
- ▶ Partial contribution from residential sales
- ▶ Curtailed profit growth due to rising costs of new and renovating malls

## Key Financial Performance and Ratios\*\*

Unit: THB mn

	1Q17	4Q17	1Q18	YoY%	QoQ%
Total Revenue	7,719	7,834	<b>8,223</b>	+6.5%	+5.0%
Gross Profit	3,745	3,491	<b>3,878</b>	+3.6%	+11.1%
Operating Profit	3,216	2,365	<b>3,168</b>	-1.5%	+33.9%
Net Profit	2,776	2,151	<b>2,822</b>	+1.7%	+31.2%
Gross Profit Margin	52.0%	47.7%	<b>50.2%</b>	-1.8%	+2.5%
EBITDA Margin	58.3%	47.5%	<b>55.4%</b>	-2.9%	+7.9%
SG&A to Revenue	13.7%	21.1%	<b>14.6%</b>	+0.9%	-6.5%
Net D/E Ratio	0.21x	0.07x	<b>0.03x</b>	-0.18x	-0.04x

\* Includes area transferred to CPNREIT and CPNCG

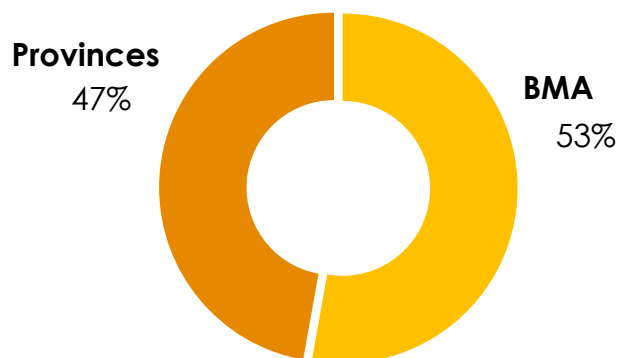
\*\* Excludes non-recurring items

# Leasable Area and Occupancy

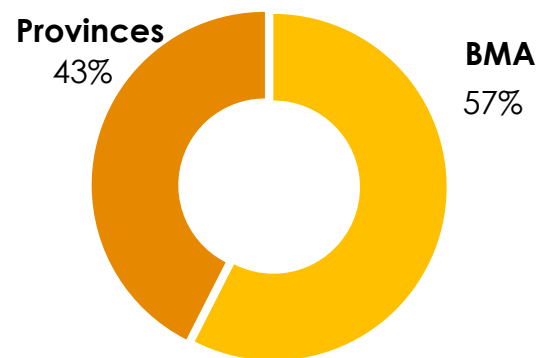
Healthy occupancy levels in both BMA and provinces

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	1Q17	4Q17	1Q18
BMA	14	4	7	3	0.70	0.06	0.77	95%	91%	91%
Provinces	18	12	4	2	0.63	0.06	0.69	93%	93%	92%
<b>Total <sup>(1)</sup></b>	<b>32</b>	<b>16</b>	<b>11</b>	<b>5</b>	<b>1.33</b>	<b>0.12</b>	<b>1.45</b>	<b>94%</b>	<b>92%</b>	<b>91%</b>

NLA split by region



Rent revenue split by region



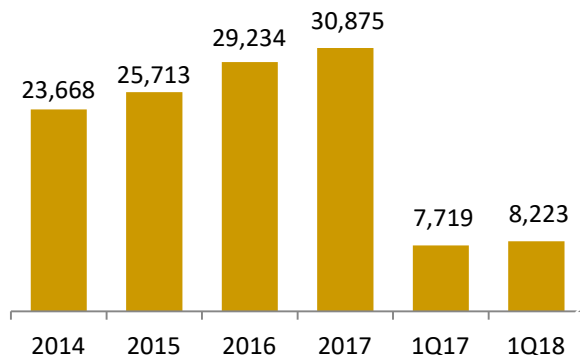
Non-core Properties	No. of Projects	NLA (sqm)	Occupancy Rate <sup>(1)</sup> (%)		
			1Q17	4Q17	1Q18
Office in BMA <sup>(1)(2)</sup>	5	56,159	96%	93%	94%
Residential in BMA	1	1,568	21%	21%	21%
Hotel in provincial area	2	561 rooms	92%	85%	86%

(1) Excludes area transferred to CPNRF and CPNCG

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

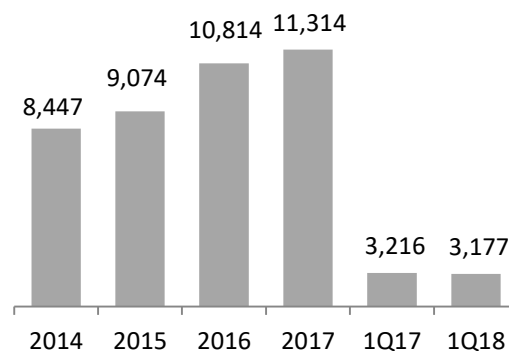
**Total revenues  
(excl non-recurring items)**

(THB mn)



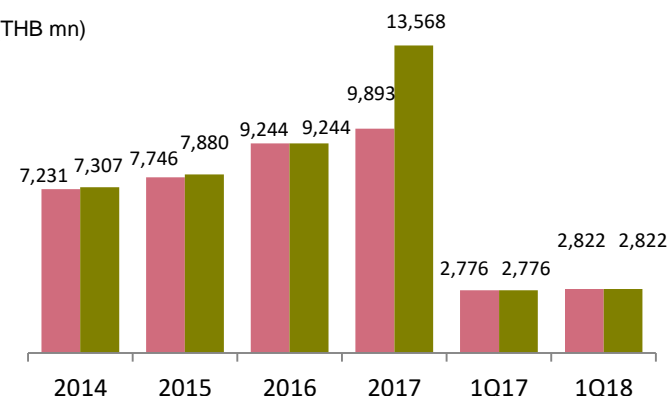
**Operating profit**

(THB mn)



■ Normalized Net profit ■ Net profit

(THB mn)

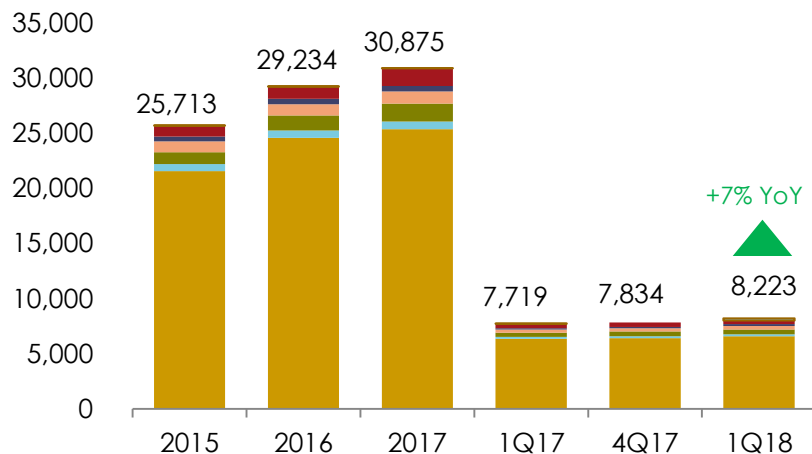


% YoY Growth	2014	2015	2016	2017	1Q17	1Q18
Total revenues (Exc. non-recurring items) <sup>/1</sup>	13%	9%	14%	6%	7%	7%
Operating profit (Exc. non-recurring items)	15%	7%	19%	5%	13%	(1%)
Normalized Net profit	21%	7%	19%	7%	16%	2%
Net profit	16%	8%	17%	47%	16%	2%
Same store revenue growth	4%	2%	2%	4%	3%	3% <sup>/2</sup>
Gross Profit Margin (Exc. Other Income)(%)	48%	48%	49%	50%	52%	50%
EBITDA Margin (%)	53%	53%	54%	54%	58%	55%

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

<sup>/2</sup> Excl. CentralWorld, CentalPlaza Nakhon Ratchasima and CentralPlaza Mahachai

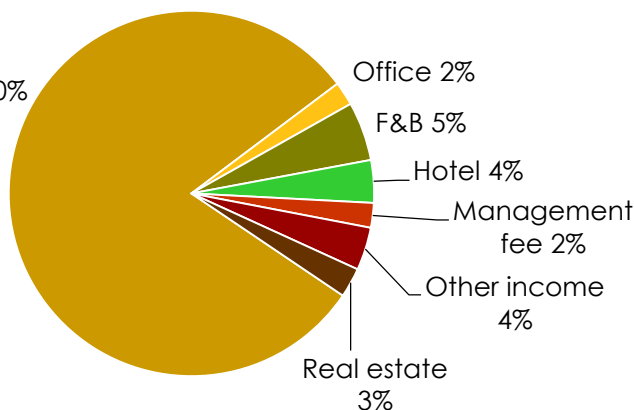
(THB mn)



### 1Q18 Breakdown

Retail 80%

- Rent from shops
- Promotional Area (Events)
- Service income
- Convention hall
- On site media



**1Q18 total revenues <sup>/1</sup> +7% YoY** mainly contributed by  
**Rent and services +4% YoY**

- Contributions from new shopping malls in 2017: CentralPlaza Nakhon Ratchasima and CentralPlaza Mahachai
- Increase from renovated mall in 2017: CentralPlaza Rama 3
- Strong performances of existing shopping malls: Rama 2, Khonkaen, Festival Phuket, and Festival Chiangmai

**Hotel +6% YoY**

- Higher occupancy rate at Hilton Pattaya and higher room rates from both Hilton Pattaya and Centara Hotel & Convention Centre Udonthani

**F&B sales +12% YoY**

- New food courts opened in 2017 at CentralPlaza Nakhon Ratchasima and CentralPlaza Mahachai with double digit sales growth from Rama 2, WestGate, Samui, CentralMarina,
- Strong performances

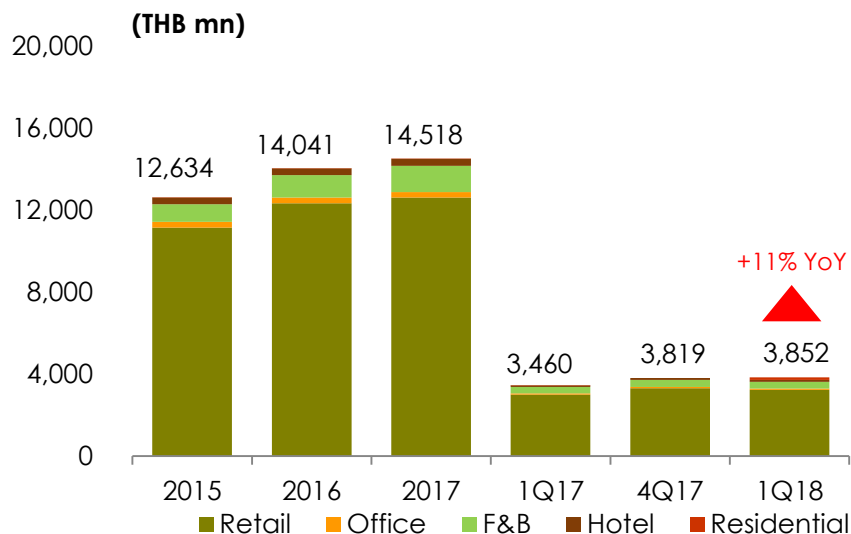
**Real estate sales +100% YoY**

- Partial unit ownership transfer at 2 residential projects: ESCENT Rayong and ESCENT Chiangmai

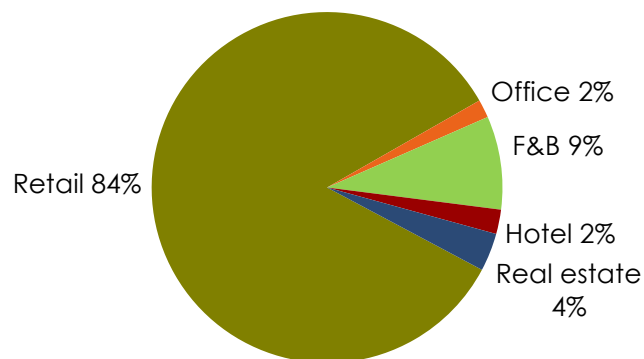
### Active marketing and promotional events throughout the year

Collaboration with business partners, holding promotional campaigns to encourage more spending from local customers and cater for expanding foreign tourists visiting Thailand, are vital to the strong revenue performance throughout the year.

Note: /1 Includes revenues from residential projects and water & amusement park, and property management fees from CPNRF & CPNCG. Excludes non-recurring items.



### 1Q18 Breakdown



Note: Excludes non-recurring items.

**1Q18 total costs +11% YoY** mainly contributed by

#### Cost of rent and services +7% YoY

- Higher operating and depreciation costs of newly opened malls and renovated projects in 2017, namely CentralPlaza Nakhon Ratchasima, CentralPlaza Mahachai and CentralPlaza Rama 3.
- Higher maintenance, repair and personnel expenses to support the expansion of new shopping malls
- Slightly higher utility cost amidst rising electricity unit cost, courtesy of continuous energy conservation initiatives

#### Cost of hotel operations +2% YoY

- In line with revenues of hotel business mainly from effective cost management and control in the operations

#### Cost of F&B sales +10% YoY

- Better cost management at existing food courts despite higher cost from newly opened food courts in 2017

#### Cost of real estate sales +100% YoY

- In-line with the increase in real estate sales from 2 residential projects: ESCENT Rayong and ESCENT Chiangmai

#### Continued focus on efficient cost management

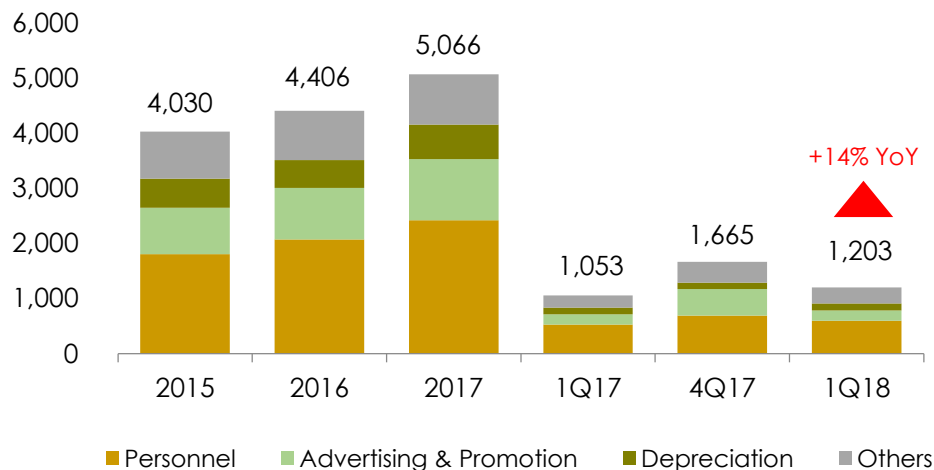
Implementation of energy conservation initiatives at shopping malls to yield lower electricity unit consumption, in face of rising unit cost, is actively carried out to maintain or increase overall gross profit margin.



# SG&A Expenses Breakdown

In line with business expansion

(THB mn)



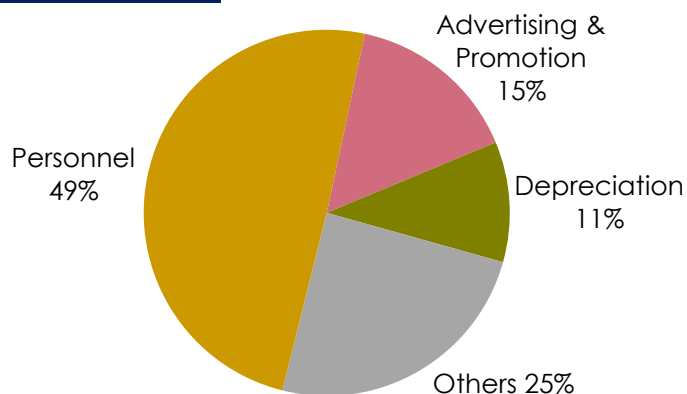
**1Q18 SG&A expenses +14% YoY** mainly contributed by

- Higher personnel expenses due to an increase in headcount to support business expansion
- Higher rental expense of Hilton Pattaya Hotel of THB 77 mn based on the sublet agreement with CPNREIT

## Balancing overhead expenses with business plan

Close monitoring of operating performance and maintain optimal SG&A expenses level according to business requirements with potential incremental savings from 1) synergy with Central Group in marketing activities and supply chain management 2) preparing organizational readiness for future growth

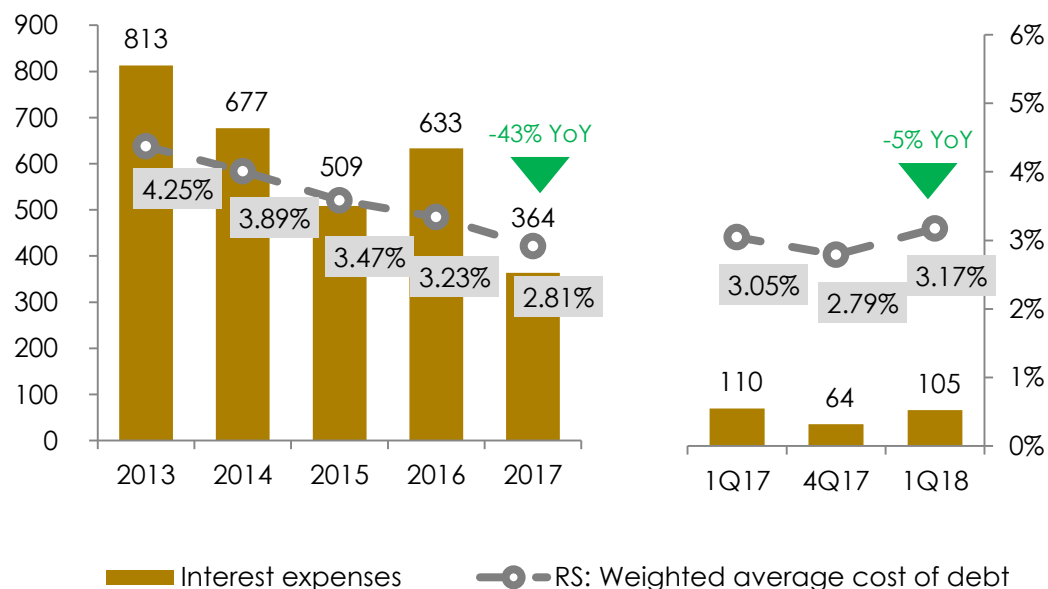
## 1Q18 Breakdown



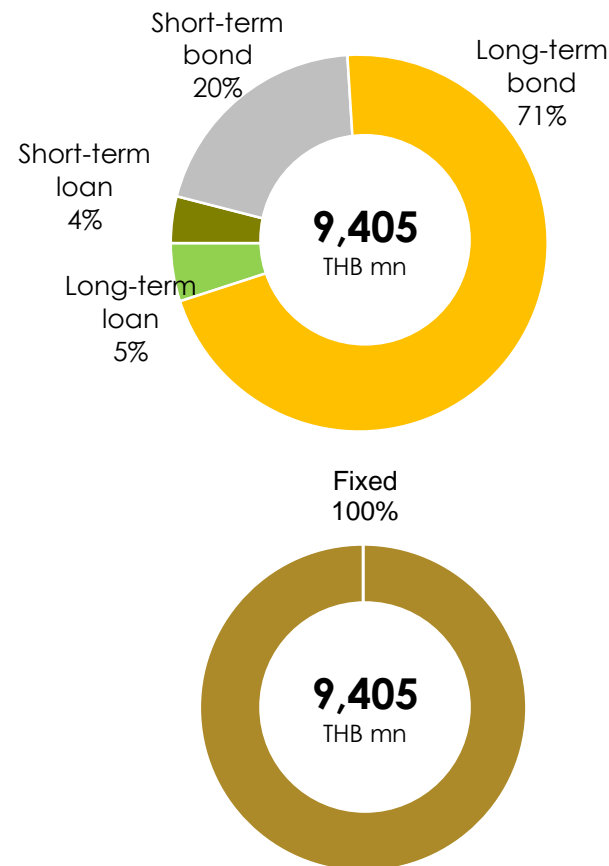
Note: Excludes non-recurring items.

### Finance cost and average cost of debt

(THB mn)



### 1Q18 Outstanding Debt Breakdown



**TRIS**  
RATING

**AA**

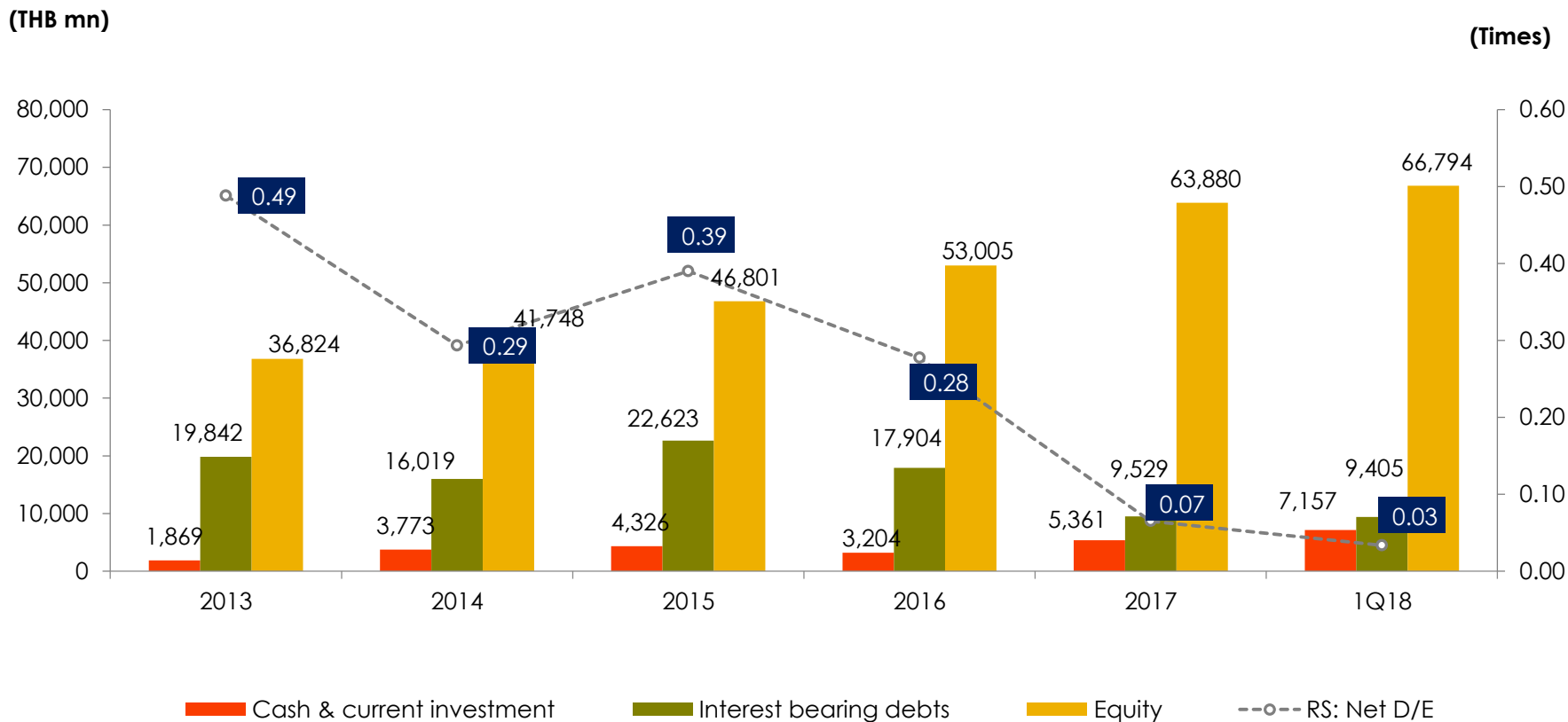
➤ Corporate credit  
➤ Senior unsecured debenture

Credit Rating

**Stable**  
Rating Outlook

Note: Weighted average interest rate was derived from interest expenses including interest capitalization for projects under development.  
All borrowings at denominated in THB

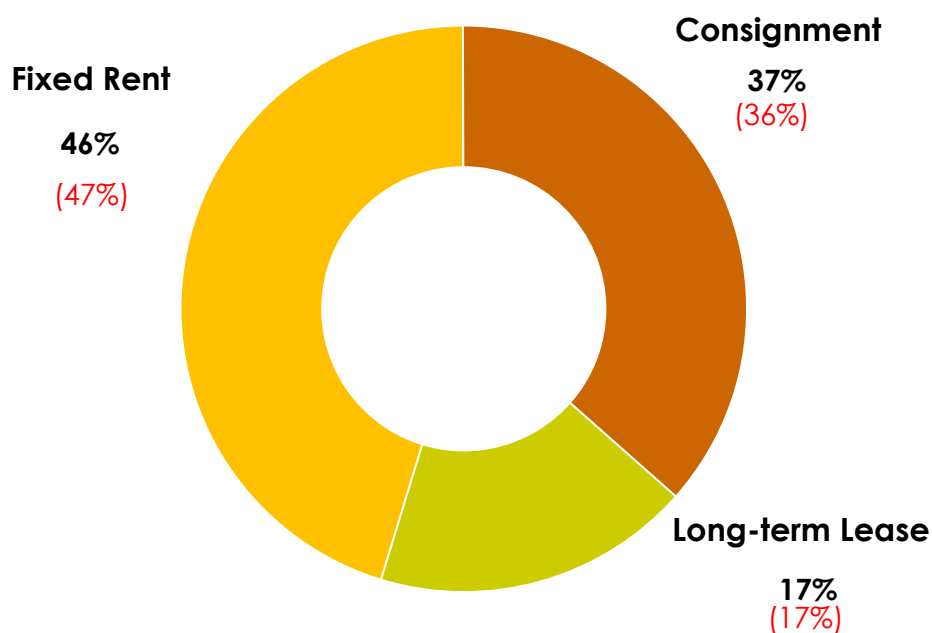
CPN's net D/E ratios are historically below its debt covenant of 1.75x



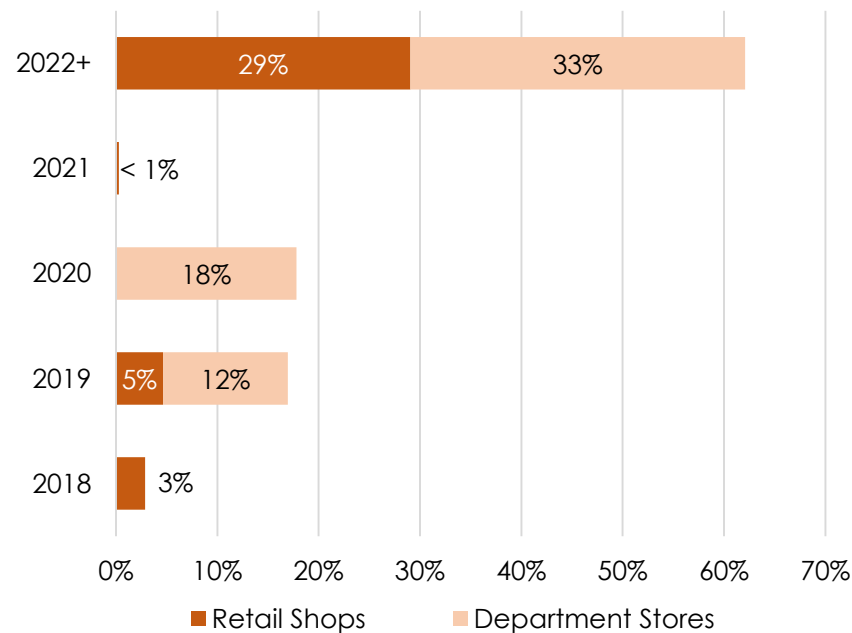
Strong structure reinforces stable and growing revenues

Upside from long-term lease contract expirations to convert into short term contracts at market rental rate should help increase revenues

Rental contract composition by area<sup>(1)</sup>



Long-term lease contracts expiration<sup>(2)</sup>



Source: Company estimate as of 31 March 2018

(1) Percentage based on occupied area.

(%) 1Q17 figure

(2) Based on total long-term lease area of 154,027 sq.m. with less than 4% rental income contribution.

# Enlarge the Asset Base

On track to open 2 new malls in 2018

## CentralPlaza Nakhon Ratchasima



**The largest mixed-use project in Isan region**

Open Date	3-Nov-17
Investment <sup>1</sup> (THB)	~5.00 bn
NLA <sup>2</sup> (sq.m.)	~49,447
Joint developer <sup>3</sup>	Central
Land type	Freehold
Occ. Rate	~80%

## CentralPhuket



**Where lifestyle meets luxury at one destination in Phuket**

Exp. Open Date	3Q18
Investment <sup>1</sup> (THB)	~6.65 bn
NLA <sup>2</sup> (sq.m.)	~63,000
Joint developer <sup>3</sup>	Central
Land type	Leasehold
Lease Progress	~70%

## CentralPlaza Mahachai



**The best highway destination in southwest Bangkok**

Open Date	23-Nov-17
Investment <sup>1</sup> (THB)	~3.20 bn
NLA <sup>2</sup> (sq.m.)	~24,869
Joint developer <sup>3</sup>	Robinson
Land type	Freehold
Occ. Rate	~85%

## Central i-City (Shah Alam, Selangor, Malaysia)



Exp. Open Date	4Q18
Investment <sup>1</sup> (THB)	~8.30 bn
NLA <sup>2</sup> (sq.m.)	~89,000
Land type	Freehold
CPN's ownership	60%

Expected opening of  
**"Central Village"**  
Bangkok's Outlet Experience

2017

+2

2018

+2

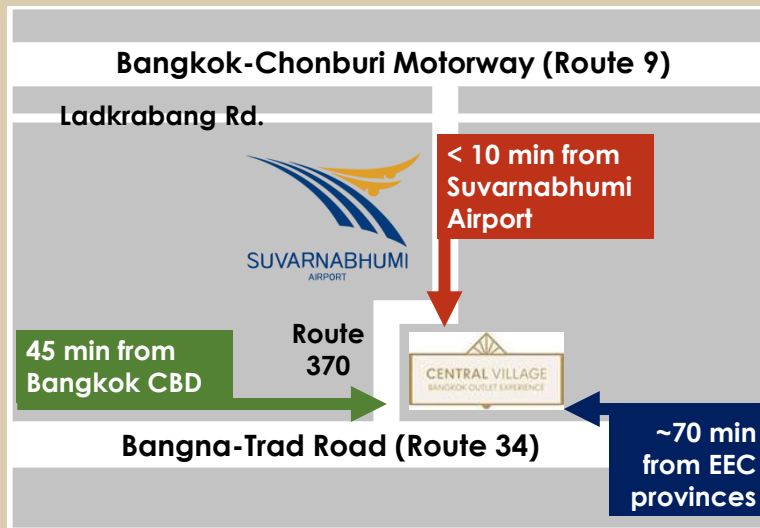
2019

Note 1: Includes land and construction cost of shopping center and parking building. Excludes Central Department Store or Robinson Department Store, and BUs' area.

Note 2: Excludes Central Department Store or Robinson Department Store, BUs' area

Note 3: Area will be developed and owned by the joint developer. However, the store will serve as a magnet to draw traffic into CPN's plaza area.





**~40,000**

sq.m. gross leasable area

**The First International  
Luxury Outlet in Thailand**

**235+**

Retail shops ranging from  
luxury to mass

**~100**

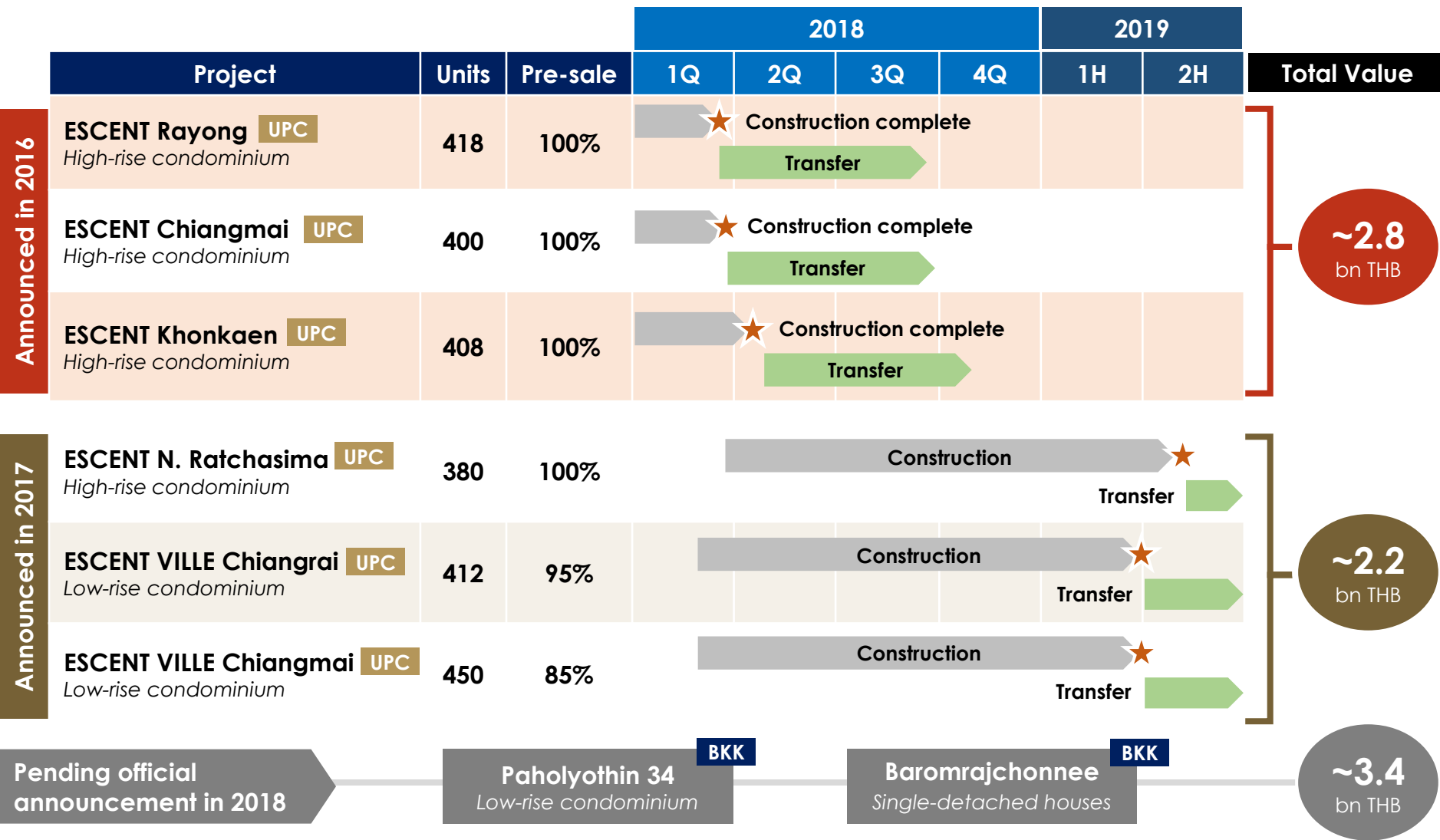
Rais of land for retail outlet  
and hospitality

**3Q 2019**

Expected opening

**200+**

Hotel rooms to complete  
the hospitality experience



# Asset Enhancement Initiatives

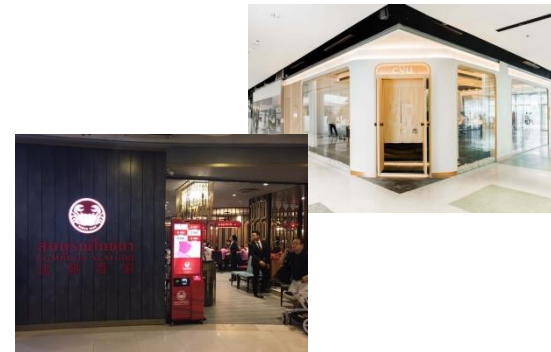
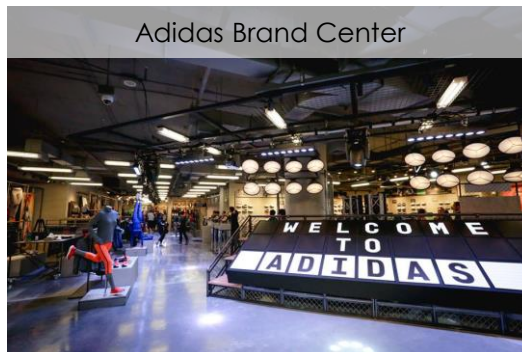
Major renovation at CentralWorld resumes

## Key activities in 1Q18 (CentralWorld)

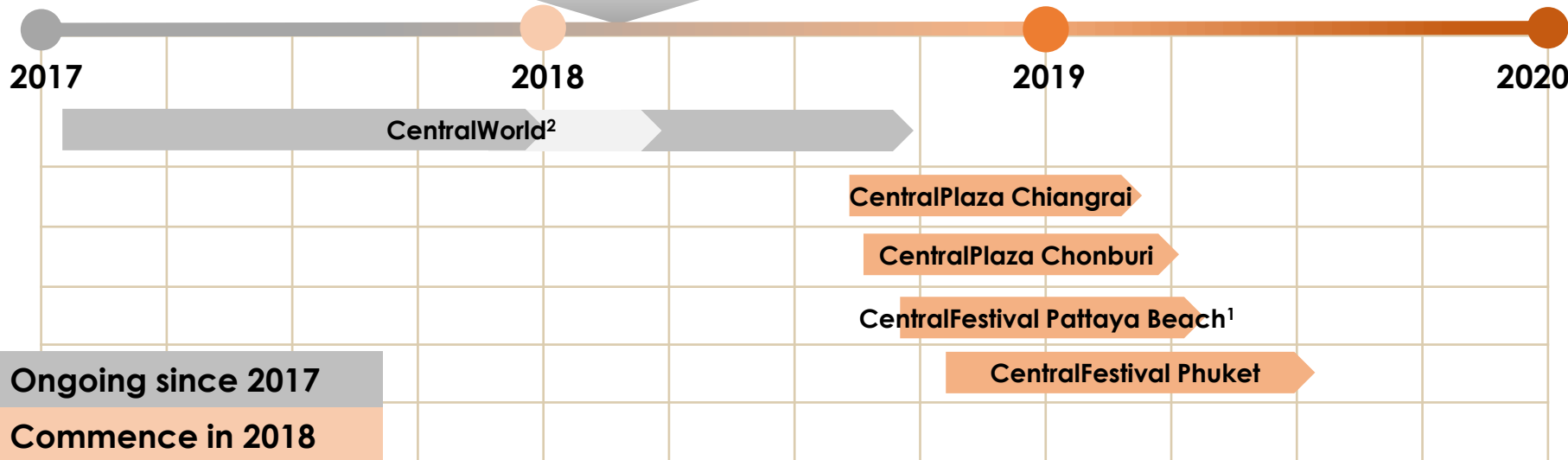
Re-decorated hallway in Beacon Zone



Adidas Brand Center



Examples of new shops opened in 1Q18



Note 1: Renovation program not including area transferred to CPNREIT

Note 2: CentralWorld resumed normal operation during December 2017 – February 2018 to accommodate the festive season. Hence, renovation work will resume thereafter.

## For more information, please contact:

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# Appendices



# Statement of Financial Position

<i>Unit: million THB</i>	End of 1Q 2017	End of 4Q 2017	End of 1Q 2018	YoY	QoQ
<b>Current assets</b>					
Cash and current investments	3,328	5,361	7,157	115%	34%
Other current assets	3,337	7,753	8,591	157%	11%
<b>Total current assets</b>	<b>6,665</b>	<b>13,114</b>	<b>15,749</b>	<b>136%</b>	<b>20%</b>
<b>Non-current assets</b>					
Investment properties <sup>(1)</sup>	77,304	84,972	84,012	9%	(1%)
Leasehold rights	10,540	11,207	11,030	5%	(2%)
Property & equipment (PP&E)	1,767	1,676	1,593	(10%)	(5%)
Other non-current assets	8,993	9,605	9,982	11%	4%
<b>Total non-current assets</b>	<b>98,604</b>	<b>107,460</b>	<b>106,617</b>	<b>8%</b>	<b>(1%)</b>
<b>Total assets</b>	<b>105,269</b>	<b>120,574</b>	<b>122,366</b>	<b>16%</b>	<b>1%</b>
<b>Current liabilities</b>					
Interest-bearing debt - 1 year	2,436	2,274	2,234	(8%)	(2%)
Other current liabilities	10,691	12,080	11,044	3%	(9%)
<b>Total current liabilities</b>	<b>13,127</b>	<b>14,354</b>	<b>13,278</b>	<b>1%</b>	<b>(7%)</b>
<b>Non-current liabilities</b>					
Interest-bearing debt	12,523	7,255	7,172	(43%)	(1%)
Other non-current liabilities	23,812	35,085	35,122	47%	0%
<b>Total non-current liabilities</b>	<b>36,335</b>	<b>42,340</b>	<b>42,294</b>	<b>16%</b>	<b>(0%)</b>
<b>Total liabilities</b>	<b>49,462</b>	<b>56,694</b>	<b>55,571</b>	<b>12%</b>	<b>(2%)</b>
<b>Shareholders' equity</b>					
Retained earnings - unappropriated	43,828	50,890	53,604	22%	5%
Other shareholders' equity	11,979	12,990	13,190	10%	2%
<b>Total shareholders' equity</b>	<b>55,807</b>	<b>63,880</b>	<b>66,794</b>	<b>20%</b>	<b>5%</b>

<sup>(1)</sup> Investment Properties are booked at cost and depreciated with the straight-line basis over the life of the assets. The estimated fair value is THB 180,409 mn as of December 31, 2017 (stated in the disclosure notes to the audited 2017 financial statements no. 13 under "Investment Properties").

# Statement of Comprehensive Income

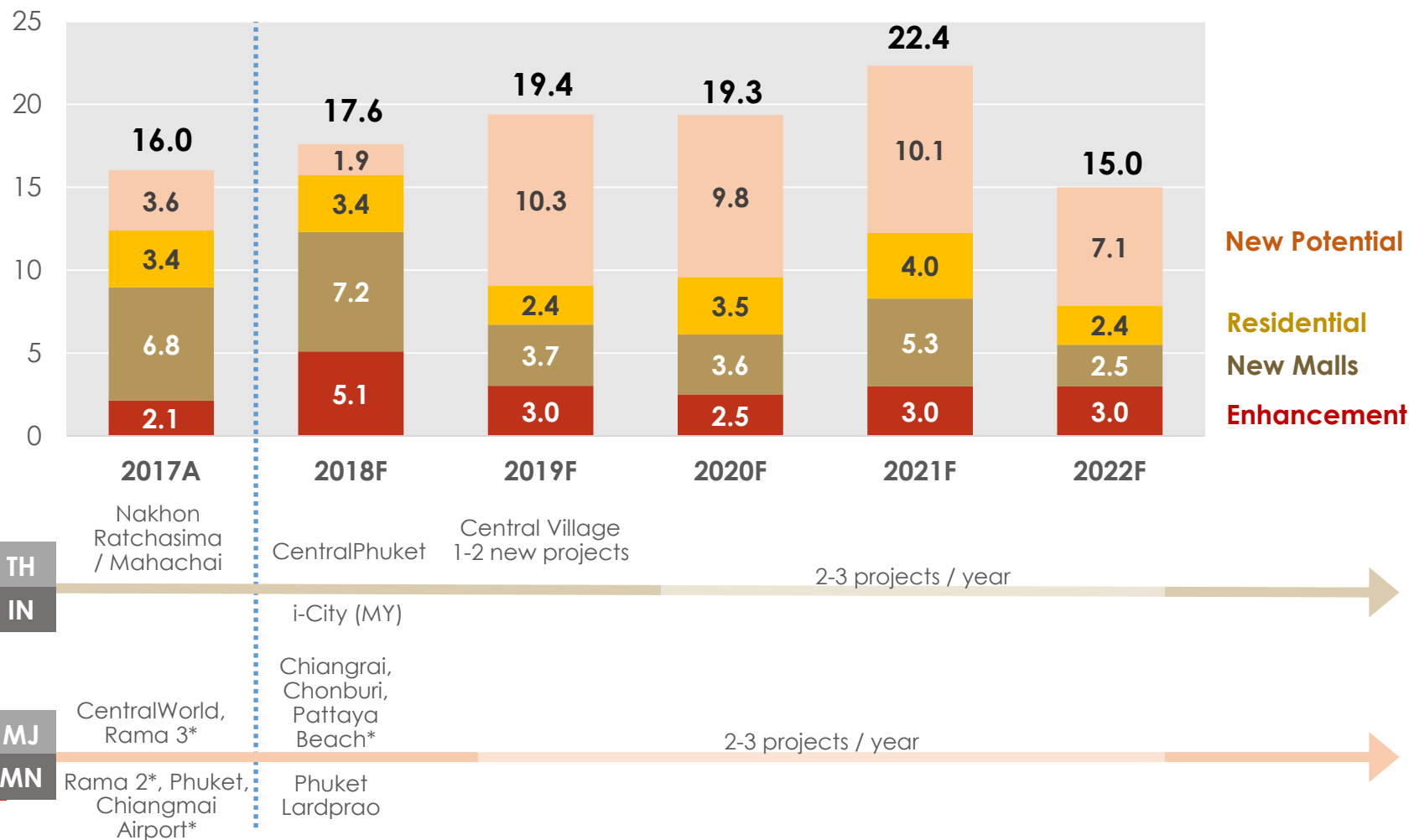
Unit: million THB	1Q 2017	4Q 2017	1Q 2018	YoY	QoQ
Revenue from rent and services	6,530	6,587	6,776	4%	3%
<i>Retail</i>	6,360	6,415	6,603	4%	3%
<i>Office</i>	170	172	173	2%	1%
Revenue from hotel operations	293	290	310	6%	7%
Revenue from food and beverages	382	433	429	12%	(1%)
Revenue from real estate sales	0	0	216	100%	100%
Other income	514	743	492	(4%)	(34%)
<b>Total revenues</b>	<b>7,719</b>	<b>8,053</b>	<b>8,223</b>	<b>7%</b>	<b>2%</b>
<i>Excluding non-recurring items</i>	<i>7,719</i>	<i>7,834</i>	<i>8,223</i>	<i>7%</i>	<i>5%</i>
Cost of rent and services	3,073	3,387	3,299	7%	(3%)
<i>Retail</i>	3,008	3,319	3,234	8%	(3%)
<i>Office</i>	65	68	65	0%	(4%)
Cost of hotel operations	85	91	87	2%	(5%)
Cost of food and beverages	302	341	332	10%	(3%)
Cost of real estate sales	0	0	135	100%	100%
<b>Total cost of operations</b>	<b>3,460</b>	<b>3,819</b>	<b>3,852</b>	<b>11%</b>	<b>1%</b>
Selling, general and admin expense	1,043	1,694	1,203	15%	(29%)
<b>Operating profits</b>	<b>3,216</b>	<b>2,540</b>	<b>3,168</b>	<b>(2%)</b>	<b>25%</b>
<i>Excluding non-recurring items</i>	<i>3,216</i>	<i>2,365</i>	<i>3,168</i>	<i>(2%)</i>	<i>34%</i>
Net finance cost/income tax/others	440	214	345	(22%)	61%
<b>Net profit</b>	<b>2,776</b>	<b>2,326</b>	<b>2,822</b>	<b>2%</b>	<b>21%</b>
<i>Excluding non-recurring items</i>	<i>2,776</i>	<i>2,151</i>	<i>2,822</i>	<i>2%</i>	<i>31%</i>
<b>Earnings per basic share (THB)</b>	<b>0.62</b>	<b>0.52</b>	<b>0.63</b>	<b>2%</b>	<b>21%</b>
<i>Excluding non-recurring items</i>	<i>0.62</i>	<i>0.48</i>	<i>0.63</i>	<i>2%</i>	<i>31%</i>



# Capital Expenditure Plan

Mainly focus on expansion of core business (i.e., malls)

Unit: billion THB



TH = Thailand ; IN = International ; MJ/MN = major/minor enhancement program

\* Assets under the ownership of CPNREIT, except for CentralFestival Pattaya Beach (renovation work does not include areas transferred to CPNREIT)

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

**4** consecutive years  
(2014-17)

**Member of Dow Jones Sustainability Indices (DJSI) Emerging Markets 2017** showcases a track record of excellence in performance, governance, social and environmental development

**3** consecutive years  
(2015-17)



**SET Thailand Sustainability Investment 2017 listing** confirms CPN's commitment towards sustainable growth and focus on environmental, social and governance (ESG) factors

**Sustainable Retail Property Developer and Manager**

**Top-Class Operator**

**Accredited Energy Conserver**

**4** consecutive years  
(2014-17)



**Thailand's Top Corporate Brands 2017** for property development sector in recognition of the most widely regarded brand amongst customers, investors and the general public.

**CentralPlaza Surathani**

**CentralPlaza Chonburi**



**Thailand Energy Awards 2017** honors CPN on developing and promoting energy conservation retail facilities at 2 shopping centers.



**CentralPlaza Nakhon Si Thammarat**  
**CentralFestival Eastville**

**Asia Pacific Property Awards 2017** organized by International Property Awards, recognizes CPN amongst the highest levels of achievement in the category 'Retail Development – Thailand' for 2 shopping centers



**The 2017 ICSC Asia-Pacific Shopping Center Silver Award – New Development** was presented in recognition of the exemplary design innovation for CentralFestival Eastville



# CPN Shares Trading Statistics

## Key Trading Statistics as of 1Q18

Key Metrics	THB
Par Value	0.50
Share Price (THB)	78.00
Earnings per Diluted Share (THB)	3.02
P/E (x)	25.8
P/BV (x)	5.66
Dividend Yield <sup>(3)</sup> (%)	1.79%
Market Capitalization (THB bn)	350
Authorized Share Capital (mn shares)	4,488

## Dividend History

Key Metrics	2017	2016	2015	2014	2013	2012	2011
Par Value (THB)	0.50	0.50	0.50	0.50	0.50 <sup>(2)</sup>	1.00	1.00
Dividend (THB/Share)	1.40 <sup>(3)</sup>	0.83	0.70	0.65	0.55	0.475	0.37
Dividend Paid (THB mn)	6,283 <sup>(3)</sup>	3,725	3,142	2,917	2,468	2,070	806
Dividend Payout Ratio	46% <sup>(3)</sup>	40%	40%	40%	39%	33% <sup>(1)</sup>	39%

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

*Note 1: 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 2: Par split from THB 1.00 to THB 0.50 per share effective on May 7, 2013*

*Note 3: Approved by shareholders at the 2018 Annual General Meeting of Shareholders on April 27, 2018*

Source: SETSMART (except P/E and P/BV ratios, calculated based on the latest financial results), company announcements on SET



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.

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 Properties	Remaining Life (years)	Leasable Area <sup>(1)</sup> (sq.m.)	Occupancy Rate (%) <sup>(2)</sup>		
			1Q17	4Q17	1Q18
Rama 2 (Retail)	7 Yr & 4 M	82,572	85	94	95
Rama 3 (Retail)	77 Yr & 4 M	36,283	87	78	84
Pinklao (Retail)	6 Yr & 9 M	27,611	96	99	99
Pinklao Tower A & B (Office)	6 Yr & 9 M	34,031	90	85	83
Chiangmai Airport (Retail)	26 Yr & 1 M	37,556	94	93	92
Pattaya Beach (Retail)	19 Yr & 5 M	29,404	n/a	98	95
Total NLA and Occupacy Rate for Retail and Office		247,458	89	91	92
Hilton Pattaya (Hotel)	19 Yr & 5 M	302 rooms	n/a	n/a	98

CPNCG Office Property	Remaining Life (years)	Leasable Area <sup>(1)</sup> (sq.m.)	Occupancy Rate (%) <sup>(2)</sup>		
			1Q17	4Q17	1Q18
CentralWorld (Office)	15 Yr	81,400	100	99	99

Note 1: Includes rental agreements < 1 year such as kiosk, carts, ATMs and coin machines and CPN acts as the property manager.  
Note 2: Percentage based on leasable area.

# CPN Commercial Growth Leasehold Property Fund

## 1<sup>st</sup> Quarter 2018 Financial Results

18<sup>th</sup> May 2018



CPN Commercial Growth Leasehold Property Fund



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# Contents

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	Page
1. Operations	4
2. Financial Highlights	8
3. Q&A	

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# **1. Operations**

# Leasable Area and Occupancy

---

Occupancy rate of CPNCG as of 31 Mar 2018 was 98.9%

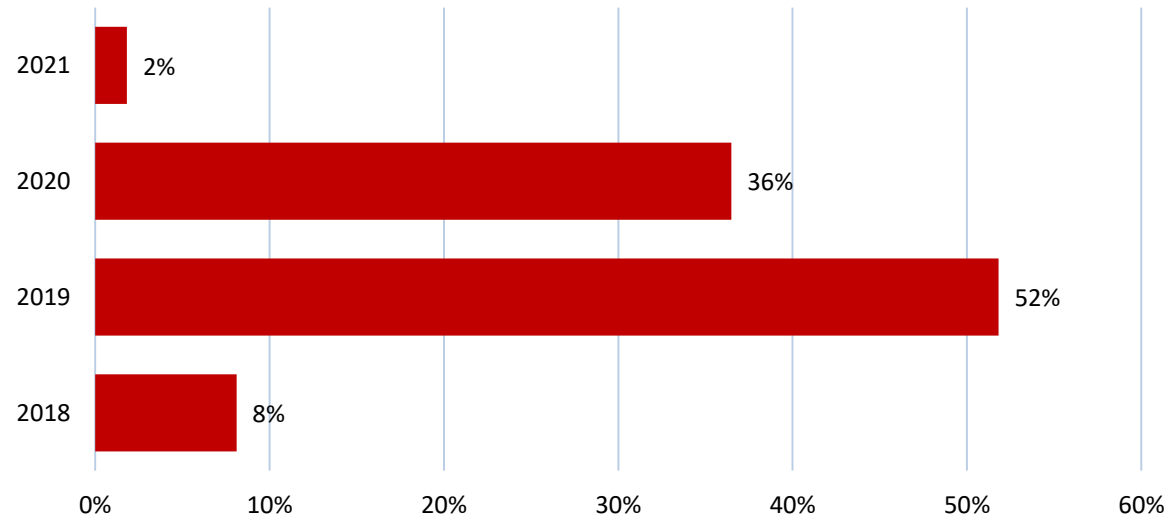
	Area (Sqm)			Occupancy Rate				
	Gross Area	Leasable Area	Number of Tenants	31 Mar 17	30 Jun 17	30 Sep 17	31 Dec 17	31 Mar 18
The Offices @ CentralWorld	121,989	81,399.74	80	99.5%	97.6%	98.0%	98.7%	98.9%
<b>CPNCG</b>	<b>121,989</b>	81,399.74	<b>80</b>	<b>99.5%</b>	<b>97.6%</b>	<b>98.0%</b>	<b>98.7%</b>	<b>98.9%</b>

Source: CPN

# Lease expiry profile

---

## Well balanced lease expiry profile



Note:

1. Percentage of total occupied area as at 31 March 2018
2. Exclude rental agreements < 1 year

Source: CPN



# High Quality Tenants

---

Anchor Tenant	% of Total Leasable Area <sup>/1</sup>
AGODA	17%
Nestle (Thailand)	15%
Central Pattana	12%
Maybank KimEng	6%
Ogilvy	6%
Central Trading	5%
FINANSIA SYRUS	4%
Surv Corp	3%
MSD (Thailand)	3%
Henkel (Thailand)	3%
<b>Total Area of Anchor Tenants</b>	<b>72%</b>

Note:

<sup>/1</sup> Based on leasable area as at 31 Mar 2018

## **2. Financial Highlights**

# Profit & Loss

Unit : Baht Million	1Q18	4Q17	QoQ	1Q17	YoY
<b>Property level</b>					
Total income	156	156	0.2%	152	2.8%
Total expenses	(28)	(23)	21.2%	(22)	24.5%
Property management fees	(10)	(13)	-23.0%	(12)	-17.0%
<b>Net income from property level</b>	<b>118</b>	<b>120</b>	<b>-1.4%</b>	<b>117</b>	<b>0.6%</b>
<b>Fund level</b>					
Other income	0	0	70.4%	0	-39.50%
Fund management fee and etc.	(2)	(2)	-2.2%	(2)	-6.8%
Interest expenses	(3)	(3)	-4.8%	(3)	-15.1%
<b>Net investment income</b>	<b>114</b>	<b>115</b>	<b>-1.1%</b>	<b>113</b>	<b>1.0%</b>
Net realized (loss)/gain on investments	2	0	2125.6%	0	-
Net unrealized (loss)/gain from investments	(56)	(0)	-15067.3%	(169)	-66.8%
<b>Net increase in net assets</b>	<b>59</b>	<b>115</b>	<b>-48.2%</b>	<b>(56)</b>	<b>206.7%</b>

# Balance Sheet

Unit : Baht Million except indicated	1Q18	4Q17	QoQ
Investments in properties at fair value	4,797	4,846	-1.0%
Cash and near cash	371	375	-1.1%
Other assets	5	5	-2.3%
<b>Total Assets</b>	<b>5,172</b>	<b>5,226</b>	<b>-1.0%</b>
A/P and accrued expenses	23	30	-21.4%
Deposits received from customers	200	194	3.3%
Loan from SCB	266	274	-2.7%
Other liabilities	1	1	-11.8%
<b>Total Liabilities</b>	<b>490</b>	<b>498</b>	<b>-1.5%</b>
Capital received from unitholders	4,394	4,394	0.0%
Retained earnings	288	334	-13.8%
<b>Net Asset Values</b>	<b>4,682</b>	<b>4,728</b>	<b>-1.0%</b>
<b>NAV per unit (Baht)</b>	<b>10.9741</b>	<b>11.0819</b>	<b>-1.0%</b>

# Distribution Summary

Unit : Baht Million except indicated	1Q18 <sup>/1</sup>	4Q17 <sup>/1</sup>	QoQ
<b>Net investment income</b>	<b>114</b>	<b>115</b>	<b>-1.1%</b>
<b>Actual distribution</b>			
via Dividend	104	105	-1.3%
<i>Baht per unit</i>	0.2440	0.2472	-1.3%
via Par Reduction	0	0	-
<i>Baht per unit</i>	0	0	-
<b>Total distribution</b>	104	105	-1.3%
<i>Baht per unit</i>	0.2440	0.2472	-1.3%
<b>% of Net investment income</b>	<b>91.4%</b>	<b>91.5%</b>	<b>-0.1%</b>
<b>Annualized distribution yield<sup>/1</sup></b>	<b>6.6%</b>	<b>6.7%</b>	<b>-1.3%</b>

Note:

<sup>/1</sup> Based on unit price of 14.70 Baht as at 3 May 2018

# CPNCG Fund Information

---

<b>Name</b>	CPN Commercial Growth Leasehold Property Fund ("CPNCG")
<b>Property Manager</b>	Central Pattana Public Company Limited ("CPN")
<b>Fund Manager</b>	SCB Asset Management Company Limited
<b>Trustee</b>	Kasikorn Bank Public Company Limited
<b>Registrar</b>	The Siam Commercial Bank Public Company Limited
<b>Assets</b>	The Offices@Central World
<b>Type</b>	Property Fund Type I (Indefinite Life)
<b>Total Fund Size (Registered)</b>	THB 4,394.4 MB
<b>Fund Registered Date</b>	13 September 2012
<b>Fund Investing Date</b>	14 September 2012
<b>Fund Listed Date</b>	21 September 2012
<b>Secondary Market</b>	The Stock Exchange of Thailand ("SET")



# CPN REIT

## CPN Retail Growth Leasehold REIT

Opportunity Day  
18 May 2018

central **plaza**   
RAMA 2

central **plaza**  
RAMA 3

central **plaza**  
PINKLAO

central **plaza**  
CHIANGMAI AIRPORT

central **festi**   
PATTAYA BEACH

  
**Hilton**  
PATTAYA



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## Operation Highlights



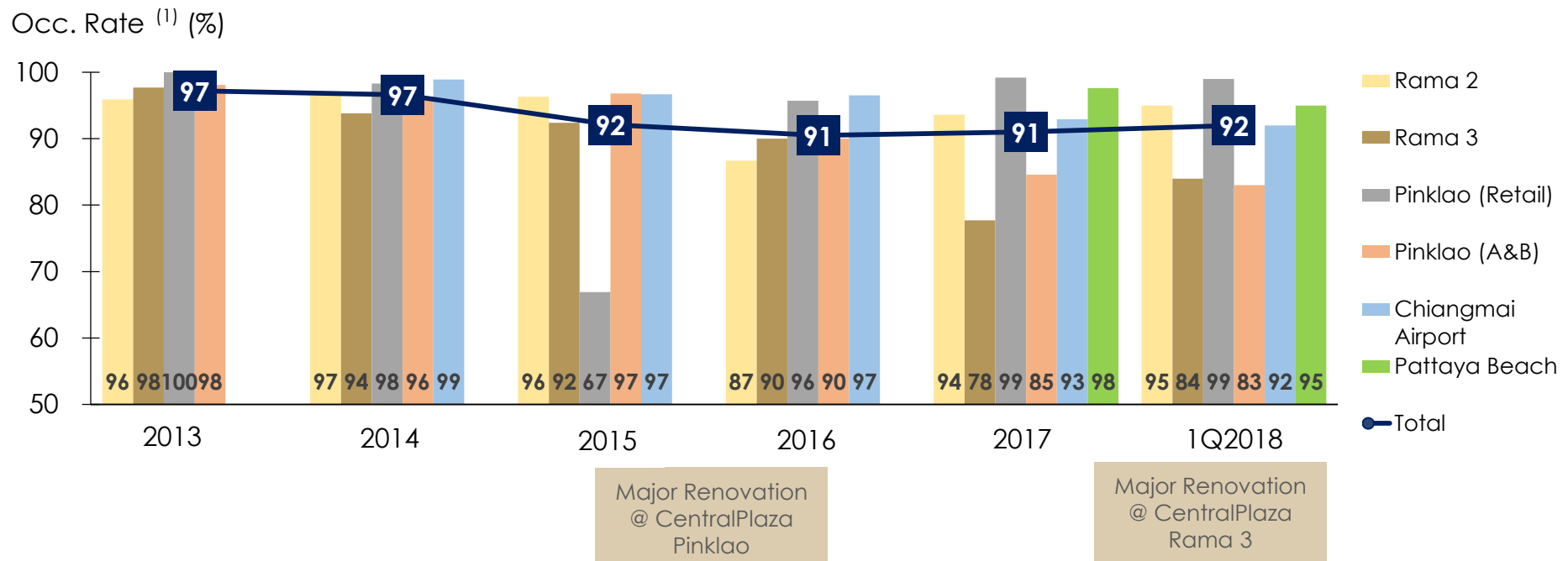
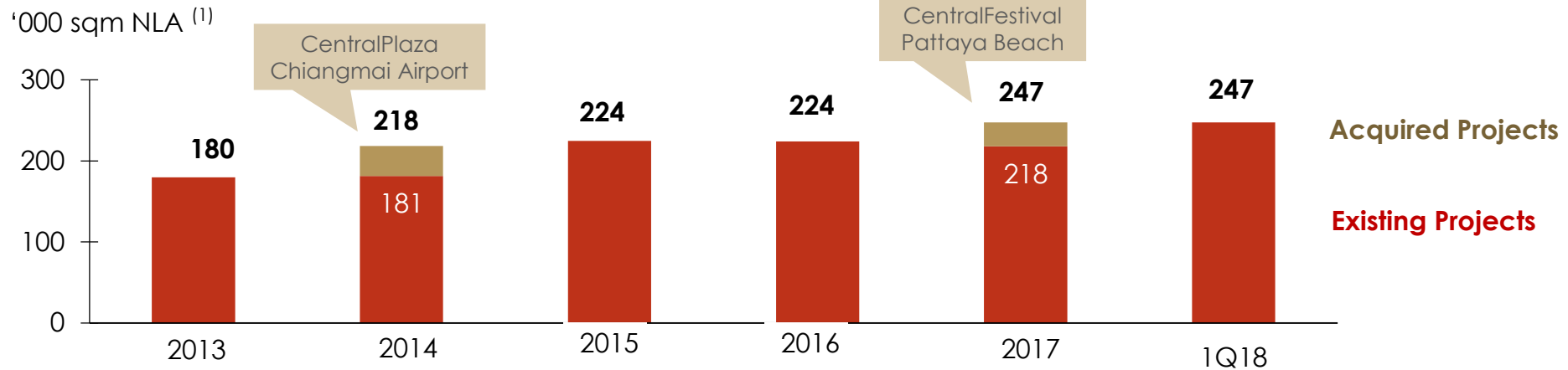
## Key Financial Highlights



## Asset Enhancement Initiatives



## Operation Highlights

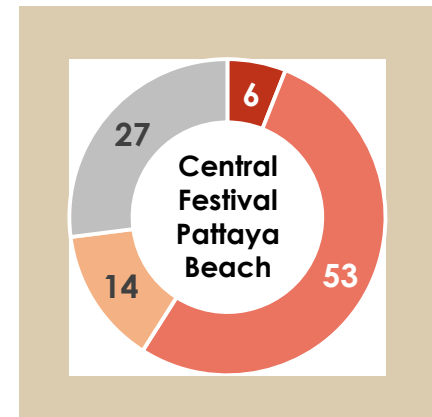
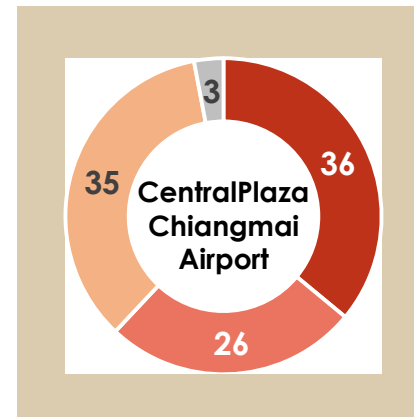
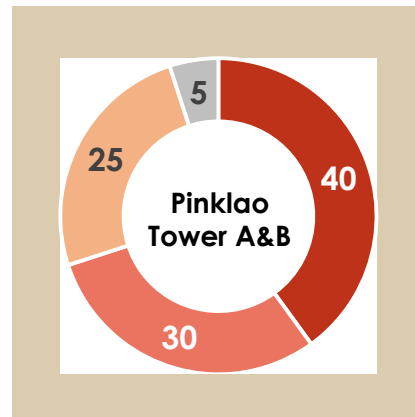
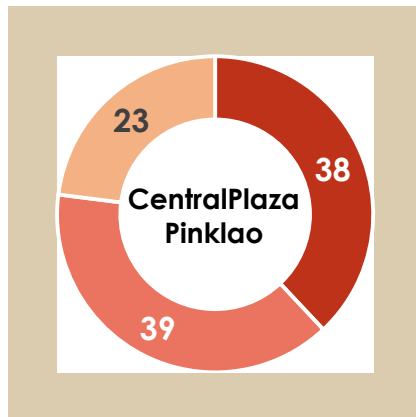
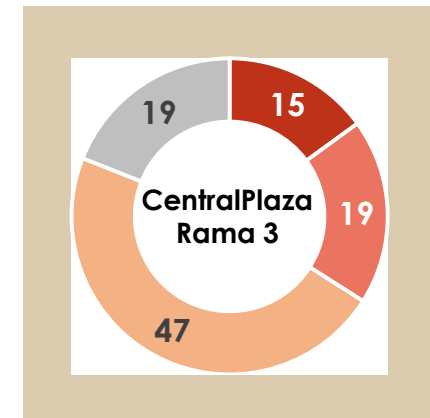
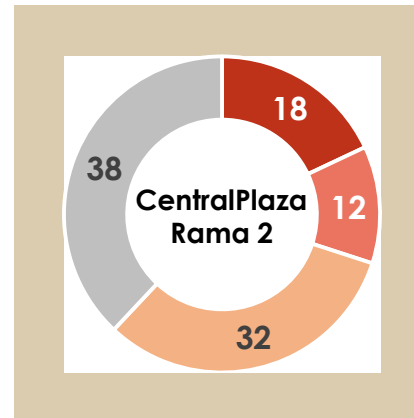
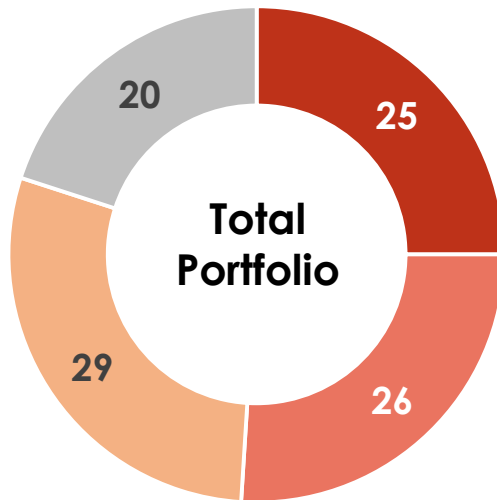


Note: <sup>(1)</sup> Anchor and in-line tenants only

Project	From 1 January to 31 March 2018 New and renewed leases <sup>(1)</sup>		
	# of leases	Area (sqm)	% of NLA <sup>(2)</sup>
CentralPlaza Rama 2	88	3,592	9.8%
CentralPlaza Rama 3	35	3,888	20.8%
CentralPlaza Pinklao	1	125	0.7%
Pinklao Tower A&B	15	2,434	8.7%
CentralPlaza Chiangmai Airport	40	2,685	11.1%
CentralFestival Pattaya Beach	99	8,372	48.3%
<b>Total</b>	<b>278</b>	<b>21,095</b>	<b>14.6%</b>

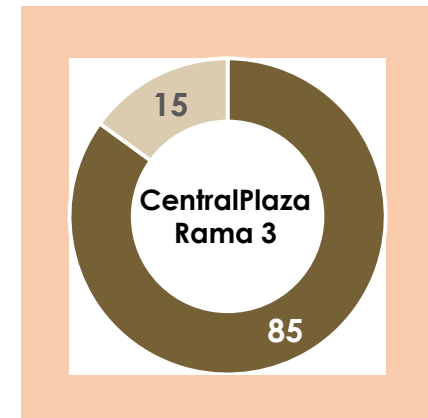
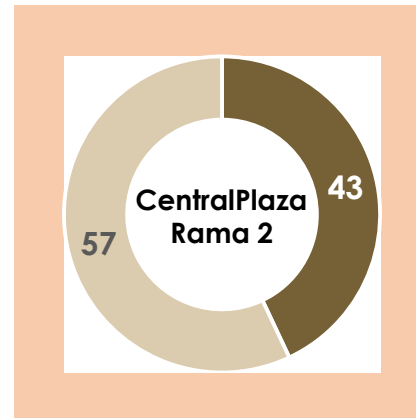
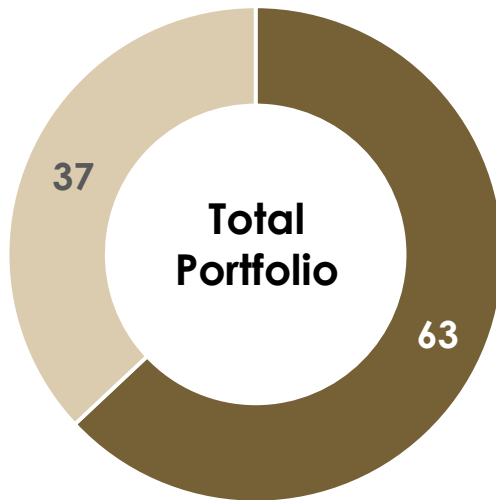
Note: (1) Exclude rental agreements < 1 year  
(2) Percentage of leasable area as at 31 March 2018

% of occupied area and expiry by year



Note: Information as of March 31, 2018  
Lease expiry includes contracts of anchors and in-line tenants

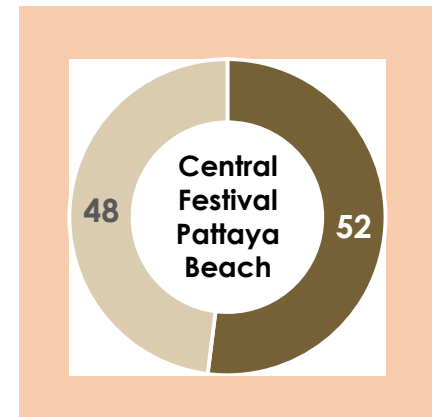
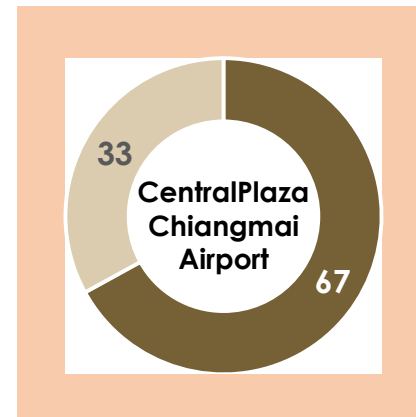
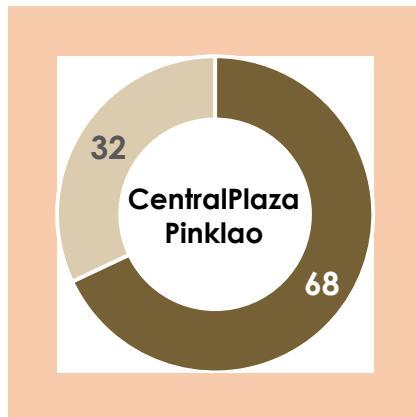
% of occupied area



Fixed Rent



% of Tenant Sales



Note: Information as of March 31, 2018





## Key Financial Highlights

Unit: Million Baht

	CPNRF			CPNREIT	
	31 Mar 17	30 Jun 17	30 Sep 17	31 Dec 17	31 Mar 18
Investments in properties at fair value	31,820	32,402	32,402	44,310	44,301
<i>Rama 2</i>	6,520	7,184	7,186	7,186	6,997
<i>Rama 3</i>	9,540	9,192	9,179	9,179	10,151
<i>Pinklao</i>	5,180	5,495	5,543	5,543	5,778
<i>Chiangmai Airport</i>	10,580	10,531	10,494	10,494	10,653
<i>Pattaya Beach</i>				8,154	7,272
<i>Hilton Pattaya</i>				3,754	3,450
Investment in securities at fair value	797	897	941	990	992
Cash on hand and at banks	340	236	273	1,052	482
Accrued interest income	0	0	0	0	0
Other assets	153	162	156	703	728
<b>Total assets</b>	<b>33,110</b>	<b>33,698</b>	<b>33,772</b>	<b>47,056</b>	<b>46,504</b>
Account payable and accrued expenses	356	370	266	1,466	657
Deposits received from customers	1,131	1,142	1,184	1,424	1,461
Unearned lease and service income	81	73	73	51	62
Borrowing	1,853	1,831	1,918	14,454	14,456
Other liabilities	168	176	191	198	212
<b>Total liabilities</b>	<b>3,611</b>	<b>3,589</b>	<b>3,593</b>	<b>17,593</b>	<b>16,848</b>
<b>Net assets</b>	<b>29,993</b>	<b>29,521</b>	<b>30,104</b>	<b>29,462</b>	<b>29,656</b>
Capital received from unitholders	24,406	24,406	24,406	29,653	29,016
Equalisation account	-	-	-	216	216
Gain (Loss) for the period	5,586	5,115	5,698	(407)	423
<b>NAV per unit (in Baht)</b>	<b>13.3431</b>	<b>13.6066</b>	<b>13.6225</b>	<b>13.3164</b>	<b>13.4040</b>

Unit: Million Baht

	CPNREIT	CPNRF	Chg	CPNREIT	CPNRF <sup>/3</sup>	4Q17 <sup>/2</sup>	Chg
	1Q18	1Q17	YoY	29 Nov - 31 Dec (1)	1 Oct - 4 Dec (2)	(1)+(2)	QoQ
<b>Investment income</b>	1,183	901	31%	378	558	935	27%
Rental and service income	1,150	870	32%	369	539	909	27%
Other income	33	31	9%	8	18	26	26%
Interest income	1	1	(14%)	1	1	1	(33%)
<b>Total income</b>	<b>1,184</b>	<b>902</b>	<b>31%</b>	<b>378</b>	<b>558</b>	<b>937</b>	<b>26%</b>
<b>Expenses</b>	198	148	33%	109	100	209	(5%)
Cost of rental and services	31	26	21%	17	26	43	(27%)
Selling and administrative expenses	30	18	67%	23	8	31	(5%)
Property management fee	137	105	31%	69	66	135	1%
Other management fees and expenses	87	17	400%	16	7	23	274%
Finance costs	43	11	295%	30	12	42	1%
<b>Total expense</b>	<b>328</b>	<b>176</b>	<b>86%</b>	<b>155</b>	<b>120</b>	<b>274</b>	<b>19%</b>
<b>Net investment income</b>	<b>857</b>	<b>726</b>	<b>18%</b>	<b>224</b>	<b>439</b>	<b>661</b>	<b>30%</b>
Net realised gain (loss) on investments	(2)	0		(25)	n.a.	(25)	
Net unrealised gain (loss) investments	(24)	(549)		(606)	n.a.	(606)	
<b>Net increase in net assets</b>	<b>831</b>	<b>177</b>		<b>(408)</b>	<b>n.a.</b>	<b>30</b>	

<b>Distribution Period</b>	<b>1 January 2018 – 31 March 2018</b>
<b>Distribution Per Unit</b>	<b>THB 0.3795</b>
<b>XD</b>	<b>22 May 2018</b>
<b>Book Closing Date</b>	<b>24 May 2018</b>
<b>Payment Date</b>	<b>6 June 2018</b>



## Asset Enhancement Initiatives

## VIP Lounge



## centralplaza RAMA 3

### RETAIL JUNGLE

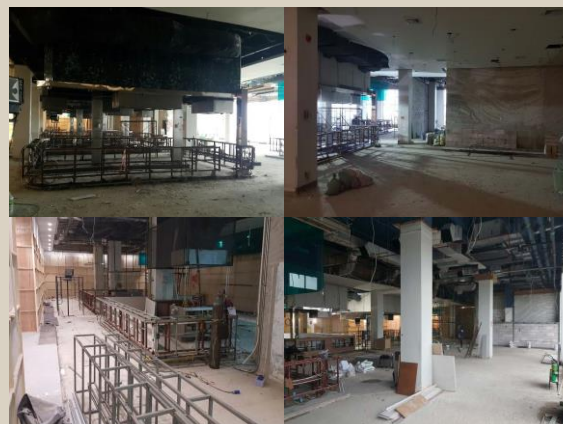
Connect Every Lifestyle with  
Welcoming of Natural Charm

Start	Jun 2017
Completion	Phase 1: Dec 2017 Phase 2: Q2 2018
Budget	THB 675 mn

## Play Ground



## Food Patio



Phase 1 - Completed

Phase 2

- Improvement of common areas and rest areas, such as the VIP Lounge and playground area.
- Improvement of Food Patio area was 35% in progress and expected to be completed in 2Q18.

## For more information, please contact:

Investor Relations  
CPN Retail Growth Leasehold REIT (CPNREIT)



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+662 667 5555 ext. 1660



<http://www.cpnreit.com>



# Appendices



## About CPNREIT

A robust and diversified portfolio of high-quality assets

5

Shopping Centers



2

Office Buildings



1

Hotel



2017

Conversion of  
CPNRF to

**CPNREIT (2)**

**Acquisition of**  
CentralPlaza Rama 2  
CentralPlaza Rama 3

2005

Initial Public  
Offering of  
CPNRF <sup>(1)</sup>

2009

1<sup>st</sup> Follow-on  
Offering

**Acquisition of**  
CentralPlaza Chiangmai Airport

2014

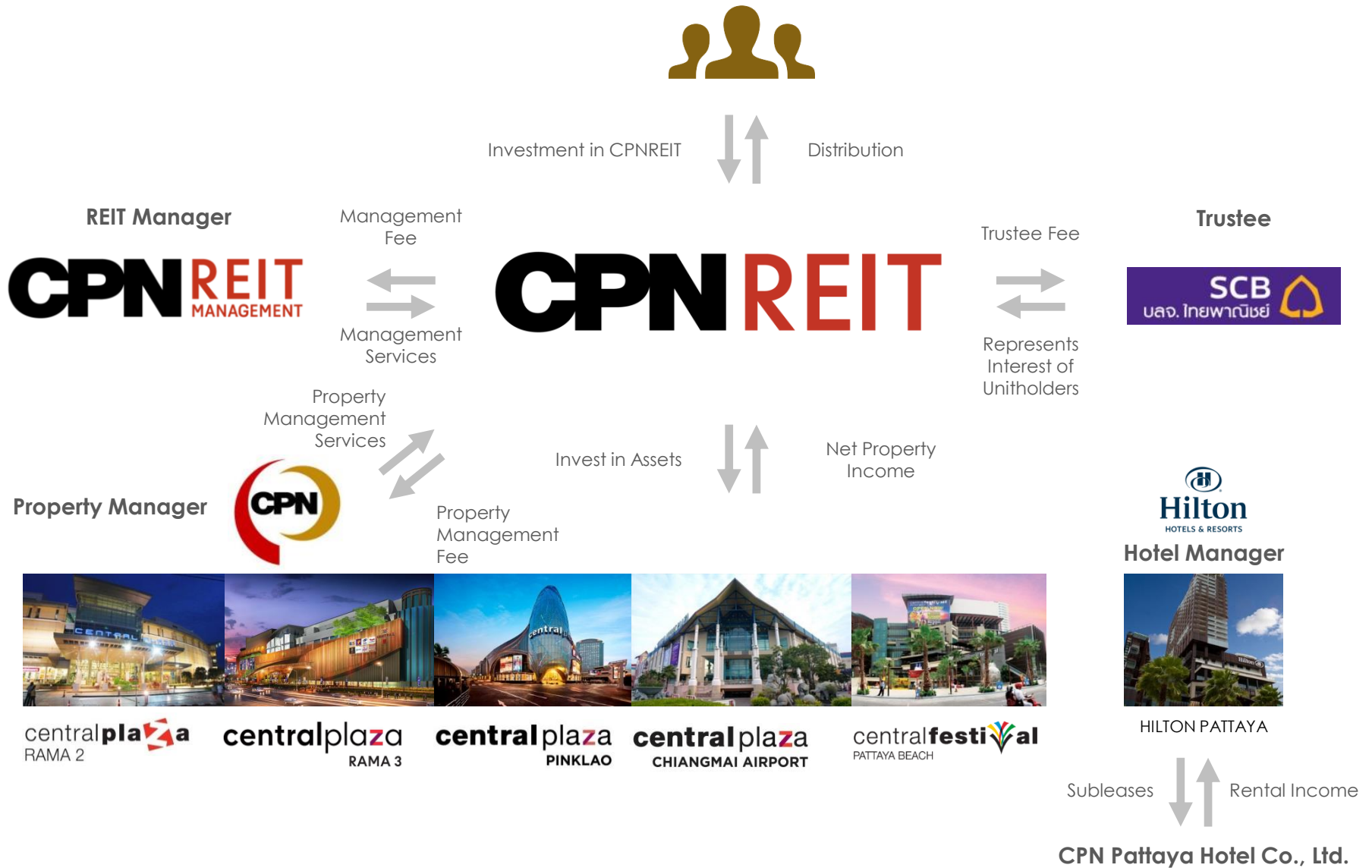
2<sup>nd</sup> Follow-on  
Offering

**Acquisition of**  
CentralPlaza Pinklao

**Acquisition of**  
CentralFestival Pattaya Beach  
Hilton Pattaya Hotel

Note: (1) CPN Retail Growth Leasehold Property Fund

(2) The conversion of CPNRF to CPNREIT, along with the two assets acquired, was completed on December 1, 2017



	Rama 2	Rama 3	Pinklao	Chiangmai Airport	Pattaya Beach	Hilton Pattaya
<b>Location</b>	Bangkok	Bangkok	Bangkok	Chiangmai	Pattaya, Chonburi	Pattaya, Chonburi
<b>Gross Floor Area incl. Parking (sqm)</b>	251,182	169,740	188,345	122,991	70,095	49,686
<b>Net Leasable Area (sqm)</b>	82,572	36,283	61,642	37,556	29,404	302 rooms
<b>Land Area (rai-ngan-sqw)</b>	53-2-38.4	12-2-44.6	24-2-84	32-3-56.85	-	-
<b>Land Tenure</b>	Leasehold tenure of 20 years ending 15 Aug 2025	Leasehold tenure of 30+30+30 years ending 15 Aug 2095	Leasehold tenure of approximately 15 years ending 31 Dec 2024	Leasehold tenure of 15 years ending 22 Apr 2044	-	-
<b>Building &amp; Utility Systems</b>	Leasehold tenure of 20 years ending 15 Aug 2025	<ul style="list-style-type: none"> <li>• Building – Leasehold same tenure as land</li> <li>• Utility Systems – Ownership</li> </ul>	Leasehold tenure of approximately 15 years ending 31 Dec 2024	Leasehold tenure of 15 years ending 22 Apr 2044	Leasehold tenure of approximately 20 years ending 31 Aug 2037	Leasehold tenure of approximately 20 years ending 31 August 2037
<b>Movable Assets</b>	Ownership	Ownership	Ownership	Ownership	Ownership	Ownership
<b>Valuation</b> As at 31 March 2018 (THB million)	6,997	10,151	5,778	10,653	7,272	3,450

Note: Asset information as of March 31, 2018

**1**

## The largest retail REIT in Thailand

with over THB 44 billion worth of invested properties

**2**

## Top-class assets in prime locations

diversified throughout Bangkok and major provinces in Thailand

**3**

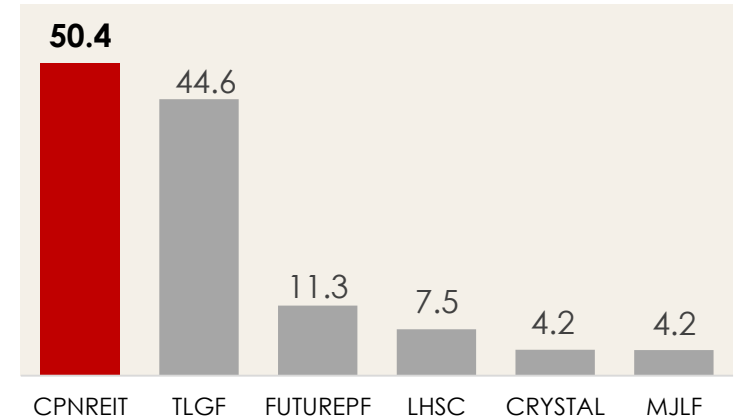
## Strong professional network

comprising leaders in mixed-use property development and asset management industries



Invested properties size  
of Thailand's retail PFs/REITs <sup>(1)</sup>

Unit: THB bn



## Solid performance track record

in both financial and operating results

**4**

## Flexible funding capacity for expansion

investments through leveraged financing

**5**

## Consistently high distribution yields

and reward sustainable returns to unitholders

**6**

Note: (1) Based on announcements of latest financial results for Property Funds and REITs on the Stock Exchange of Thailand

## Front-running properties in Greater Bangkok and major provinces for locals and tourists

### CentralPlaza Pinklao



Year acq.	2009
Lease end	Dec-2024
NLA (sqm)	27,611
Occ. rate	99%

### Pinklao Tower A & B



Year acq.	2009
Lease end	Dec-2024
NLA (sqm)	34,031
Occ. rate	83%

### CentralPlaza Chiangmai Airport



Year acq.	2014
Lease end	Apr-2044
NLA (sqm)	37,556
Occ. rate	92%

### CentralPlaza Rama 2



Year acq.	2005
Lease end	Aug-2025
NLA (sqm)	82,572
Occ. rate	95%

### CentralPlaza Rama 3



Year acq.	2005
Lease end <sup>(1)</sup>	Aug-2095
NLA (sqm)	36,283
Occ. rate	84%

### CentralFestival Pattaya Beach

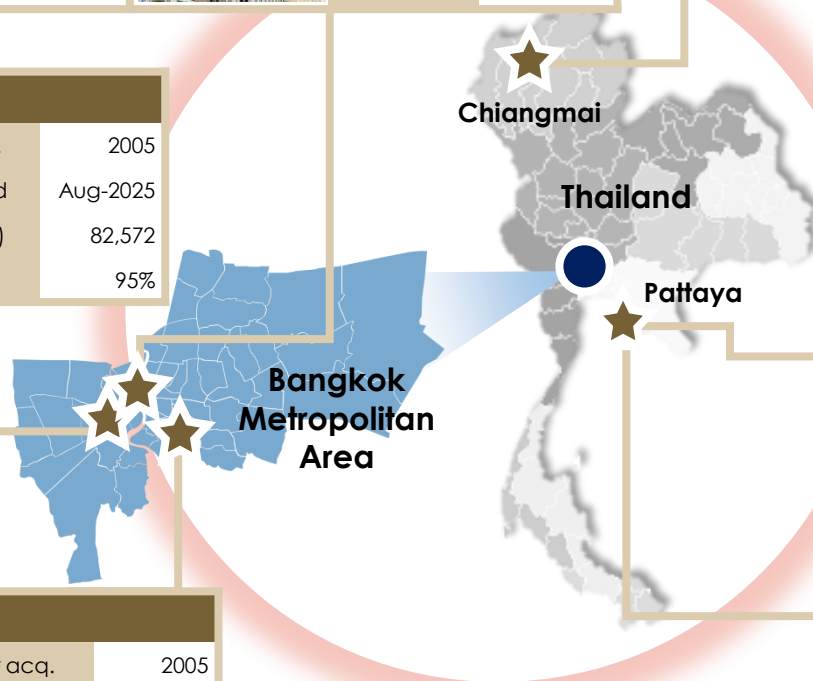


Year acq.	2017
Lease end	Aug-2037
NLA (sqm)	29,404
Occ. rate	95%

### Hilton Pattaya<sup>2</sup>



Year acq.	2017
Lease end	Aug-2037
Rooms	302
Occ. rate	98%



Note: Asset information as March 31, 2018

(1) Includes option to extend lease 2 more times at 30 years each.

(2) Property subleased to CPN Pattaya Hotel Co., Ltd. in which CPNREIT earns rental income





Unitholders

Trustee

**CPNREIT**

REIT Manager

**CPNREIT**  
MANAGEMENT

5 Shopping  
Centers & 2  
Office Buildings

Hilton  
Pattaya



Hotel  
Manager

Sublease  
Agreement

CPN Pattaya  
Hotel Co., Ltd.

Property  
Manager

REIT and its underlying assets are managed by professional leaders in the industry

**Experienced  
REIT manager**

**CPNREIT**  
MANAGEMENT

High caliber professionals with extensive experience in retail asset investment and management

**Regionally acclaimed  
property manager**

Over 30 years of experience and one of Southeast Asia's largest property developer and manager for 32 world class mixed-use development projects in Thailand

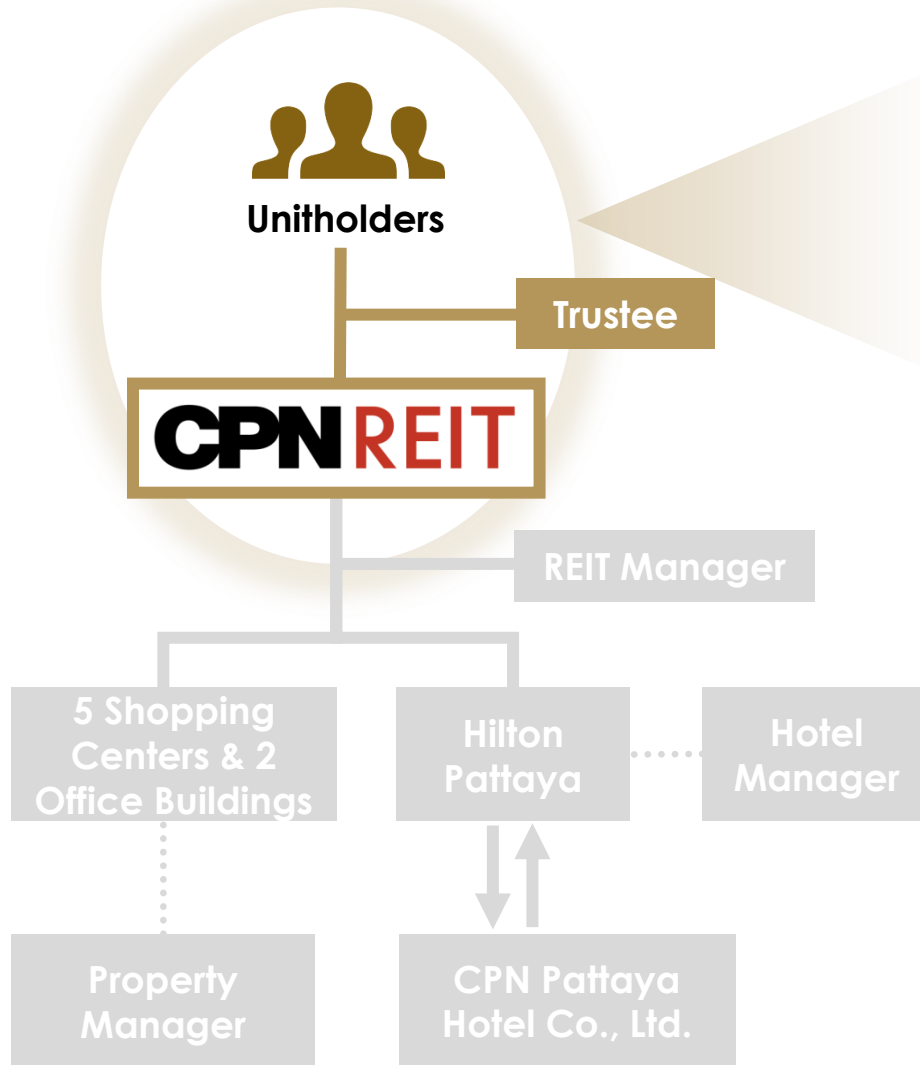


**World-class hotel  
manager**

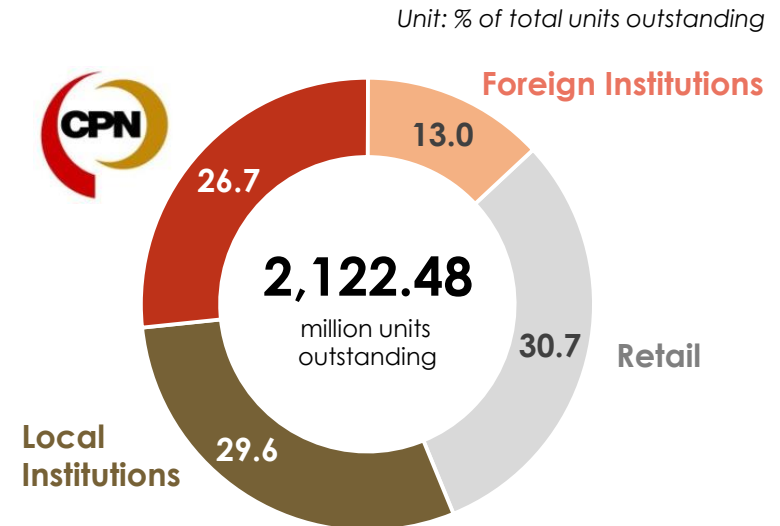
**Hilton**  
HOTELS & RESORTS

Nearly a century of hotel operatorship and one of the leading global hospitality brands





**Strong support from retail and institutional unitholders, as well as from Central Pattana PCL (CPN) as the Sponsor**



Market Capitalization (THB mn)	48,896
Unit Price (THB/share)	22.10

Source: SETSMART as of March 9, 2018  
TSD booking record as of February 7, 2017

**Experienced Trustee**



SCB Asset Management Co., Ltd. managed CPNRF for nearly 10 years and is one of the largest, most experienced and accomplished asset management companies in Thailand.

High occupancy levels across all properties

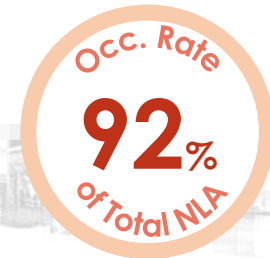
Outstanding performances of newly acquired properties



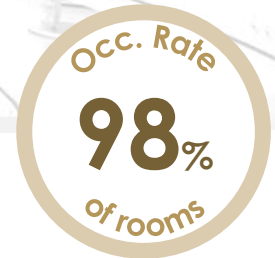
CentralFestival Pattaya Beach



~maintain  
YoY



Hilton Pattaya

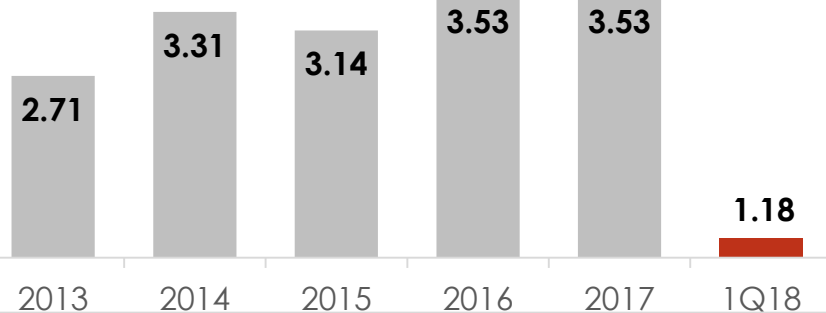


Note: Asset information as of December 31, 2017

## Healthy revenue generated from operations

Unit: THB bn

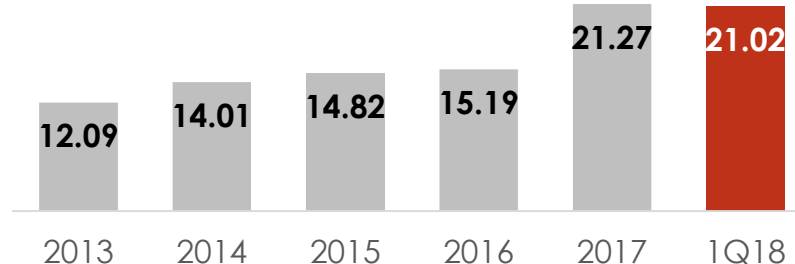
~7%  
4Y CAGR



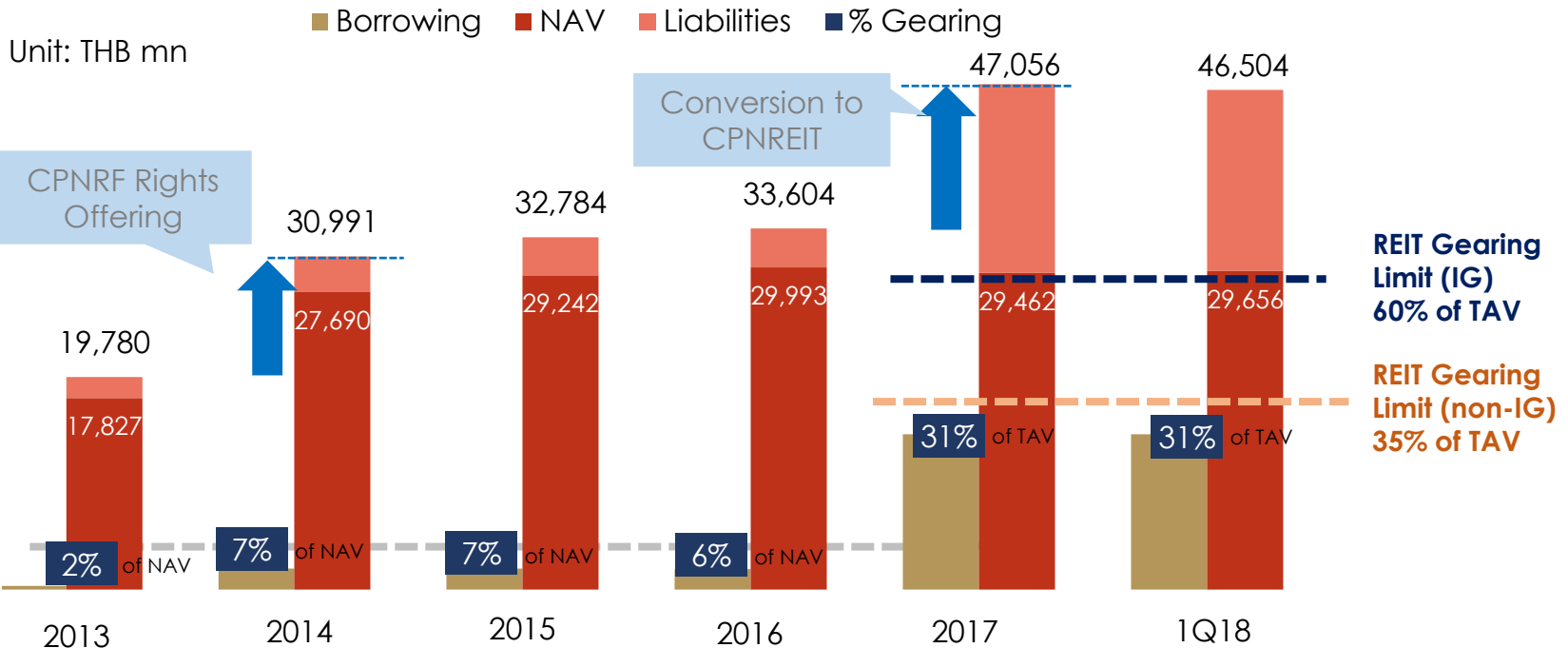
## Growing TAV from higher property value and acquisition

Unit: THB / unit

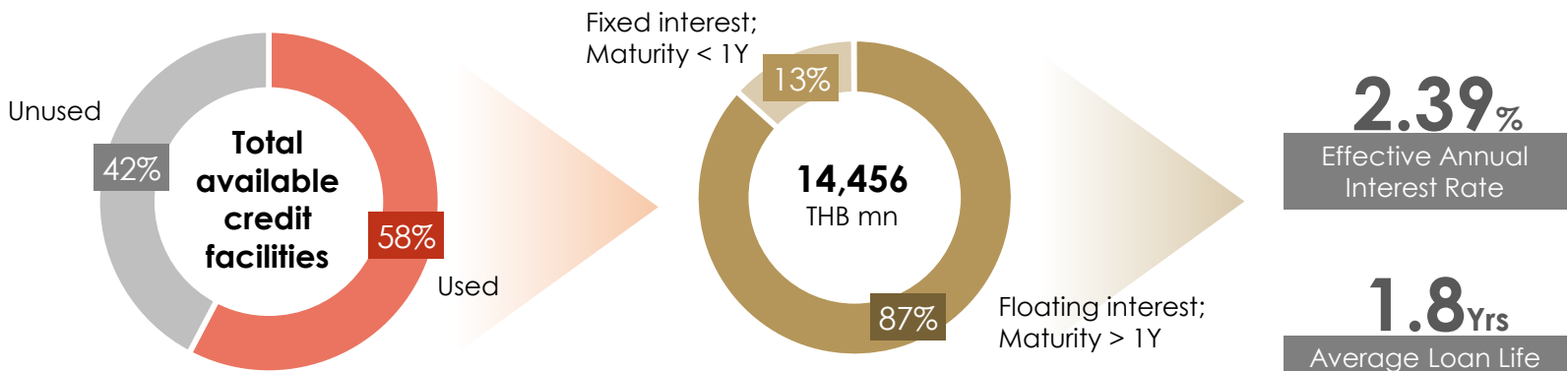
~15%  
4Y CAGR



## Borrowing and Gearing Limit

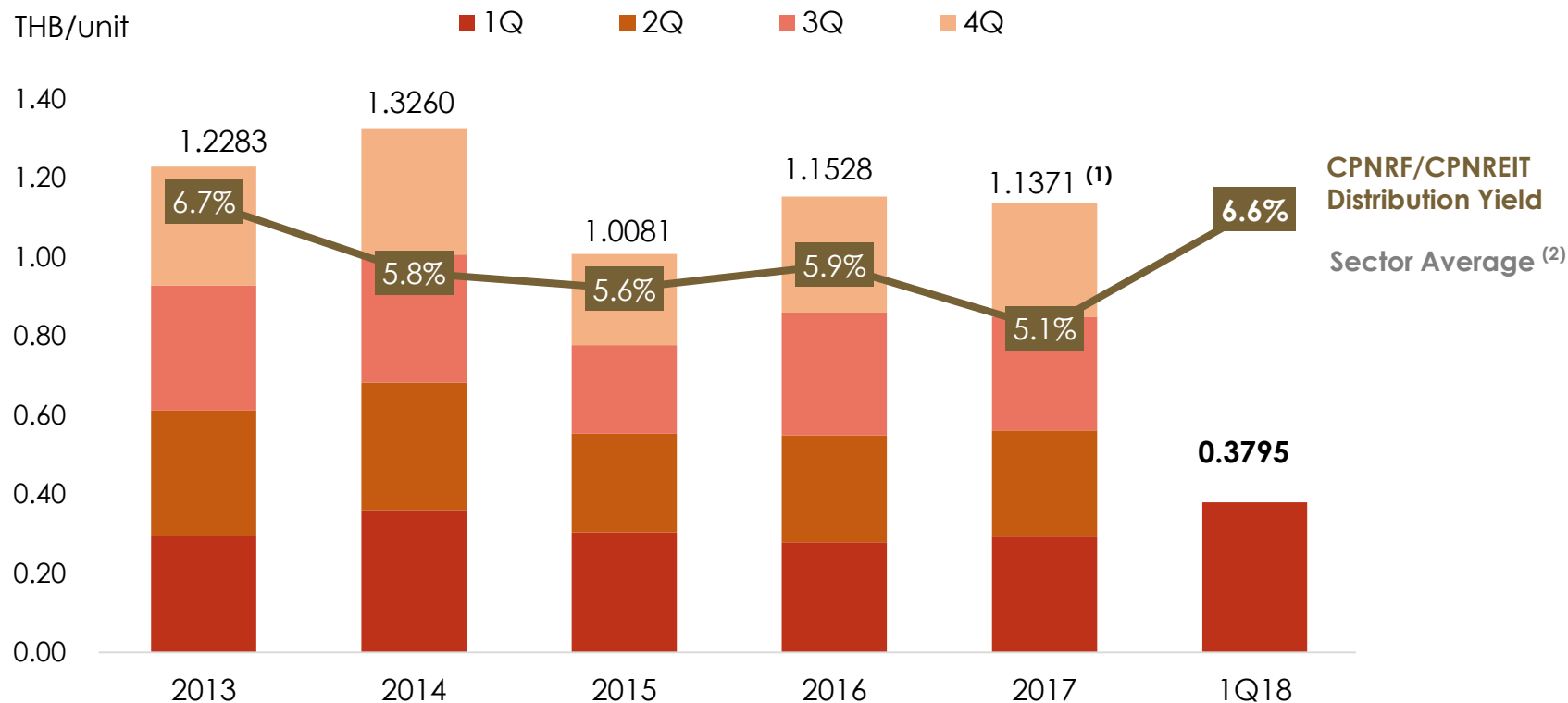


### CPNREIT Debt Profile



Note: Debt profile as of March 31, 2018.

## Distribution per Unit and Yield



### Distribution Policy

 **90%** minimum payout of distributable income

 **4** times per year distribution to unitholders

Source: CPNRF and CPNREIT announcements; SETSMART

Note: Yield on unit distribution based on last twelve months' accumulated distribution and the pre-record date trade price

(1) 4Q17 distribution was announced as a capital reduction due to the absorption of CPNRF's retained earnings into CPNREIT's unit capital

## Recent Key Trading Statistics

Key Metrics	THB
Par Value	13.1149
Unit Price (THB) as of 14 May 18	23.10
Net Asset Value per Unit (THB)	13.4040
P/NAV (x)	1.70
Distribution Yield <sup>(4)</sup> (%)	6.6%
Market Capitalization (THB bn)	51,108
Units Outstanding (mn units)	2,122.48

## Distribution History <sup>(1)</sup>

Key Metrics	1Q18	2017	2016	2015	2014	2013
Par Value (THB)	13.1149	13.4028 <sup>(2)</sup>	10.00	10.00	10.00	10.00
Distribution (THB/unit)	0.3795	1.1371 <sup>(3)</sup>	1.1528	1.0081	1.3260	1.2283
Total Distribution (THB mn)	840	2,516	2,551	2,230	2,934	2,718
Net Investment Income (THB mn)	857	2,724	2,831	2,422	2,684	2,152
Payout Ratio	98%	92%	90%	92%	>100%	>100%

Source: SETSMART (except P/E and P/BV ratios, calculated based on the latest financial results), company announcements on SET

Note: (1) Data as of 2013-2016 are based on CPNRF performances. For 2017, data are based on CPNRF performances from January 1 to December 4 and CPNREIT performances from November 29 to December 31

(2) Par value of CPNREIT is based on 1:1 unit conversion of CPNRF's capital and retained earnings effective on December 1, 2017

(3) Distributions in 1Q17-3Q17 are paid from CPNRF. Distribution in 4Q17 was paid from CPNREIT as a capital reduction

(4) Annualized yield @ market price (THB 23.10 as of 14 May 2018)

