



# 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 festival   
PATTAYA BEACH

  
Hilton  
PATTAYA

- The information contained in this presentation is for information purposes only and does not constitute an offer or invitation to sell or the solicitation of an offer or invitation to purchase or subscribe for units in CPN Retail Growth Leasehold REIT (CPNREIT and units in CPNREIT, "Units") in any jurisdiction nor should it or any part of it form the basis of, or be relied upon in any connection with, any contract or commitment whatsoever.
- This presentation may include information which is forward-looking in nature. Forward-looking information involve known and unknown risks, uncertainties and other factors which may impact on the actual outcomes, including economic conditions in the markets in which CPNREIT operates and general achievement of CPNREIT business forecasts, which will cause the actual results, performance or achievements of CPNREIT to differ, perhaps materially, from the results, performance or achievements expressed or implied in this presentation.
- This presentation has been prepared by the CPN REIT Management Company Limited as the REIT Manager of CPNREIT. The information in this presentation has not been independently verified. No representation, warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information and opinions in this presentation. None of the REIT Manager or Property Manager or any of its agents or advisers, or any of their respective affiliates, advisers or representatives, shall have any liability (in negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.
- This presentation is made, furnished and distributed for information purposes only. No part of this presentation shall be relied upon directly or indirectly for any investment decision-making or for any other purposes.
- This presentation and all other information, materials or documents provided in connection therewith, shall not, either in whole or in part, be reproduced, redistributed or made available to any other person, save in strict compliance with all applicable laws.



## Operation Highlights



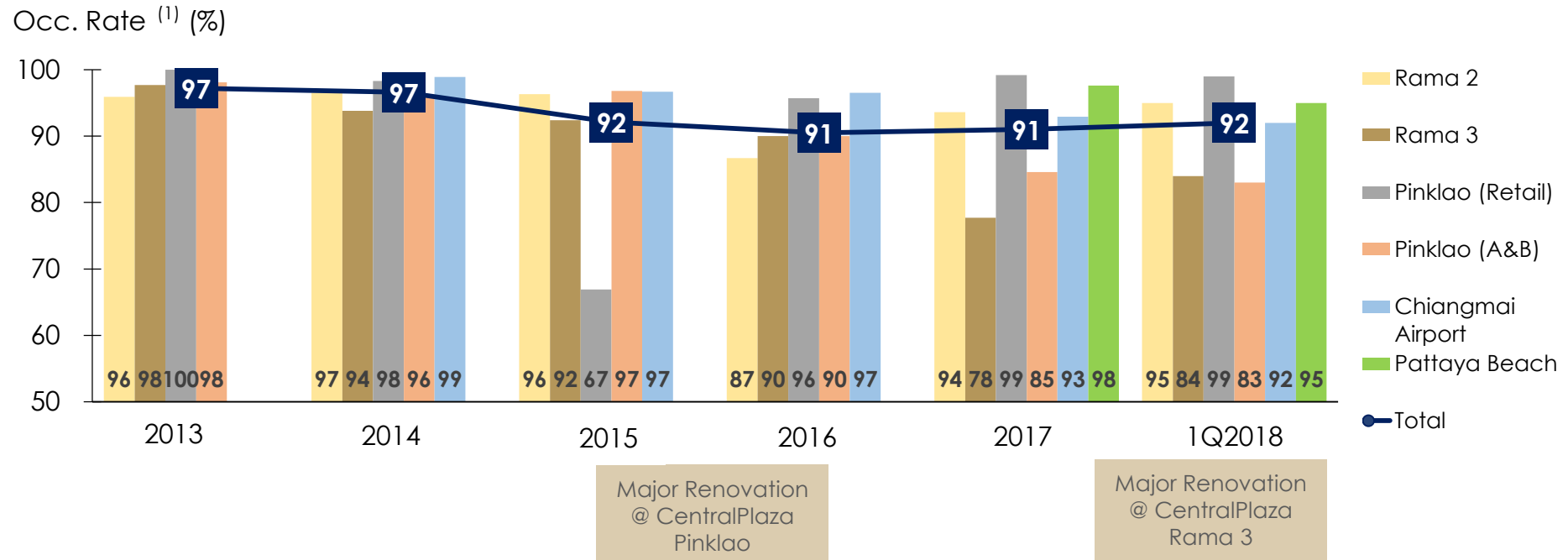
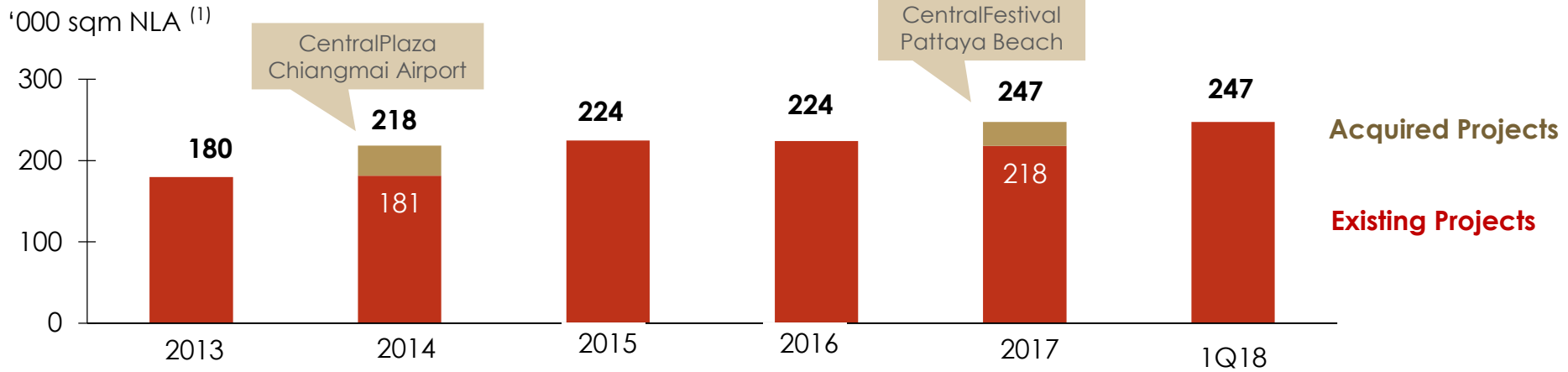
## Key Financial Highlights



## Asset Enhancement Initiatives



# Operation Highlights

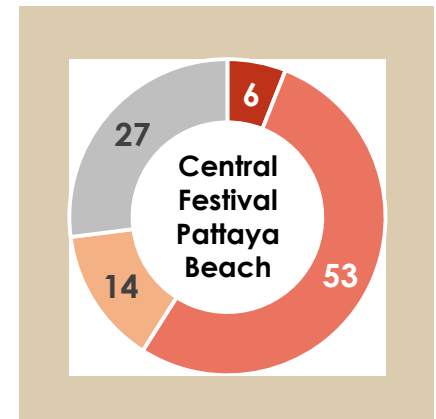
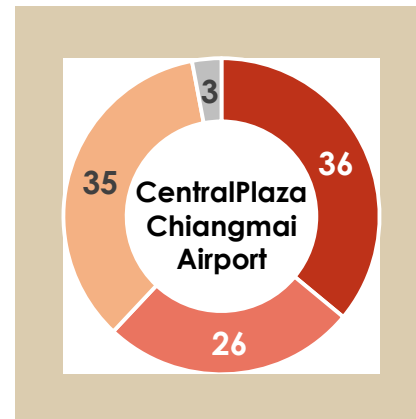
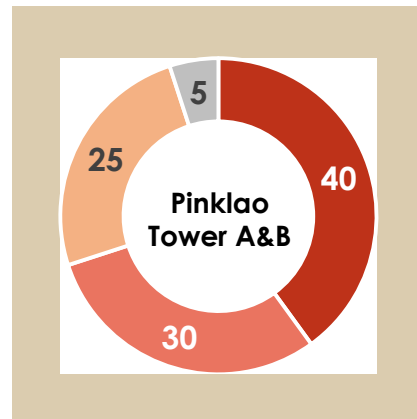
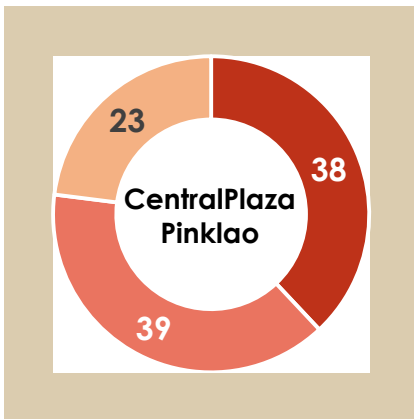
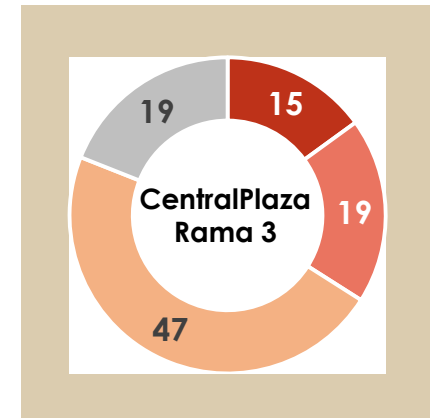
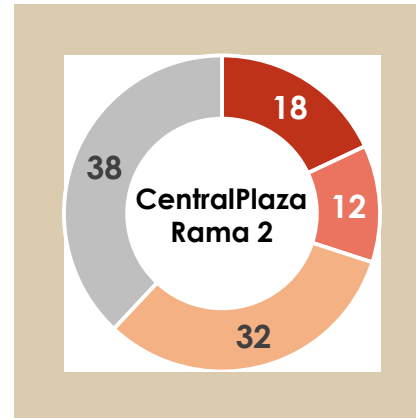
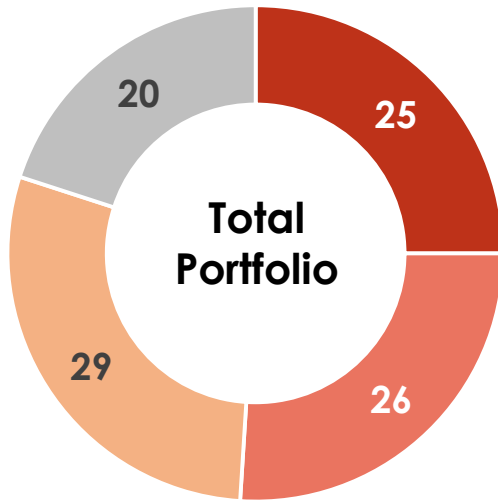


Note: (1) Anchor and in-line tenants only

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>

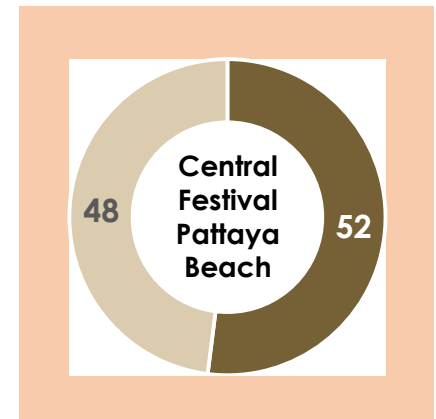
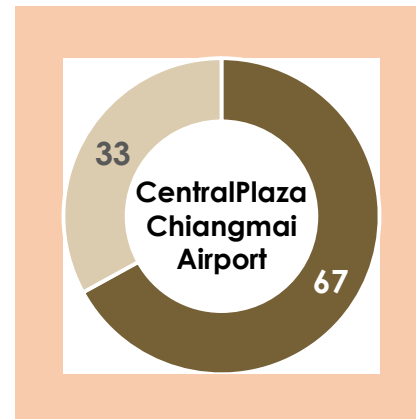
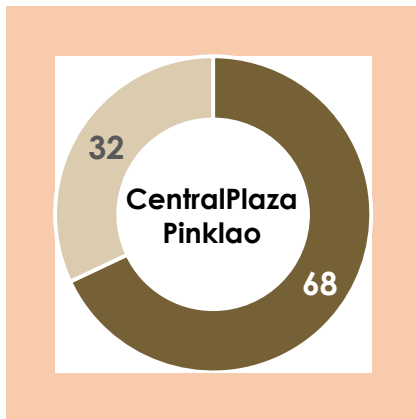
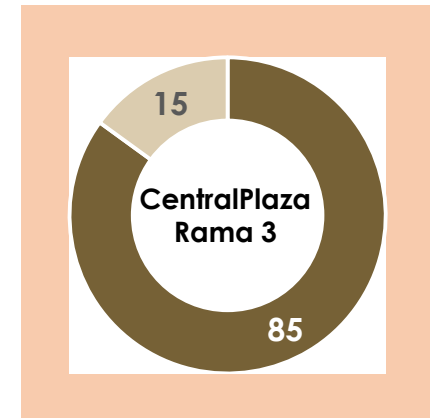
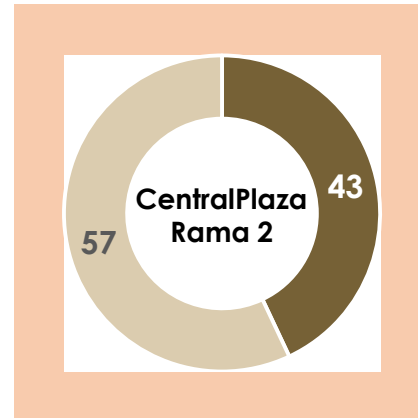
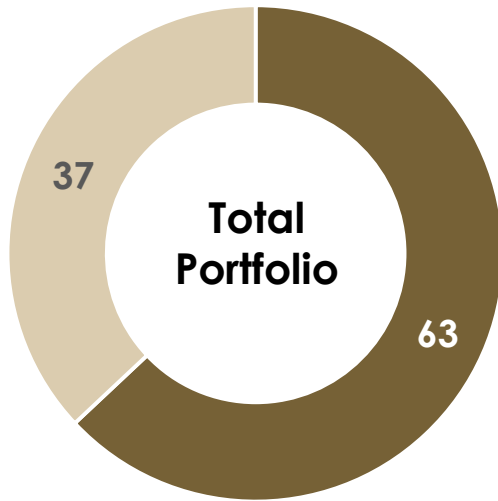
Note: (1) Exclude rental agreements < 1 year  
(2) Percentage of leasable area as at 31 March 2018

% 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



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



# 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)



CPN REIT Management Company Limited  
31st Fl, the Offices at CentralWorld  
999-9 Rama I Rd., Patumwan District  
Bangkok 10330  
Thailand



[ir\\_cpnreit@cpn.co.th](mailto:ir_cpnreit@cpn.co.th)



+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 Pinklao*

Acquisition of  
*CentralPlaza Chiangmai Airport*

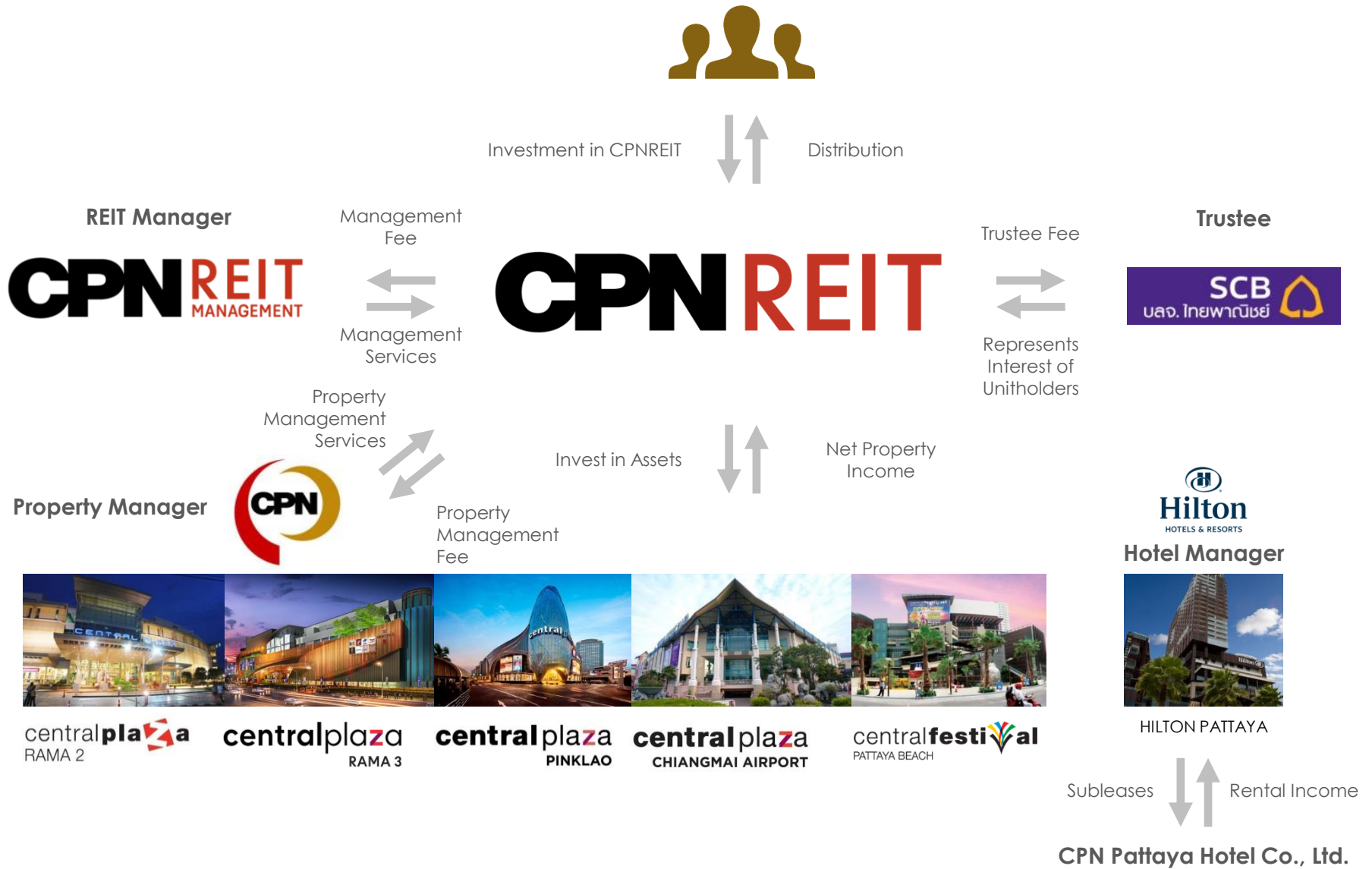
**2014**

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

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

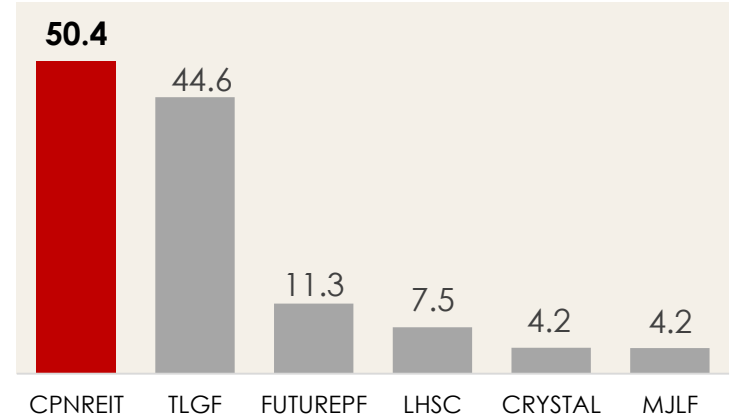
**3**

**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>**



**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**

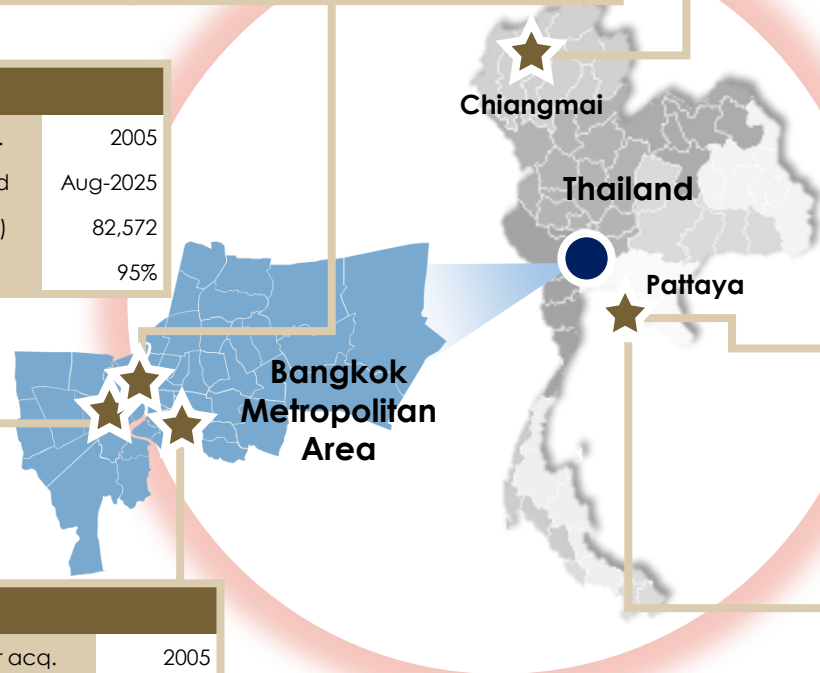
Note: (1) Based on announcements of latest financial results for Property Funds and REITs on the Stock Exchange of Thailand

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


CentralPlaza Pinklao			Pinklao Tower A & B		
	Year acq.	2009		Year acq.	2009
	Lease end	Dec-2024		Lease end	Dec-2024
	NLA (sqm)	27,611		NLA (sqm)	34,031
	Occ. rate	99%		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%



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

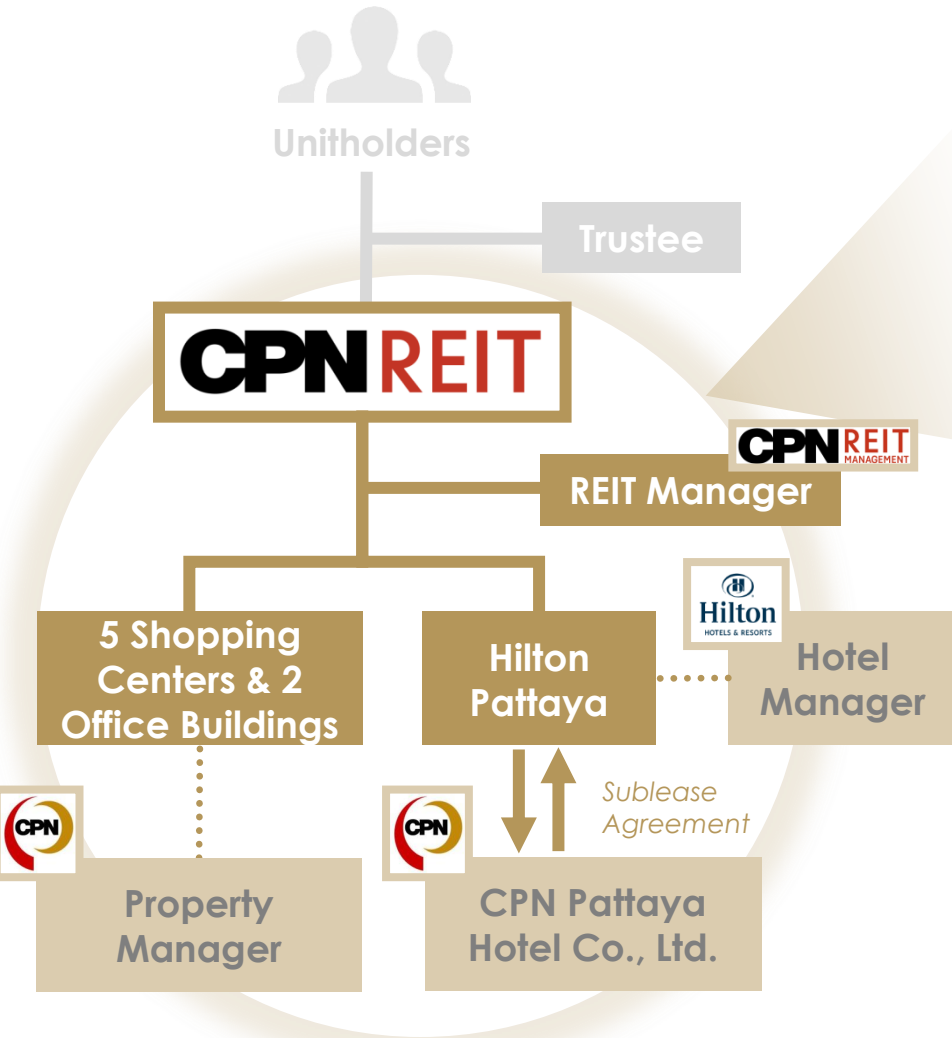
CentralPlaza Rama 3		
	Year acq.	2005
	Lease end <sup>(1)</sup>	Aug-2095
	NLA (sqm)	36,283
	Occ. rate	84%

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



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



**Experienced REIT manager**

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**

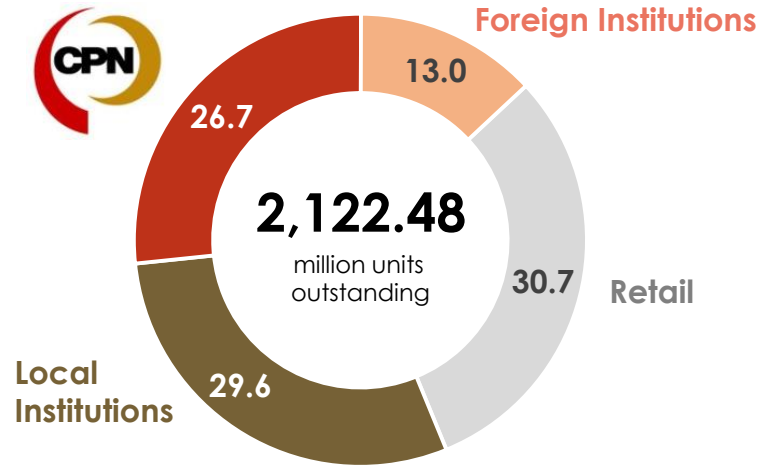
Nearly a century of hotel operatorship and one of the leading global hospitality brands



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



Unit: % of total units outstanding



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

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

**Experienced Trustee**



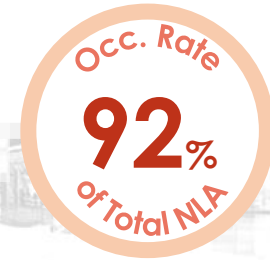
SCB Asset Management Co., Ltd. managed CPNRF for nearly 10 years and is one of the largest and most experienced and accomplished asset management companies in Thailand.



High occupancy levels across all properties



~maintain YoY



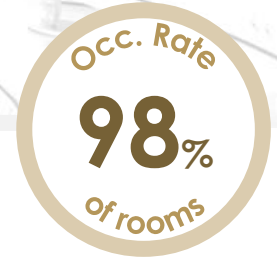
Outstanding performances of newly acquired properties



CentralFestival Pattaya Beach



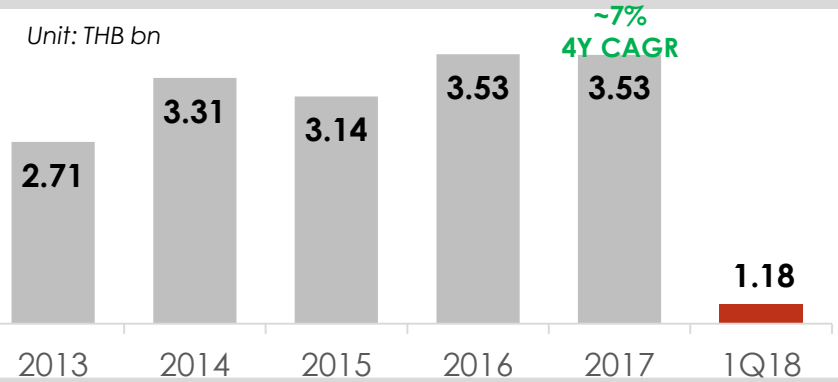
Hilton Pattaya



Note: Asset information as of December 31, 2017

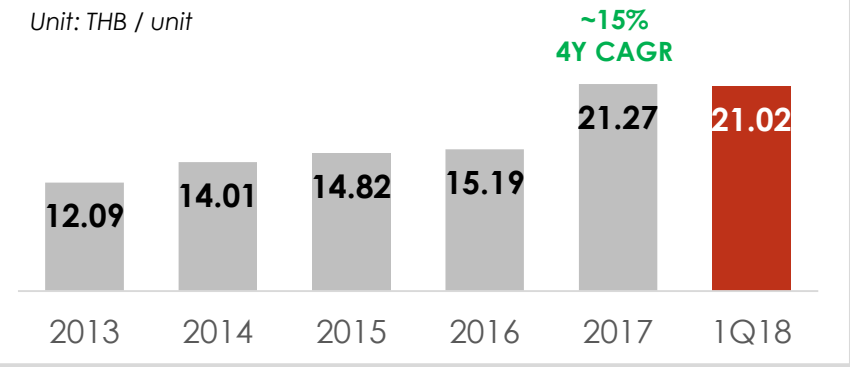
## Healthy revenue generated from operations

Unit: THB bn

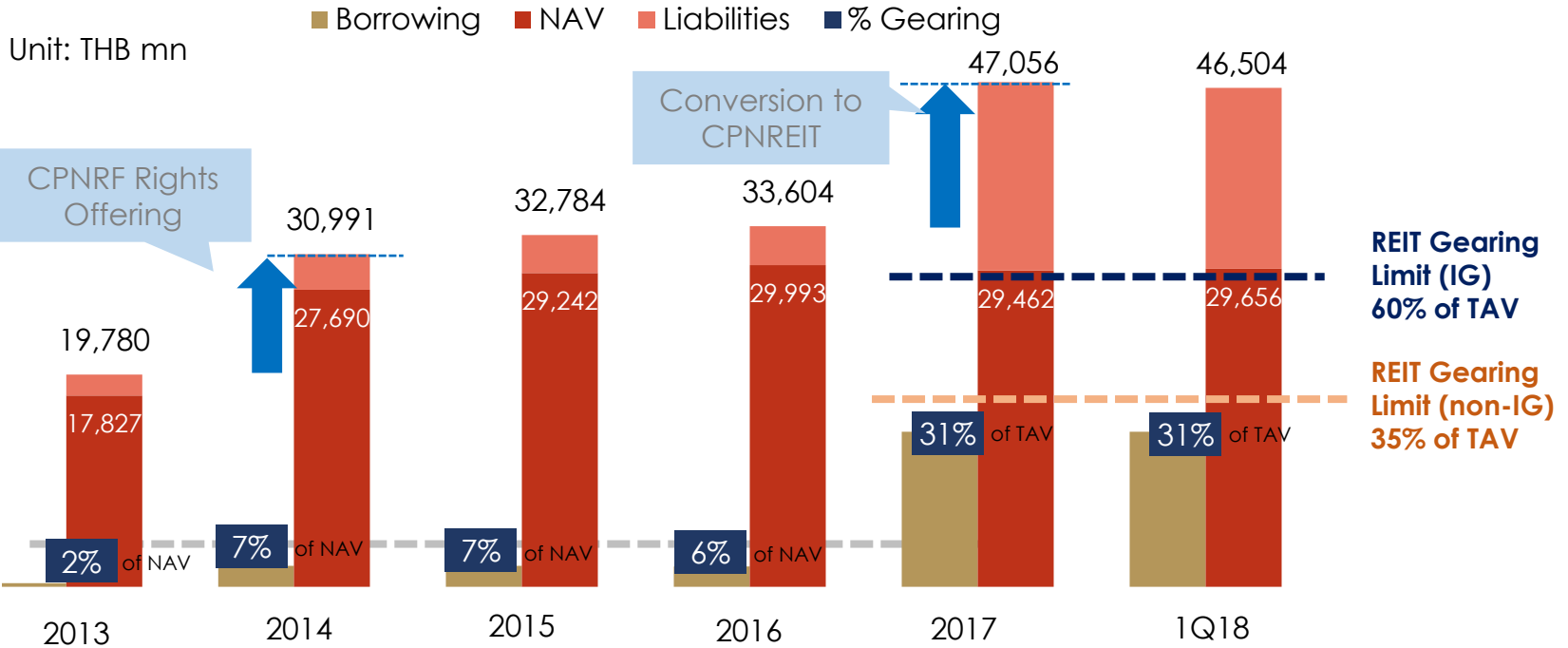


## Growing TAV from higher property value and acquisition

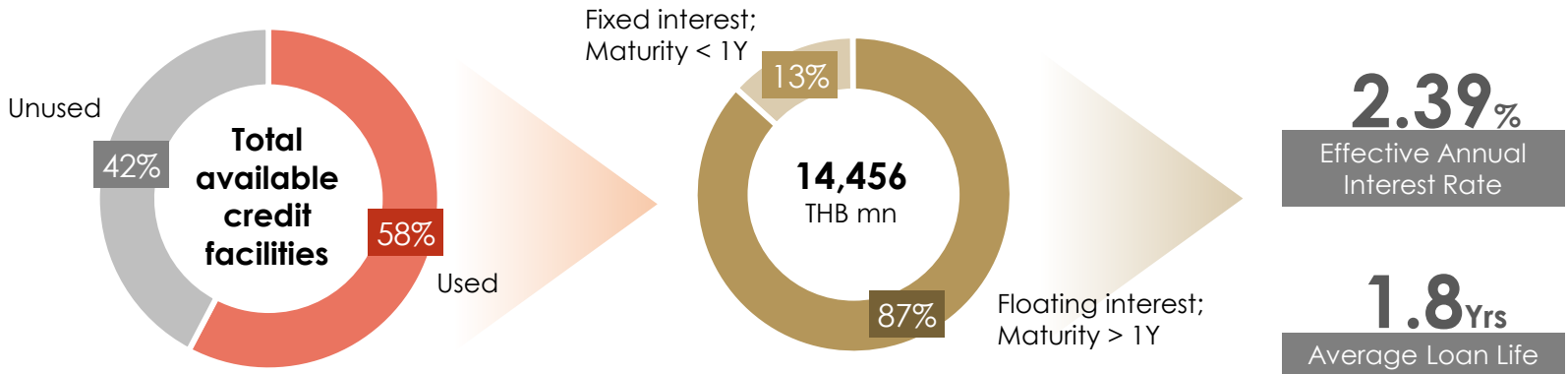
Unit: THB / unit



## Borrowing and Gearing Limit

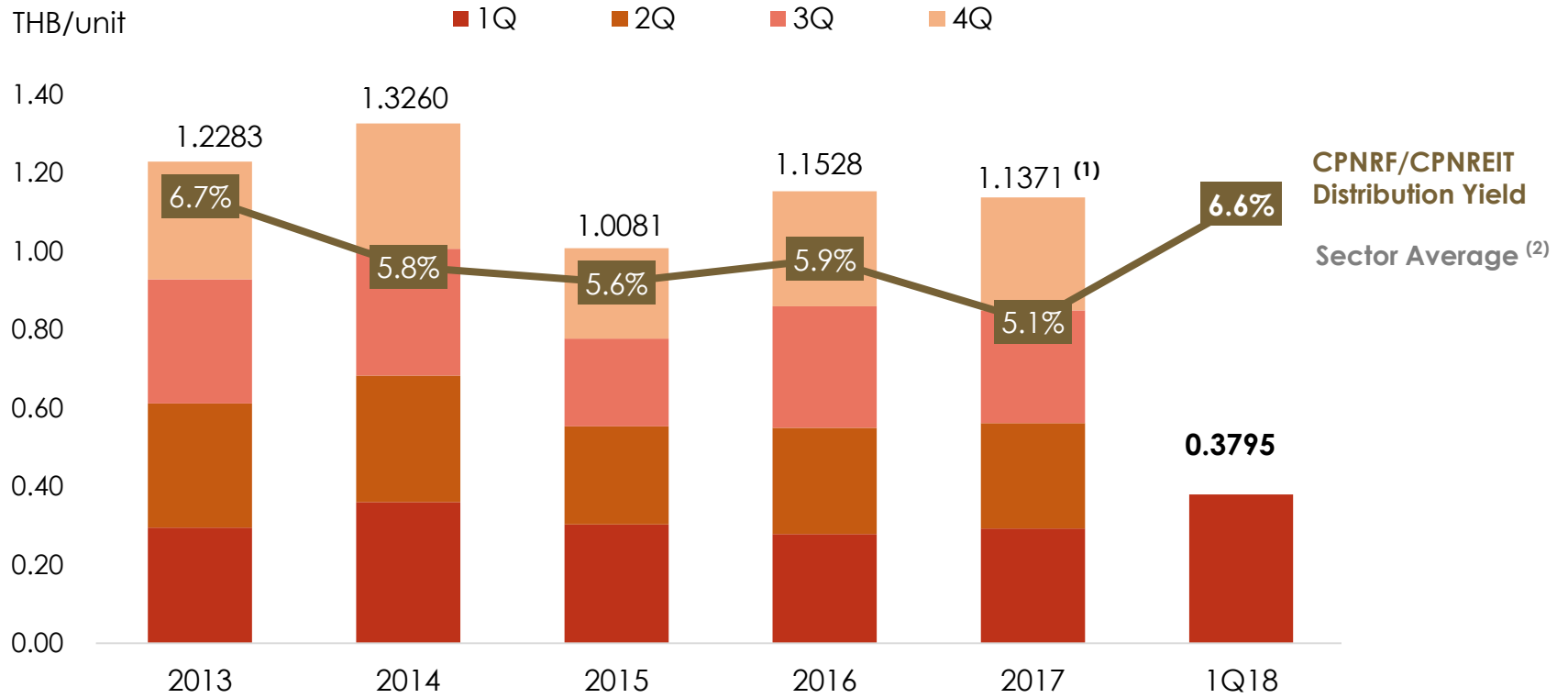


**CPNREIT Debt Profile**



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)

