

TOWARDS SUSTAINABLE CENTER OF LIFE

CENTER OF
COMMUNITY

CENTER OF HAPPINESS

CENTER OF
ALL LIFESTYLES



CENTER OF ACTIVITIES

Central Pattana Public Company Limited (CPN)

Opportunity Day at SET

For the second quarter 2019 financial results

16 August 2019



The Stock Exchange of Thailand



**PROPERTY
DEVELOPMENT
& INVESTMENT**

A Member of Central Group



2Q19 Key Highlights



2Q19 Financial Results



Business Updates

2Q19 Key Highlights & Performance

2Q19 Key Highlights

Growing sustainably and a start of the overseas era

DASHBOARD



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CENTRAL I-CITY OFFICIAL UNVEILING

Grand opening ceremony on 15 June



Event attended by His Royal Highness Sultan of Selangor and the honorary members of Central Group, CPN and i-Berhad

PHUKET'S LATEST LUXURY DESTINATION

The opening of luxury zone at Central Phuket



Distinctive global luxury brands marks Central Phuket as the "New World of Luxury"

NEW DEVELOPMENT AND ENHANCEMENTS

Completed residential and renovation projects

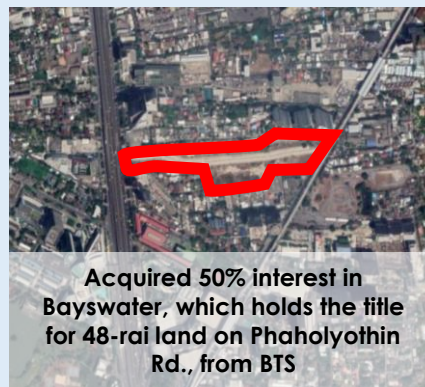


Continuous development of new retail and mixed-use projects

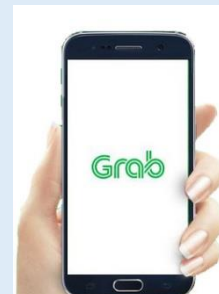
Announcement of "Dusit Central Park"

INVESTMENTS TOWARDS DIVERSIFICATION

Strengthening a sustainable growth platform



Acquired 50% interest in Bayswater, which holds the title for 48-rai land on Phaholyothin Rd., from BTS



Joint investment with Central Retail into Grab Thailand's business

2Q19 Financial Performance (1/2)

Revenue and profit growths delivered according to plan

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Strong growth from newly opened and renovated malls, as well as from existing malls.



SG&A to revenue likely to peak due to the absence of residential revenue.



Solid contribution from GLAND's operation in-line with overall growth trajectory.



Net profit under pressure from higher financing cost, albeit for the short-term.

Key Financial Performance and Ratios****

Unit: THB mn

	2Q18	1Q19	2Q19	YoY%	QoQ%	6M18	6M19	YoY%
Total Revenue	9,137	8,674	9,197	+0.7%	+6.0%	17,099	17,871	+4.5%
- ex. residential	7,786	8,532	8,712	+11.9%	+1.9%	15,532	17,244	+11.0%
Gross Profit	4,260	4,209	4,218	-1.0%	+0.2%	8,138	8,426	+3.5%
Operating Profit	3,355	3,380	3,221	-4.3%	-5.0%	6,532	6,600	+1.0%
Net Profit	2,935	2,902	2,701	-8.0%	-6.9%	5,758	5,603	-2.7%
EPS (THB/share)	0.65	0.65	0.60	-8.0%	-6.9%	1.28	1.25	-2.7%
Gross Profit Margin	49.5%	51.7%	48.9%	-0.6%	-2.8%	50.6%	50.2%	-0.4%
EBITDA Margin	52.1%	56.1%	51.6%	-0.5%	-4.5%	54.5%	53.8%	-0.7%
SG&A to Revenue	15.7%	16.4%	18.3%	+2.6%	+1.9%	15.4%	17.4%	+2.0%
Net D/E Ratio	0.16x	0.35x	0.47x	+0.31x	+0.12x	0.35x	0.47x	+0.12x

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

** Domestic malls only ; Includes area transferred to CPNREIT and CPNCG

*** Excludes revenue from sales of residential projects

**** Excludes non-recurring items ; comparison periods adjusted for the impact of TFRS 15 on food center services business

2Q19 Financial Performance (2/2)

Solid top and bottom-line growth ex. residential transfers

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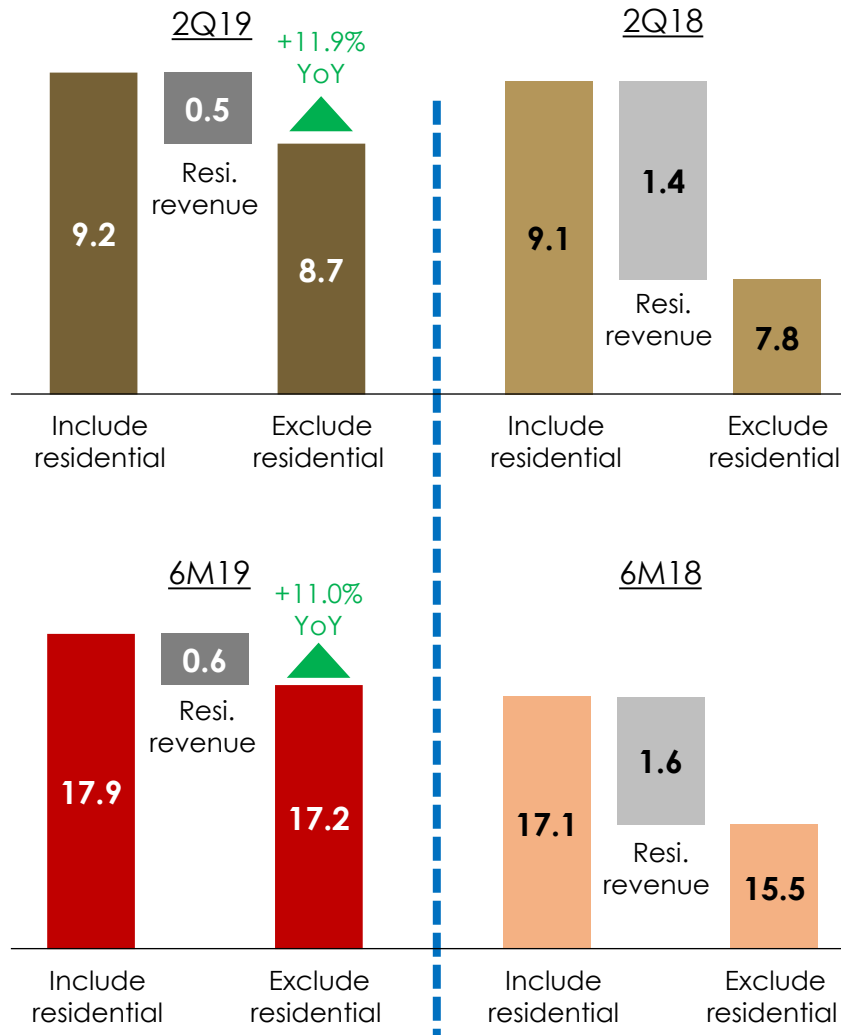


UPDATES

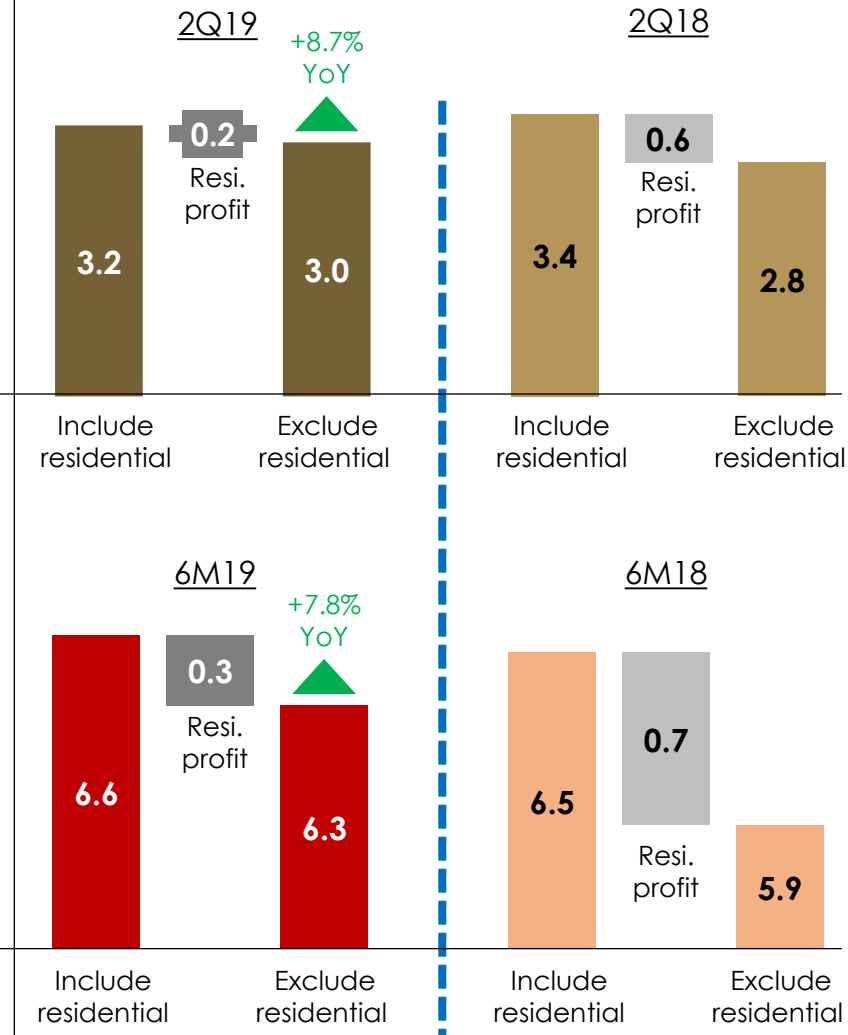


APPENDICES

Total Revenue (bn THB)



Operating Profit (bn THB)



Note: Profit from residential business is based on gross profit of the business (i.e., revenue less cost of residential sales) as disclosed in the Financial Statements



CPN's Asset Performance Summary

High occupancy rates sustained for domestic malls

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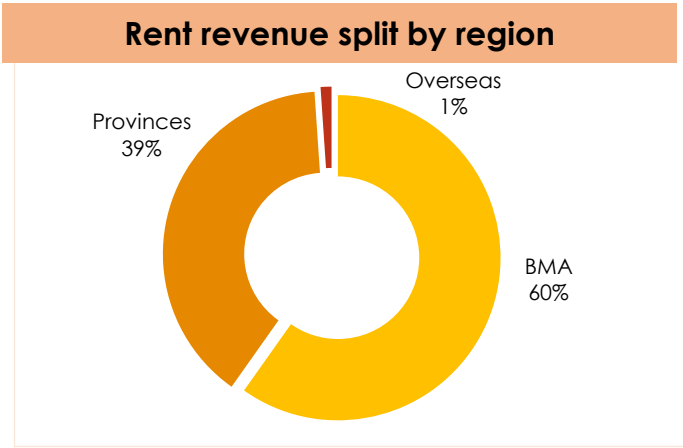
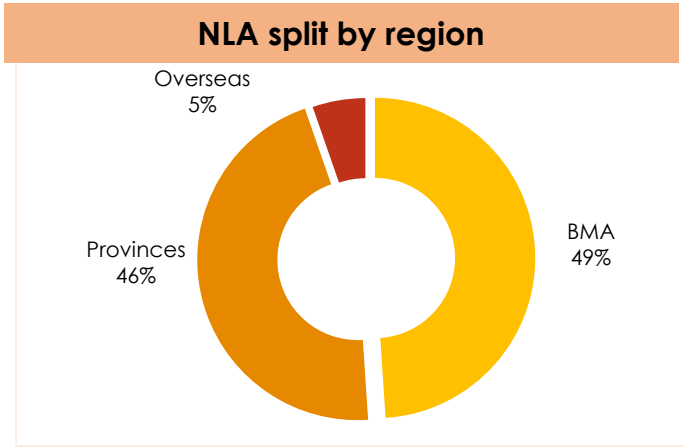


UPDATES



APPENDICES

Retail Properties	No. of Projects	Land			NLA ⁽¹⁾⁽²⁾ (mn sqm)			Occupancy Rate ⁽¹⁾		
		Freehold	Leasehold	Freehold & Leasehold	Retail	Department Store	Total	2Q18	1Q19	2Q19
BMA	14	4	7	3	0.71	0.06	0.77	91%	93%	93%
Provinces	18	12	4	2	0.66	0.06	0.72	92%	90%	89%
Thailand	32	16	11	5	1.37	0.12	1.49	91%	92%	91%
Overseas	1	1			0.08	0.00	0.08	n/a	50%	73%
Total⁽¹⁾	33	17	11	5	1.45	0.12	1.57	91%	90%	90%



Non-core Properties	No. of Projects	NLA (sqm)	Occupancy Rate ⁽¹⁾ (%)		
			2Q18	1Q19	2Q19
Office in BMA ⁽¹⁾⁽²⁾	5	56,174	94%	93%	92%
Residential in BMA	1	1,568	21%	21%	27%
Hotel in provincial area	2	561 rooms	83%	86%	80%

(1) Counts Central Phuket (Floresta + Festival) as one project ; Excludes area transferred to CPNREIT, CPNCG and area under GLAND
 (2) Excludes rental agreements < 1 year, such as kiosk, carts, ATMs and coin machines.



CPN's Financial Performance

Consistently growing revenue and core profit

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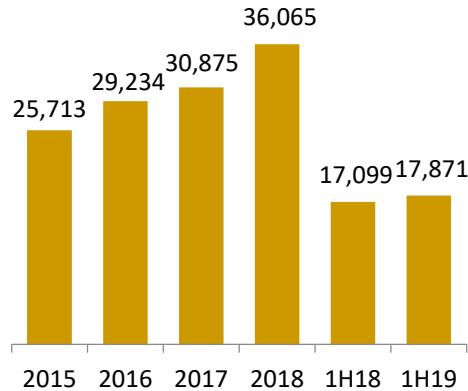
UPDATES



APPENDICES

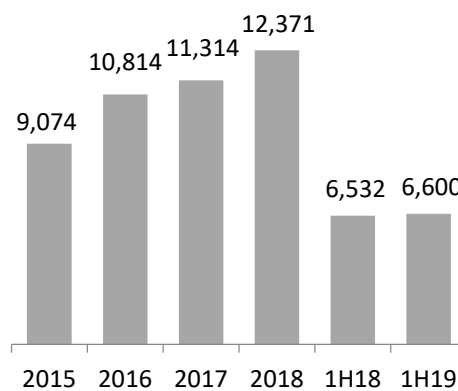
Total Revenue

MTHB



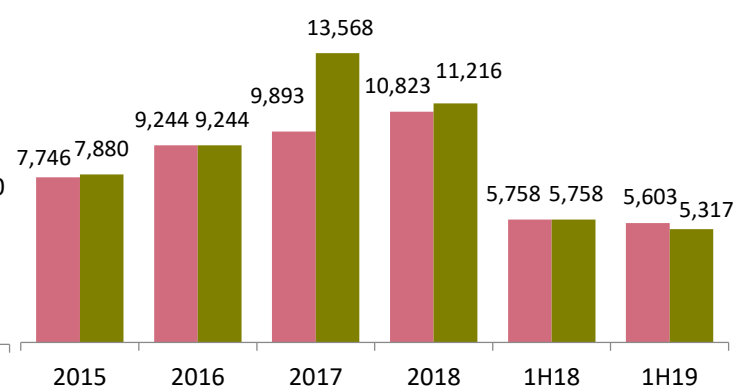
Operating Profit

MTHB



Normalized (LHS) and Net (RHS) Profit

MTHB



% YoY Growth	2015	2016	2017	2018	1H18 ^{/3}	1H19 ^{/3}
Total revenues (Exc. non-recurring items) ^{/1}	9%	14%	6%	17%	11%	5%
Operating profit (Exc. non-recurring items)	7%	19%	5%	9%	8%	1%
Normalized Net profit	7%	19%	7%	9%	9%	(3%)
Net profit	8%	17%	47%	(17%)	9%	(8%)
Same store revenue growth	2%	2%	4%	3%	3%	3% ^{/2}
Gross Profit Margin (Exc. Other Income)(%)	48%	49%	50%	48%	51%	50%
EBITDA Margin (%)	53%	54%	54%	51%	54%	54%

^{/1} Includes rental & services, hotel operation, food & beverages, real estate sales and other income. Excludes interest income and share of profit from joint ventures and associated companies

^{/2} Excludes Central Phuket Floresta, Central i-City, CentralWorld, CentralPlaza Lardprao, CentralPlaza Chonburi and CentralPlaza Chiangrai, Central Phuket Festival, and CentralFestival Pattaya Beach.

^{/3} Due to the adoption of TFRS 15 on January 1, 2019 onwards, total revenue, gross profit margin and EBITDA margin for the current and comparison periods have been adjusted to reflect the nature of the food center services business.

Total Revenue

Strong growth achieved despite residential cooldown

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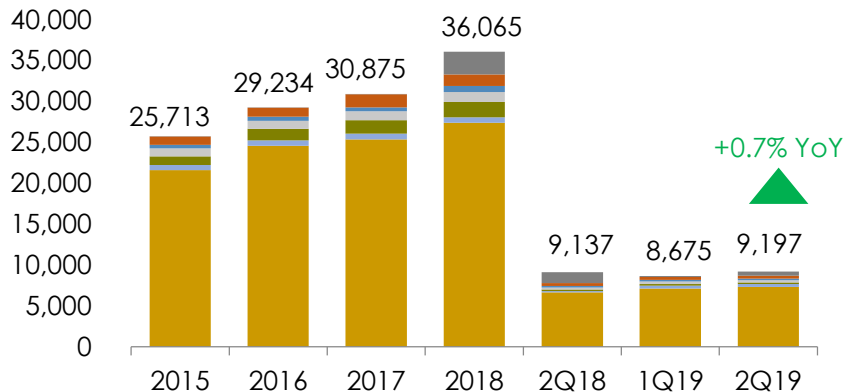


UPDATES

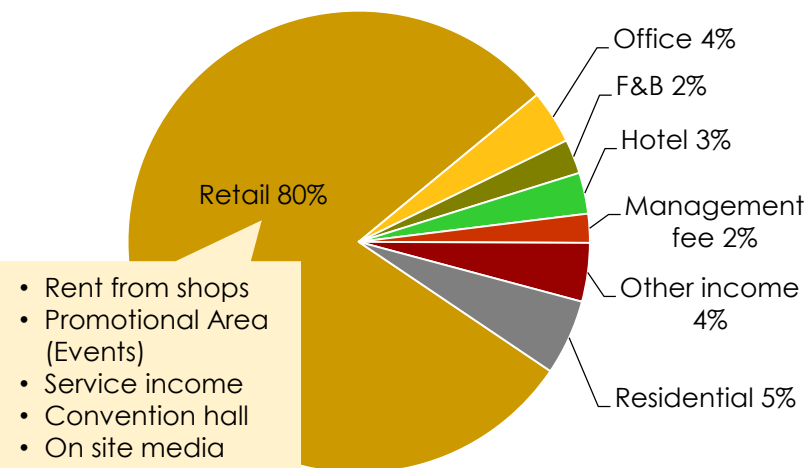


APPENDICES

(THB mn)



2Q19 Breakdown



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

/2 Changed from "Revenue from food and beverages sales" due to the adoption of TFRS 15 from January 1, 2019 onwards to better reflect the nature of business of food center services.

2Q19 total revenues ^{/1} **+0.7% YoY** mainly contributed by **Rent and services +12.4% YoY**

- Contributions from new shopping malls in 2018 and 2019: Central Phuket Floresta and Central i-City
- Improved performances at malls under renovation: CentralWorld and CentralPlaza Rama 3
- Strong performances of existing shopping malls, both in Bangkok Metropolitan Area and Provinces.

Food center services ^{/2} **+24.1% YoY**

- New food centers opened in 2018 at Central Phuket Floresta, as well as renovated food court opened in 2018 at CentralWorld, CentralPlaza Rama 3 and Chonburi.
- Strong performances of existing food centers from continuous roll-out of Food Destinations.

Hotel operations **+0.5% YoY**

- Lower overall occupancy rate associated with lower tourists according to overall market decelerated.

Real estate sales **-64.1% YoY**

- Lower number of unit transferred comparing to 2Q18 as most units have been transferred since 2018.

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 rental and services revenue performance throughout the year.

Cost of Operation

Closely aligned with revenue growth

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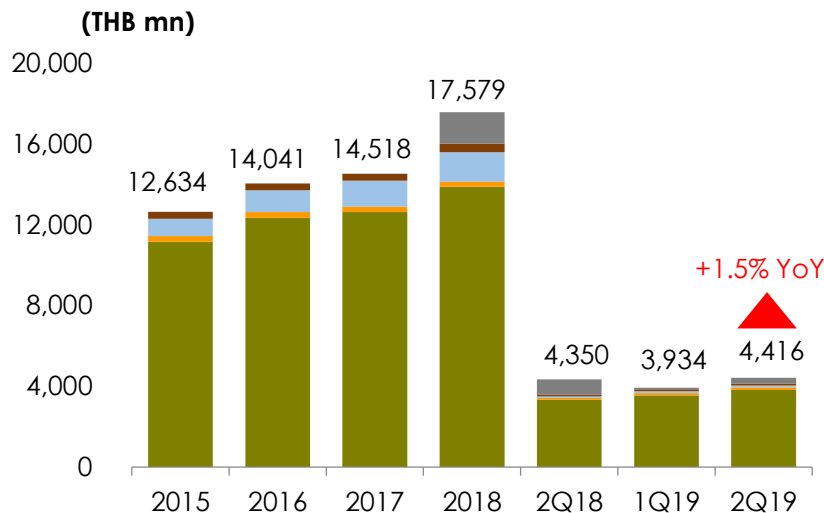
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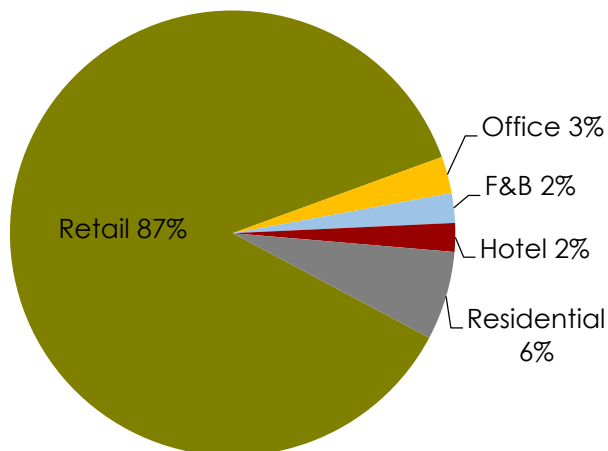
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2Q19 Breakdown



Note: /1 Excludes non-recurring items.

/2 Changed from "Cost of food and beverages sales" due to the adoption of TFRS 15 from January 1, 2019 onwards to better reflect the nature of business of food center services.

2Q19 total costs ^{/1} +1.5% YoY mainly contributed by

Cost of rent and services +15.4% YoY

- Higher operating and depreciation costs of newly opened malls in 2018 and 2019, namely Central Phuket Floresta and Central i-City as well as renovated projects which are CentralWorld and CentralPlaza Rama 3.
- Higher maintenance, repair and personnel expenses to support the expansion of new shopping malls.
- Higher utility cost, increased from the same period a year earlier amidst the continuous rise in electricity Ft rate from 2018.

Cost of food center services ^{/2} +22% YoY

- Better cost management at existing food courts despite higher cost from newly opened food courts in 2018 and 2019.

Cost of hotel operations +14.7% YoY

- Mainly driven by adopting new accounting method of revenue recognition and increased in marketing expenses to stimulate revenue generating.

Cost of real estate sales -63.3% YoY

- Consistent with the lower number of unit transfers with gross profit margin maintained above target.

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

Higher cost base amidst business expansion

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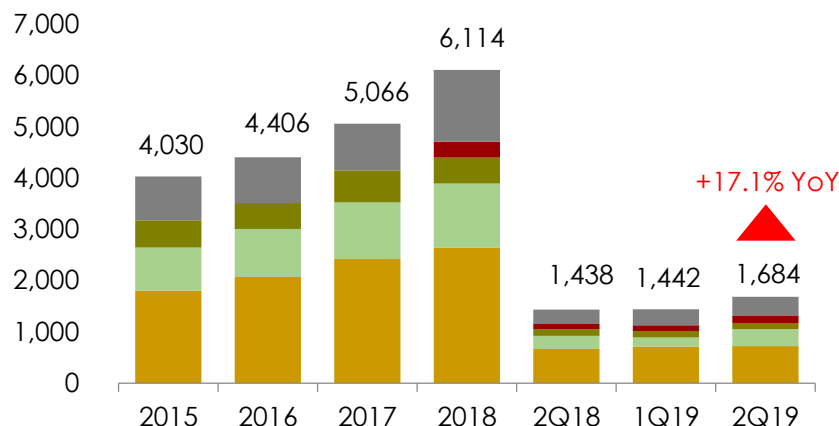


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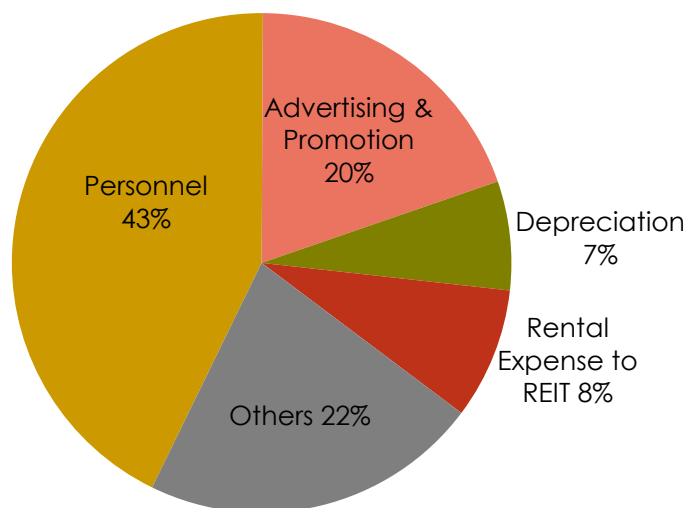


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(THB mn)



2Q19 Breakdown



2Q19 SG&A expenses +17.1% YoY mainly contributed by

- Higher personnel expenses to support business expansion, higher marketing and promotional expenses in-line with more marketing activities in malls, including grand opening events at Central i-City and Central Phuket's luxury zone.
- Increase in various administrative expenses due to the larger business size, as well as to support future business expansion.
- The amount also includes administrative expenses associated with GLAND's operations.

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 3) value added from business collaboration with partners.

Debt Analysis

Lower cost of debt due to soften rate from new loan

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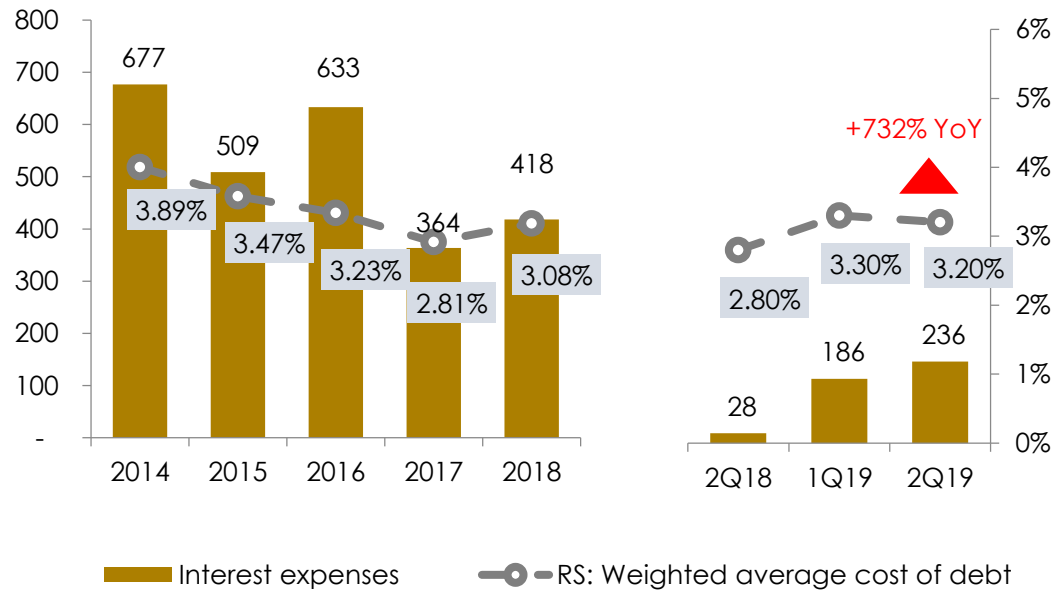
UPDATES



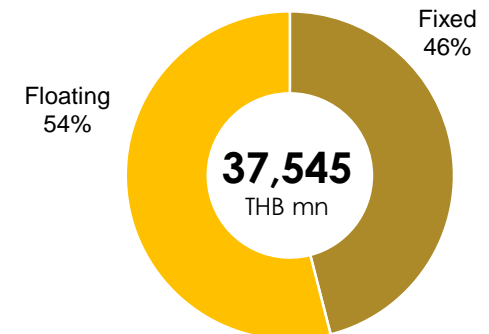
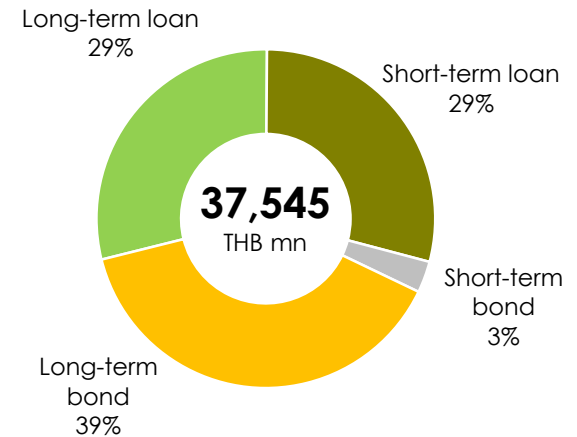
APPENDICES

Finance cost and average cost of debt

(THB mn)



2Q19 Debt Breakdown



TRIS
RATING

AA

Credit Rating

➤ Corporate credit
➤ Senior unsecured
debenture

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. Includes consolidation of GLAND's debt at THB 8,102 mn

Capital Structure

Net D/E trends higher but still at comfortable level

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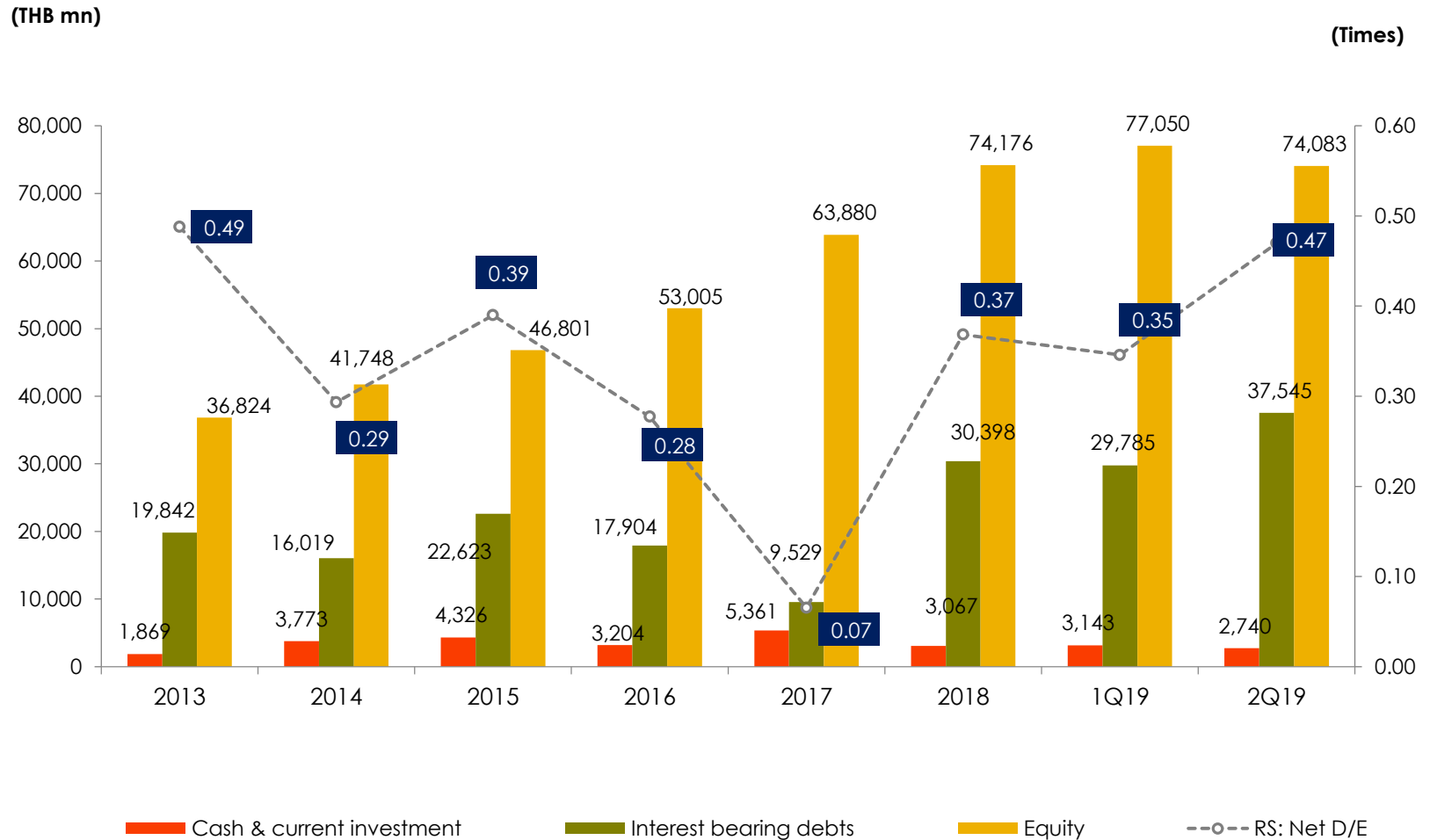


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CPN's net D/E ratios are historically below its debt covenant of 1.75x



Rental Contract Structure

Slightly higher consignment share from Central i-City

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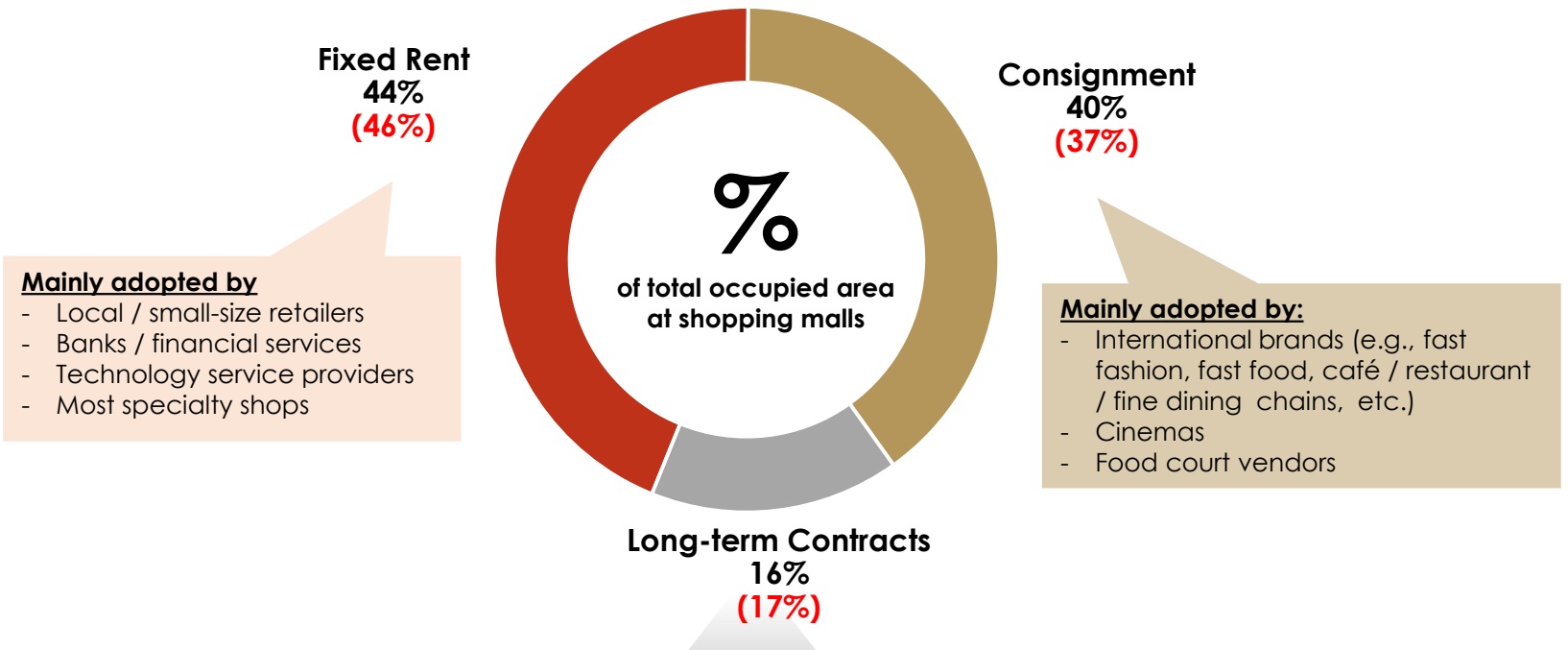
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Expiring long-term leases to provide upside to rental contract structure



centralwOrld



Successfully renewed Zen Department Store (~19,000 sq.m.) at CentralWorld until 2040 with significant upside to previous contract

>50%

of LT contracts are mainly leases department stores, which will expire during 2020-2025

Source: Company estimate as of June 30, 2019
 (1) Percentage based on occupied area.
 (%) 2Q18 figure
 (2) Based on total long-term lease area of 132,071 sq.m. with less than 5% rental income contribution.

Business Update & Guidance

New Projects Roadmap

Opportunities through both organic and inorganic means

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New Development in Pipeline

Central i-City (Malaysia)



2019



Open

March 23 (partial)
June 15 (full)

2020-21

2022+

Central Village



Open
August 31 (Phase 1)

CentraPlaza Ayutthaya



Under planning & development



exp. opening
2020/21

Unannounced locations with land secured



Under planning & development



exp. opening
1-2 projects/year



Dusit Central Park



GLAND



Under planning & development



exp. opening
2023-2024

Operational projects in Thailand



Studying new opportunities



to acquire
~1 project/year



M&As

APPENDICES

Asset Enhancement Initiatives

Activities completed in 2018 and planned for 2019

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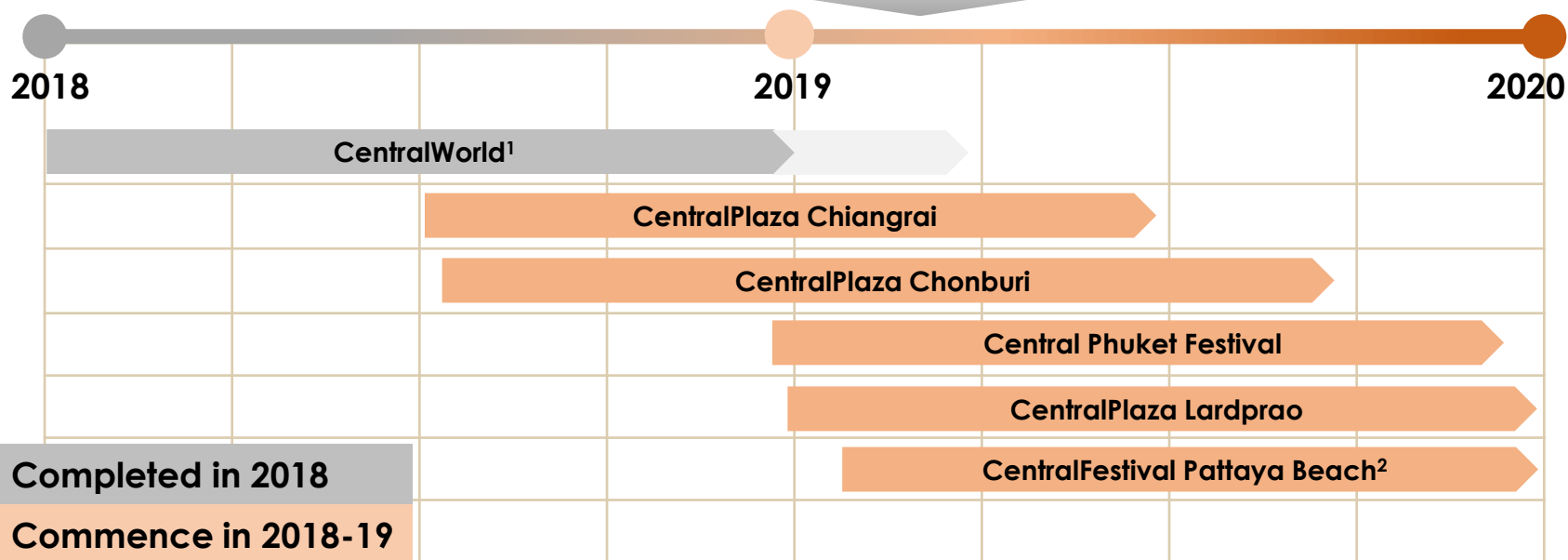
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Key activities in 2Q19

Completed new parking building at CentralPlaza Chonburi



New stores opened at CentralWorld, ranging from popular F&B brands to renowned fashion brands with flagship stores



Note 1: Major renovation program for CentralWorld mostly completed by 4Q18 ; Minor workover still ongoing until full completion by 1Q19

Note 2: Renovation program not including area transferred to CPNREIT

Residential Development

At least 3 new launches per year to complement core business

DASHBOARD		High Rise Projects				Low Rise Projects	
<div> SUMMARY </div> <div> RESULTS </div> <div> UPDATES </div> <div> APPENDICES </div>	Ready for Transfer	Own Land	<div>2016</div> <div>COMPLETE</div> <div>Escent Chiangmai</div>	<div>2016</div> <div>COMPLETE</div> <div>Escent Rayong</div>	<div>2016</div> <div>COMPLETE</div> <div>Escent Khonkaen</div>	<div>2017</div> <div>Escent Ville Chiangmai</div>	<div>2018</div> <div>Niyham Borommratchachonni (Initial phases)</div>
	Under development	Own Land	<div>2017</div> <div>Escent Nakhon Ratchasima</div>	<div>2017</div> <div>Escent Ubonratchathani</div>	<div>2019</div> <div>Escent Parkville Chiangmai</div>		
	Announced & Under development	Acquired Land	<div>2018</div> <div>Phyll Pahol 34</div>	<div>Note: Year denotes year of launch COMPLETE = Transfer at 100%</div>			<div>2019-20</div> <div>Niyham Borommratchachonni (Future phases)</div>

Explore high potential stand-alone development in locations backed by strong demand

GLAND's Portfolio

Ample room to improve performance of existing assets

DASHBOARD		Office Buildings		Residential	Mixed-use
<div><div></div><div>SUMMARY</div></div> <div><div></div><div>RESULTS</div></div> <div><div></div><div>UPDATES</div></div>	Trnf. to REIT	<div><div>The Ninth Tower</div><div></div><div><div>NLA (sqm.)62,699</div><div>Occ. Rate94%</div><div>Retail NLA5,692</div><div>Retail OR49%</div></div></div>	<div><div>Unilever House</div><div></div><div><div>NLA (sqm.)18,527</div><div>Occ. Rate100%</div><div>Retail NLA3,717</div><div>Retail OR61%</div></div></div>		
	Operational		<div><div>G Tower</div><div></div><div><div>NLA (sqm.)67,440</div><div>Occ. Rate91%</div><div>Retail NLA6,247</div><div>Retail OR80%</div></div></div>		<div><div>Bell Grand Rama 9</div><div></div><div><div>Total Units1,991</div><div>% Transf.98%</div><div>Retail NLA10,288</div><div>Retail OR70%</div></div></div>
Undeveloped					<div><div>23-rai land at Rama 9</div><div></div></div>
			<div><div>25-rai land on Kampangpetch Rd.</div></div>	<div><div>85-rai land at Don Muang</div></div>	<div><div>48-rai land at Paholyothin</div><div><div>Bayswater Co., Ltd.</div><div>(50-50 JV with BTS Group)</div></div></div>
APPENDICES					

2019 Guidance Reiteration

Maintain double-digit top-line growth target

DASHBOARD



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	1H19 Actual	2019 Full Year Guidance
<u>Rental & Service Business*</u> <ul style="list-style-type: none"> - YoY revenue growth - Same-store revenue growth - Gross profit margin - Same-store gross profit margin 	12% ~3.3% 49% 53%	11-12% 3-4% ≥ 2018 level > 2018 level
<u>Food Center Services Business</u> <ul style="list-style-type: none"> - YoY revenue growth - Gross profit margin 	22% 56%	20% > 2018 level
<u>Hotel Business</u> <ul style="list-style-type: none"> - YoY revenue growth/(decline) - Gross profit margin 	0% 67%	(10%) ≤ 2018 level
<u>Residential Business*</u> <ul style="list-style-type: none"> - YoY revenue growth/(decline) - Gross profit margin (own land) - Gross profit margin (standalone) 	(60%) >40% >32%	20-25% ≥40% ≥32%
Total revenue** growth	4.5%	11-12%
SG&A to total revenue ratio	17.4%	17-18%
<u>Financing cost</u> <ul style="list-style-type: none"> - Net D/E ratio - Average cost of debt 	0.47x 3.20%	< 1.0x ~3.10%

* Includes consolidation of GLAND's lettable office and retail area, as well as remaining residential units

** Includes other income

End of Presentation

Thank you for your kind attention!

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Appendices

CPN Growth Strategy towards 2023

Become a top 5 diversified regional developer

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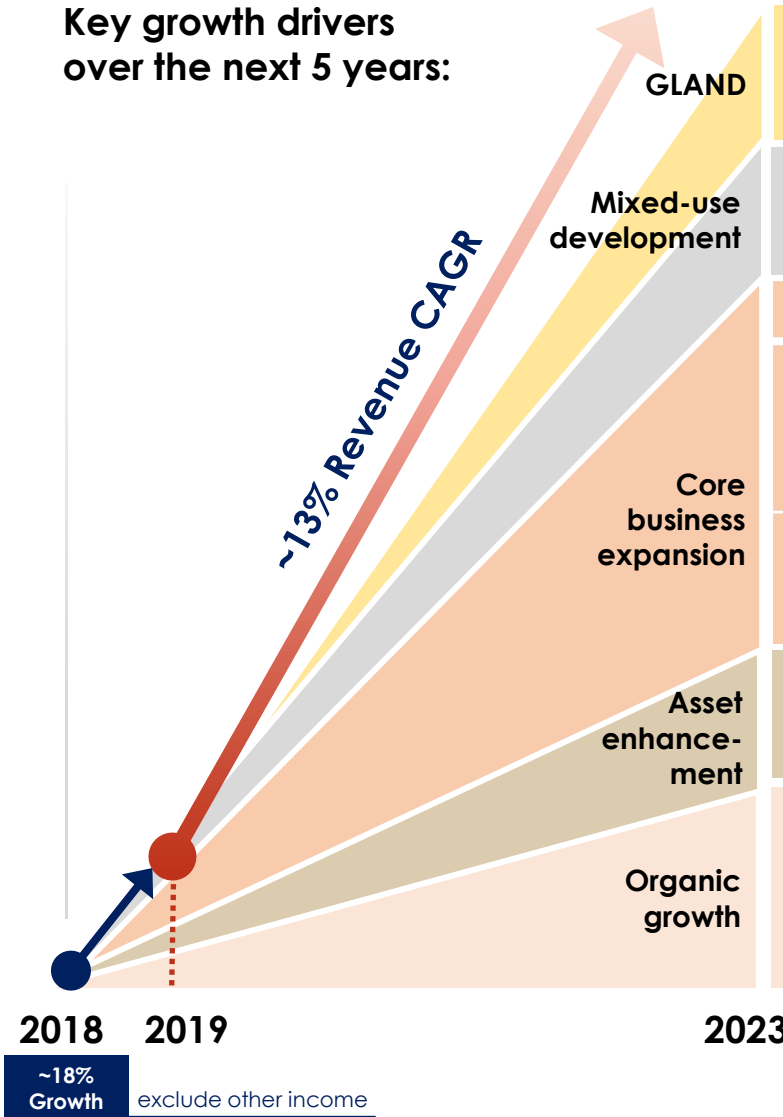


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Key growth drivers over the next 5 years:



Key Drivers

Optimize performance of existing GLAND assets

- Increase occupancy rates in retail areas
- Enhance connectivity with surrounding assets

Residential: 3-5 projects / year primarily on existing land bank
Hotel and Offices: under study at prospective locations
Business Collaborations with strategic partners

	Domestic	Overseas
2019 – early '20	Central Village Central Plaza Ayutthaya	Central i-City (Malaysia) Announce investment plan for first project in Vietnam
2020-'23	2-3 new projects / year including the development of Dusit JV mixed-use project and at GLAND's prime land locations	

Ongoing renovation program

2-3 existing projects / year to optimize design, format, tenant mix, thus occ. rate and NLA

Maintain leadership position as "Center of Life"

- Roll out "destination" concepts
- Integration of digitalized features to promote O2O interactivity and customer engagement
- Space utilization

Capital Expenditure (CAPEX)

Focused on new retail and mixed-use development

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SUMMARY

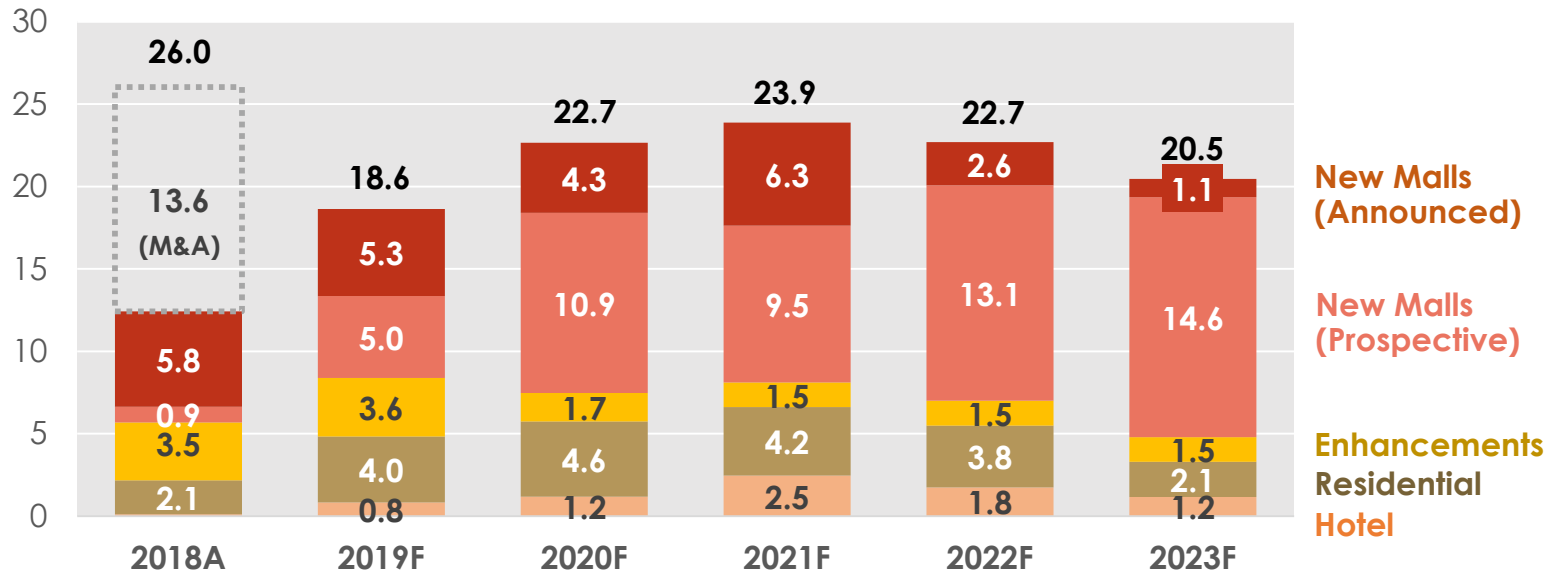


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Unit: billion THB



New Projects

Central Phuket Central Village Ayutthaya 2-3 projects / year
i-City (Malaysia) (unannounced) Dusit Central Park (2023-2024)

Enhancement

CentralWorld Rama 3 Pattaya Beach Phuket Festival Lardprao 2-3 projects / year
Chiangrai Chonburi

Mixed-Use

Phyll Pahol 34 Niyham At least 3 low-rise resi. 3-5 residential projects / year
Common Ground Approx. 9 new hotels in next 5 years

Prospective new malls include preliminary CAPEX for GLAND's future projects and two projects in Vietnam, subject to revision
Excludes investments related to M&A, land lease acquisition / renewal and other non-business related investments

APPENDICES

Impact of TFRS 15

Amendment to the recognition of F&B revenue and costs

DASHBOARD

Under TFRS 15, revenue and cost of food center services is determined by whether or not the company acts as an agent or the principal in the transaction

AMOUNT FOR EXAMPLE ONLY	BEFORE	ADJUSTMENT	AFTER
REVENUE FROM FOOD & BEVERAGES SALES (AGENT) 	70	(70)	-
REVENUE FROM FOOD CENTER SERVICES (PRINCIPAL) 	30	-	30
REVENUE FROM FOOD & BEVERAGES BUSINESS	100	(70)	30
COST OF FOOD & BEVERAGES SALES (AGENT) 	70	(70)	-
COST OF FOOD CENTER SERVICES (PRINCIPAL) 	10	-	10
COST OF FOOD & BEVERAGES BUSINESS	80	(70)	10
GROSS PROFIT FROM F&B (FOOD CENTER SERVICES)	20	-	20

Note: The adoption of TFRS 15 : Revenue from Contracts with Customers, effective for the fiscal period starting January 1, 2019 onwards, replaced TAS 18 : Revenue, which the company assumes significant risk and reward of ownership of the goods.



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Financial Statements

Statement of Comprehensive Income

DASHBOARD



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Unit: million THB	2Q 2018	1Q 2019	2Q 2019	YoY (%)	QoQ (%)	6M 2018	6M 2019	YoY (%)
Revenue from rent and services	6,819	7,488	7,664	12%	2%	13,594	15,152	11%
Retail	6,645	7,135	7,319	10%	3%	13,248	14,454	9%
Office	174	353	345	99%	(2%)	347	698	101%
Revenue from hotel operations	263	309	264	1%	(15%)	573	573	0%
Revenue from food center services	178	204	221	24%	8%	346	424	22%
Revenue from real estate sales	1,351	142	485	(64%)	242%	1,567	627	(60%)
Other income	527	577	563	7%	(2%)	1,019	1,140	12%
Total revenues	9,137	8,719	9,197	1%	5%	17,099	17,917	5%
<i>Excluding non-recurring items</i>	<i>9,137</i>	<i>8,674</i>	<i>9,197</i>	<i>1%</i>	<i>6%</i>	<i>17,099</i>	<i>17,871</i>	<i>5%</i>
Cost of rent and services	3,418	3,769	4,045	18%	7%	6,717	7,814	16%
Retail	3,352	3,656	3,927	17%	7%	6,586	7,583	15%
Office	66	113	118	79%	5%	131	231	76%
Cost of hotel operations	80	99	92	15%	(7%)	167	191	15%
Cost of food center services	78	91	95	22%	4%	149	186	25%
Cost of real estate sales	774	75	284	(63%)	278%	909	359	(61%)
Total cost of operations	4,350	4,034	4,516	4%	12%	7,942	8,550	8%
<i>Excluding non-recurring items</i>	<i>4,350</i>	<i>3,934</i>	<i>4,416</i>	<i>2%</i>	<i>12%</i>	<i>7,942</i>	<i>8,350</i>	<i>5%</i>
Selling, general and admin expense	1,438	1,442	1,815	26%	26%	2,641	3,258	23%
Operating profits	3,349	3,243	2,866	(14%)	(12%)	6,516	6,109	(6%)
<i>Excluding non-recurring items</i>	<i>3,349</i>	<i>3,298</i>	<i>3,097</i>	<i>(8%)</i>	<i>(6%)</i>	<i>6,516</i>	<i>6,395</i>	<i>(2%)</i>
Net finance cost/income tax/others	413	396	396	(4%)	0%	759	792	4%
Net profit	2,935	2,847	2,470	(16%)	(13%)	5,758	5,317	(8%)
<i>Excluding non-recurring items</i>	<i>2,935</i>	<i>2,902</i>	<i>2,701</i>	<i>(8%)</i>	<i>(7%)</i>	<i>5,758</i>	<i>5,603</i>	<i>(3%)</i>
Earnings per basic share (THB)	0.65	0.63	0.55	(16%)	(13%)	1.28	1.18	(8%)
<i>Excluding non-recurring items</i>	<i>0.65</i>	<i>0.65</i>	<i>0.60</i>	<i>(8%)</i>	<i>(7%)</i>	<i>1.28</i>	<i>1.25</i>	<i>(3%)</i>

Note: Due to the adoption of TFRS 15 on January 1, 2019 onwards, revenue and cost of food center services for the current and comparison periods have been adjusted to reflect the nature of the food center services business (previously reported as revenue and costs of food and beverages).

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Unit: million THB	End of 2Q 2018	End of FY 2018	End of 2Q 2019	YoY (%)	YTD (%)
Current assets					
Cash and current investments	2,593	3,067	2,736	6%	(11%)
Other current assets	8,071	12,235	12,920	60%	6%
Total current assets	10,664	15,301	15,656	47%	2%
Non-current assets					
Investment properties ⁽¹⁾	84,343	108,412	103,064	22%	(5%)
Leasehold rights	13,881	14,086	21,323	54%	51%
Property & equipment (PP&E)	1,552	1,646	1,590	2%	(3%)
Other non-current assets	12,566	22,262	26,592	112%	19%
Total non-current assets	112,342	146,407	152,570	36%	4%
Total assets	123,006	161,708	168,226	37%	4%
Current liabilities					
Interest-bearing debt - 1 year	5,634	10,876	12,093	115%	11%
Other current liabilities	11,174	13,737	12,869	15%	(6%)
Total current liabilities	16,807	24,613	24,962	49%	1%
Non-current liabilities					
Interest-bearing debt	7,088	19,522	25,452	259%	30%
Other non-current liabilities	35,198	43,397	43,729	24%	1%
Total non-current liabilities	42,286	62,919	69,181	64%	10%
Total liabilities	59,093	87,532	94,143	59%	8%
Shareholders' equity					
Retained earnings - unappropriated	50,257	55,094	55,009	9%	(0%)
Other shareholders' equity	13,656	19,082	19,074	40%	(0%)
Total shareholders' equity	63,912	74,176	74,083	16%	(0%)

⁽¹⁾ 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 219,161 mn as of December 31, 2018 (stated in the disclosure notes to the audited 2017 financial statements no. 14 under "Investment Properties").

Awards and Accolades

Globally recognized for outstanding achievements

DASHBOARD



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MEMBER OF
Dow Jones Sustainability Indices
In Collaboration with RobecoSAM

5 consec. years (2014-18)

Member of Dow Jones Sustainability Indices (DJSI) in 2018 showcases a track record of excellence in performance, governance, social and environmental development

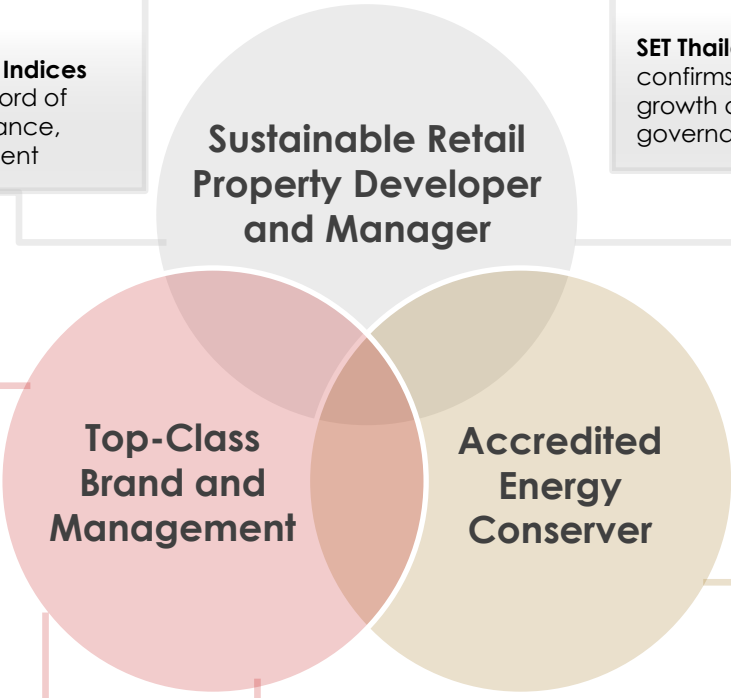
4 consec. years (2015-18)

SET THSI
The Stock Exchange of Thailand
THAILAND SUSTAINABILITY INVESTMENT 2017

SET Thailand Sustainability Investment 2018 listing confirms CPN's commitment towards sustainable growth and focus on environmental, social and governance (ESG) factors

5 consec. years (2014-18)

Thailand's Top Corporate Brands 2018 for property development sector in recognition of the most widely regarded brand amongst customers, investors and the general public.



CentralPlaza Khonkaen

CentralFestival Chiangmai

Thailand Energy Awards 2018 honors CPN on developing and promoting energy conservation retail facilities at 2 shopping centers.

Best CEO – SET Awards 2018

Mr. Preecha Ekkunagul, President & CEO of CPN was awarded the “Best CEO 2018” at the SET Awards 2018, in recognition for having demonstrated outstanding performances in the company's business, strategic vision and sustainable development

Drive Award 2018 – Finance Excellence

Sponsored by Chulalongkorn University, was given to the top Thai company that demonstrated excellence in financial leadership, performance, strategy and management.



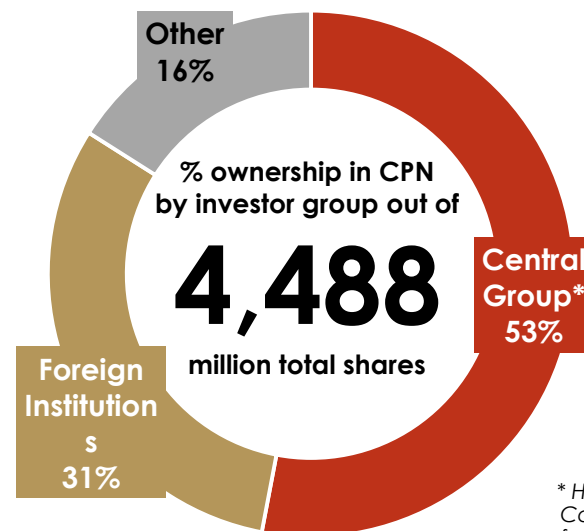
CPN Shares Trading Statistics

As at end of 2Q19

DASHBOARD

CPN Ownership Structure

Top ten shareholders	% own
Central Holding Co. Ltd.	26.21
Thai NVDR Co. Ltd.	6.08
SOUTH EAST ASIA UK (TYPE C) NOMINEES	3.21
STATE STREET EUROPE LIMITED	3.03
Social Security Office	2.14
BBHISL NOMINEES LIMITED	2.10
BANK OF SINGAPORE LIMITED-SEG	1.77
CREDIT SUISSE AG, HONG KONG BRANCH	1.67
UBS AG SINGAPORE BRANCH	1.47
BANK OF SINGAPORE LIMITED-THB SEG AC	1.29



* Held by Central Holding Co. (26%) and Chirathivat family members (27%)

Key Trading Statistics as of 2Q19

Key Metrics	THB
Par Value	0.50
Share Price (THB)	73.25
Earnings per Diluted Share (THB)	0.63
P/E (x)	29.31
P/BV (x)	5.00
Dividend Yield ⁽³⁾ (%)	1.50%
Market Capitalization (THB bn)	328.74
Authorized Share Capital (mn shares)	4,488

Dividend History

Key Metrics	2018	2017	2016	2015	2014	2013
Par Value (THB)	0.50	0.50	0.50	0.50	0.50	0.50 ⁽¹⁾
Dividend (THB/Share)	1.10	1.40	0.83	0.70	0.65	0.55
Dividend Paid (THB mn)	4,937	6,283	3,725	3,142	2,917	2,468
Dividend Payout Ratio	44%	46%	40%	40%	40%	39%

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

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



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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 ⁽¹⁾ (sq.m.)	Occupancy Rate (%) ⁽²⁾		
			2Q18	1Q19	2Q19
Rama 3 (Retail)	76 Yr & 1 M	36,528	90	94	97
Rama 2 (Retail)	6 Yr & 1 M	82,572	95	95	95
Pinklao (Retail)	5 Yr & 6 M	27,656	99	98	96
Chiangmai Airport (Retail)	27 Yr & 10 M	37,820	93	94	95
Pattaya Beach (Retail)	18 Yr & 1 M	29,404	96	98	98
Pinklao Tower A & B (Office)	5 Yr & 6 M	34,320	88	90	90
Total NLA and Occupancy Rate for Retail and Office		248,300	94	95	95
Hilton Pattaya (Hotel)	18 Yr & 1 M	302 rooms	92	93	90

CPNCG Office Property	Remaining Life (years)	Leasable Area ⁽¹⁾ (sq.m.)	Occupancy Rate (%) ⁽²⁾		
			2Q18	1Q19	2Q19
CentralWorld (Office)	14 Yr & 3 M	81,490	100	98	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.

GLAND Office Leasehold REIT (GLANDRT)

Asset performance summary

DASHBOARD



SUMMARY



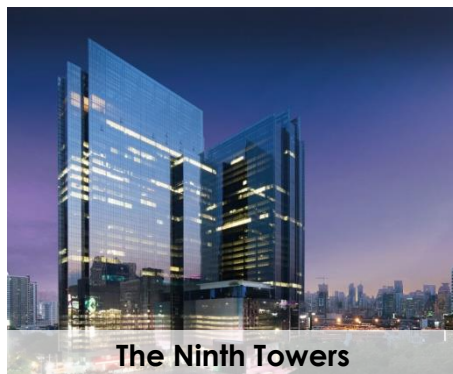
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On April 19, 2017, GLAND Office Leasehold REIT (GLANDRT) was established to invest in the leasehold of office buildings, namely The Ninth Towers and Unilever House, located in the Grand Rama 9 area of Bangkok. The total investment size was approximately 6 billion THB and GLAND, the lessor of the properties, owns approximately 15% of GLANDRT.

GLAND and its subsidiary, Sterling Equity Co., Ltd., are the property managers. GLAND is also the REIT manager through its wholly-owned subsidiary, GLAND REIT Management Co., Ltd. Following the acquisition of 67.53% of shares in GLAND in 2018, CPN ultimately assumes the roles of the property manager and REIT manager through its direct and indirect subsidiaries.



The Ninth Towers



Unilever House

GLANDRT Office Properties	Remaining Life (years)	Leasable Area ⁽¹⁾ (sq.m.)	Occupancy Rate (%) ⁽²⁾		
			4Q18	1Q19	2Q19
The Ninth Towers (A&B)	28 Yr & 1 M	62,950	93	95	94
Unilever House	15 Yr & 9 M	18,527	100	100	100
Total NLA and Occupancy Rate for Offices		81,477	95	96	95

Note 1: Office space only (excludes area of retail podium) ; Includes rental agreements < 1 year such as kiosk, carts, ATMs and coin machines.
Note 2: Occupancy rate reported from 3Q18 onwards following CPN's majority ownership in GLAND during the period.



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CPN Commercial Growth Leasehold Property Fund

2nd Quarter 2019 Financial Results

16th August 2019



CPN Commercial Growth Leasehold Property Fund



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1. Operations

Leasable Area and Occupancy

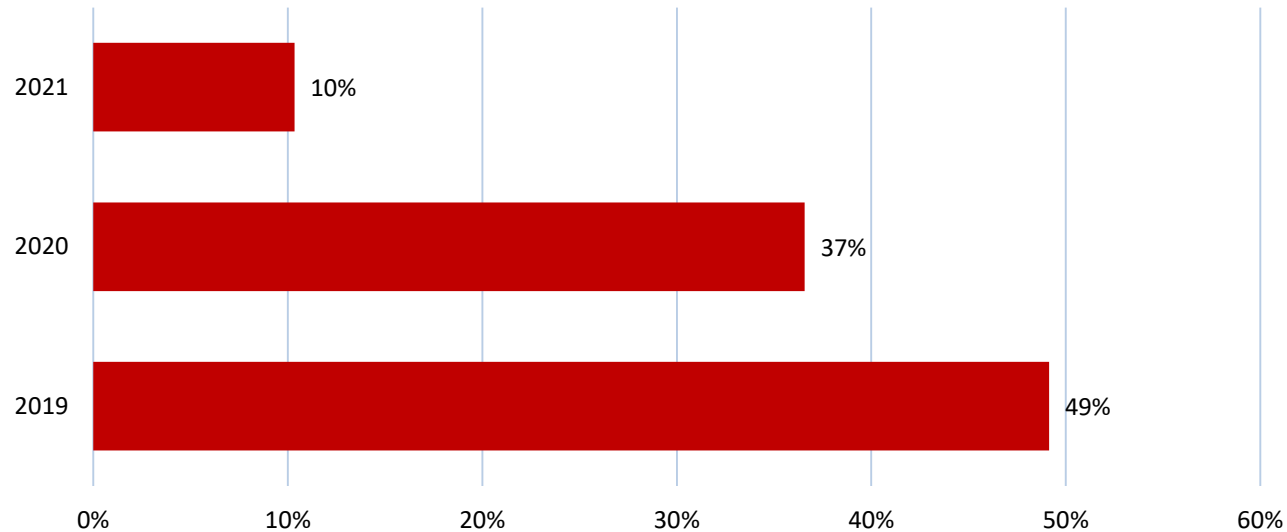
Occupancy rate of CPNCG as of 30 June 2019 was 99.2%

	Area (Sqm)			Occupancy Rate				
	Gross Area	Leasable Area	Number of Tenants	30 Jun 18	30 Sep 18	31 Dec 18	31 Mar 19	30 Jun19
The Offices @ CentralWorld	121,989	81,489.64	73	99.5%	98.7%	99.1%	97.9%	99.2%
CPNCG	121,989	81,489.64	73	99.5%	98.7%	99.1%	97.9%	99.2%

Source: CPN

Lease expiry profile

Well balanced lease expiry profile



Note:

1. Percentage of total occupied area as at 30 June 2019
2. Exclude rental agreements < 1 year

Source: CPN

High Quality Tenants

Anchor Tenant	% of Total Leasable Area ^{/1}
AGODA	18%
Nestle (Thailand)	15%
Central Pattana	13%
Maybank KimEng	6%
Ogilvy	6%
Central Trading	5%
FINANSIA SYRUS	4%
Surv Corp	3%
MSD (Thailand)	3%
Henkel (Thailand)	3%
Total Area of Anchor Tenants	76%

Note:

^{/1} Based on leasable area as of 31 December 2018

2. Financial Highlights

Profit & Loss

Unit : Baht Million	Q2'19	Q1'19	QoQ	Q2'18	YoY
Property level					
Total income	163	160	2%	160	2%
Total expenses	-27	-27	2%	-28	-2%
Property management fees	-10	-9	7%	-12	-21%
Net income from property level	126	124	1%	120	5%
Fund level					
Other income	1	0	0%	0	154%
Fund management fee and etc.	-3	-2	26%	-2	29%
Interest expenses	-2	-2	0%	-3	-9%
Net investment income	122	120	1%	115	5%
Net realized (loss)/gain on investments	0	1	-100%	0	-100%
Net unrealized (loss)/gain from investments	-19	-12	-65%	-54	-64%
Net increase in net assets	102	109	-6%	61	-67%

Balance Sheet

Unit : Baht Million except indicated	2Q19	1Q18	QoQ
Investments in properties at fair value	4,763	4,794	-1%
Cash and near cash	391	382	2%
Other assets	10	12	-16%
Total Assets	5,165	5,189	0%
A/P and accrued expenses	22	33	-32%
Deposits received from customers	199	202	-1%
Loan from SCB	228	244	-6%
Other liabilities	1	0	146%
Total Liabilities	451	479	-6%
Capital received from unitholders	4,394	4,394	0%
Retained earnings	319	315	1%
Net Asset Values	4,714	4,710	0%
NAV per unit (Baht)	11.0487	11.0389	0%

Distribution Summary

Unit : Baht Million except indicated	2Q19 ^{/2}	1Q19
Net investment income	122	120
Actual distribution		
via Dividend	152	113
<i>Baht per unit</i>	0.3558	0.2641
via Par Reduction	0	0
<i>Baht per unit</i>	0	0
Total distribution	152	113
<i>Baht per unit</i>	0.3558	0.2641
% of Net investment income	125%	94%
Annualized distribution yield^{/1}	6.9%	6.9%

Note:

^{/1} Based on market price as at 14 August 2019 = 15.30 Baht

^{/2} The dividend payment of CPNCG for the operation period from April 1, 2019 to July 31, 2019

Shareholder Structure

Listed on the SET 21 Sep 2012
 Units Outstanding 426.64 M Units
 Registered Fund Size Baht 4,394.4M
 NAV (June) Baht 11.0487

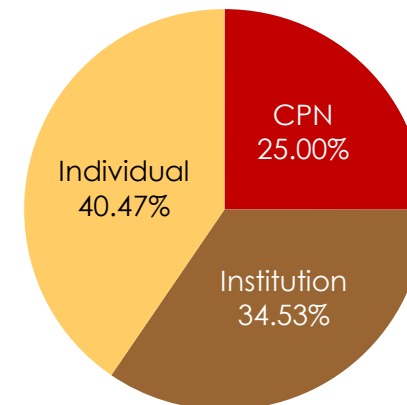
Dividend Policy

- 4 times a year
- Pay out a minimum of 90% of distributable income

Unitholders Information

(as of 1 August 2019)

THAI	99.06%
CPN	25.00%
Institution	33.89%
Individual	40.17%
FOREIGN	0.73%
Institution	0.64%
Individual	0.30%



CPNCG Fund Information

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



CPNREIT

CPN Retail Growth Leasehold REIT

**Opportunity Day
16 Aug 2019**

central **plaza**
RAMA 2

central **plaza**
RAMA 3

central **plaza**
PINKLAO

central **plaza**
CHIANGMAI AIRPORT

central **festi**val
PATTAYA BEACH

Hilton
PATTAYA

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Operation Highlights

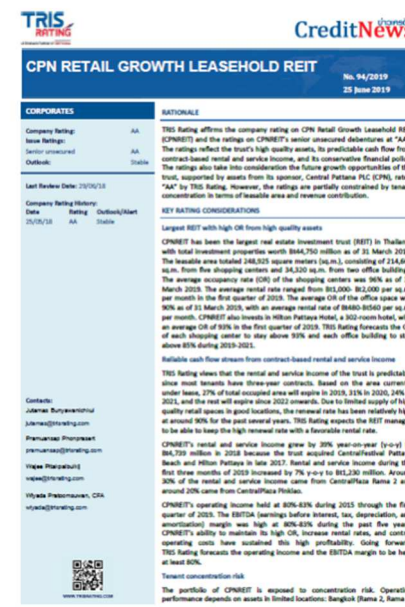


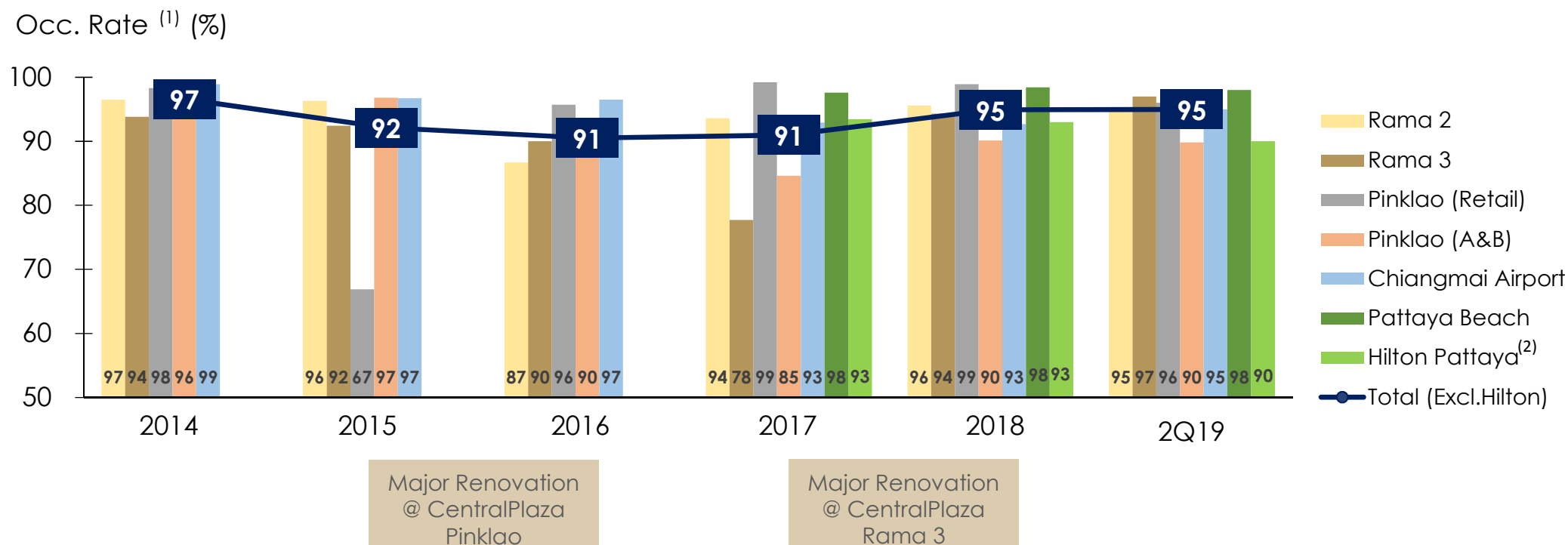
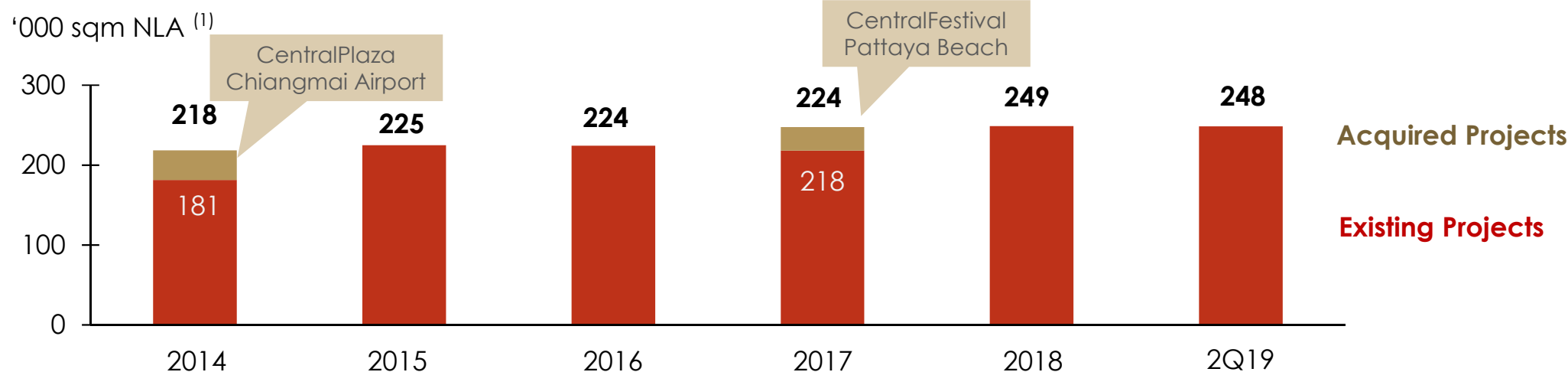
Key Financial Highlights



Operation Highlights

- CPNREIT paid the 1Q19 distribution of returns at the rate of Baht 0.4055 per unit trust on 11 June 2019.
- On 25 June 2019, TRIS Rating affirmed the company rating on CPNREIT and the rating on CPNREIT's senior unsecured debentures at **"AA"** with **"Stable"** outlook
- Key Rating Considerations:
 - Largest REIT with high occupancy rate from high quality assets
 - Reliable cash flow stream from contract-based rental and service income
 - Growth prospect from assets under the Group
 - Conservative leverage policy
 - Adequate liquidity





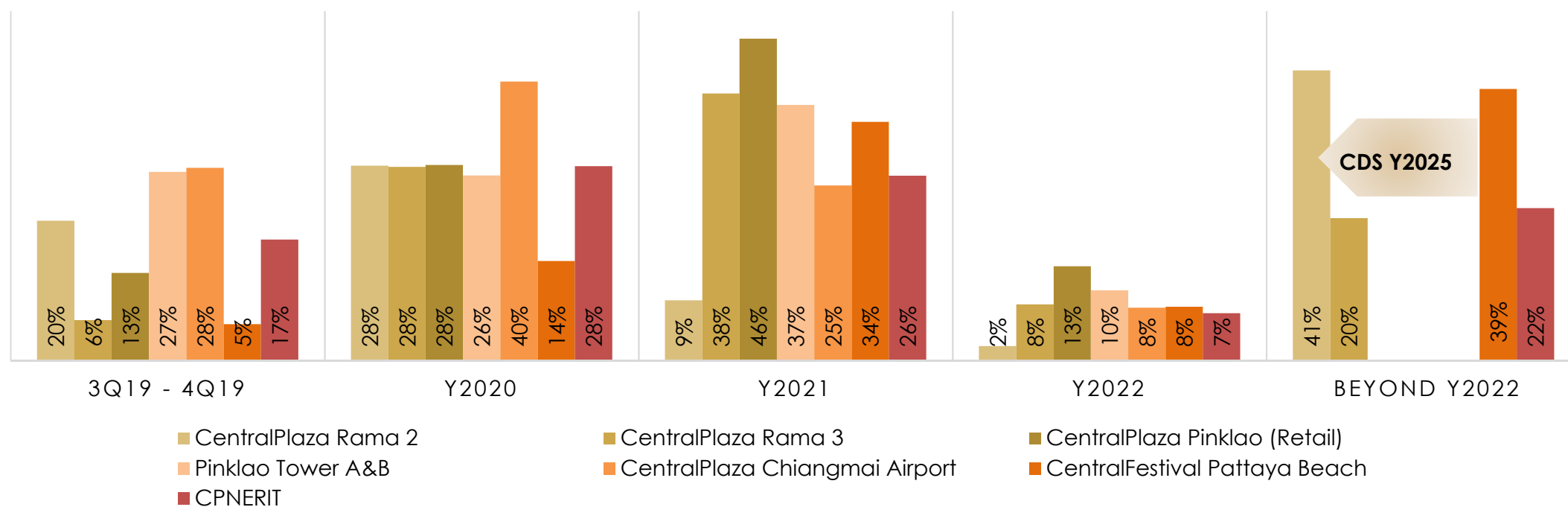
Note: (1) Anchor and in-line tenants only
(2) Average full year occupancy rate

Project	From 1 January to 30 June 2019		
	Renewals and New Leases ^{/1}		
	No. of Leases	Area (sqm)	% of Total ^{/2}
CentralPlaza Rama 2	52	2,987	4%
CentralPlaza Rama 3	17	2,861	8%
CentralPlaza Pinklao (Retail)	20	6,169	23%
Pinklao Tower A and B	23	4,688	15%
CentralPlaza Chiangmai Airport	35	4,724	13%
CentralFestival Pattaya Beach	19	12,770	44%
Total/Average	166	34,199	14%

Note: ^{/1} Exclude rental agreements < 1 year

^{/2} Percentage of leasable area as of 30 June 2019

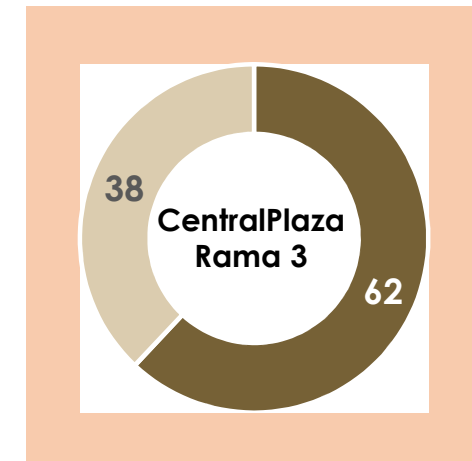
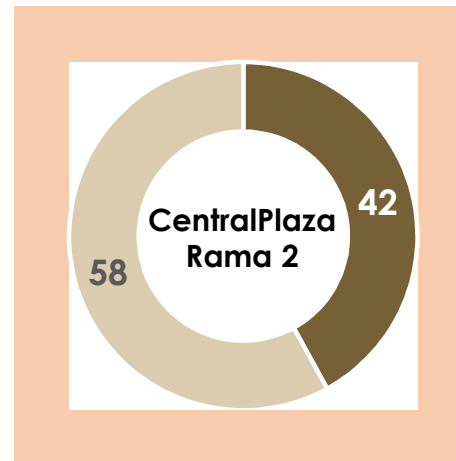
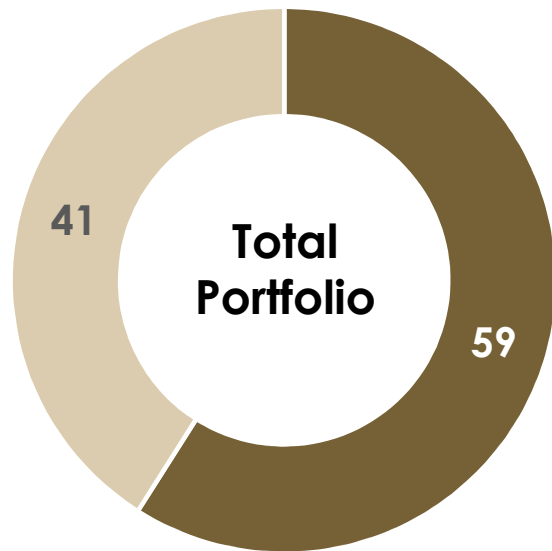
% of occupied area and expiry by year



Note: Information as of 30 June 2019

Lease expiry excludes rental agreements < 1 year

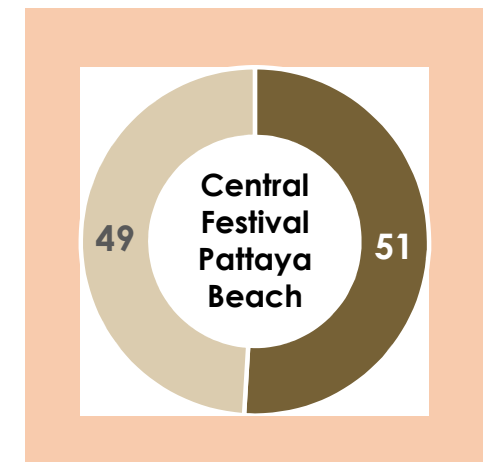
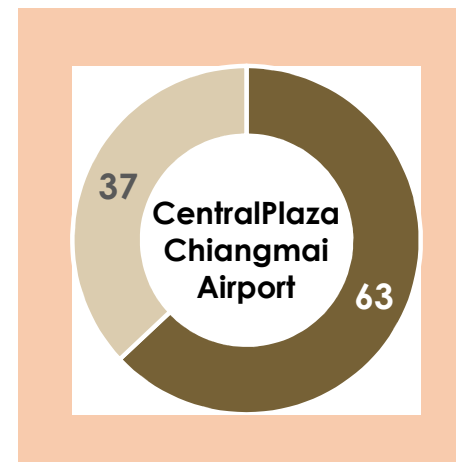
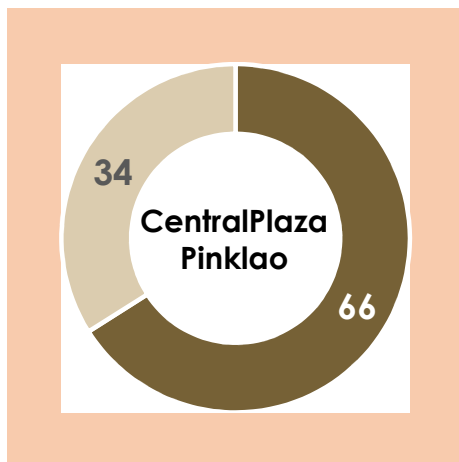
% of occupied area



Fixed Rent



% of Tenant Sales



Note: Information as of 30 June 2019

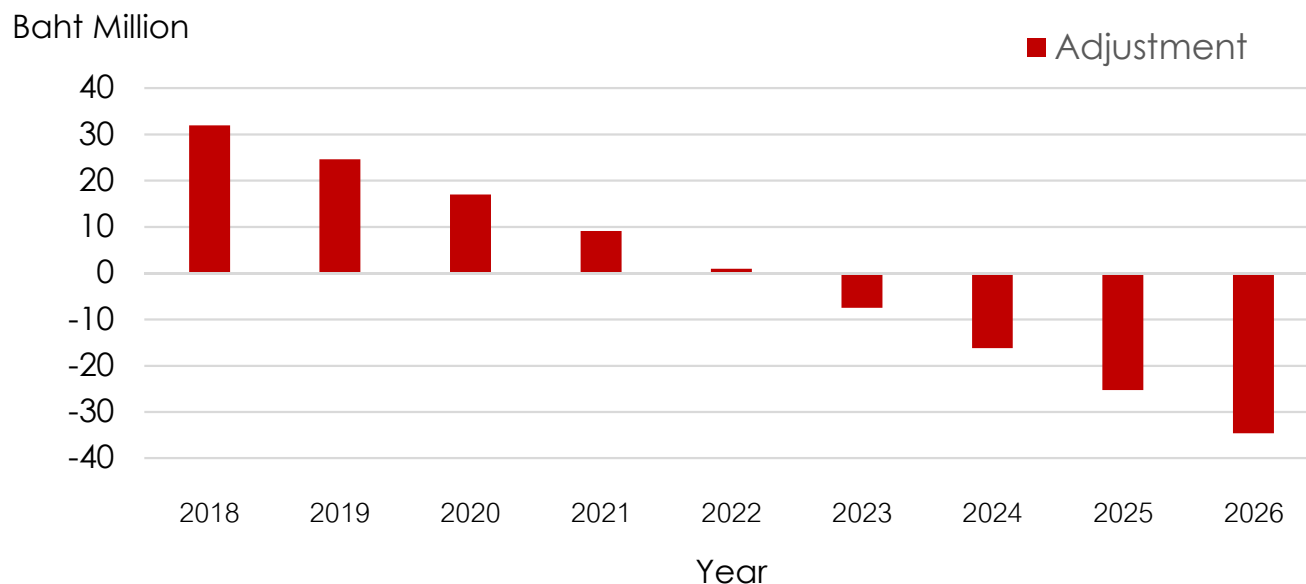


Key Financial Highlights

The Thai Accounting Standard No. 17: Lease, stated that

"lease income from operating leases is recognized by the lessor on a straight-line basis over the lease term"

(Unit : Baht Million)				
FY	Fixed Rental	Straight-line	Adjustment	Revenue increase (decrease)
2018	210.00	241.93	31.93	-
2019	217.35	241.93	24.58	56.51
2020	224.96	241.93	16.97	16.97
2021	232.83	241.93	9.10	9.10
2022	240.98	241.93	0.95	0.95
2023	249.41	241.93	(7.48)	(7.48)
2024	258.14	241.93	(16.21)	(16.21)
2025	267.18	241.93	(25.25)	(25.25)
2026	276.53	241.93	(34.60)	(34.60)
	2,177.38	2,177.38	-	



Impact to P&L

Unit: Baht Million	CPNREIT				
	30 Jun 18	30 Sep 18	31 Dec 18	31 Mar 19	30 Jun 19
Investment at fair value					
<i>Central Rama 2</i>	6,997	6,900	6,962	6,962	6,962
<i>Central Rama 3</i>	10,525	10,662	10,698	10,698	10,698
<i>Central Pinklao</i>	5,778	5,721	5,678	5,678	5,678
<i>Chiangmai Airport</i>	10,653	10,658	10,658	10,658	10,658
<i>CentralFestival Pattaya Beach</i>	7,272	7,283	7,289	7,289	7,289
<i>Hilton Pattaya</i>	3,450	3,453	3,465	3,465	3,465
Total investment in properties	44,675	44,677	44,750	44,750	44,750
Investment in securities	994	997	999	1,002	1,006
Cash on hand and at banks	510	610	342	423	428
Other assets	733	751	759	748	772
Total assets	46,913	47,034	46,850	46,924	46,955
Deposits received from customers	1,489	1,529	1,544	1,545	1,557
Borrowings	14,459	4,466	4,469	-	-
Debentures	-	10,030	10,030	14,521	14,522
Other liabilities	894	941	812	850	853
Total liabilities	16,842	16,966	16,855	16,916	16,932
Net Asset	30,071	30,068	29,995	30,007	30,023
Capital received from unitholders	29,016	29,016	29,016	29,016	29,016
Equalisation account	216	216	216	216	216
Retained earning (deficit)	839	835	763	775	790
NAV per unit (in Baht)	13.5917	13.5902	13.5573	13.5627	13.5697

Unit: Baht Million	2Q19	2Q18	Change YoY	1Q19	Change QoQ	1H19	1H18	Change YoY
Property income	1,274.6	1,230.4	3.6%	1,312.1	(2.9%)	2,586.7	2,413.9	7.2%
Rental and service income	1,228.7	1,162.6	5.7%	1,229.8	(0.1%)	2,458.5	2,312.7	6.3%
Other income	45.9	67.8	(32.3%)	82.4	(44.3%)	128.2	101.2	26.8%
Interest income	1.0	1.2	(11.6%)	0.7	55.2%	1.7	2.1	(19.2%)
Total income	1,275.6	1,231.5	3.6%	1,312.8	(2.8%)	2,588.4	2,415.9	7.1%
Property expenses	173.9	185.4	(6.2%)	178.4	(2.6%)	352.3	383.0	(8.0%)
Cost of rental and service	32.6	36.8	(11.5%)	31.2	4.6%	63.8	68.0	(6.2%)
Selling and administrative expenses	27.2	23.6	15.3%	23.8	14.3%	51.0	53.4	(4.5%)
Property management fee	114.0	125.0	(8.8%)	123.5	(7.6%)	237.5	261.6	(9.2%)
Interest expense	122.4	88.3	38.6%	129.7	(5.7%)	252.1	175.6	43.6%
Other management fees and expenses	44.1	43.4	1.7%	44.4	(0.7%)	88.6	86.0	2.9%
Total expense	340.3	317.1	7.3%	352.6	(3.5%)	693.0	644.6	7.5%
Net investment income	935.3	914.4	2.3%	960.2	(2.6%)	1,895.5	1,771.3	7.0%
Net realised gain (loss) from changes in investment value	(8.2)	(0.3)	(2,412.3%)	(0.1)	(13,977.6%)	(8.2)	(2.0)	(317.4%)
Net unrealised gain (loss) from changes in investment value	(14.6)	341.0	(104.3%)	(26.9)	45.9%	(41.5)	316.6	(113.1%)
Net increase in net assets from operations	912.5	1,255.1	(27.3%)	933.2	(2.2%)	1,845.7	2,085.9	(11.5%)
Distribution	897.2	897.2	0.0%	897.2	0.0%	1,794.3	1,736.8	3.3%
Distribution per unit (in Baht)	0.4055	0.4055	0.0%	0.4055	0.0%	0.8110	0.7850	3.3%
Net property income margin	86.4%	84.9%	1.5%	86.4%	0.0%	86.4%	84.1%	2.7%
Net investment income margin	73.4%	74.3%	(0.9%)	73.2%	0.2%	73.3%	73.4%	(0.1%)

Distribution Period

1 April 2019 – 30 June 2019

Distribution Per Unit

THB 0.4055

XD

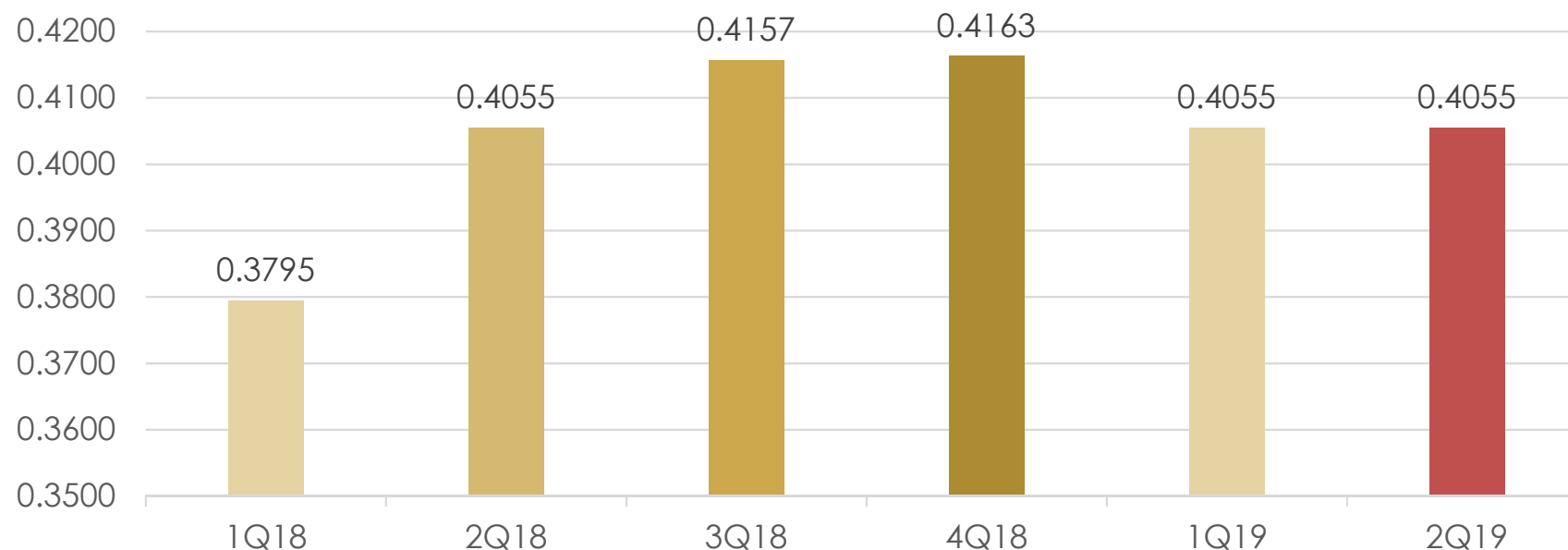
23 Aug 2019

Book Closing Date

21 Aug 2019

Payment Date

6 Sep 2019



For more information, please contact:

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