



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

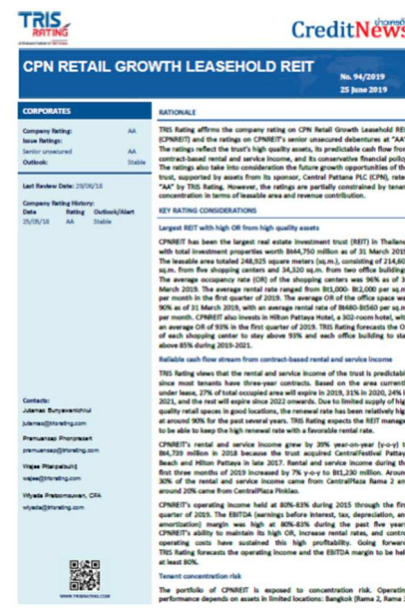


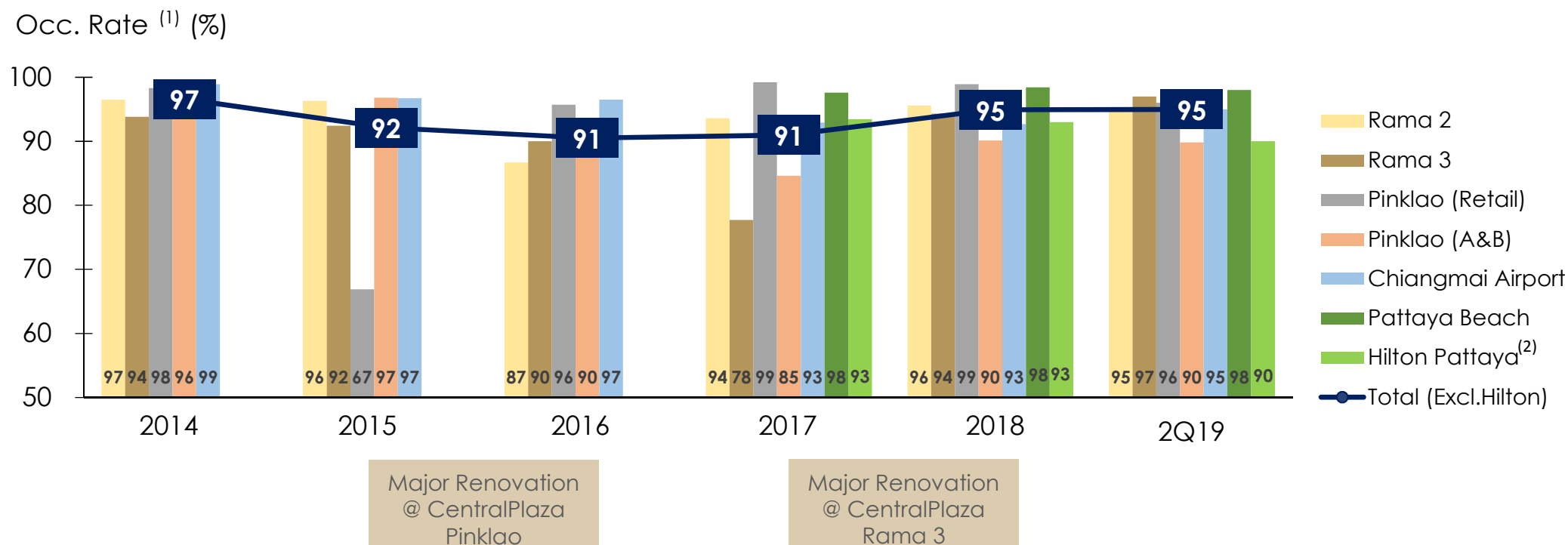
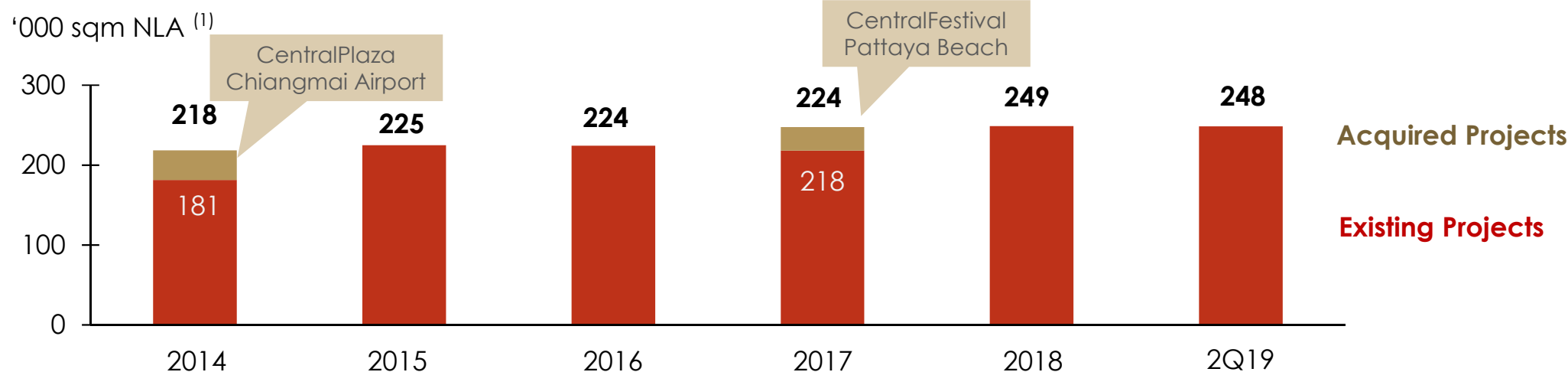
Key Financial Highlights



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





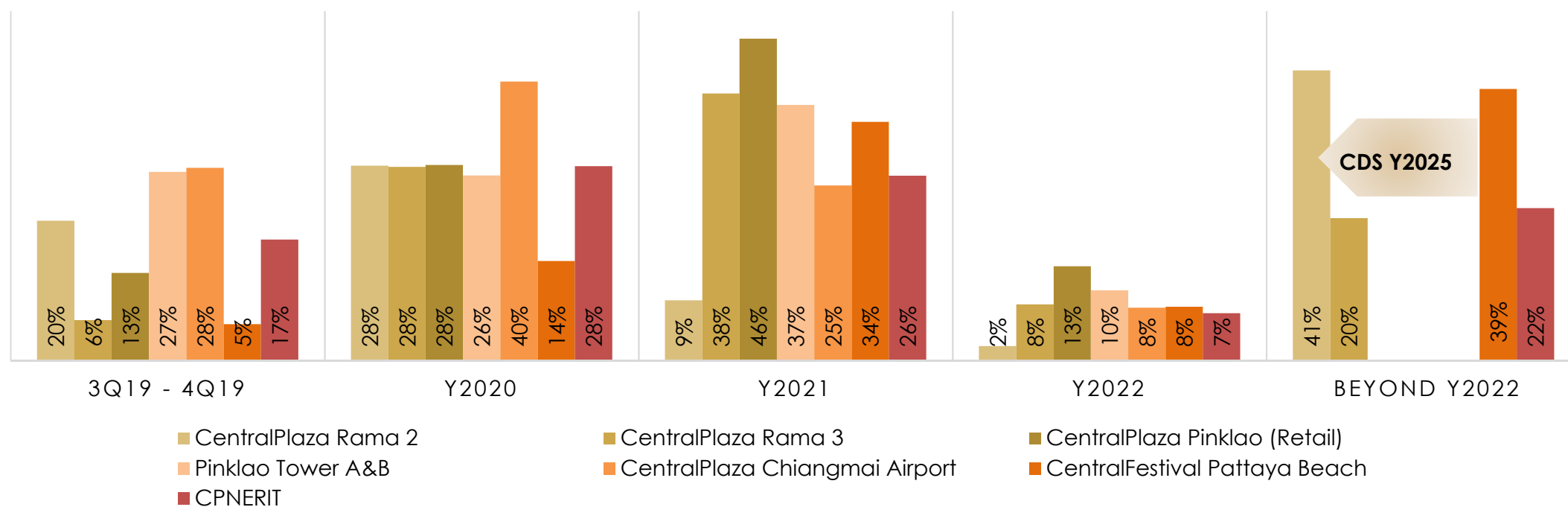
Note: (1) Anchor and in-line tenants only
(2) Average full year occupancy rate

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

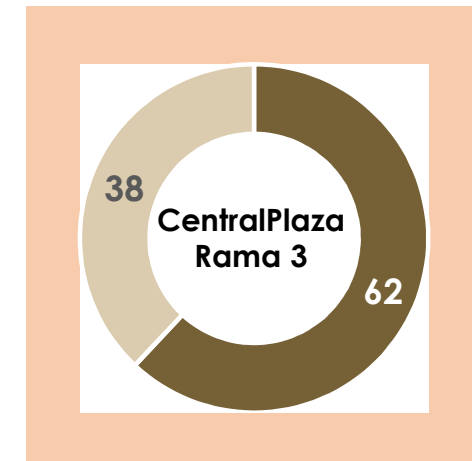
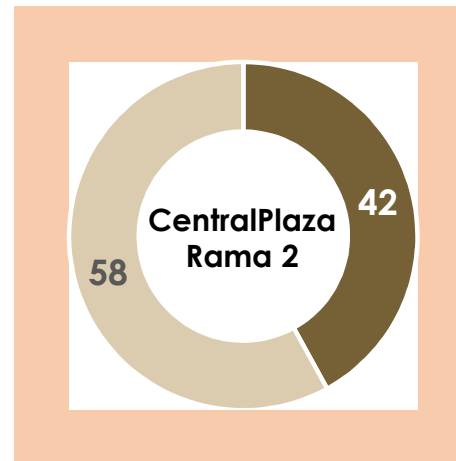
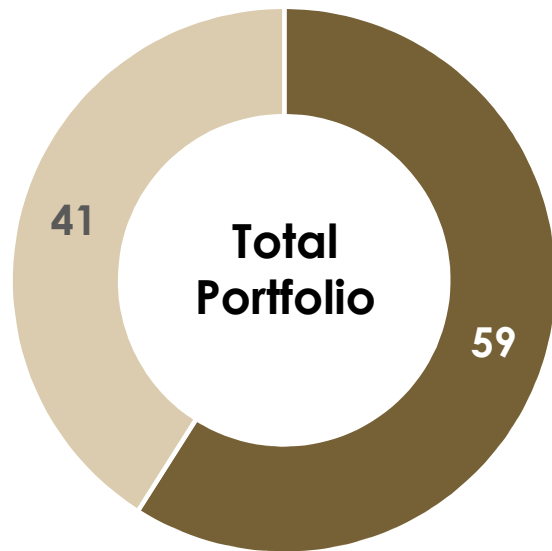
% of occupied area and expiry by year



Note: Information as of 30 June 2019

Lease expiry excludes rental agreements < 1 year

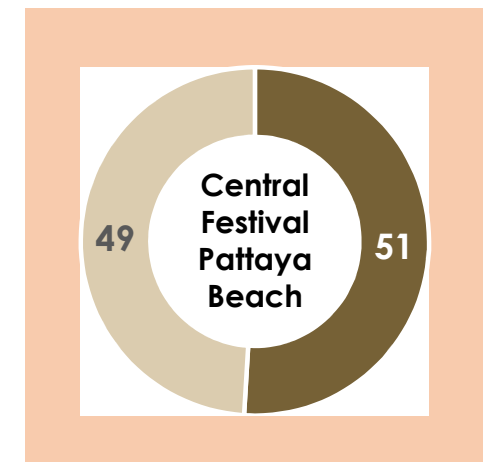
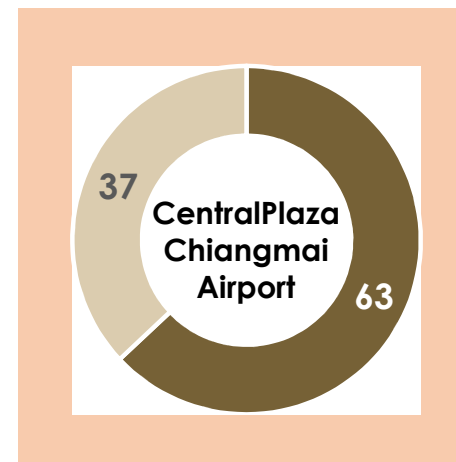
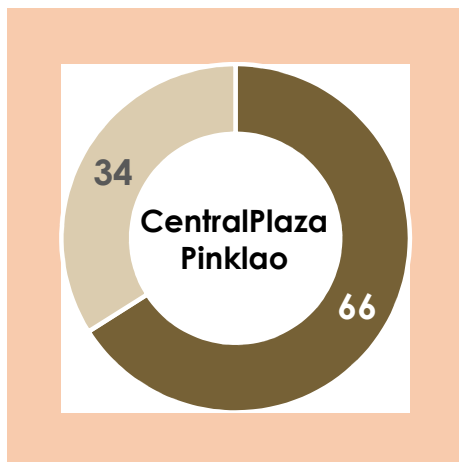
% of occupied area



Fixed Rent



% of Tenant Sales



Note: Information as of 30 June 2019

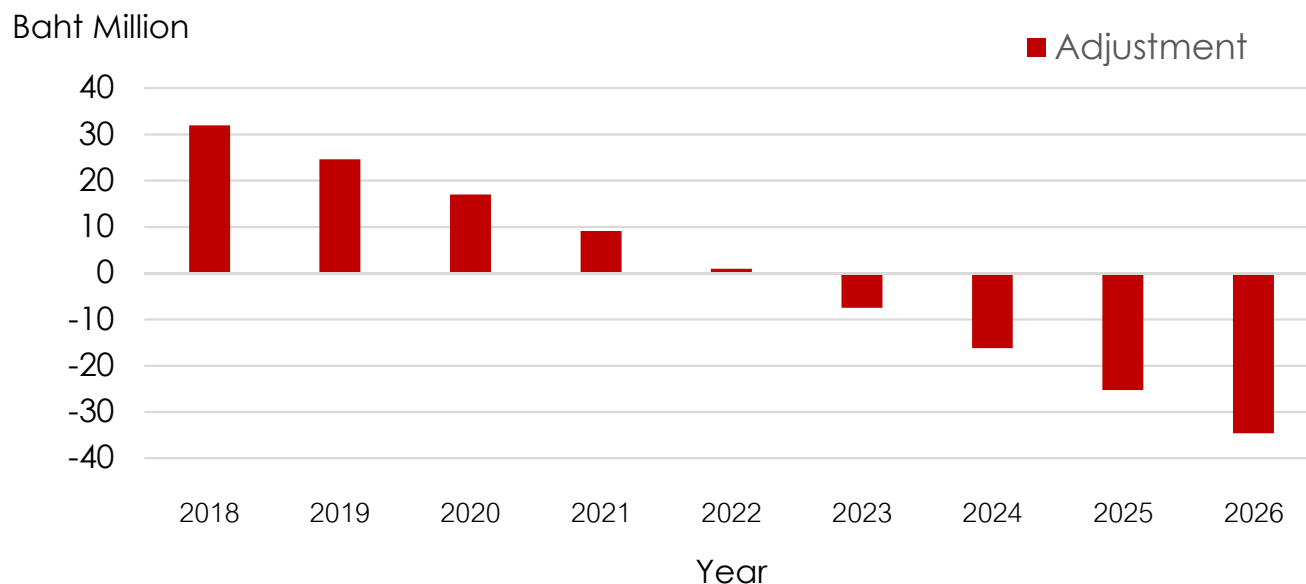


Key Financial Highlights

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"

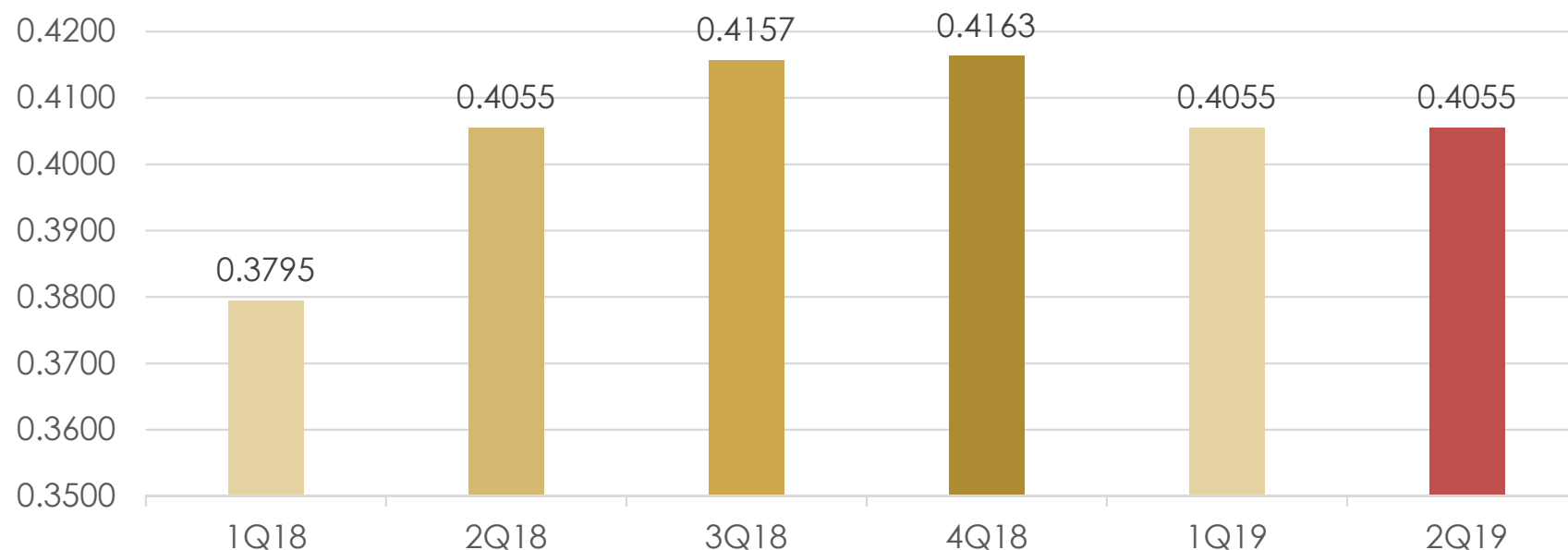
(Unit : Baht Million)				
FY	Fixed Rental	Straight-line	Adjustment	Revenue increase (decrease)
2018	210.00	241.93	31.93	-
2019	217.35	241.93	24.58	56.51
2020	224.96	241.93	16.97	16.97
2021	232.83	241.93	9.10	9.10
2022	240.98	241.93	0.95	0.95
2023	249.41	241.93	(7.48)	(7.48)
2024	258.14	241.93	(16.21)	(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**

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