



### SHARE INFO: As of 20 February 2013

|                                   |          |
|-----------------------------------|----------|
| Unit Price (Bt)                   | 20.00    |
| Shares Outstanding (mln)          | 1,636.3  |
| Market Capital (Bt mln)           | 32,726.5 |
| NAV (Bt mln) <sup>/1</sup>        | 17,616.8 |
| NAV per Unit (Bt) <sup>/1</sup>   | 10.7660  |
| Premium/ (Discount) <sup>/1</sup> | 85.77%   |

Note:  
<sup>/1</sup> NAV as of 31 December 2012

### CONTENTS

|                    |   |
|--------------------|---|
| MD&A               | 2 |
| Financial Summary  | 5 |
| Operations Summary | 6 |
| Fund Information   | 7 |

Request for additional information should be directed to:

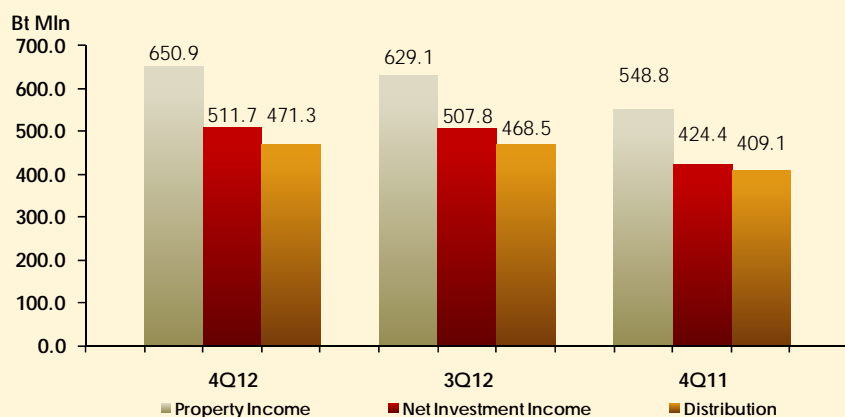
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**Net investment income increased by 12.0% YoY.** CPNRF reported net investment income for the full year 2012 at Baht 2,004.4 million, an increase of 12.0% from previous year, resulting mainly from an increase in rental and service income. Net investment income for 4Q12 was recorded at Baht 511.7 million, representing an increase of 20.6% YoY.

**Total income increased by 9.8% YoY.** Total income for the full year 2012 was recorded at Baht 2,537.2 million, representing an increase of 9.8% from Baht 2,310.0 million in 2011. Meanwhile, total expense for the full year 2012 was recorded at Baht 532.8 million, increased by 2.4% from year 2011.

**Distribution per unit increased by 10.4% YoY.** CPNRF announced 4Q12 distribution of Baht 471.3 million or Baht 0.2880 per unit, representing an annualised yield of approximately 5.7% at the price of Baht 20.00 per unit as at 20 February 2013.



Source: CPNRF. Based on annual financial statements and audit report of Certified Public Accountant for 4Q12 and 4Q11 and interim financial statements and review reports of Certified Public Accountant for 3Q12

## MANAGEMENT DISCUSSION AND ANALYSIS

### Statement of Income

*Full year 2012 total income was Baht 2,537.2 million, an increase of Baht 227.2 million or 9.8% from 2011.*

#### Total Income

CPNRF reported total income for the full year 2012 of Baht 2,537.2 million, an increase of Baht 227.2 million or 9.8% from Baht 2,310.0 million in 2011. This was mainly due to an increase of Baht 202.3 million or 9.1% in rental and service income. Total income for 4Q12 was Baht 657.8 million, representing an increase of Baht 99.7 million or 17.9% from the same quarter of 2011. Meanwhile, other income for this quarter increased by Baht 19.1 million from the same period of the last year.

In comparison to the previous quarter, total income for this quarter increased by Baht 22.7 million or 3.6% from 3Q12, which resulted from an increase in other income of Baht 16.3 million and rental and service income of Baht 5.6 million. The occupancy rate of CPNRF portfolio as of 31 December 2012 was 98.2% which equal to previous quarter, and average rental growth rate for new/renewed leases that occurred since the beginning of 2012 was 6.0%.

#### Total Expense

*Full year 2012 total expense increased to Baht 532.8 million, mainly from an increase in property expenses of 2.6% or Baht 12.1 million.*

Total expense for the full year 2012 was Baht 532.8 million, an increase of Baht 12.4 million or 2.4% from 2011. This resulted partly from an increase by Baht 15.8 million or 13.5% in cost of rental and service, which mainly resulted from an increase in insurance premium. Additionally, there was an increase by Baht 12.2 million or 4.2% in property management fee. Meanwhile, selling and administrative expenses dropped by Baht 15.9 million or 26.1% mainly due to a decrease in advertising and promotion expenses. Total expenses for 4Q12 was Baht 146.2 million, which was Baht 12.4 million or 9.3% higher than 4Q11. This resulted from an increase in property expenses of Baht 13.0 million or 10.8%, partly due to an increase in cost of rental and service by Baht 10.4 million or 37.9%, which mainly due to an increase in repair and maintenance cost. Moreover, property management fee increased by Bath 5.7 million or 7.5% from 4Q11. Meanwhile, selling and administrative expenses decreased by Baht 3.1 million or 17.8% from the same quarter of last year which resulted from a decrease in advertising and promotion expenses.

Compared to the previous quarter, total expense for 4Q12 increased by Baht 18.9 million or 14.8%. Major contributor was the increase in property expenses of Baht 19.1 million or 16.8% due partly to an increase in property management fee of Baht 8.0 million or 11.0%, resulting from higher leasing commissions from higher number of lease renewals and new leases in 4Q12 compared to 3Q12. Besides, cost of rental and service increased by Baht 5.9 million or 18.5%, which resulted from an increase in repair and maintenance costs. Meanwhile, selling and administrative expenses increased by Baht 5.2 million or 58.1%, mainly due to an increase in advertising and promotion expenses.

### Net Investment Income and Distribution

*Distribution per unit of Baht 1.1289 for the full year 2012 grew by 10.4% from the previous year.*

Net investment income for the full year 2012 totaled up to Baht 2,004.4 million, representing a growth of Baht 214.8 million or 12.0% from Baht 1,789.6 million in 2011. This translates to income available for distribution of Baht 2,004.4 million or 12.0% higher than previous year. For 4Q12, net investment income was reported at Baht 511.7 million, an increase of Baht 87.3 million or 20.6% from the same period of 2011. The fund announced 4Q12 distribution of Baht 471.3 million or Baht 0.2880 per unit, equivalent to a rise in distribution per unit of 15.2% from 4Q11. This computes to an approximated annualised yield of 5.7% at the price of Baht 20.00 per unit as at 20 February 2013.

Compared to the previous quarter, net investment income increased by Baht 3.9 million or 0.8% from an increase in total income.

The XD Date was 29 January 2013, followed by Book Closure Date on 1 February 2013 and distribution payment was made on 14 February 2013.

### Profitability

*Net property income margin improved by 1.7% from previous year, along with 1.9% higher net investment income margin.*

Net property income margin for 2012 slightly increased by 1.7% from the previous year and stood at 80.8%. This was due to an improvement of property income by Baht 227.1 million or 9.9%. Meanwhile, net investment income margin increased by 1.9% to 79.8%, partly from an improvement of other income by Baht 24.7 million or 38.8%.

Compared to the previous quarter, net property income margin decreased from 81.8% in 3Q12 to 79.5% while net investment income margin of 78.6% decreased by 2.6% from previous quarter. The increase in property expenses mainly resulted in a lower profit margin in 4Q12 compared to 3Q12.

### Statement of Financial Position Movement

*NAV increased to Baht 10.7660 per unit. Borrowing stood at Baht 435.0 million as Baht 35.0 million loan repayment has been made during this year.*

As of 31 December 2012, CPNRF reported total investment in properties of Baht 17,905.0 million. Net Asset Value ("NAV") was recorded at Baht 17,616.8 million or Baht 10.7660 per unit as at 31 December 2012, a growth from Baht 10.6389 at the end of the previous quarter.

Loan repayment of Baht 35.0 million was made in this year, which most of repayment, in the amount of Baht 20.0 million, was repaid during 4Q12. As a result, the borrowing was reduced from Baht 455 million to Baht 435.0 million.

## FINANCIAL SUMMARY

## Income Statement

| Unit: Baht Million  | FY2012         | 4Q12          | FY2011         | Change YoY   | 3Q12          | Change QoQ    | 4Q11          | Change YoY   |
|---|----------------|---------------|----------------|--------------|---------------|---------------|---------------|--------------|
| <i>Property income</i>                                      | 2,510.5        | 650.9         | 2,283.5        | 9.9%         | 629.1         | 3.5%          | 548.8         | 18.6%        |
| Rental and service income                                   | 2,421.9        | 616.6         | 2,219.6        | 9.1%         | 611.0         | 0.9%          | 533.6         | 15.6%        |
| Guarantee the net property income                           | 0.0            | 0.0           | 0.0            | n.a.         | 0.0           | n.a.          | 0.0           | n.a.         |
| Other income  | 88.6           | 34.3          | 63.8           | 38.8%        | 18.1          | 90.1%         | 15.2          | 125.3%       |
| Interest income   | 26.7           | 6.9           | 26.5           | 0.5%         | 6.0           | 14.5%         | 9.3           | (25.8%)      |
| <b>Total income</b>   | <b>2,537.2</b> | <b>657.8</b>  | <b>2,310.0</b> | <b>9.8%</b>  | <b>635.1</b>  | <b>3.6%</b>   | <b>558.1</b>  | <b>17.9%</b> |
| <i>Property expenses</i>                                    | 480.9          | 133.4         | 468.8          | 2.6%         | 114.2         | 16.8%         | 120.3         | 10.8%        |
| Cost of rental and service                                  | 132.9          | 37.9          | 117.1          | 13.5%        | 32.0          | 18.5%         | 27.5          | 37.9%        |
| Selling and administrative expenses                         | 45.0           | 14.2          | 60.8           | (26.1%)      | 9.0           | 58.1%         | 17.2          | (17.8%)      |
| Property management fee                                     | 303.0          | 81.3          | 290.7          | 4.2%         | 73.3          | 11.0%         | 75.6          | 7.5%         |
| Other expenses  | 0.1            | 0.0           | 0.2            | (68.2%)      | 0.0           | (62.7%)       | 0.0           | (0.6%)       |
| Interest expense  | 25.1           | 6.2           | 24.7           | 1.3%         | 6.2           | (0.2%)        | 6.6           | (5.5%)       |
| Other management fees and expenses                          | 25.5           | 6.4           | 25.2           | 1.2%         | 6.4           | 0.1%          | 6.4           | (0.1%)       |
| Amortisation of deferred expenses                           | 1.3            | 0.1           | 1.5            | (15.6%)      | 0.4           | (62.9%)       | 0.4           | (63.0%)      |
| <b>Total expense</b>  | <b>532.8</b>   | <b>146.2</b>  | <b>520.4</b>   | <b>2.4%</b>  | <b>127.3</b>  | <b>14.8%</b>  | <b>133.7</b>  | <b>9.3%</b>  |
| <b>Net investment income</b>                                | <b>2,004.4</b> | <b>511.7</b>  | <b>1,789.6</b> | <b>12.0%</b> | <b>507.8</b>  | <b>0.8%</b>   | <b>424.4</b>  | <b>20.6%</b> |
| Net realised gain (loss) from changes in investment value   | 3.3            | 0.5           | 0.0            | n.a.         | 1.3           | (60.3%)       | 0.0           | n.a.         |
| Net unrealised gain (loss) from changes in investment value | 375.2          | 164.2         | 102.4          | 266.6%       | 189.2         | (13.2%)       | 22.2          | 640.1%       |
| <b>Net increase in net assets from operations</b>           | <b>2,383.0</b> | <b>676.4</b>  | <b>1,892.0</b> | <b>26.0%</b> | <b>698.4</b>  | <b>(3.1%)</b> | <b>446.6</b>  | <b>51.5%</b> |
| <b>Income available for distribution</b>                    | <b>2,004.4</b> | <b>511.7</b>  | <b>1,789.6</b> | <b>12.0%</b> | <b>507.8</b>  | <b>0.8%</b>   | <b>424.4</b>  | <b>20.6%</b> |
| <b>Distribution</b>   | <b>1,847.2</b> | <b>471.3</b>  | <b>1,674.0</b> | <b>10.4%</b> | <b>468.5</b>  | <b>0.6%</b>   | <b>409.1</b>  | <b>15.2%</b> |
| <b>Distribution per unit (in Baht)</b>                      | <b>1.1289</b>  | <b>0.2880</b> | <b>1.0230</b>  | <b>10.4%</b> | <b>0.2863</b> | <b>0.6%</b>   | <b>0.2500</b> | <b>15.2%</b> |
| Net property income margin                                  | 80.8%          | 79.5%         | 79.5%          | 1.7%         | 81.8%         | (2.8%)        | 78.1%         | 1.8%         |
| Net investment income margin                                | 79.8%          | 78.6%         | 78.4%          | 1.9%         | 80.7%         | (2.6%)        | 77.3%         | 1.7%         |

Source: CPNRF. Based on annual financial statements and audit report of Certified Public Accountant for 4Q12 and 4Q11 and interim financial statements and review reports of Certified Public Accountant for 3Q12

## Statement of Financial Position

| Unit: Baht Million                    | 4Q11            | 1Q12            | 2Q12            | 3Q12            | 4Q12            |
|---------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| <i>Investment at fair value</i>       | 18,101.0        | 18,319.8        | 18,351.9        | 18,590.2        | 18,820.4        |
| Central Rama II                       | 6,198.0         | 6,390.0         | 6,300.0         | 6,321.0         | 6,427.0         |
| Central Rama III                      | 5,645.0         | 5,575.0         | 5,651.0         | 5,825.0         | 5,906.0         |
| Central Pinklao                       | 5,618.0         | 5,538.0         | 5,554.0         | 5,574.0         | 5,572.0         |
| <i>Total investment in properties</i> | <i>17,461.0</i> | <i>17,503.0</i> | <i>17,505.0</i> | <i>17,720.0</i> | <i>17,905.0</i> |
| Investment in securities              | 640.0           | 816.8           | 846.9           | 870.2           | 915.4           |
| Cash on hand and at banks             | 286.9           | 133.2           | 136.2           | 133.7           | 141.3           |
| Other assets                          | 213.8           | 249.6           | 200.3           | 206.8           | 211.6           |
| <b>Total assets</b>                   | <b>18,601.7</b> | <b>18,702.7</b> | <b>18,688.5</b> | <b>18,930.7</b> | <b>19,173.3</b> |
| Deposits received from customers      | 748.8           | 774.6           | 784.5           | 788.3           | 800.1           |
| Borrowing                             | 470.0           | 465.0           | 460.0           | 455.0           | 435.0           |
| Other liabilities                     | 363.9           | 328.6           | 271.5           | 278.5           | 321.4           |
| <b>Total liabilities</b>              | <b>1,582.8</b>  | <b>1,568.1</b>  | <b>1,516.1</b>  | <b>1,521.8</b>  | <b>1,556.4</b>  |
| <b>Net Asset</b>                      | <b>17,018.9</b> | <b>17,134.5</b> | <b>17,172.4</b> | <b>17,408.9</b> | <b>17,616.8</b> |
| Capital received from unitholders     | 15,764.0        | 15,764.0        | 15,764.0        | 15,764.0        | 15,764.0        |
| Retained earnings                     | 1,255.0         | 1,370.6         | 1,408.5         | 1,644.9         | 1,852.9         |
| <b>NAV per unit (in Baht)</b>         | <b>10.4006</b>  | <b>10.4713</b>  | <b>10.4945</b>  | <b>10.6389</b>  | <b>10.7660</b>  |

Source: CPNRF. Based on interim financial statements and review reports of Certified Public Accountant for 1Q12, 2Q12, and 3Q12 and annual financial statements and audit report of Certified Public Accountant for 4Q11 and 4Q12

OPERATIONS SUMMARY

I. Leasable Area and Occupancy

|                        | Area (sqm)     |                | Occupancy Rate |              |              |              |
|------------------------|----------------|----------------|----------------|--------------|--------------|--------------|
|                        | Gross Area     | Leasable Area  | 31 Mar 12      | 30 Jun 12    | 30 Sep 12    | 31 Dec 12    |
| Rama II                | 251,182        | 93,255         | 98.8%          | 98.1%        | 98.7%        | 98.6%        |
| Rama III               | 169,740        | 39,481         | 98.6%          | 98.3%        | 98.1%        | 98.2%        |
| Pinklao (Plaza)        | 135,018        | 24,724         | 96.7%          | 96.3%        | 98.1%        | 96.5%        |
| Pinklao Tower A & B    | 50,653         | 33,760         | 97.3%          | 97.3%        | 97.1%        | 98.2%        |
| <b>CPNRF Portfolio</b> | <b>606,593</b> | <b>191,220</b> | <b>98.2%</b>   | <b>97.7%</b> | <b>98.2%</b> | <b>98.2%</b> |

Source: CPN

II. Renewals and New Leases

|                        | From 1 January to 31 December 2012 <sup>/1</sup> |               |                          |  |
|------------------------|--|---------------|--------------------------|--|
|                        | Renewals and New Leases                          |               |                          | Increase / (Decrease) in Rental Rates (p.a.) <sup>/3</sup> |
|                        | No. of Leases                                    | Area (sqm)    | % of Total <sup>/2</sup> |  |
| Rama II                | 92   | 5,811         | 6.2%                     | 9.3%   |
| Rama III               | 64   | 7,847         | 19.9%                    | 6.9%   |
| Pinklao (Plaza)        | 52   | 7,058         | 28.5%                    | 8.5%   |
| Pinklao Tower A & B    | 46   | 15,681        | 46.4%                    | 3.2%   |
| <b>CPNRF Portfolio</b> | <b>254</b>                                       | <b>36,396</b> | <b>19.0%</b>             | <b>6.0%</b>  |

Note:

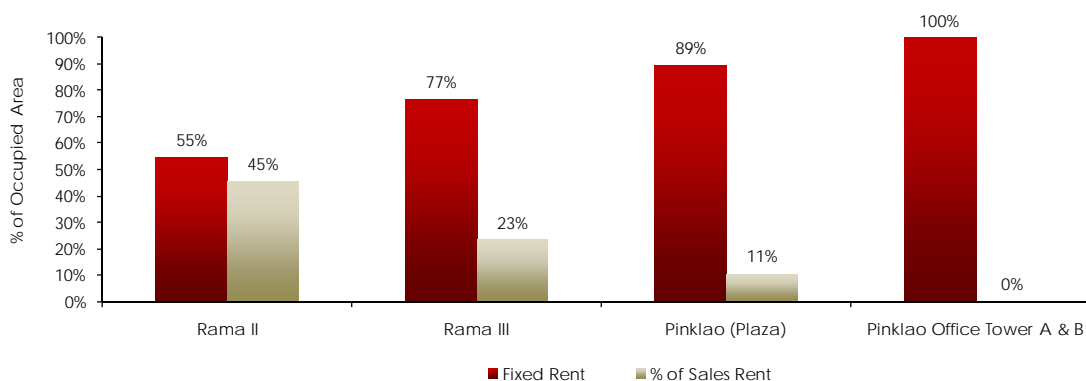
/1 Exclude rental agreements < 1 year

/2 Percentage of leasable area as at 31 December 2012

/3 Exclude rental agreements with revenue sharing clause

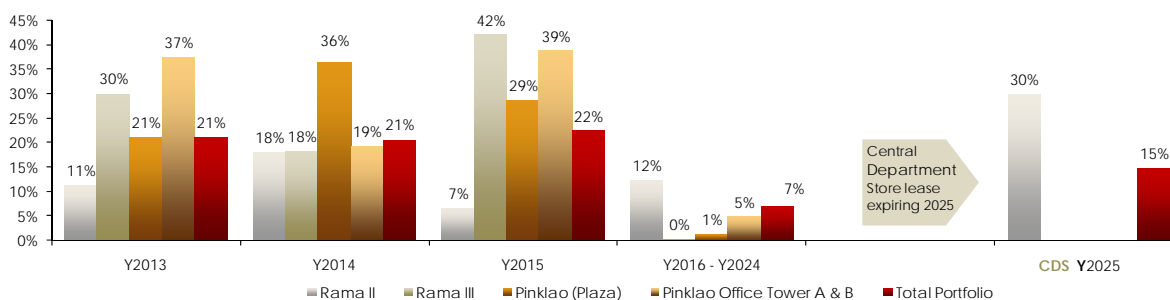
Source: CPN

III. Rental Structure



Source: CPN

IV. Lease Expiry Profile



Note:

1. Percentage of total occupied area as at 31 December 2012

2. Exclude rental agreements < 1 year

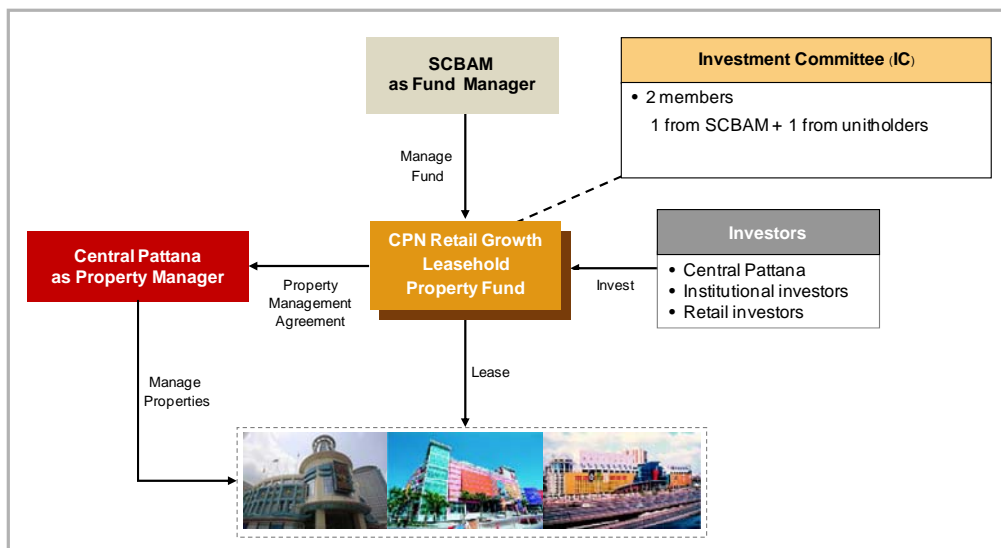
Source: CPN

ABOUT CPNRF

I. Fund Information

|                             |  |
|-----------------------------|--|
| <b>Name</b>                 | CPN Retail Growth Leasehold Property Fund ("CPNRF")  |
| <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>            | Siam Commercial Bank Public Company Limited  |
| <b>Assets</b>               | CentralPlaza Rama II, CentralPlaza Ratchada-Rama III, CentralPlaza Pinklao   |
| <b>Type</b>                 | Property Fund Type I (Indefinite Life)   |
| <b>Total Fund Size</b>      | Baht 15,764 million  |
| <b>Fund Registered Date</b> | 11 August 2005   |
| <b>Fund Investing Date</b>  | 15 August 2005 for CentralPlaza Rama II<br>16 August 2005 for CentralPlaza Ratchada-Rama III<br>4 November 2009 for CentralPlaza Pinklao |
| <b>Fund Listed Date</b>     | 23 August 2005   |
| <b>Secondary Market</b>     | The Stock Exchange of Thailand ("SET")   |

II. Fund Structure



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