



### SHARE INFO: As of 25 February 2014

Unit Price (Bt)	15.30
Shares Outstanding (mln)	1,636.3
Market Capital (Bt mln)	25,035.8
NAV (Bt mln) <sup>/1</sup>	17,826.6
NAV per Unit (Bt) <sup>/1</sup>	10.8942
Premium/ (Discount) <sup>/1</sup>	40.44%

Note:  
<sup>/1</sup> NAV as of 31 December 2013

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Request for additional information should be directed to:

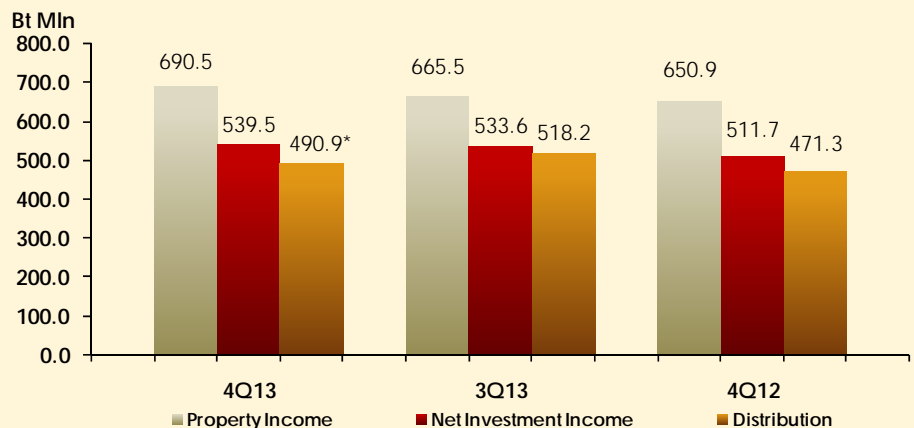
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**Net investment income for 2013 increased by 7.4% YoY.** CPNRF reported net investment income for the full year 2013 at Baht 2,152.5 million, an increase of 7.4% from previous year, resulting mainly from an increase in rental and service income. Net investment income for 4Q13 was recorded at Baht 539.5 million, representing an increase of 5.4% YoY.

**Total income for 2013 increased by 6.7% YoY.** Total income for the full year 2013 was recorded at Baht 2,707.7 million, representing an increase of 6.7% from Baht 2,537.2 million in 2012. Meanwhile, total expense for the full year 2013 was recorded at Baht 555.3 million, increased by 4.2% from that of year 2012.

**An interim distribution from the operation period of 1 October – 15 December 2013 was Baht 0.3000 per unit.** CPNRF has made an interim distribution from the operation period of 1 October – 15 December 2013 and from the retained earnings of the fund in an aggregate amount of Baht 0.3000 per unit or Baht 490.9 million.



Source: CPNRF. Based on annual financial statements and audit reports of Certified Public Accountant for 4Q13 and 4Q12 and interim financial statements and review report of Certified Public Accountant for 3Q13  
 Note: \*For the operation period of 1 October – 15 December 2013

## MANAGEMENT DISCUSSION AND ANALYSIS

### Statement of Income

*Full year 2013 total income was Baht 2,707.7 million, an increase of Baht 170.5 million or 6.7% from 2012.*

#### Total Income

CPNRF reported total income for the full year 2013 of Baht 2,707.7 million, an increase of Baht 170.5 million or 6.7% from Baht 2,537.2 million in 2012. This was mainly due to an increase of Baht 167.7 million or 6.9% in rental and service income. In addition, other income increased by Baht 8.3 million or 9.4%, while interest income decreased by Baht 5.5 million or 20.6% from year 2012.

Total income for 4Q13 was Baht 694.3 million, representing an increase of Baht 36.5 million or 5.5% from the same quarter of 2012, which resulted from an increase in rental and service income of Baht 48.2 million, while other income and interest income decreased by Baht 8.6 and 3.1 million, respectively from the same period of the last year.

In comparison to the previous quarter, total income for this quarter increased by Baht 23.6 million or 3.5% from 3Q13, which resulted from an increase in rental and service income of Baht 25.1 million, while interest income and other income decreased by Baht 1.4 and 0.1 million, respectively. The occupancy rate of CPNRF portfolio as of 31 December 2013 was 97.2% which increased around 0.7% from previous quarter, and average rental growth rate for new/renewed leases that occurred since the beginning of 2013 was 5.8%.

#### Total Expense

*Full year 2013 total expense increased to Baht 555.3 million, mainly from an increase in property expenses of 5.5% or Baht 26.3 million.*

Total expense for the full year 2013 was Baht 555.3 million, an increase of Baht 22.5 million or 4.2% from 2012. This resulted mainly from an increase by Baht 28.0 million or 9.2% in property management fee, resulted from leasing commission fee in this year was higher than last year. Additionally, there was an increase by Baht 2.0 million or 4.4% in selling and administrative expenses due to an increase in advertising and promotion expenses. Meanwhile, cost of rental and service dropped by Baht 3.7 million or 2.8%, mainly due to a decrease in repair and maintenance costs of Central Pinklao Project because there will be the renovation plan for this project so part of the repair and maintenance plan was postponed.

Total expenses for 4Q13 was Baht 154.7 million, which was Baht 8.5 million or 5.9% higher than 4Q12. This resulted from an increase in property expenses of Baht 9.7 million or 7.3%, mainly due to an increase in selling and administrative expenses by Baht 6.4 million or 45.4%, as a result of an increase in advertising and promotion expenses for the year-end promotions. Moreover, property management fee increased by Baht 5.5 million or 6.7% from 4Q12, resulted from leasing commission fee in this quarter was higher than the same quarter of last year. Meanwhile, cost of rental and service decreased by Baht 2.3 million or 5.8% from the same quarter of last year which mainly resulted from a decrease in insurance premium due to the insurance company decreased the fee as a result of low risk profile such as no flood disaster in year 2013, while the flood disaster during year 2011 caused the higher fee in year 2012.

Compared to the previous quarter, total expense for 4Q13 increased by Baht 17.7 million or 12.9%. Major contributor was the increase in property expenses of Baht 18.1 million or 14.5% mainly due to an increase in selling and administrative expenses of Baht 10.9 million or 113.3%, resulting from higher advertising and promotion expenses for the seasonal promotions in 4Q13 compared to 3Q13. Besides, cost of rental and service increased by Baht 5.1 million or 16.8%, which resulted mainly from an increase in repair and maintenance costs such as repairing ceiling in restrooms and fence of Central Rama II Project, improvement of garbage room of Central Pinklao Project and painting waterproofing varnish on floor and external wall of Central Rama III Project. Moreover, property management fee increased by Baht 2.0 million or 2.4%, resulted from an increase in leasing commission fee due to renewals and new leases in this quarter was higher than the previous quarter.

### **Net Investment Income and Distribution**

*Distribution per unit of Baht  
1.2283 for the operation  
period of 1 January - 15  
December 2013*

Net investment income for the full year 2013 totaled up to Baht 2,152.5 million, representing a growth of Baht 148.1 million or 7.4% from Baht 2,004.4 million in 2012. This translates into income available for distribution of Baht 2,152.5 million or 7.4% higher than previous year. For 4Q13, net investment income was reported at Baht 539.5 million, an increase of Baht 27.8 million or 5.4% from the same period of 2012.

CPNRF has made an interim distribution to the unitholders on 15 January 2014 from the operation period of 1 October – 15 December 2013 and from the retained earnings of the fund in an aggregate amount of Baht 0.3000 per unit or Baht 490.9 million. The XD Date of 4Q13 was 22 November 2013, followed by Book Closure Date on 27 November 2013. The fund has deferred the distribution payment for operation period of 16 - 31 December 2013 and will combine the deferred distribution with the distribution to be made from the operation period of 1 January - 31 March 2014 in the next distribution period.

Compared to the previous quarter, net investment income increased by Baht 5.9 million or 1.1% from an increase in total income.

### Profitability

*Net property income margin improved by 0.3% from previous year, along with 0.4% higher net investment income margin.*

Net property income margin for 2013 slightly increased by 0.3% from the previous year and stood at 81.1%. This was due to an improvement of property income by Baht 176.1 million or 7.0%. Meanwhile, net investment income margin slightly increased by 0.4% to 80.1%, also mainly resulted from an increase of property income.

Compared to the previous quarter, net property income margin decreased from 81.2% in 3Q13 to 79.3% while net investment income margin of 78.1% decreased by 2.6% from previous quarter. The increase in property expenses mainly resulted in a lower profit margin in 4Q13 compared to 3Q13.

### Statement of Financial Position Movement

*NAV increased to Baht 10.8942 per unit. Borrowing stood at Baht 340.0 million as Baht 95.0 million loan repayment has been made during this year.*

As of 31 December 2013, CPNRF reported total investment in properties of Baht 18,535.0 million. Net Asset Value ("NAV") was recorded at Baht 17,826.6 million or Baht 10.8942 per unit as at 31 December 2013, a growth from Baht 10.8854 at the end of the previous quarter.

Loan repayment of Baht 95.0 million was made in this year, in which the amount of Baht 35.0 million, was repaid during 4Q13. As a result, the borrowing was reduced from Baht 375.0 million to Baht 340.0 million.

## FINANCIAL SUMMARY

## Income Statement

Unit: Baht Million	FY2013	4Q13	FY2012	Change YoY	3Q13	Change QoQ	4Q12	Change YoY
<i>Property income</i>	2,686.6	690.5	2,510.5	7.0%	665.5	3.8%	650.9	6.1%
Rental and service income	2,589.6	664.8	2,421.9	6.9%	639.7	3.9%	616.6	7.8%
Other income	96.9	25.7	88.6	9.4%	25.8	(0.7%)	34.3	(25.2%)
Interest income	21.2	3.8	26.7	(20.6%)	5.2	(26.6%)	6.9	(45.0%)
<b>Total income</b>	<b>2,707.7</b>	<b>694.3</b>	<b>2,537.2</b>	<b>6.7%</b>	<b>670.7</b>	<b>3.5%</b>	<b>657.8</b>	<b>5.5%</b>
<i>Property expenses</i>	507.2	143.1	480.9	5.5%	125.0	14.5%	133.4	7.3%
Cost of rental and service	129.2	35.6	132.9	(2.8%)	30.5	16.8%	37.9	(5.8%)
Selling and administrative expenses	47.0	20.6	45.0	4.4%	9.7	113.3%	14.2	45.4%
Property management fee	331.0	86.8	303.0	9.2%	84.8	2.4%	81.3	6.7%
Other expenses	0.1	0.0	0.1	24.0%	0.0	140.9%	0.0	417.3%
Interest expense	22.1	5.1	25.1	(11.6%)	5.5	(6.9%)	6.2	(18.1%)
Other management fees and expenses	25.9	6.6	25.5	1.4%	6.6	(0.3%)	6.4	1.9%
Amortisation of deferred expenses	0.0	0.0	1.3	n.a.	0.0	n.a.	0.1	n.a.
<b>Total expense</b>	<b>555.3</b>	<b>154.7</b>	<b>532.8</b>	<b>4.2%</b>	<b>137.0</b>	<b>12.9%</b>	<b>146.2</b>	<b>5.9%</b>
<b>Net investment income</b>	<b>2,152.5</b>	<b>539.5</b>	<b>2,004.4</b>	<b>7.4%</b>	<b>533.6</b>	<b>1.1%</b>	<b>511.7</b>	<b>5.4%</b>
Net realised gain (loss) from changes in investment value	2.4	(0.0)	3.3	(28.7%)	0.0	n.a.	0.5	(100.1%)
Net unrealised gain (loss) from changes in investment value	536.0	483.9	375.2	42.9%	210.0	130.4%	164.2	194.6%
<b>Net increase in net assets from operations</b>	<b>2,690.9</b>	<b>1,023.4</b>	<b>2,383.0</b>	<b>12.9%</b>	<b>743.6</b>	<b>37.6%</b>	<b>676.4</b>	<b>51.3%</b>
<b>Income available for distribution</b>	<b>2,152.5</b>	<b>539.5</b>	<b>2,004.4</b>	<b>7.4%</b>	<b>533.6</b>	<b>1.1%</b>	<b>511.7</b>	<b>5.4%</b>
<b>Distribution*</b>	<b>2,009.9</b>	<b>490.9</b>	<b>1,847.2</b>	<b>8.8%</b>	<b>518.2</b>	<b>(5.3%)</b>	<b>471.3</b>	<b>4.2%</b>
<b>Distribution per unit (in Baht)*</b>	<b>1.2283</b>	<b>0.3000</b>	<b>1.1289</b>	<b>8.8%</b>	<b>0.3167</b>	<b>(5.3%)</b>	<b>0.2880</b>	<b>4.2%</b>
Net property income margin	81.1%	79.3%	80.8%	0.3%	81.2%	(2.4%)	79.5%	(0.3%)
Net investment income margin	80.1%	78.1%	79.8%	0.4%	80.2%	(2.6%)	78.6%	(0.6%)

Source: CPNRF. Based on annual financial statements and audit reports of Certified Public Accountant for 4Q13 and 4Q12 and interim financial statements and review report of Certified Public Accountant for 3Q13

Note: \*Distribution per unit of Baht 1.2283 and 0.3000 represented the distribution for operation period of 1 January - 15 December 2013 and 1 October - 15 December 2013, respectively.

## Statement of Financial Position

Unit: Baht Million	4Q12	1Q13	2Q13	3Q13	4Q13
<i>Investment at fair value</i>	18,820.4	18,422.4	18,726.6	18,374.6	19,178.7
Central Rama II	6,427.0	6,029.0	6,106.0	6,155.0	6,457.0
Central Rama III	5,906.0	5,939.0	6,103.0	6,241.0	6,412.0
Central Pinklao	5,572.0	5,573.0	5,612.0	5,647.0	5,666.0
Total investment in properties	17,905.0	17,541.0	17,821.0	18,043.0	18,535.0
Investment in securities	915.4	881.4	905.6	331.6	643.7
Cash on hand and at banks	141.3	150.9	154.0	654.1	351.3
Other assets	211.6	248.0	201.7	285.6	249.7
<b>Total assets</b>	<b>19,173.3</b>	<b>18,821.4</b>	<b>19,082.3</b>	<b>19,314.2</b>	<b>19,779.7</b>
Deposits received from customers	800.1	813.3	814.4	796.2	801.9
Borrowing	435.0	415.0	395.0	375.0	340.0
Other liabilities	321.4	291.5	285.9	330.8	811.2
<b>Total liabilities</b>	<b>1,556.4</b>	<b>1,519.9</b>	<b>1,495.4</b>	<b>1,501.9</b>	<b>1,953.1</b>
<b>Net Asset</b>	<b>17,616.8</b>	<b>17,301.5</b>	<b>17,586.9</b>	<b>17,812.3</b>	<b>17,826.6</b>
Capital received from unitholders	15,764.0	15,764.0	15,764.0	15,764.0	15,764.0
Retained earnings	1,852.9	1,537.6	1,822.9	2,048.3	2,062.6
<b>NAV per unit (in Baht)</b>	<b>10.7660</b>	<b>10.5733</b>	<b>10.7477</b>	<b>10.8854</b>	<b>10.8942</b>

Source: CPNRF. Based on interim financial statements and review reports of Certified Public Accountant for 1Q13, 2Q13, and 3Q13 and annual financial statements and audit reports of Certified Public Accountant for 4Q12 and 4Q13

OPERATIONS SUMMARY

I. Leasable Area and Occupancy

	Area (sqm)		Occupancy Rate			
	Gross Area	Leasable Area	31 Mar 13	30 Jun 13	30 Sep 13	31 Dec 13
Rama II	251,182	87,086	98.4%	95.2%	95.3%	95.9%
Rama III	169,740	37,255	98.1%	97.3%	97.0%	97.7%
Pinklao (Plaza)	135,018	21,730	98.8%	99.2%	99.1%	100.0%
Pinklao Tower A & B	50,653	33,760	97.0%	98.5%	97.6%	98.1%
<b>CPNRF Portfolio</b>	<b>606,593</b>	<b>179,831</b>	<b>98.1%</b>	<b>96.7%</b>	<b>96.5%</b>	<b>97.2%</b>

Source: CPN

II. Renewals and New Leases

	From 1 January to 31 December 2013 <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	71	7,313	6.2%	6.5%
Rama III	40	8,254	19.9%	6.3%
Pinklao (Plaza)	23	3,726	28.5%	5.8%
Pinklao Tower A & B	12	8,063	46.4%	4.5%
<b>CPNRF Portfolio</b>	<b>146</b>	<b>27,356</b>	<b>19.0%</b>	<b>5.8%</b>

Note:

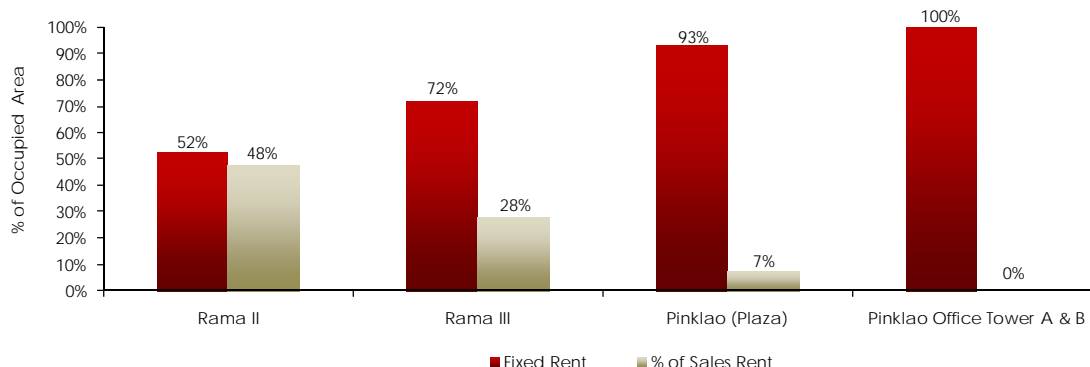
/1 Exclude rental agreements < 1 year

/2 Percentage of leasable area as at 31 December 2013

/3 Exclude rental agreements with revenue sharing clause

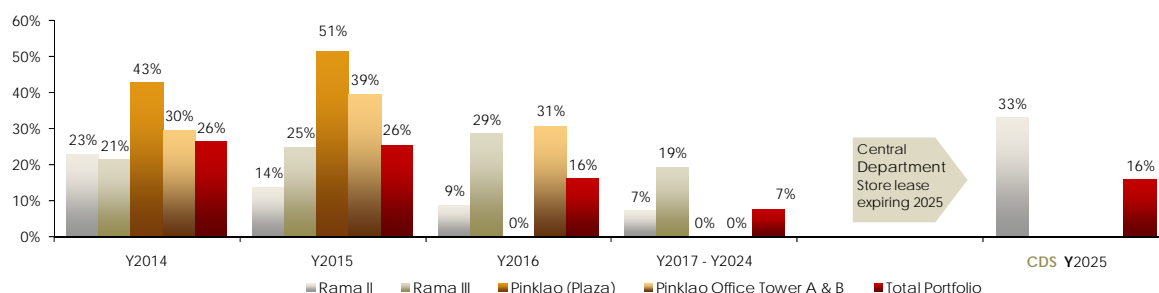
Source: CPN

III. Rental Structure



Source: CPN

IV. Lease Expiry Profile



Note:

1. Percentage of total occupied area as at 31 December 2013

2. Exclude rental agreements < 1 year

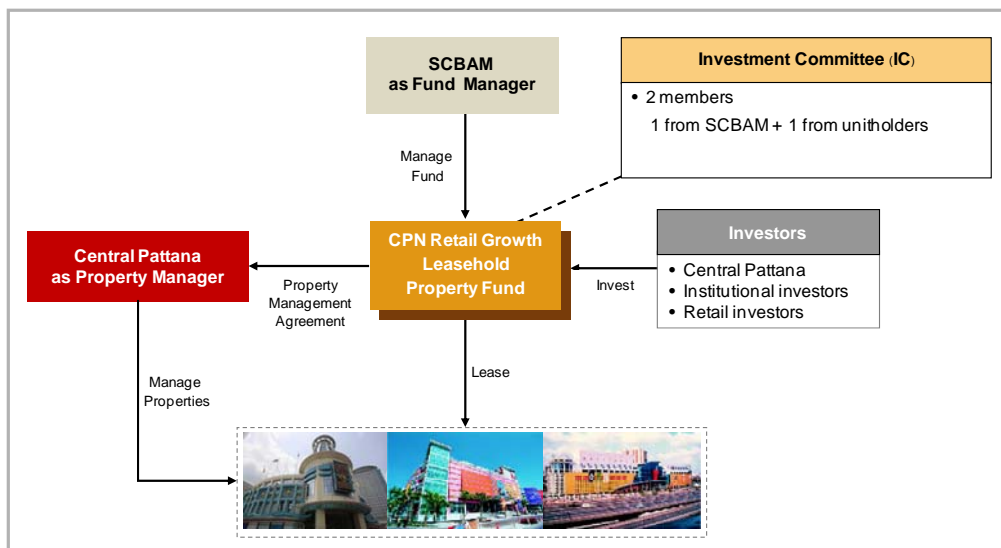
Source: CPN

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 16 August 2005 for CentralPlaza Ratchada-Rama III 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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