



CPN Retail Growth Leasehold property Fund

2Q 2013 Earnings Result Briefing: CPNRF – CPN Retail Growth Leasehold Property Fund

Earnings Result Briefing Script

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CPNRF - 2Q2013 Results

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CORPORATE PARTICIPANTS

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CPNRF Presentation

Page 5: Leasable Area and Occupancy

First let's look at leasable area.

As of the end of 2Q13, total gross area under CPNRF, including shopping malls and office towers, was 606,593 sq.m. Total leasable area was 178,934 sq.m. with 745 tenants.

Occupancy rate dropped slightly from 98.1% in 1Q13 to 96.7% in 2Q13 as a result of the partial renovation at CentralPlaza Rama 2 and CentralPlaza Rama 3.

Page 6: New and Renewed Lease Profile

Let's move on the renewed lease. Total of 98 leases were renewed in the first half of 2013 with total leasable area of 9,325 sq.m. These renewed leases had allowed the rental rate to go up by 7.5%. Majority of growth is from CentralPlaza Rama 2 and CentralPlaza Rama 3. However, Pinklao Office Tower A&B rental rate only increased by a little over 5%.

Page 7: Lease Expiry Profile

As for our expiry profile, expiring leases for the second half of 2013 are as follows: CentralPlaza Rama 2 of 17%, CentralPlaza Rama 3 of 16%, CentralPlaza Pinklao of 13%, Pinklao Office Tower A&B of 25%, total portfolio of 18%.

Page 8: Rental Structure Profile

Let's look at rental structure at each shopping mall. CentralPlaza Rama 2's fixed rent was accounted for 54% of total leasable area and consignment was accounted for 46%. CentralPlaza Rama 3 consisted of 73% of fixed rent and 27% of consignment. Pinklao's fixed rent was 93% while consignment was 7%. Our leases at Pinklao Office Tower A&B were 100% fixed rent.

Page 10: Income Breakdown

As at the end of 2Q13, CPNRF's total income was Baht 686 million, a 4% increase from the previous quarter and 10% increase YoY. Majority of income still came from CentralPlaza Rama 2 or around 39% of total income. CentralPlaza Rama 2's income hasn't change compared to the previous quarter due to the renovation. However, if comparing YoY, its income increased 5%. CentralPlaza Pinklao, together with, Pinklao Office Tower contributed 35% to CPNRF, representing a growth of 3% over the previous quarter and 14% YoY. CentralPlaza Rama 3, which has the most lease renewal, has grown 15% over the previous quarter and 12% YoY.

Page 11: Profit & Loss

In the second quarter of 2013, CPNRF's total income was Baht 680 million, a 4% increase from last quarter and 10% YoY. Its net investment income was Baht 555 million, a 6% increase from the first quarter and 12% YoY. In 1Q13, CPNRF had recorded an unrealized loss from asset revaluation, which is assessed every quarter, due to the renovation at CentralPlaza Rama 2 in an amount of Baht 369 million. However, the renovation has been completed in 2Q13. Thus, the asset revaluation for 2Q13 has resulted in an unrealized gain of Baht 211 million. Besides, the rental rate in 2Q13 has increased. Therefore, the net increase in net asset went up almost 400%.

Page 12: Balance sheet

There was no significant change to CPNRF's Balance sheet in 2Q13. We have repaid out debt in an amount of 20 million Baht per quarter. Net asset values rose 2% due to an increase in retained earnings from unrealized gain mentioned earlier.

Page 13: Distribution Summary

In the second quarter, CPNRF has paid out a dividend of Baht 518 million from the net investment income of baht 555 million or 93% payout ratio. Distribution per unit was Baht 0.3167, a 7% growth from previous quarter and 12% growth YoY. Cumulative distribution over last 12 months was almost Baht 1.19 per unit.

Page 14: Shareholder Structure and Dividend

From the right hand chart, we can see that no matter QoQ or YoY, CPNRF's distribution has grown over time.