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Session II: CPNRF Presentation 1Q08

Speaker : Mr. Phiphat Phisanuwongrak (Senior Fund Manager of TMB Asset Management)

Greetings to all investors and analysts, I would like to start with the performance of CPNRF.

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As Khun Naris mentioned about a consumer confidence improvement in the first quarter resulted in higher traffic flow to the shopping malls. Consequently, incomes increased for CentralPlaza Ratchada Rama 3 ("Rama 3") and CentralPlaza Rama 2 ("Rama 2"), managed by CPN as a property manager. Net income in first quarter was 236 MB, up 5% from the fourth quarter of last year and 6% from the same period of last year. The distribution policy was the same at 95% of net profit, resulted in a distribution of Bt0.2164 per unit. The current yield was at 8.3% per annum, based on a trading unit price of Bt10.50. However, for any investors held the unit since the IPO at Bt10.0 per unit, the yield can be calculated at 8.6% per annum, which considered a great return.

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Looking at the details on the income statement, you can see that property income for the first quarter of this year was 318 MB, an increase of 6.2% yoy and 0.8% qoq. It was highlighted that property expenses dropped in this quarter. This can be explained by seasonal lower marketing expenses in the first quarter comparing to the high season in the fourth quarter. Property expenses declined 11% from last quarter. Moreover, interest income decreased in this quarter. However, the interest income should be better in the second quarter as interest rate is likely to turnaround. In addition, management fee expenses were stable. Total expenses decreased by 9% from the last quarter.

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The balance sheet has not changed much from the last quarter. Total assets as at 31 March 2008 were 11,775 MB. NAV as at 31 March 2008 was Bt10.25, a 2.4% premium than NAV at IPO.

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At present, the yield on CPNRF is at 8.3% per annum. The spread over 10-year government bond is approximately 342 basis points

Slide 9

The next slide shows you historical distribution payment which was clearly seen that fund performance improved continuously. Hence, it was able to distribute accretion payment almost every quarter. The XD date is on 30 May 2008, book closure date will be on 4 June 2008, and distribution payments will be on 17 June 2008.

Speaker : Mr. Thanasombat Sanitwongse (Vice President- Property Operation Area of CPN)

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With regard to operations, the performance improved for both Rama 2 and Rama 3. The overall portfolio occupancy rate was at 98% in this quarter, improved from 96.8% in the fourth quarter of last year. The occupancy rate at Rama 2 increased from 99.0% in last quarter to 99.6% in this quarter. As well as, at Rama 3, the occupancy rate was 94.1%, increased from 91.6% in the last quarter, which should continue to improve in the future.

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Let move on to a subject of new and renewal lease contracts. There were 38 new and renewed contracts which accounted to 2,640 sqm., or 2% of total leaseable areas. This brought about a rental rate upturn of 5.6% under the new or renewed leases.

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The portion of expiring lease contract for the rest of this year will be 26% and 12% at Rama 2 and Rama 3, respectively. Therefore, the overall expiring lease contract of total portfolio will be approximately 22% of total occupied area. As for contract renewal, we expect a slight remerchandising mix. For example at Rama 3, it needs a remerchandising to bring in new looks, keep the mall up to date, and be competitive.

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As for rental structure, there was no major change here. Fixed rent portion stayed at 59.1% of total occupied area, while consignment rent (% of sales) was at 40.9% of total occupied areas.

Slide 15

Portion of merchandise mix has no significant change.

Slide 16

Our key tenants are all market players as you can see in the table, which accounted for 44.6% of total leaseable area. All of these anchor tenants are the magnets to draw visitors to the shopping malls, which also can ensure success to other retail tenants.

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Traffic at Rama 2 and Rama 3 has greatly improved by 5% and 12%, respectively, from average visitors of last year.

Session III: Q & A Session

Q: What is the additional fund size of CPNRF capital increase if CentralPlaza Pinklao and CentralPlaza Chiangmai Airport will be injected in?

A: First of all, CPN's board of directors have not yet approved for transferring CentralPlaza Chiangmai Airport into CPNRF for the capital increase. If approved, the additional fund size with those two properties will be over Bt10bn. A fair asset valuation report of those two properties will be posted to us within next two weeks. We think that CPNRF fund size after capital increase will be approximately Bt20bn (US\$600m) which will attract more investors, enhance liquidity, and command trading premium. We target to grow the fund size to about US\$1bn, making more attractive regionally.

Q: I reckon that rental rate growth for last year and in this quarter was about 4-5% which was lower than its history. Are you concern? What do you foresee for rental rate growth and outlook for this year?

A: It is true that the rental rate growth in the third and fourth quarter of last year was slow as a result of several negative factors in 2007. The outlook for this year depends on the economic situation. I believe that when inflation rises, tenants would well accept that rental rate can be lifted up due to higher costs, for instance, personnel expenses, etc. Moreover, shoppers are likely to adapt for higher product prices. The consignment contract clearly reflects such changes. In the case of moderate growth of economy, I believe that rental rate growth for this year will be considerably higher than that of last year. This is to catch up on the inflation increase.



CPN Retail Growth Property Fund

Thank you for your attention in our first quarter results analyst meeting. For more information on CPNRF, please visit CPNRF corporate website at www.cpnrf.com, and please contact our Investor Relations Division directly for any enquiries. Have a great day.