

# CPN Retail Growth Leasehold Property Fund

2Q10 Corporate Presentation



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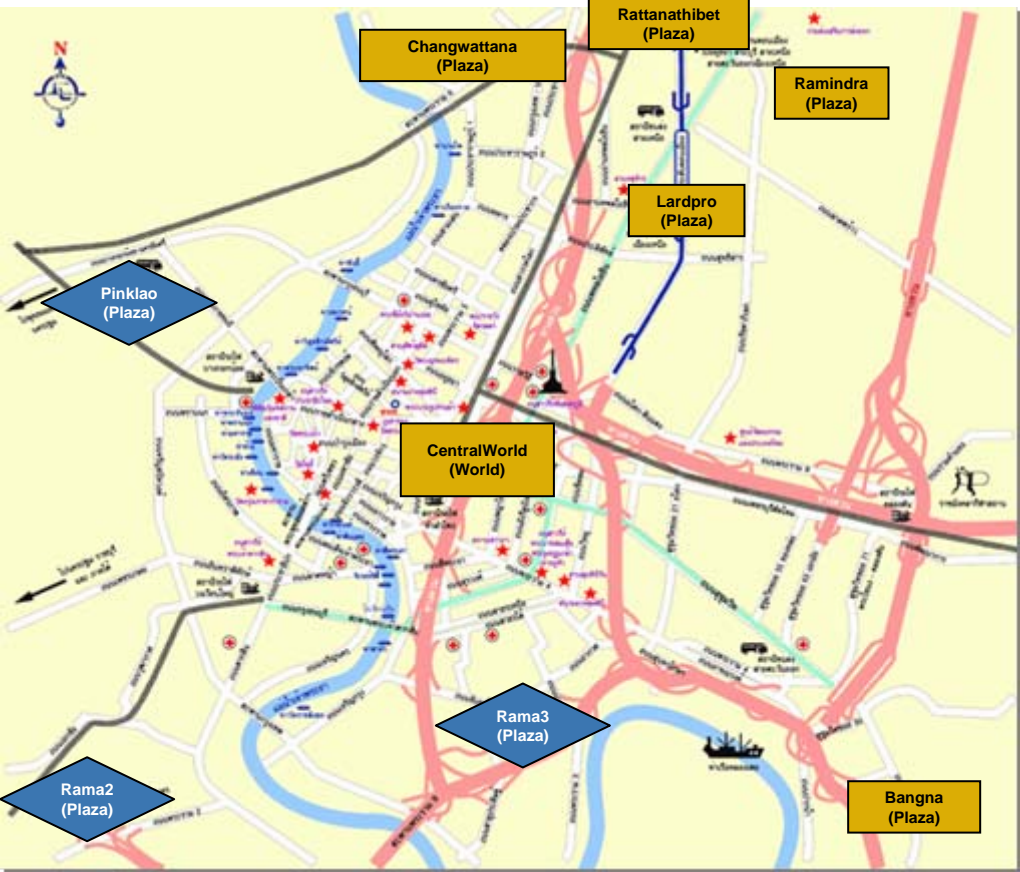
# Property Highlight

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## Best-in-class among Thai PFPOs and Comparable to the Asian REITs

- 3 Excellent Assets in 3 Strategic Locations
- Well-diversified Portfolio
- Proven Track Record of Return to Investor
- Optimal Capital Structure
- Acquisition Pipeline
- Strong Sponsorship by CPN

# Property Location - Bangkok Metropolitan Area (BMA)



CPN CPNRF

# CentralPlaza Rama 2

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- ◆ 21<sup>st</sup> Century shopping and entertainment complex
- ◆ Spacious park located behind the mall
- ◆ Strong tenant mix with Thailand's No.1 department store "Central" and Mini anchors e.g. Top Supermarket, B2S, HomeWorks, Office Depot, Major Cineplex
- ◆ Strategic suburban location
  - ▶ Located on the main highway south of Bangkok in a rapidly expanding and densely populated residential area
  - ▶ Community leisure center for fast rising residential area
  - ▶ Low competition with no competition within 10-km radius
- ◆ Large catchment
- ◆ Highly accessible
  - ▶ Well served by public transport
  - ▶ Linked to major expressways
  - ▶ In vicinity of Bangkok Rail Transit Network's expansion project

# CentralPlaza Ratchda Rama 3

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- ◆ Located in Bangkok's new financial zone (within the vicinity of 5 banks' headquarters)
- ◆ Surrounded by well-established residential communities and condominiums. Business district (Sathorn, Silom) is also within a short drive.
- ◆ Dynamic merchandising mix targeting young urban professionals and family oriented customers
- ◆ Strategic business district locations
- ◆ Low competition : No direct competition. Only Superstores nearby.
- ◆ Large catchment
- ◆ Highly accessible
  - ▶ Well served by public transport
  - ▶ Linked to major expressways
  - ▶ Nearby future Bangkok Rail Transit Network expansion



# CentralPlaza Pinklao

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## Plaza

- ◆ A landmark development in western Bangkok with a large shopping plaza.
- ◆ Its wide range of facilities, shops, and entertainment complex has resulted in growing customer base of well-educated, family-oriented and affluent patrons.
- ◆ Dominant player in its neighborhood.
- ◆ Located on the main road with high level of connectivity and is conveniently accessible by large surrounding residential communities.
- ◆ Anchored by the usual big-name tenants to help drawing traffic : Central Department Store, Top Supermarket, EGV Cinema, and Fitness First Gym & Health Club.

## Office Tower

- ◆ The office buildings are well served by public transportation and are close to government offices, universities, banks, hospitals and the southern bus terminal.



## Overview of CPNRF's Assets

	Rama 2	Rama 3	Pinklao
Land area (Acre)	21.14	4.93	9.48
Possession rights	Long-term sublease	Long-term lease	Long-term sublease
Expiration	14 August 2025	15 August 2035 (including option to renew 30+30)	31 December 2024
Remaining lives (years) *	15.0	85.1	14.4
Total Salable area (sq.m.)	137,638	84,183	142,701
Salable area owned by CPNRF (sq.m.)	131,701	65,965	100,669
% of total	95.7%	78.4%	70.5%

\* Weighted average = 36.4 years

# Leasable Area and Occupancy

Occupancy rate of CPNRF Portfolio remained high

	Area (sqm)		Occupancy Rate			
	Leasable Area (sq.m.)	Number of Tenants	30 Sep 09	31 Dec 09	31 Mar 10	30 Jun 10
Rama 2	93,423	318	98.3%	98.4%	99.6%	99.3%
Rama 3	39,919	222	94.6%	97.3%	95.5%	93.8%
PinKlao (Plaza)	23,973	112	n.a.	98.9%	95.7%	95.9%
PinKlao Office Tower A&B	33,762	96	n.a.	92.6%	95.3%	96.4%
<b>Total</b>	<b>191,077</b>	<b>748</b>	<b>97.2%</b>	<b>97.2%</b>	<b>97.4%</b>	<b>97.2%</b>

Source: CPN

# New and Renewed Lease Profile

	From 1 April to 30 June 2010 <sup>/1</sup>			
	Renewal and New Leases <sup>/1</sup>			Increase / (Decrease) in Rental Rate (p.a.) <sup>/3</sup>
	No. of lease	Area (sq.m)	% of Total <sup>/2</sup>	
Rama 2	68	3,250	3.5%	6.0%
Rama 3	41	3,908	9.8%	4.9%
Pinklao (Plaza)	16	1,986	8.3%	5.8%
Pinklao Office Tower A & B	21	3,046	9.0%	5.1%
<b>Total</b>	<b>146</b>	<b>12,190</b>	<b>6.4%</b>	<b>5.4%</b>

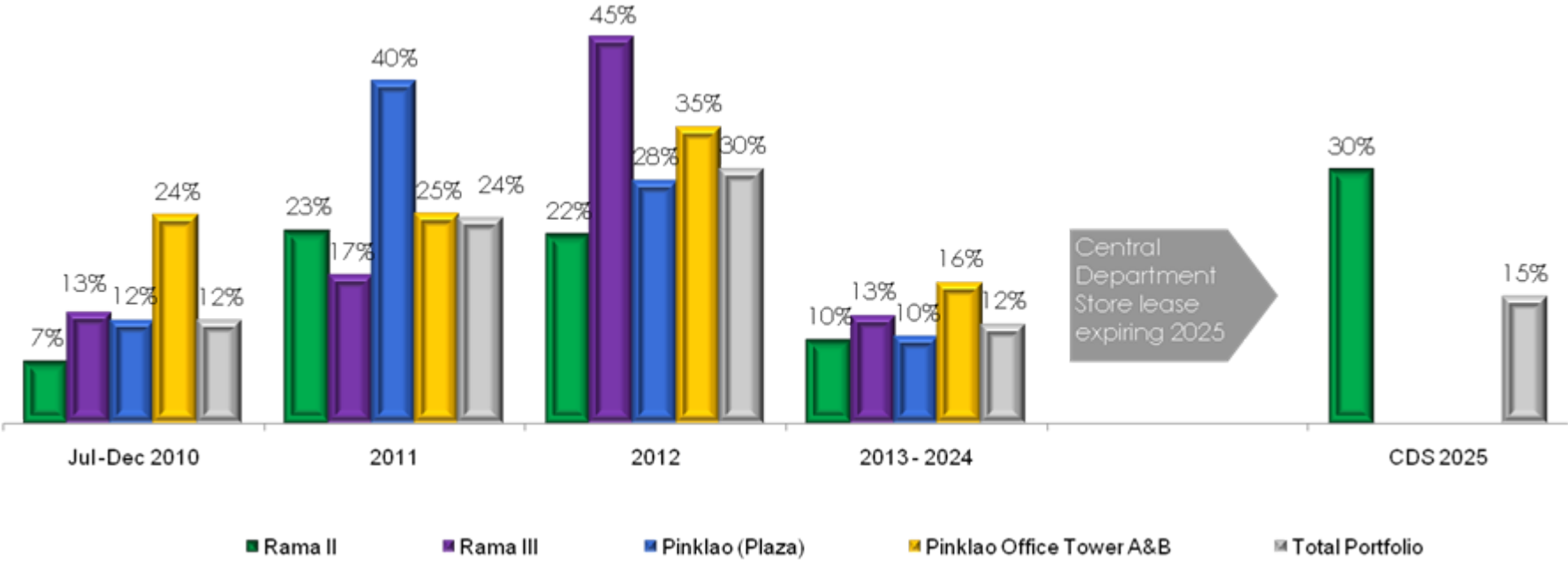
Note:

<sup>/1</sup> Exclude rental agreements < 1 year

<sup>/2</sup> Percentage of leasable area as at 30 June 2010

<sup>/3</sup> Exclude rental agreements with revenue sharing clause

# Lease expiry profile



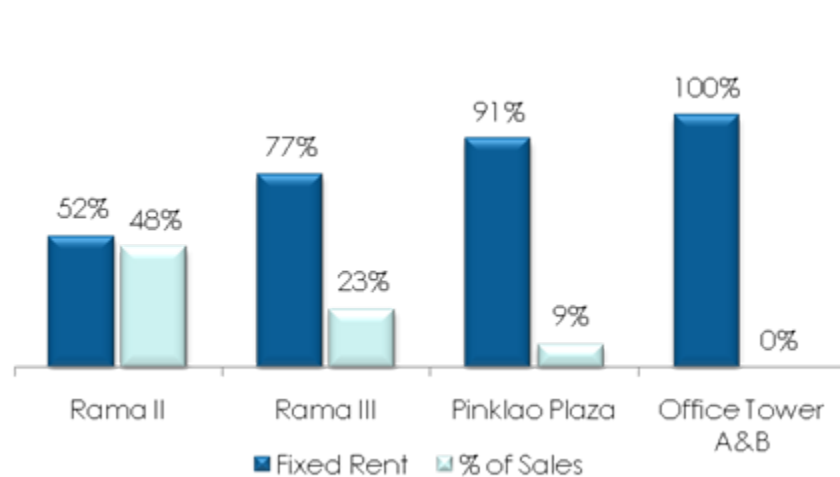
Source: CPN

Note:

1. Percentage of total occupied area as at 30 June 2010
2. Exclude rental agreements < 1 year

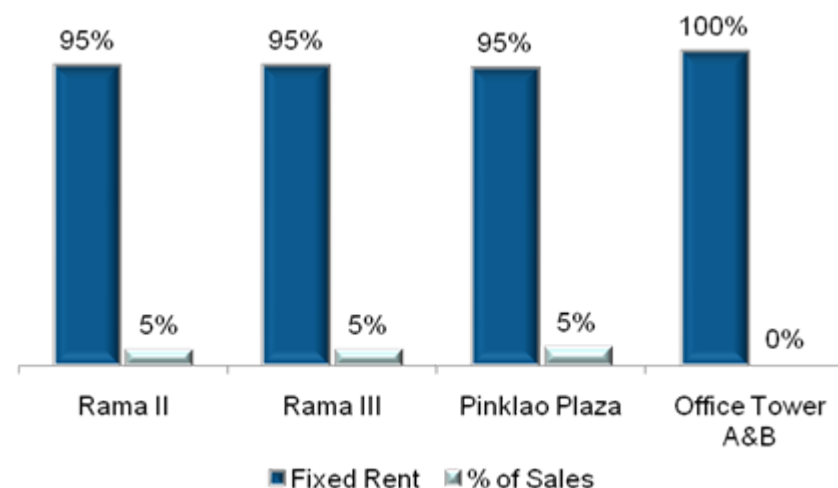
# Rental Structure Profile

## By Occupied Area



Occupied Area (sqm)	30 Jun 10	
Fixed Rent	130,279	70%
Percentage of Sales	54,960	30%
<b>Total Area</b>	<b>185,239</b>	<b>100%</b>

## By No. of Tenants



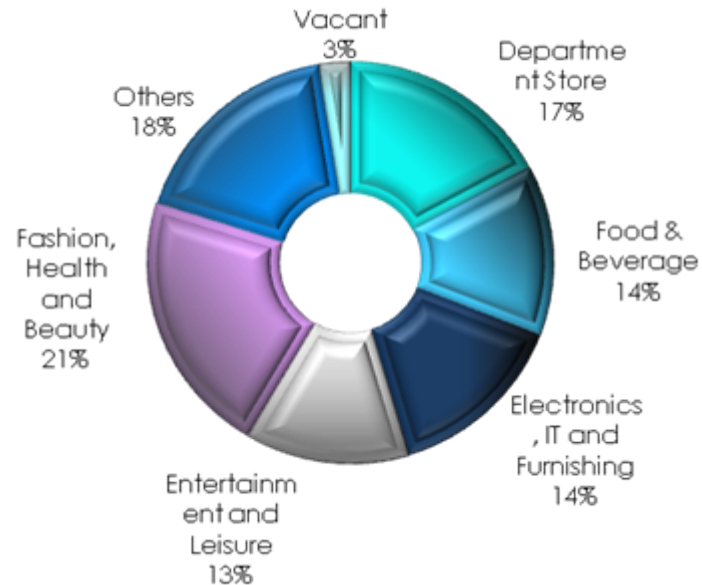
No. of Tenants	30 Jun 10	
Fixed Rent	717	96%
Percentage of Sales	31	4%
<b>Total Tenants</b>	<b>748</b>	<b>100%</b>

Note:

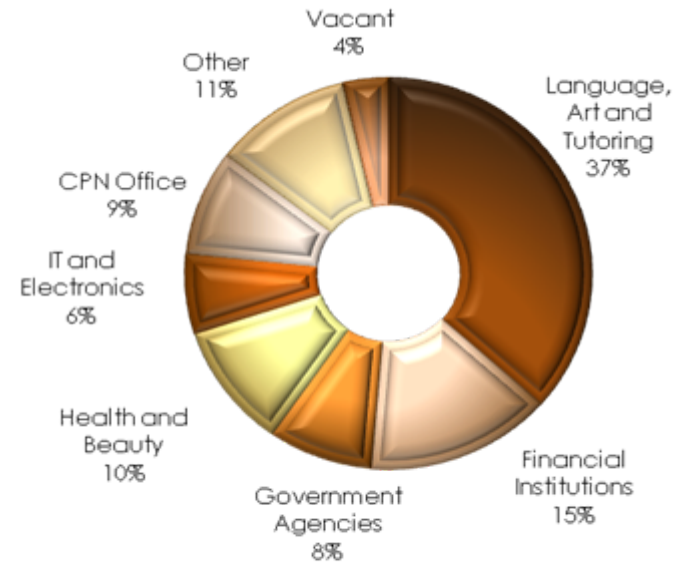
1. % of total occupied area excluding those with long-term lease with upfront rent as at 30 June 2010
2. % of total number of tenants excluding those with long-term lease with upfront rent, kiosks, carts, ATMs and coin machine as at 30 June 2010

# Well Diversify Tenant Trade Mix

CPNRF Portfolio



Pinklao Tower A&B



# High Quality Tenants (Plaza)

Anchor Tenant <sup>/1</sup>	Trade Sector	Expiry Year	Area (sqm)				% of Total Leasable Area <sup>/2</sup>
			Rama 2	Rama 3	Pinklao	Total	
Central Department Store <sup>/3</sup>	Department Store	Aug 2025	27,000			27,000	17.2%
Major Cineplex <sup>/3</sup>	Entertainment	Dec 2012, Apr 2012	5,518	6,530		12,048	7.7%
Homework	Furnishing	Dec 2012	7,765			7,765	4.9%
Fitness First	Sports & Fitness	Jun 2010, Apr 2012		2,333	2,975	5,308	3.4%
TOPS Supermarket	Supermarket	Dec 2017	4,961			4,961	3.2%
Major Bowl	Entertainment	Dec 2012	2,665			2,665	1.7%
Office Depot	Specialties	Mar 2013	1,045			1,045	0.7%
IT City	Computer	Aug 2012		1,026		1,026	0.7%
<b>Total Area of Anchor Tenants</b>			<b>48,954</b>	<b>9,889</b>	<b>2,975</b>	<b>61,818</b>	<b>39.3%</b>
<b>Total Leasable Area</b>			<b>93,423</b>	<b>39,919</b>	<b>23,973</b>	<b>157,315</b>	<b>100.0%</b>

Note:

<sup>/1</sup> Anchor tenant is a shop with space from 1,000 sqm and above

<sup>/2</sup> Based on leasable area as at 30 June 2010

<sup>/3</sup> The Fund does not invest in the leasable areas which are the location of CDS and Major Bowl at Central Plaza Rama III since those are owned by Ratchada Nonsi Department Store Co., Ltd.

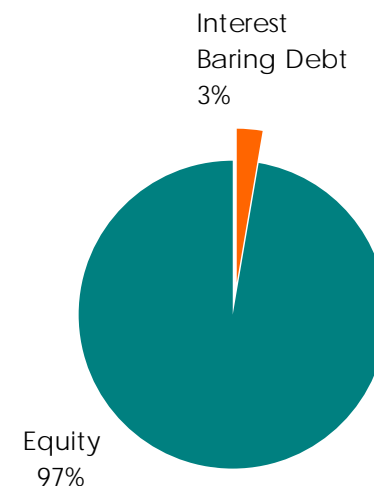
<sup>/4</sup> The Fund does not invest in the leasable areas which are the location of CDS and Major Cineplex at Central Plaza Pinklao since those areas are owned by Center Pinklao Department Store Co., Ltd.

# Financial Summary

## Incomes



## Capital Structure



## YoY Growth

	2007	2008	2009	6M10
Property Income	5.8%	6.4%	14.8%	68.2%
Net Investment Income	5.0%	7.8%	18.8%	67.9%

## Profitability Ratios

	2007	2008	2009	6M10
Net property income Margin	75.0%	76.0%	78.6%	78.7%
Net Investment income Margin	73.8%	75.1%	77.5%	76.6%



# Financial Highlights: 2Q 2010

2Q2010 DPU of Bt 0.2435 increased by 8.8% from previous year

(Baht Million)	2Q10	1Q10	% Change QoQ	2Q09	% Change YoY
Net Investment Income	<b>428.0</b>	431.1	(0.7%)	257.3	66.4%
Distribution	<b>398.4</b>	400.9	(0.6%)	244.4	63.0%
Distribution per Unit (Bt)	<b>0.2435</b>	0.2450	(0.6%)	0.2239	8.8%
Annualised Distribution Yield <sup>/1</sup>	<b>9.1%</b>	9.2%	n.a.	9.9% <sup>/2</sup>	n.a.

Note:

<sup>/1</sup> Based on unit price of 10.70 Baht as at 10 August 2010.

<sup>/2</sup> Based on unit price of 10.50 Baht as at 11 August 2009.

# Income Statement

The YoY Growth of 66.5% was due to an organic growth from existing properties and growth from acquisition of CentralPlaza Pinklao project.

(Baht Million)	2Q10	1Q10	% Change QoQ	2Q09	% Change YoY
Property Income	558.4 <sup>/1</sup>	558.1	0.0%	331.7	68.4%
Interest Income	2.4	1.6	50.0%	3.6	(34.3%)
<b>Total Income</b>	<b>560.7</b>	<b>559.7</b>	<b>0.2%</b>	<b>335.3</b>	<b>67.3%</b>
Property Expenses	121.1	116.8	3.7%	72.7	66.5%
Interest Expense	5.0	5.4	(6.5%)	0.0	n.a.
Other Management Fees and Expenses	6.3	6.1	2.8%	5.3	18.8%
Amortisation of Deferred Expenses	0.4	0.4	1.1%	0.0	n.a.
<b>Total Expense</b>	<b>132.7</b>	<b>128.6</b>	<b>3.2%</b>	<b>78.0</b>	<b>70.2%</b>
<b>Net Investment Income</b>	<b>428.0</b>	<b>431.1</b>	<b>(0.7%)</b>	<b>257.3</b>	<b>66.4%</b>
Net unrealized gain (loss) from changes in investment value	(10.3)	(8.5)	n.a.	(6.5)	n.a.
<b>Net increase in net assets from operations</b>	<b>417.7</b>	<b>422.6</b>	<b>(1.2%)</b>	<b>250.8</b>	<b>66.5%</b>

Note: <sup>/1</sup> Property Income included guarantee the net property income of Baht 6.3 million.

# Balance Sheet

(Baht Million)	As at 30 Jun 10	As at 31 Mar 10	As at 31 Dec 09
Investment in Properties	17,143.7	17,143.7	17,143.7
Investment in Securities	260.0	160.0	500.0
Cash	562.3	666.7	674.5
Other Assets	207.0 <sup>1</sup>	170.7	121.4
<b>Total Assets</b>	<b>18,173.0</b>	<b>18,141.1</b>	<b>18,439.6</b>
Deposits	684.0	678.9	672.1
Borrowing	490.0	490.0	1,000.0
Other Liabilities	255.1	245.1	197.7
<b>Total Liabilities</b>	<b>1,429.1</b>	<b>1,414.0</b>	<b>1,869.8</b>
<b>Net Asset</b>	<b>16,743.9</b>	<b>16,727.1</b>	<b>16,569.9</b>
Capital received from unitholders	15,764.0	15,764.0	15,764.0
Retained Earnings	979.9	963.1	805.9
<b>NAV per Unit (in Baht)</b>	<b>10.2325</b>	<b>10.2223</b>	<b>10.1262</b>

Note: <sup>1</sup> Other assets included guarantee the net property income Of Baht 6.3 million.

# CPNRF Distribution Payment

Distribution Periods & Rates	1 April to 30 June 2009	: Bt 0.2239 per unit
	1 July to 31 October 2009	: Bt 0.3046 per unit <sup>/1</sup>
	1 November to 31 December 2009	: Bt 0.1622 per unit <sup>/2</sup>
	1 January to 31 March 2010	: Bt 0.2450 per unit
	1 April to 30 June 2010	: Bt 0.2435 per unit

Distribution Yield	9.1% <sup>/3</sup>
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## Distribution Timetable

XD Date	26 August 2010
Book Closure Date	31 August 2010
Payment Date	13 September 2010

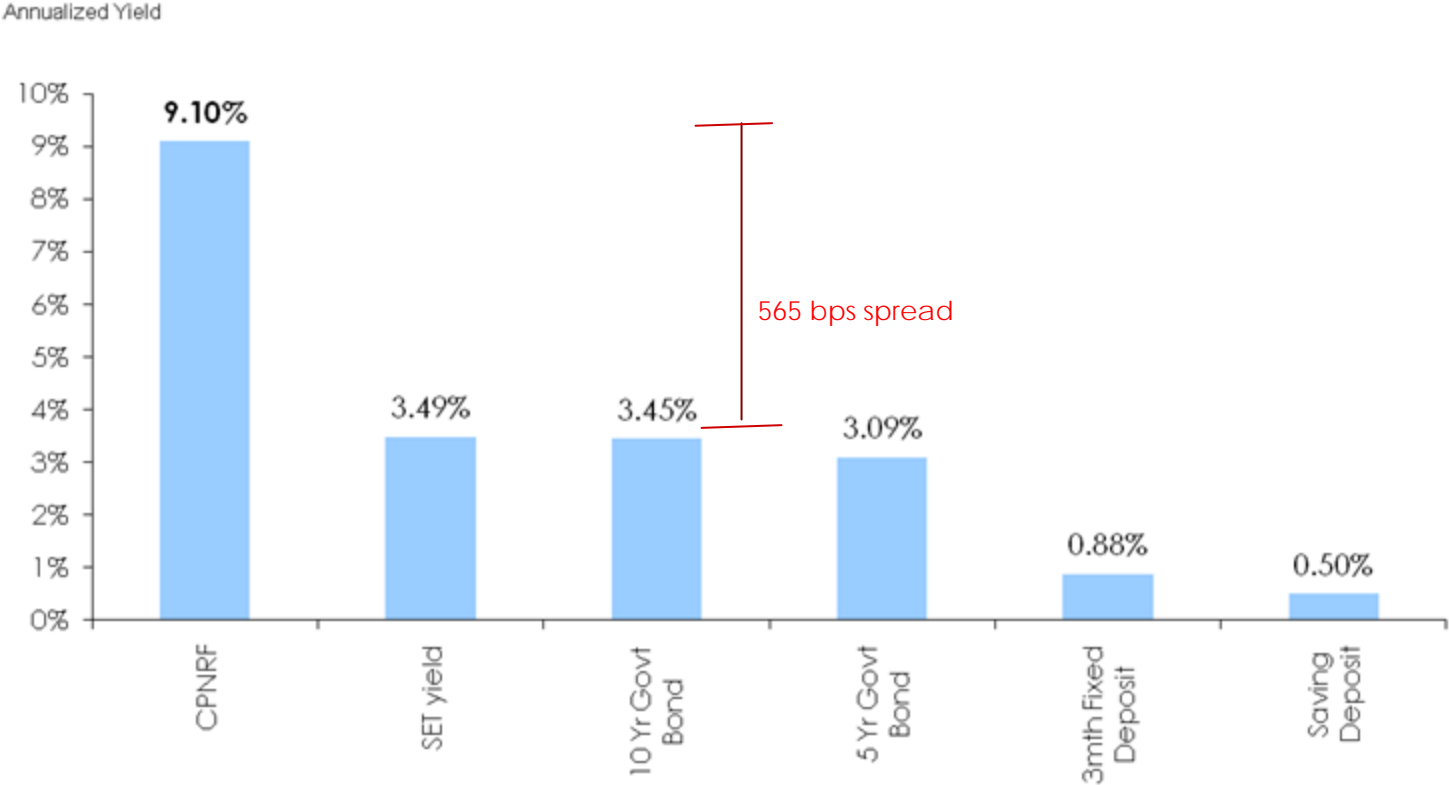
Note: <sup>/1</sup> DPU for 4-month period

<sup>/2</sup> DPU for 2-month period

<sup>/3</sup> Distribution yield is based on DPU for 2Q10 of Bt 0.2435 and unit price of Bt 10.70 as at 10 August 2010

# Attractive Yield

CPNRF's yield is 565 bps over 10-year government bond yield.



Source: SET, Thai BMA, and BOT as at 10 August 2010

Note: \* Annualized distribution yield based on DPU for 2Q10 of Bt 0.2435 and unit price of 10.70 Baht as at 10 August 2010

# Shareholder Structure and Dividend

Listed on the SET	23rd August 2005
Units Outstanding	1,636.3M Units
Registered Fund Size	Baht 15,764.0M
NAV (May 2010)	Baht 10.1262

## Dividend Policy

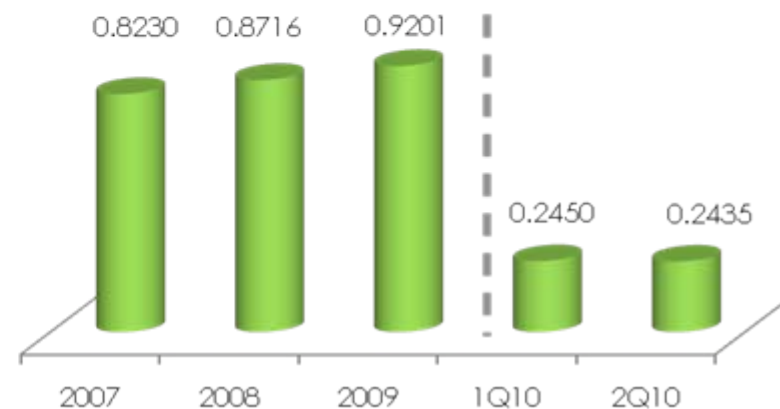
- 4 times a year
- Pay out a minimum of 90% of net Investment Income

## Unitholders Information

(as at September 13, 2010)

<b>THAI</b>	<b>77.53%</b>
CPN	27.80%
Institution	15.98%
Individual	33.75%
<b>FOREIGN</b>	<b>22.47%</b>
Institution	19.32%
Individual	3.15%

## DPU

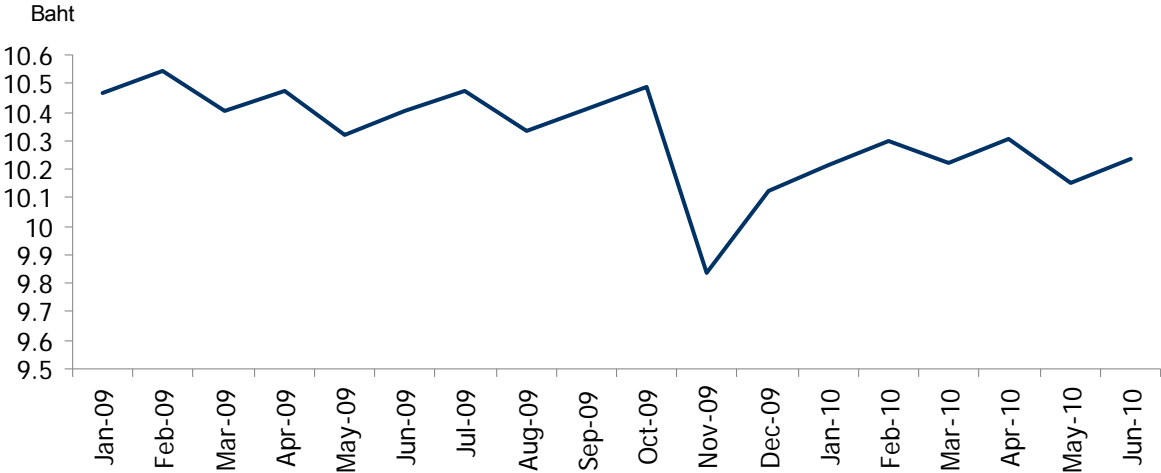


	2007	2008	2009	2010(E)
Annualized Yield <sup>/1</sup>	9.09%	11.17%	9.95%	9.10% <sup>/2</sup>

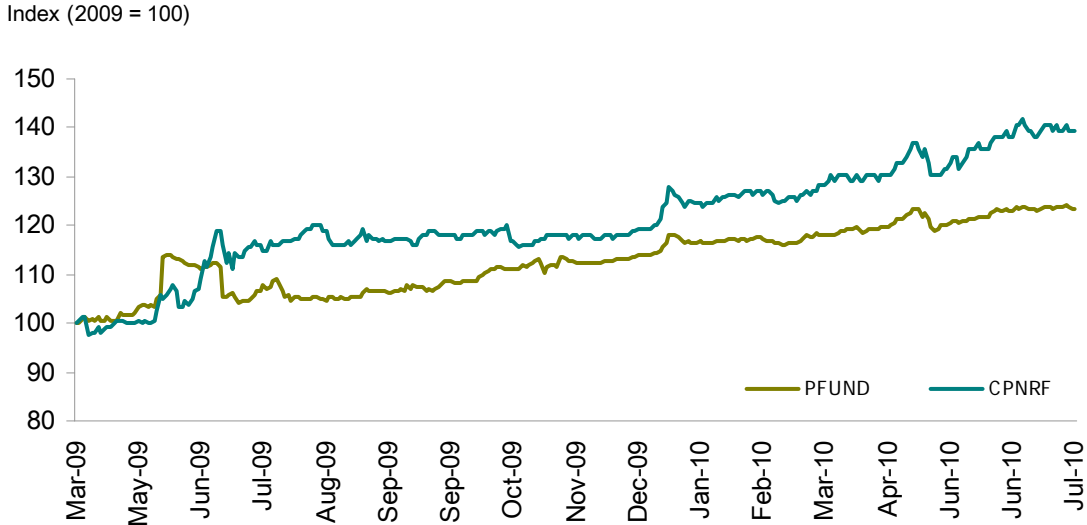
Note: 1. Annualized yield was based on share prices at the year end

2. Yield for 2010 was based on share price at the end of 2Q10

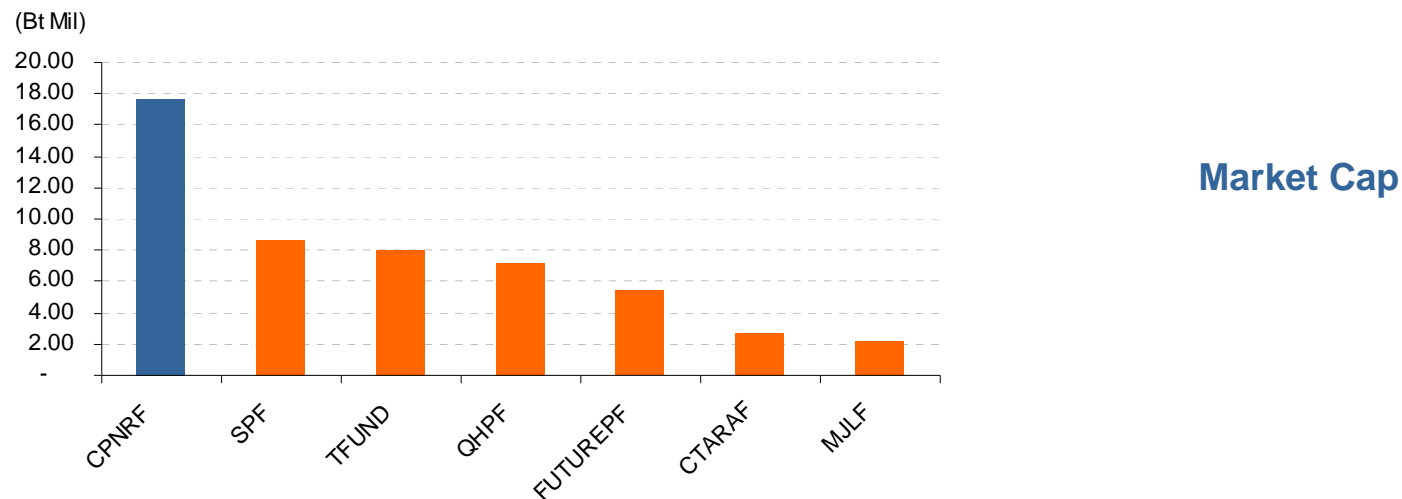
# CPNRF NAV & Share Performance



**CPNRF Price Performance  
(Mar 09 – Jul 10)**



# Thai Commercial PFPO Market Cap and Returns



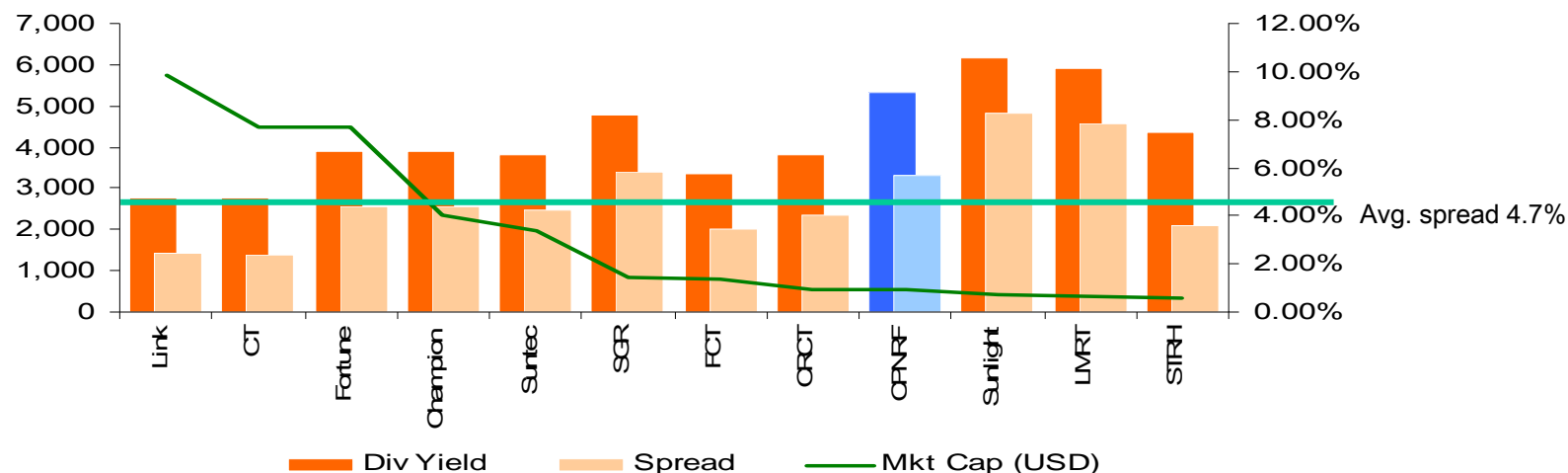
## Returns

Stock	Unit Price (Bt/share)	Market Cap (Bt mil)	Share Price Creation			Dividend Yield 2010F
			Since IPO	2009	Jun-10	
CPNRF	10.80	17,672	(0.9%)	18.6%	16.8%	9.0%
SPF	9.05	8,598	(11.3%)	67.0%	8.4%	12.4%
TFUND	10.60	8,058	6.0%	2.0%	2.9%	7.5%
QHPF	9.00	7,173	(12.6%)	43.9%	9.8%	8.3%
FUTUREPF	11.40	5,396	15.7%	7.8%	17.5%	9.5%
CTARAF	8.50	2,720	(5.0%)	(11.7%)	7.6%	8.3%
MJLF	9.90	2,277	(1.0%)	-3.9%	14.5%	9.3%
PFUND	124.12	72,821	n/a	14.1%	8.3%	7.4%
PROP	136.37	366,598	n/a	93.7%	17.4%	3.4%
SET	855.83	6,438,317	n/a	63.2%	16.5%	3.5%

Source: Set Smart as at 30 July 2010



# Regional Market Performance

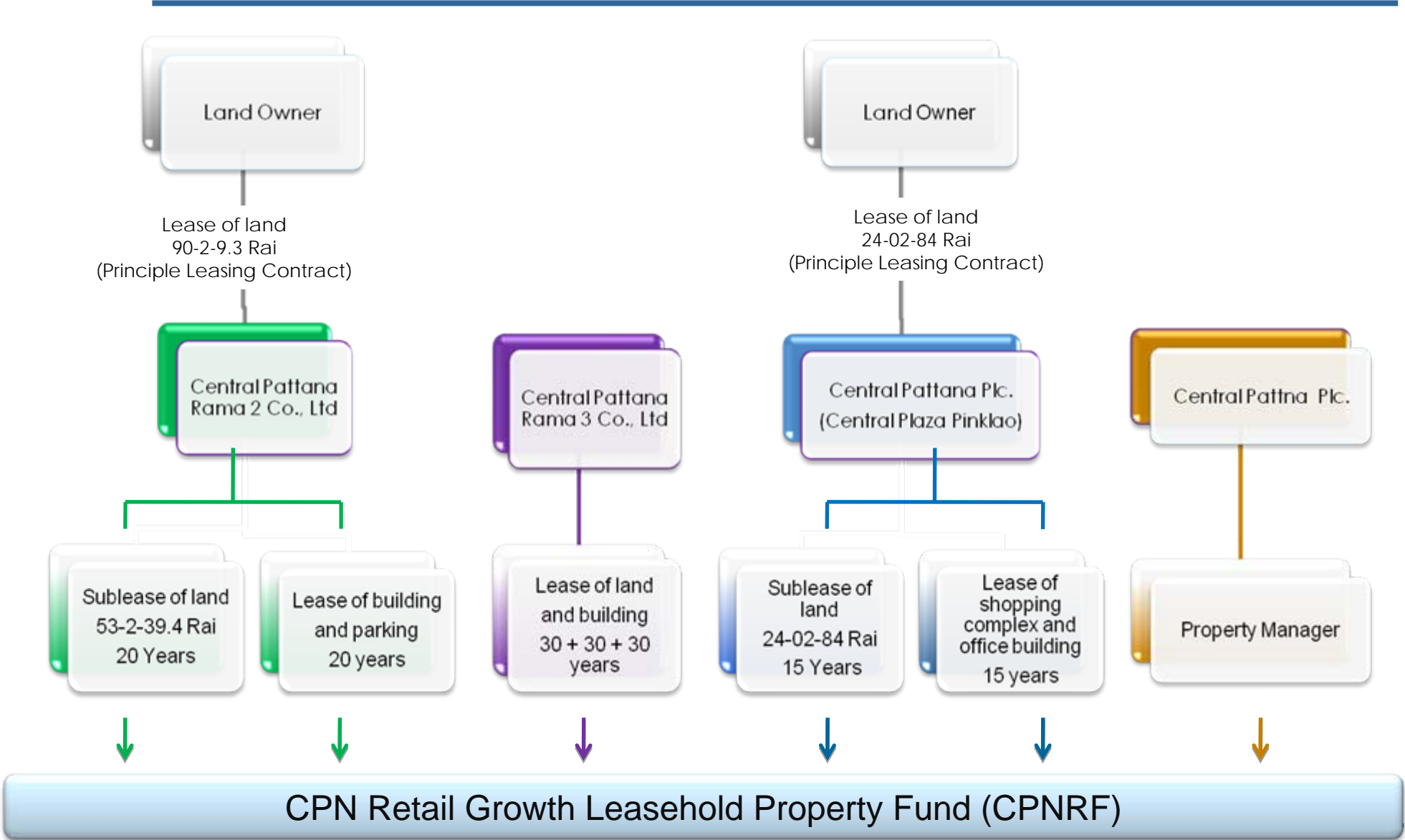


	Mkt Cap (USD)	Div Yield	Spread
Link	5,730.51	4.77%	2.46%
CT	4,498.30	4.73%	2.39%
Fortune	4,500.01	6.70%	4.36%
Champion	2,341.68	6.67%	4.36%
Suntec	1,950.35	6.57%	4.23%
SGR	826.48	8.17%	5.83%
FCT	777.60	5.77%	3.43%
CRCT	563.28	6.56%	4.03%
CPNRF	548.99	9.10%	5.65%
Sunlight	422.92	10.59%	8.28%
LMRT	387.45	10.17%	7.83%
STRH	322.28	7.49%	3.58%

- Distribution yield based on Bloomberg as of 31 July 2010
- Spread over risk free rate (10 year government bond issued in local currency):
  - Thailand @ 3.45%: CPNRF
  - Singapore @ 2.34%: CT, FRT, SUN, SGREIT, FCT, CRCT, LMRT
  - Hong Kong @ 2.31%: LINK, Champion, Sunlight
  - Malaysia @ 3.91%: STRH

Source: Bloomberg as at 31 July 2010

# CPNRF Fund Structure



# CPNRF Fund Information

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<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>	SCB Asset Management Company Limited
<b>Assets</b>	CentralPlaza Rama 2, CentralPlaza Ratchada-Rama 3, Central Pinklao
<b>Type</b>	Property Fund Type I (Indefinite Life)
<b>Total Fund Size</b>	Baht 15,764.0 MB
<b>Fund Registered Date</b>	11 August 2005
<b>Fund Investing Date</b>	15 August 2005 for CentralPlaza Rama 2 16 August 2005 for CentralPlaza Ratchada-Rama 3 4 November 2009 for CentralPlaza Pinklao
<b>Fund Listed Date</b>	23 August 2005
<b>Secondary Market</b>	The Stock Exchange of Thailand ("SET")