



SET Opportunity Day | FY2020

Fraser's Property Thailand
**The 1st fully integrated
real estate platform in Thailand**

Who We Are

History and Key Milestones >

1883

Founded Fraser and Neave,
the aerated water business
in Southeast Asia

2013

Fraser's Property Limited
became **A Member of
the TCC Group**

2017

Developed
ONE Bangkok

2019

Rebranded TICON to
**Fraser's Property
(Thailand) Public
Company Limited**



2020



Fraser's Property Limited Investment in Thailand

ONE BANGKOK

Fraser's Property (Thailand) Public Company Limited



HOME



INDUSTRIAL



COMMERCIAL

The 1st

Fully Integrated Real Estate Platform In Thailand

Frasers Property Thailand Leadership Team



Why We Integrate

> Diversification



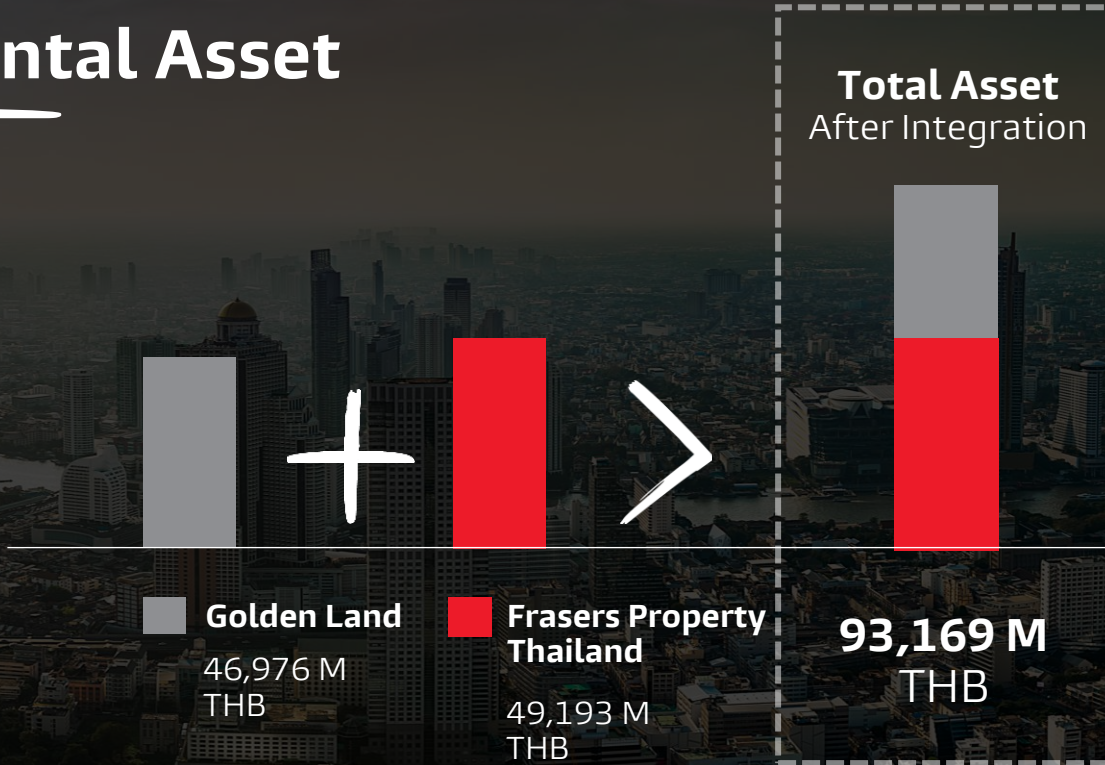
Synergy

> Resilience

A Leap in Scale & Competitiveness

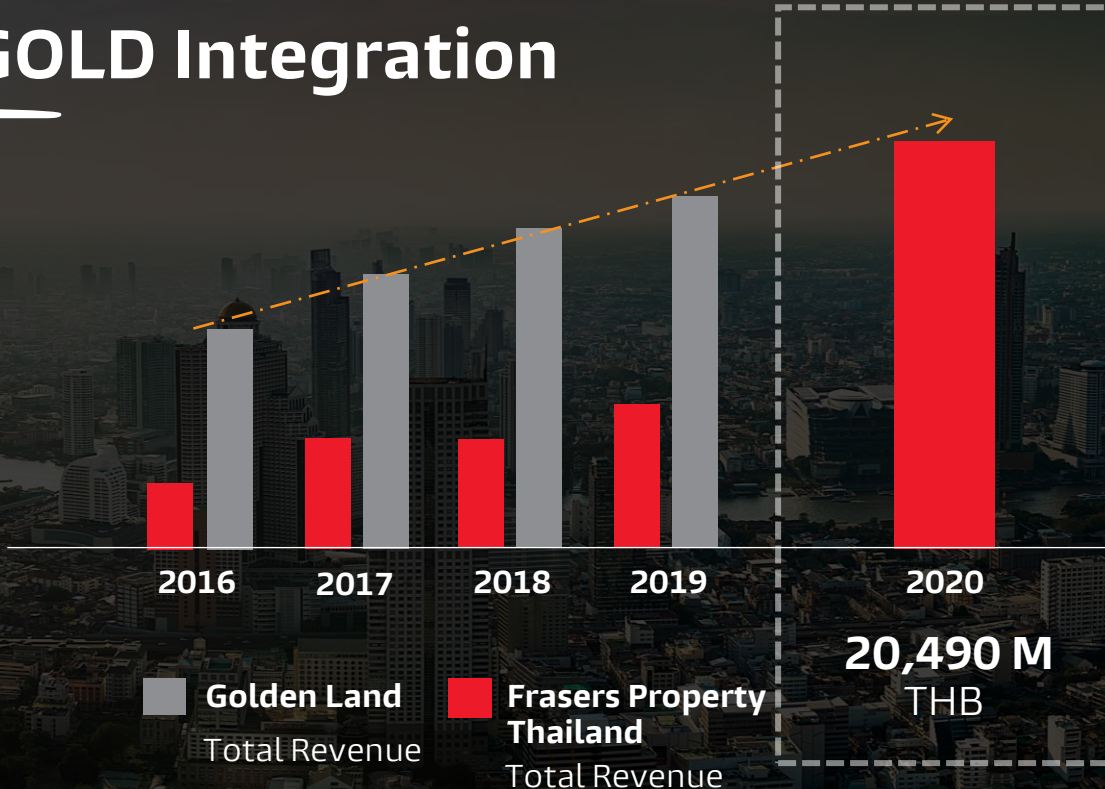
Segmental Asset

As of Sep 2020



FPT x GOLD Integration

As of Sep 2020



ONE TO THREE

2021

ONE Platform
for Sustainable
Growth

2022

Build Frasers
Property Thailand
TOwards
a Trusted Brand

2023

TOP **THREE**
in All Asset
Classes

Challenges

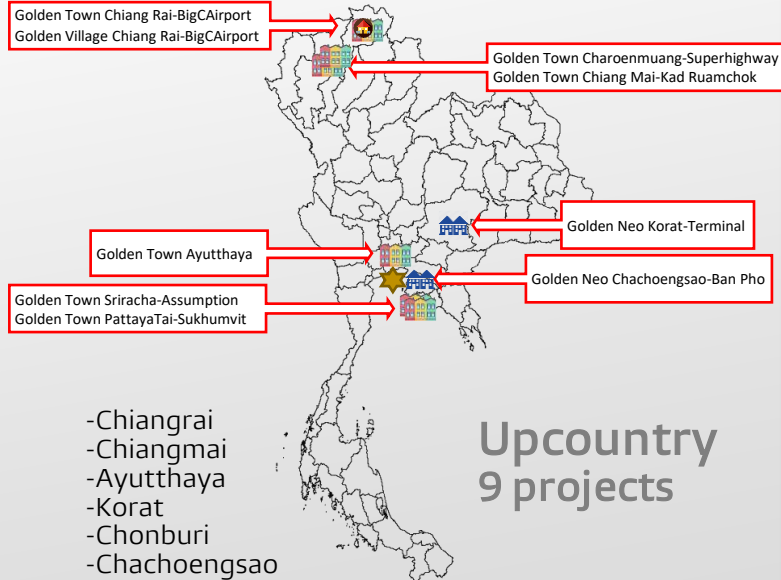
- Economic impact of COVID-19
- Thailand's slowing domestic economy
- Political instability
- Trade war

Fraser's Property **Home**

Residential Property Footprints in Bangkok and Upcountry

60 Active Projects

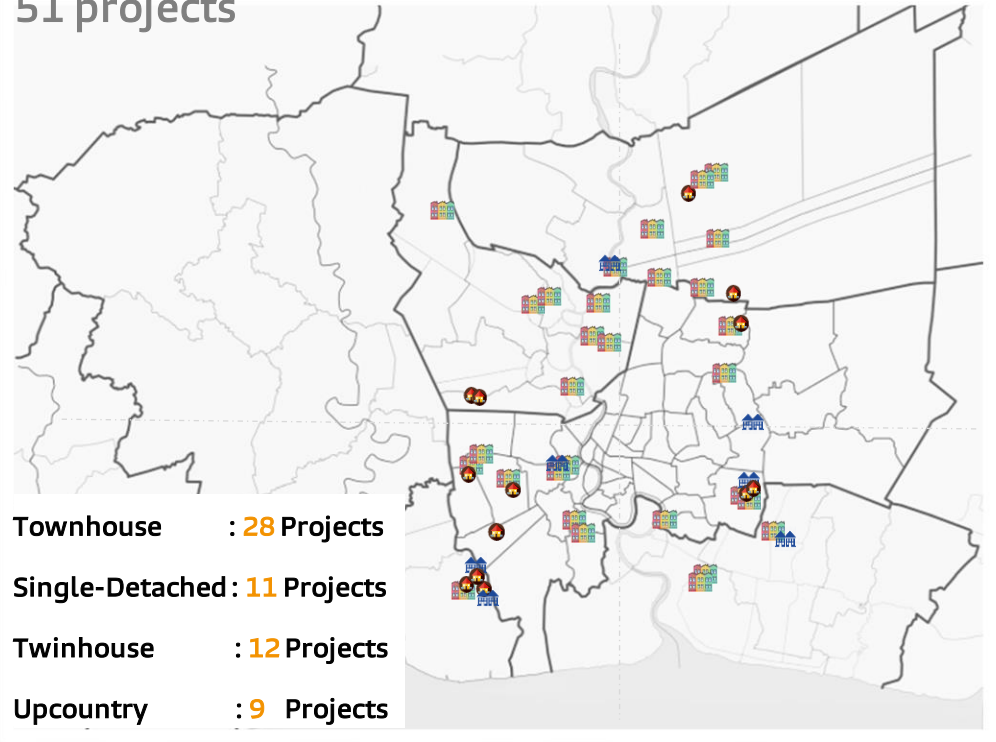
76 Billion Baht Project Value



Upcountry
9 projects

Bangkok & Vicinity 51 projects

As of 30 Sep 2020



Residential Property Sales Performance

Residential Presale

31,838 MB Presale in FY2020

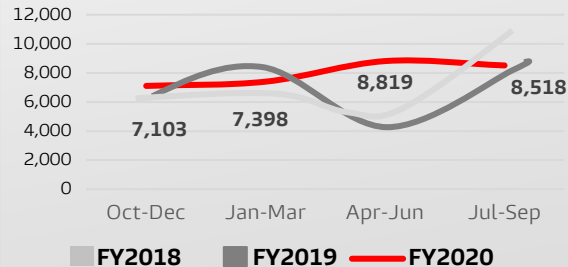
(THB mn)

▲ **3.4% Y-o-Y**



Presale

(THB mn)



Residential Revenue

14,648 MB Revenue in FY2020

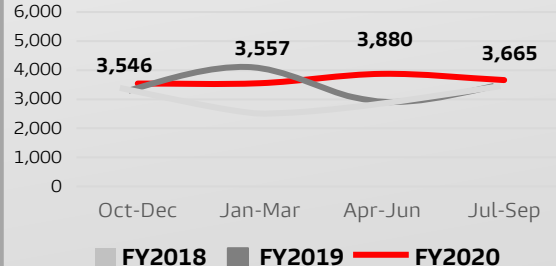
(THB mn)

▼ **5.8% Y-o-Y**

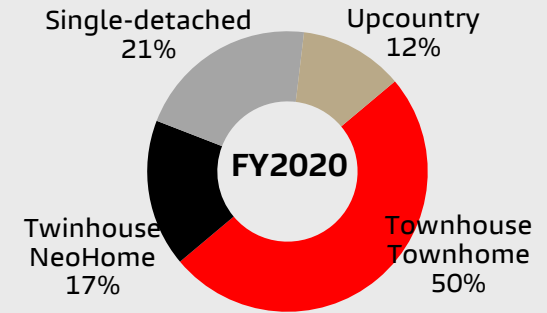


Revenue

(THB mn)



Revenue by Product Categories



Market Outlook

- Cautious outlook with upcountry performing better than Bangkok.
- Buyers continue to choose landed properties than condo.

Strategy

- Tactical online sales efforts and location strategy.
- Strengthen market positioning and branding.

Residential Property

New launch retained a strong sales momentum

Bangkok

18-19 ก.ค.
เปิดตัวโครงการใหม่ ย่านบางเขน
ทาวน์โฮม 2 ทึก + คอนโดไฟฟ้า เดอะมอลล์

4 ห้องนอน ทุกละห้องมีแอร์ ตู้เก็บน้ำดื่ม
พร้อมเฟอร์นิเจอร์ + ไร้มือรถเข็น

เริ่ม **2.47 ล้านบาท**

โครงการใหม่ 18-19 ก.ค.
โทร: 02-551-5547
GOLDEN TOWN GT 2 | Bangkai

18-19 ก.ค.
เปิดตัวโครงการใหม่!!
ย่านบางนา - สวนหลวง
ใกล้ Mega มอลล์ + modern
บ้านเดี่ยว 4 ห้องนอน 4 บั + 2卫

เริ่ม **4.99 ล้านบาท**

โครงการใหม่ 18-19 ก.ค.
โทร: 062-602-4224
GOLDEN TOWN NE | Bangna - Suanluang

22-23 ส.ค. เปิดตัวโครงการใหม่
ทาวน์โฮม ย่านศรีนครินทร์-สุขุมวิท

4 ห้องนอน ใกล้รถไฟฟ้า + modern

เริ่ม **1.87 ล้านบาท**

โครงการใหม่ 22-23 ส.ค.
โทร: 061-524-2444
GOLDEN TOWN GT 2 | Srinakarin - Sukhumvit

Upcountry

18-19 ก.ค. นี้
เปิดตัวโครงการใหม่!
"The Garden" ย่านเมืองใหม่ เชียงใหม่
ทาวน์โฮม 2 ทึก + คอนโดไฟฟ้า

เริ่ม **2 ล้านบาท**

โครงการใหม่ 18-19 ก.ค. นี้
โทร: 088-288-4545
GOLDEN TOWN | Chiang Mai-Kad Ruamchok

30 พ.ย. - 1 ธ.ค.
เปิดตัวโครงการใหม่ โครงการใหม่
ย่านเมืองใหม่ ใกล้รถไฟฟ้า

เริ่ม **2.9 ล้านบาท**

โครงการใหม่ 30 พ.ย. - 1 ธ.ค.
โทร: 088-288-4545
GOLDEN TOWN NE | Korat - Terminal

GOLDEN VILLAGE
16-17 พ.ย. เปิดตัวโครงการใหม่
ทาวน์โฮม V.I.P DAY

เริ่ม **3.59 ล้านบาท**

โครงการใหม่ 16-17 พ.ย.
โทร: 088-288-4545
GOLDEN VILLAGE | Chiang Rai - Big C Airport

Project Launch Plan

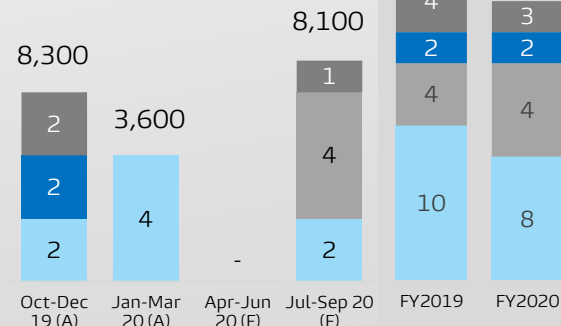
THB million
of projects

FY2020

▼ **3.4% Y-o-Y**

20 Projects
17 Projects

20,700 **20,000**



TH TWH SDH Upcountry

Frasers Property Industrial

Industrial Property Executive Summary FY20



AUM FY20

NLA under management

3mn Sq.m. ▲

Occupancy rate

81% ▲

Revenue

4.6 bn ▲

Gross Add (Operation)

200K Sq.m. ▲

New Add (BTS Completion)

130K Sq.m. ▲

New Add (Acquisition)

80K Sq.m. ▲

New Add (Total) 410,000 sq.m.

BTS New Commitment

81K Sq.m.

AEI Completion (2 Factory / 3 Warehouse)

36,000 Sq.m. NEW

Gain on divestment to FTREIT

1.3 bn ▲

Industrial Property New Development Under Construction (FY21)

F&N BTS Fully Automated Warehouse in Rojana Ayutthaya IE



Watsons Regional Distribution Center in Khon Kaen



Market Outlook

- Post COVID-19, occupancy rate remains largely intact despite rental relief for selected tenants.
- Ready-built portfolio keeps up momentum with high enquiries of new and expansion leases from existing tenants & new relocation from China.

Strategy

- Asset management and portfolio re-balancing.
- Value creation using customer centric for Built-to-Suit products.



Fraser's Property **Commercial**

Commercial Property Office Leasing Performance

goldenland



Goldenland Building

NLA 11,231sq.m

Occ% 88%

Asking Rent THB 600/sq.m

FYI CENTER
for your location in west district



FYI Center

NLA 50,032sq.m

Occ% 96%

Asking Rent THB 900/sq.m

MITRTOWN
OFFICE TOWER

SAMYAN
MITRTOWN



Mitrtown Office Tower / Retail

NLA 46,977sq.m / 36,000sq.m.

Occ% 85% / 90%

Asking Rent THB 1,200/sq.m

SATHORN
SQUARE



Sathorn Square

NLA 73,047sq.m

Occ% 96%

Asking Rent THB 1,100/sq.m



REIT Management

GOLDEN VENTURES
REIT

PARK VENTURES
THE ECOPLEX ON WITHAYU



Park Ventures Ecoplex

NLA 27,477sq.m

Occ% 98%

Asking Rent THB 1,500/sq.m

Portfolio Occupancy

93%

End of fiscal period
As at Sep-2020

239k sq.m.

Total Assets Under Management
As at 30 Sep 20

Market Outlook

- Tenant downsize or downgrade to cut operating cost.
- Vacancy increase and more new supply.
- Occupancy and Rental Rate drop across CBD.

Strategy

- Retain existing tenants + value added services.
- Early renewals.

Commercial Property Hospitality Performance

MODENA
BY FRASER



Modena by Fraser Bangkok

Shareholding 100%

of Keys 238

Occ% 33%

ASCOTT
SATHORN
BANGKOK



The Ascott Sathorn and Sky Villas

Shareholding 60%

of Keys 177

Occ% 51%

MARriott
EXECUTIVE APARTMENTS
MAYFAIR - BANGKOK



Mayfair Marriott Executive Apartment

Shareholding 33%

of Keys 162

Occ% 55%

W
BANGKOK



W Hotel Bangkok

Shareholding 20%

of Keys 403

Occ% 39%

TRIPLE Y
Y³
HOTEL



Triple Y Hotel

Shareholding 100%

of Keys 102

Occ% 34%

Portfolio Occupancy

42%

Yearly Average
FY2020

13%

Quarterly Average
For 4Q/2020

~1,100 rooms

High-rise Residential
Serviced Apartment & Hotel

Market Outlook

- Triple Y Hotel started getting back on track with occupancy surpassing 30% by Sept-20.
- Market rates drop with many package deals to attract more locals.

Strategy

- Rationalizing operation cost and expanding income source.
- The long-term tenancy provided some cushion.

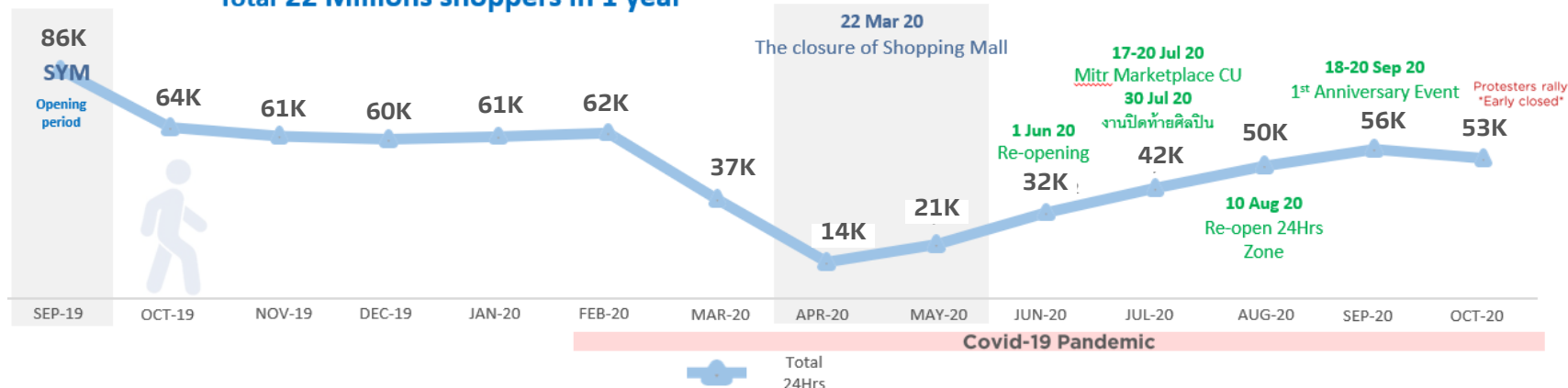
Commercial Property Retail Performance @ Samyan Mitrtown

Foot Traffic Report : 1 Year (Sep 19 - Oct 20)

Total 22 Millions shoppers in 1 year

Recovery Rate 85%*

* Compare to average foot traffic of Feb 20 before COVID-19 Infection Outbreak



Avg. Traffic OCT 20

52,794

↑ 62% from Avg. Target 33,000

Shoppers/Day

Leasing Occupancy
Rate

97%

Total Leasable Area 32,130 Sq.m.
Occupied Leasable Area 31,107 Sq.m.
*Included SAMYAN CO-OP

Marketing Activities
Sep19-Oct 20

141 Events

Challenges in 2021 ;

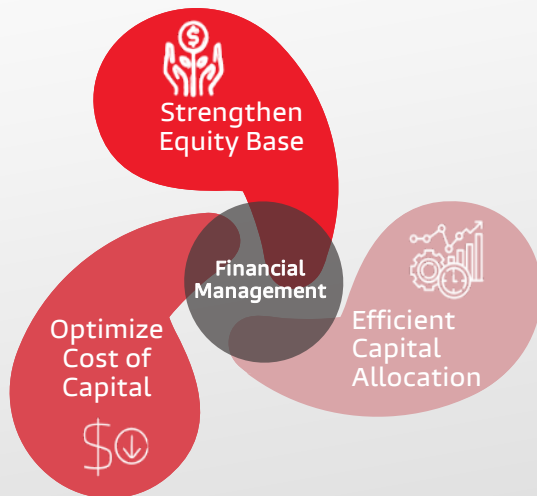
- Second Wave COVID-19
- Political Instability

Financial Performance

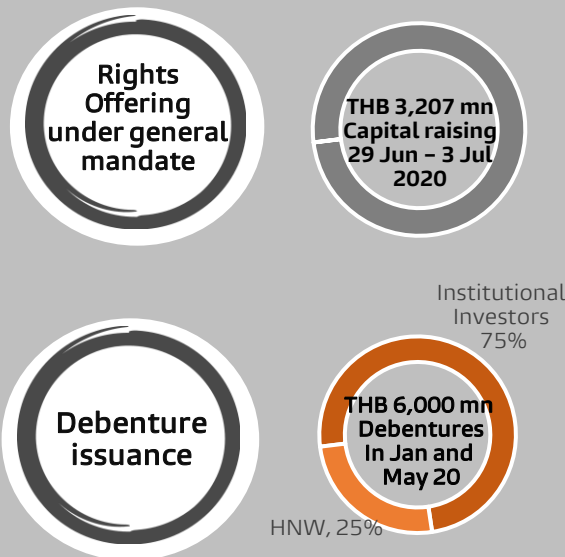
FY2020 Achievement

Optimized capital productivity across the group

Discipline Capital Management Framework



Efficient capital allocation with growing diversification and enlarged scale



- Strengthen balance sheet via higher equity base.
- FPT remains well supported by banks and debenture investors with ability to capitalize on borrowing at competitive rates.

” **TRIS reaffirm A- credit rating with stable outlook.** ”

FY2020 Key financial metrics remain solid

Revenue :

THB 20,490 mn ▼ 5% Y-o-Y
THB 21,571 mn in FY2019

Net profit :

THB 2,840 mn ▼ 18% Y-o-Y
THB 3,484 mn in FY2019



NPM¹ :

13.6% ▼ 0.77 pp Y-o-Y
14.4% in FY2019

EPS² :

THB 1.34 ▲ 40% Y-o-Y
THB 0.96 in FY2019



ROE³ :

9.3% ▲ 0.34 pp Y-o-Y
9.0% in FY2019

Net IBD/E :

1.39x ▼ 0.24x Y-o-Y
1.63x in FY2019



¹ Net profit margin (NPM) is calculated by dividing profit attributable to ordinary shareholders of the Company by total revenue

² Earnings per share (EPS) is calculated by dividing profit attributable to ordinary shareholders of the Company by the weighted average number of ordinary shares outstanding during the year

³ Return on equity (ROE) is calculated dividing profit attributable to ordinary shareholders of the Company by average shareholder's equity

Income resilience attributed to quality tenants & diverse sector mix

Segmental Revenue

Revenue (THB mn)	FY2019	FY2020	+/-	4Q19	4Q20	+/-
Residential property business	15,553	14,648	-5.8%	3,962	3,665	-7.5%
Industrial property business*	3,836	3,919	2.1%	854	1,868	118.7%
Commercial property business & hotel business	1,739	1,557	-10.4%	430	369	-14.3%
Other income	443	366	-17.4%	114	105	-8.2%
Total Revenue	21,571	20,490	-5.0%	5,360	6,007	12.1%

Gross Profit Margin (%)



Residential Property
30.1%
32.5% in FY2019

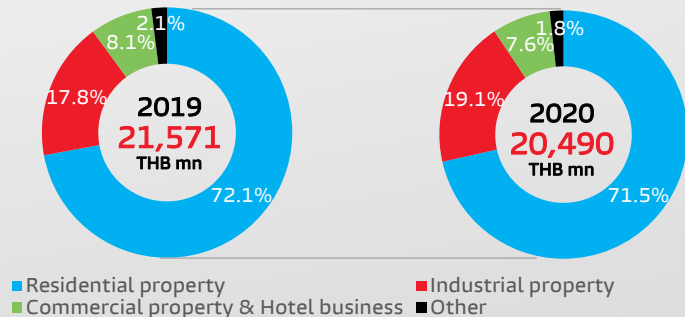


Industrial Property
49.6%
48.8% in FY2019

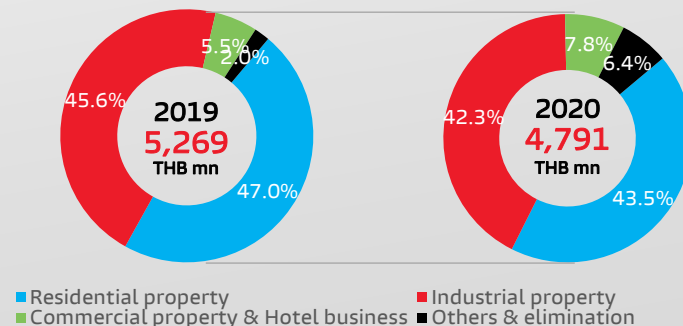


Commercial Property & Hospitality
33.4%
33.7% in FY2019

Revenue by Segment



EBIT by Segment**

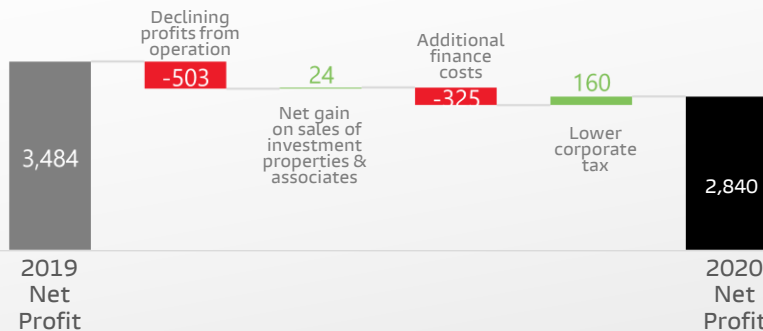


* Incl. management fees, gain on sales of investment properties and gain on sales of investment in associates

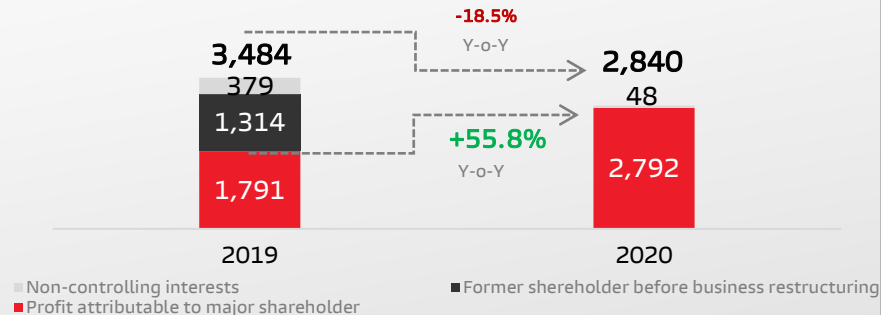
** Excl. share of profit of Asso & JV net of unrealised gains on sales of properties

Diversified portfolio cushioned earnings performance

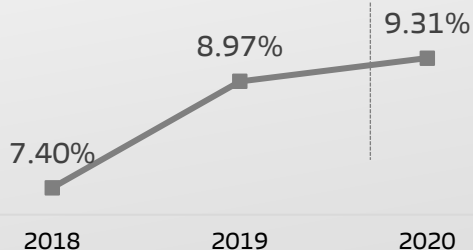
Net Profit Waterfall



Net Profit

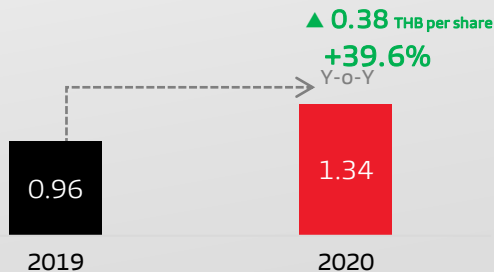


ROE*



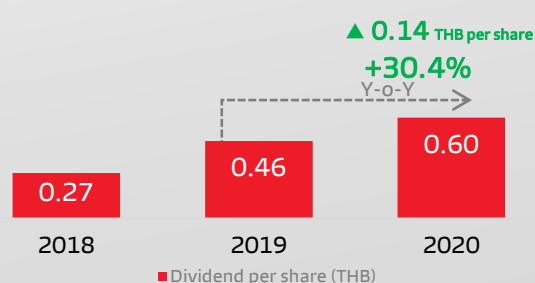
*Calculated by dividing net profit for the year over Ave. total shareholder equity

EPS*



*Calculated by dividing profit attributable to owners of the company over number of paid-up shares

Dividend

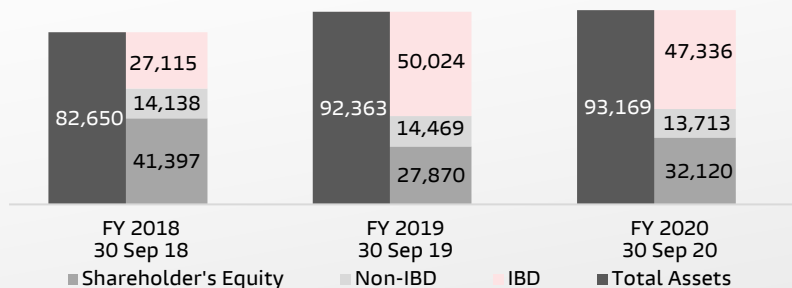


*Dividend yield is calculated using FPT closing share price one day before the date of Board of Director Meeting resolution.

Balance sheet on a firm footing

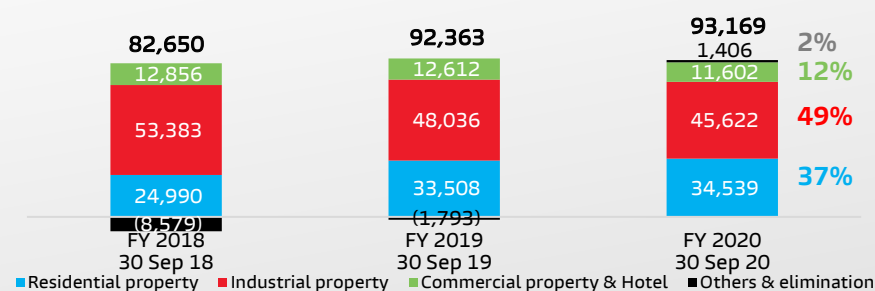
Balance Sheet Composition

(THB mn)



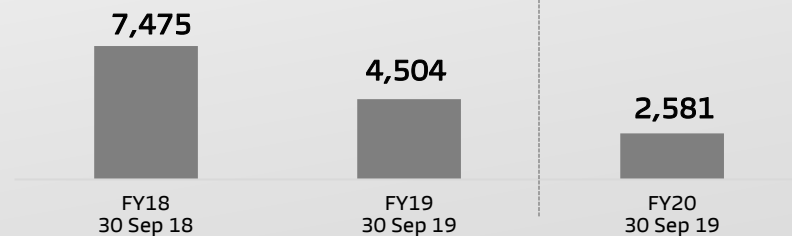
Asset segmentation

(THB mn)



Cash & Current Investments

(THB mn)



Gearing Ratio



*Calculated by a ratio of total loans, borrowings and liability under financial lease, net of cash & cash equivalents, to total shareholders' equity

Going Forward



FY 2020 Achievement

HOME

- ✓ **THB 32 bn** Presale
+3.4% Growth YoY
- ✓ **~36,900** On-Site Visitors
+30.4% Growth YoY
- ✓ **THB 14,648 mn**
Revenue -5.8% YoY
- ✓ **30%+** Gross Profit
Maintained

INDUSTRIAL

- ✓ **3.0 Mil sqm** AUM
Achieved +8.0% Growth YoY
- ✓ **81%** AUM Occupancy
77% Factory 84% Warehouse
- ✓ **4 AEI Projects**
Completed
- ✓ **THB 2,858 mn** Recycled
Asset +12.3% Growth YoY

COMMERCIAL

- ✓ **93%** Occupancy AUM for
Commercial -5.0 pp YoY
- ✓ **90%** Occupancy for SYM
Retail 6 floors at NLA
36,000 sqm

ONE Platform

for Sustainable Growth

อสังหาฯ ครบวงจร แพลตฟอร์มที่ยั่งยืน