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Agenda

- 3Q21 Quarterly Highlights and Business Outlook
- BU in Focus Segmental Performance
- Financial Summary
- Q&A





Business Review

Quarterly Snapshot

Prudent operational and capital management





HOME

8,016

2,947

New project launches in selected areas remain well received.



INDUSTRIAL

2.98

81%

Robust operational metrics with outperforming new leases from rising e-commerce demand



COMMERCIAL

Office occupancy remains strong despite softened leasing enquiry from lockdown.



FINANCIAL PERFORMANCE

463

1.49x

Prudent capital management with cost control measures in place.

Outlook: Staying tactical, finding opportunities for growth









Demonstrated integrated property execution capabilites



Frasers Property Thailand and affliliates have been recognized by Frost & Sullivan for:

- 2021 Thailand Property Development Competitive Strategy & Innovation Leadership Award
- 2021 Thailand Integrated Warehouse Developer Company of the Year Award



FPT stands behind our stakeholders during COVID-19 situation



On-going support at our construction sites

Vaccination Center at Samyan Mitrtown

Converting our factory into 'Community Isolation Center'















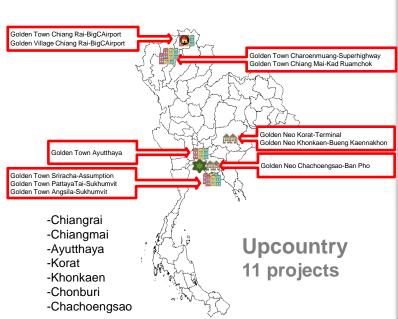
Frasers Property Home

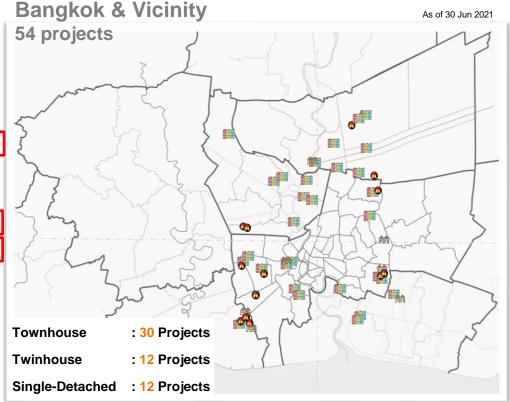
Residential Property Footprints in Bangkok and Upcountry





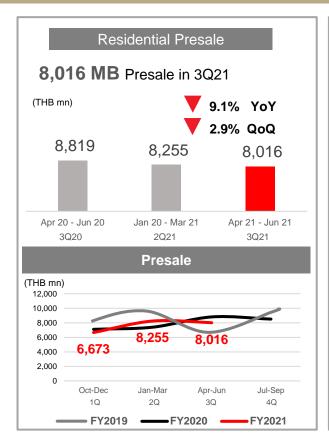
80 Billion Baht Project Value

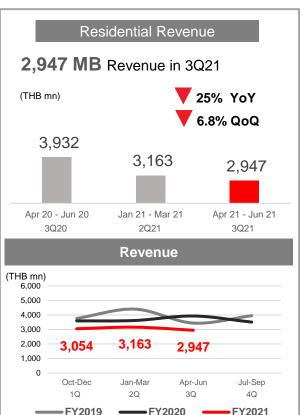


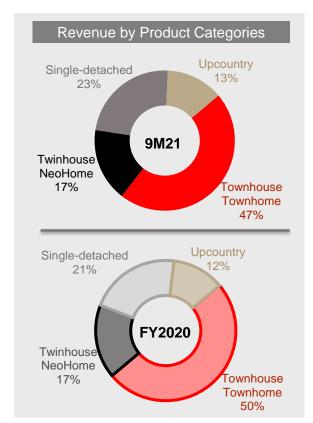


Residential Property **Sales Performance**









Residential Property

5 new projects launched in 3Q21 with social distancing procedures













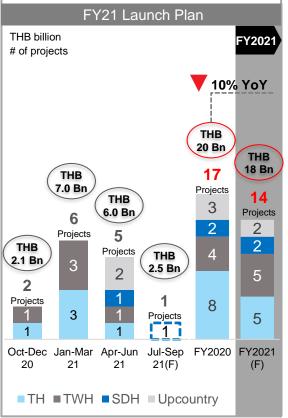
















Frasers Property Industrial

Industrial Property – Operational Performance Robust performance boosted by demand from e-commerce



+26.9K sq.m. YTD Net Add for total portfolio of asset under management

453 properties under management

1.16 mn sq.m. **AUM**

Factory E				
	Jun-20	Jun-21		
Occ rate	77%	77%		
WALE	1.92	1.69		
WALE	Years	Years		
YTD Net add	-9.6K sa.m.			

Warehouse Jun-20 Jun-21 82% 84% Occ rate 3.84 4.00 **WALE Years** Years YTD Net add +36.5K sq.m.

445 properties under management 1.82 mn sq.m. **AUM**

262 properties under management



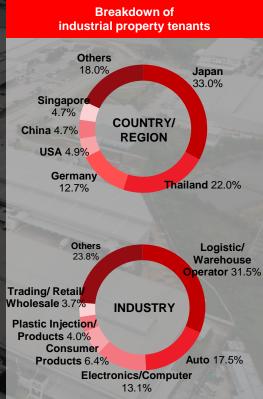
FPT 📥				F	TREIT
	Jun-20	Jun-21		Jun-20	Jun-2
Occ rate	80%	82%	Occ rate	80%	81%
YTD Net add	-105.5K	sq.m.¹	YTD Net add	+132.4	Sq.m.

636 properties under management 2.03 mn sq.m.

AUM

TREIT

Jun-21



Industrial Property – Construction scheduled on targets

April 2021

Completion & handover

9K sqm





21K sqm

Industrial GFA

July 2021

Completion & handover

Industrial Property – Launch of new logistics center in Bangplee







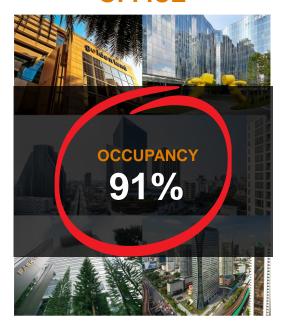


Frasers Property Commercial

Commercial Property – Prime Development Portfolio



OFFICE



TOTAL ~209,000 SQM AUM

RETAIL



NLA ~30,300 SQM

HOSPITALITY



NUMBER OF KEYS ~1,100 ROOM KEY

Office Leasing Performance



Portfolio Overview 239k sq.m.

Total asset under management (AUM) As at 30 Jun 2021

92% Flat QoQ

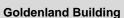
End of 3Q/2021 As at 30 Jun 2021

goldenland



MITRTOWN OFFICE TOWER SAMYAN MITRTOWN







FYI Center

50,021 sq.m



Mitrtown Office Tower / Retail

NLA	11,231 sq.m
Occ%*	68% ▼1pp QoQ
Asking Rent	THB 600/sq.m

Occ%* 95% flat QoQ Asking THB 900/sq.m Rent

NLA

NLA 46,995 / 30,337 sq.m. Office 83% flat QoQ Occ%* Retail 97% ▲ 2pp QoQ

Asking THB 1,200/sq.m Rent

REIT Management SATHORN **GOLDEN VENTURES** PARK VENTURES SQUARE



Sathorn Square



Park Ventures Ecoplex

NLA	73,035 sq.m	NLA	27,47	7 sq.m
Occ%*	94% flat QoQ	Occ%*	97%	▲2pp QoQ
Asking Rent	THB 1,100/sq.m	Asking Rent	THB 1	,500/sq.m

*End of period

Hospitality Performance



Portfolio Overview

~1,100 rooms

High-rise Residential Serviced Apartment & Hotel **24**% ▲3pp QoQ Quarterly Average

24% flat QoQ End of Period





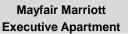


For 3Q/2021



As of Jun-2021





Shareholding 33% # of Keys 159 64% Occ%* ▲ 12pp QoQ



The Ascott Sathorn and Sky Villas

Shareholding 60% # of Keys 177 49% Occ%* ▲ 13pp QoQ





W Hotel Bangkok

Shareholding 20% # of Keys 403 9% Occ%* ▼10pp QoQ

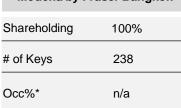


Triple Y Hotel

Shareholding 49% # of Keys 102 31% Occ%* ▲ 9pp QoQ







*End of period FPT Corporate Day | 3Q FY2021 20





Financial Performance



3Q21 and 9M21 Financial Metrics

	Unit: THB	3Q 2021 (Apr – Jun 2021)	YoY	9M 2021 (Oct 20 – Jun 21)	YoY
\$	Total revenue	3,845 mn	(22)% 4,937 mn in 3Q20	12,278 mn	(16)% 14,649 mn in 9M20
	Total expenses ¹	3,431 mn	(23)% 4,475 mn in 3Q20	10,824 mn	(16)% 12,839 mn in 9M20
\$	Net profit (excl. NCI)	463 mn	20% 385 mn in 3Q20	1,428 mn	(5.1)% 1,506 mn in 9M20
	Net profit margin ²	12.1%	4.3pp 7.8% in 3Q20	11.6 %	1.4pp 10.3% in 9M20
\$	EPS ³	THB 0.20	5.2% THB 0.19 in 3Q20	THB 0.62	(18)% THB 0.75 in 9M20
\$@	Net IBD/E	1.49x as of Jun 21	+0.1x 1.39X as of Sep 20		

¹ Include operating costs, SG&A, and finance costs

² Net profit margin (NPM) is calculated by dividing profit attributable to ordinary shareholders of the Company by total revenue

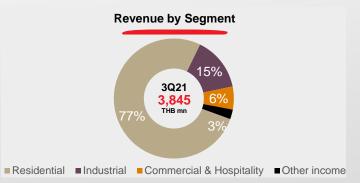
³ Earnings per share (EPS) is calculated by dividing profit attributable to ordinary shareholders of the Company by the weighted average number of ordinary shares outstanding during the year

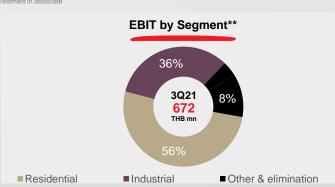
Segmental Breakdown



Revenue by Segment 2Q21 Vs 2Q20							
(THB mn)	3Q20 (Apr-Jun 20)	2Q21 (Jan-Mar 21)	3Q21 (Apr-Jun 21)	QoQ	YoY		
Residential property	3,932	3,163	2,947	(6.8)%	(25)%		
Industrial property*	538	761	560	(26)%	+4.1%		
Commercial & Hospitality	326	235	238	+1.3%	(27)%		
Other income	141	124	100	(19)%	(29)%		
Total Revenue	4,937	4,282	3,845	(10)%	(22)%		

^{*} Include rental & related service revenue, management fees, gain on sales of investment properties and gain on sales of investment in associate





^{**} Excludes share of profit of Asso & JV net of unrealised gains on sales of properties

Gross Profit Margin (%)



Residential Property 26.7% in 3Q21

28.0% in 3Q20



Industrial Property 60.7% in 3Q21

51.4% in 3Q20

%GP excl. sale of asset 62.4% in 3Q21 57.6% in 3Q20



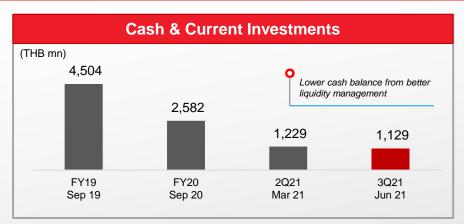
Commercial Property & Hospitality 30.2% in 3Q21

36.0% in 3Q20

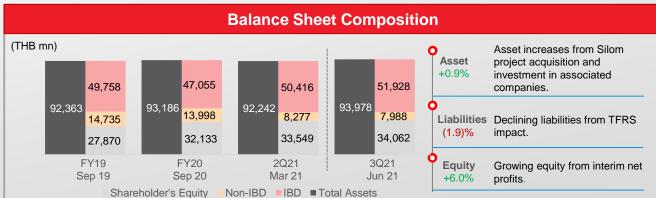




FPT Balance Sheet remains robust







> FPT successfully raised THB 5,000 mn through debenture issuance with 4.7 times oversubscription

TRIS reaffirms A-credit rating with stable outlook.

Issue Size	THB 5,000 mn
Purpose	Debt repayment and/or investment in projects and/or working capital
Tenor	3 Years
Coupon Rate	2.16%
Issue Date	6 May 2021





Profit & Loss statement (THB mn)	3Q20 (Apr-Jun 20)	3Q21 (Apr-Jun 21)	YoY %	9M20 (Oct 19-Jun 20)	9M21 (Oct 20-Jun 21)	YoY %
Total revenue	4,937	3,845	(22)%	14,649	12,278	(16)%
Revenue from sales of real estate	3,932	2,947	(25)%	11,142	9,163	(18)%
Rental and related service revenue	677	545	(19)%	2,064	1,662	(19)%
Revenue from hotel business	33	45	34%	290	119	(59)%
Management fee income	148	185	25%	475	534	12%
Gain on sale of investment properties	10	20	97%	40	536	1238%
Gain on sale of investment in associate	-	4	n/a	384	4	(99)%
Total cost and expenses*	4,186	3,173	(24)%	11,999	10,023	(16)%
Share of profits of Asso & JV, net of unrealized gains on sales of properties	12	119	907%	68	117	73%
Distribution costs and administrative expenses	(916)	(645)	(30)%	(2,682)	(2,219)	(17)%
Finance cost	(289)	(258)	(11)%	(840)	(800)	(4.7)%
Corporate tax expense	(74)	(73)	(1.3)%	(318)	(248)	(22)%
Profit for the period	400	459	15%	1,560	1,416	(9.2)%
>> Attributable to major shareholder	385	463	20%	1,506	1,428	(5.1)%
Net profit margin**	7.79%	12.05%	4.3pp	10.28%	11.63%	1.4pp
Earnings Per Share** (Unit in THB)	0.19	0.20	5.2%	0.75	0.62	(18)%





Inspiring experiences, creating places for good.