Frasers Property Thailand – Corporate Day

Fiscal Year 2022 Earnings for the Twelve-Month Period Ended 30 September 2022

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Agenda

- Business Updates & Outlook
- BU in Focus - Segmental Operating Highlights
- Financial Performance
- Q&A

Mitrtown Office Tower, Bangkok | Thailand

Business Updates

Fully Integrated Real Estate Platform

HOME

K. Saenphin Sukhee
CEO - Frasers Property Home (Thailand)

INDUSTRIAL

K. Sopon Racharaksa
CEO - Frasers Property Industrial (Thailand)

COMMERCIAL

K. Thanapol Sirithanachai
CEO - Frasers Property Commercial (Thailand)

FY22 Year in Review

	Reconnect	Rethink	Restart
Business	• **Re-activate business engagement** activities including events and roadshows • Overseas business trips to attract foreign direct investment	• Recalibrate strategy in respective business to respond to changing market environment • **Residential** - Penetrating SDH Market • **Industrial** – Expand into Indonesia • **Commercial** – Acquisition of Marriott Mayfair and launch Silom Edge	• **Brand building** towards FPT's commitment : 'Inspiring Experience, Creating Places for Good'
People	• **People development** through design thinking workshop and alpha digital tournament	• Update compensation and employee **benefits to attract Gen Z**	• 100% staff back **on-site with hybrid arrangement,** which allows to foster collaboration
Sustainability	• Resume **Sustainability Engagement program** and activities including main sponsoring of SX event	• **Drive sustainability as part of business development** (Green building certification, Solar Development)	• **Incorporate data analytics** for future sustainability tracking

FPT Corporate Achievements

Frasers Property Thailand further extends its sustainable leadership in real estate with national and international awards and certification for the third consecutive year

- Selected as one of the sustainable stocks of THSI among the companies listed on the Stock Exchange of Thailand
- Receiving a 5-star CG Rating of “Excellent” from the Thai Institute of Directors (IOD) to the sponsorship of the Stock Exchange of Thailand
- Achieving A-level for the corporate sustainability disclosures in the Southeast Asia Diversified Business category based on the international Global Real Estate Sustainability Benchmark (GRESB)

FY22 Performance snapshot

Strong business recovery, ready for growth

The Grand – Vibhavadi 60

HOME

23,797 **THB mn** Presales -20.7% YoY

11,420 **THB mn** Transfer -0.1% YoY

Significant rebound in gross profit margin on the back of expansion into SDH segment

Karawang SLP, Indonesia

INDUSTRIAL

3.40 Million sq.m. AUM

82% Overall Portfolio Occupancy Rate

Extension of Industrial Property's business presence to Indonesia, while Thailand portfolio remained healthy

Samyan Mitrtown, Bangkok

COMMERCIAL

91% Commercial Office-Retail AUM Occupancy Rate*

67% Hospitality AUM Occupancy Rate*

Recovering hospitality and retail market. Active retail engagement activities

*End of period

9th Let's Donate Blood Together during COVID-19 at SYM

FINANCIAL PERFORMANCE

2,464 **THB mn** Net Profit* +55.4% Y-o-Y

1.47x Gearing

Retained financial resilience with strong liquidity funding

*Profit attributable to major shareholders of the Company

Looking Forward

FY 2023 MACRO OUTLOOK

- GDP growth is projected at 3.8% for 2023, with tourism and investment to be key drivers
- Returning FDI from China relocation and Vietnam's economic uncertainty
- Thailand Policy rate is expected to increase
- High inflation and commodity prices will continue to put pressure on consumer spending

SECTOR OUTLOOK	FPT STRATEGY
• High household debt may impact home buyer's borrowing capacity • Stable demand for SDH and rebounding demand for condo	• Improve return and increase capital efficiency • Focus on development of small and medium sized projects
• Rising development cost and inflation • Intense competition from existing and new players	• Capitalizing on our landbank and development capability to defend market share
• Rebounding retail and hospitality sector • New office supplies and retail malls will pressure rent	• Early renewal of key tenants • Improve process and cost management • Enhance asset value through utilizing of tech platform

Source : BOT and SCB EIC, Q3 2022 (Economic Intelligence Center)

FRASERS PROPERTY

HOME

CORPORATE DAY BU HOME | 16 NOV 2022

แสนผิน สุขี

Chief Executive Officer, Frasers Property Home

Agenda

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01 Performance 2022

02 Business Plan 2023 and Strategy

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Performance 2022

ผลการดำเนินงาน

Footprints in Bangkok and Upcountry
จำนวนโครงการในปัจจุบัน

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75

Active Projects

97,000MB

Project Value

As of 30 Sep 2022

61

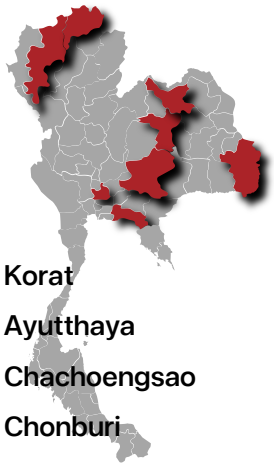
BANGKOK & VINCINITY PROJECTS

Townhouse	31 Projects
Single-Detached	18 Projects
Twinhouse	12 Projects

14

UPCOUNTRY PROJECTS

- Chiang Mai
- Chiang Rai
- Udonthani
- Khon Kaen
- Korat
- Ayutthaya
- Chachoengsao
- Chonburi



Performance 2022
ผลการดำเนินงาน

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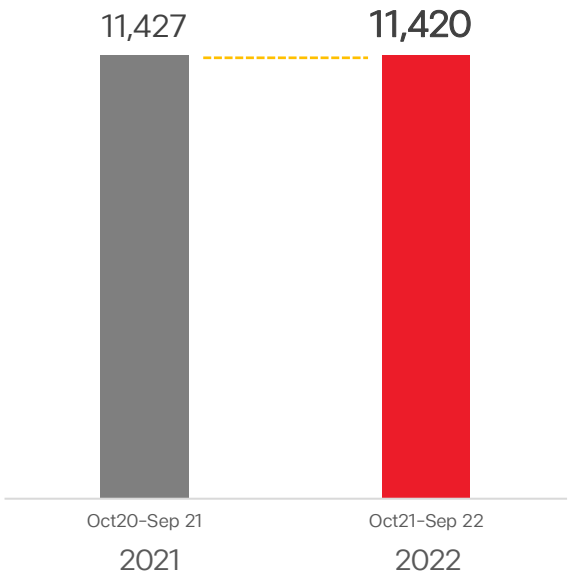
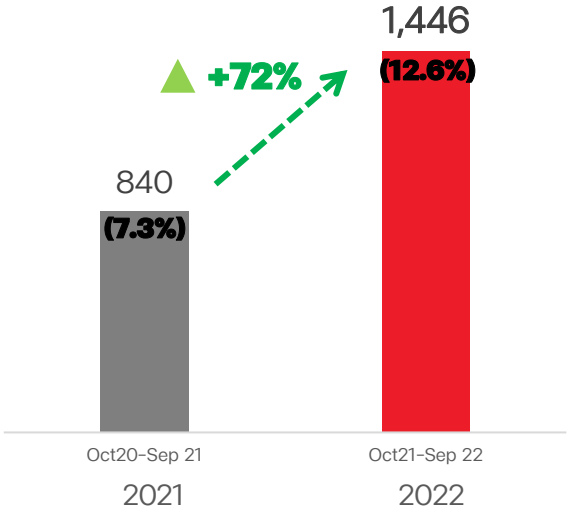
Revenue

11,420 MB

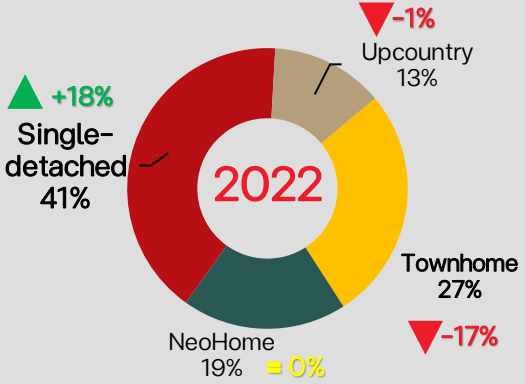


Net Profit

Growth YoY +72%



Revenue Portion

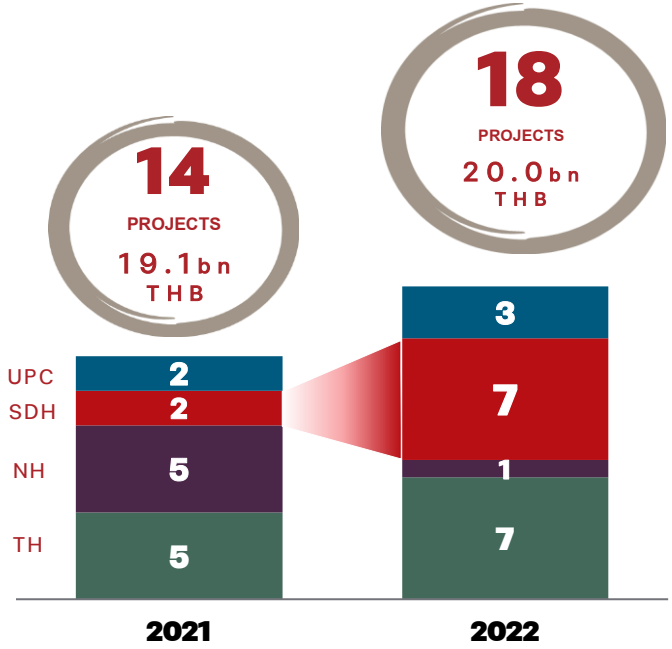


New Project 2022
โครงการใหม่

FRASERS PROPERTY

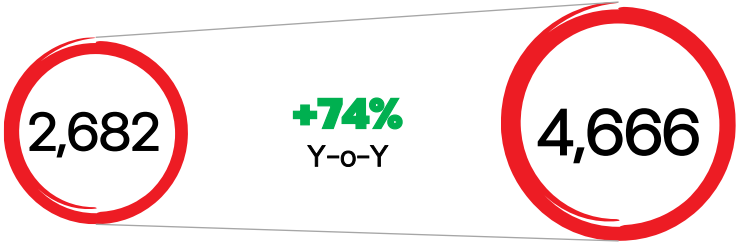
HOME

"เน้นเปิดโครงการบ้านเดี่ยว"



Key Driver : เพิ่มบ้านเดี่ยว

Single-detached house



Business Strategy 2022
กลยุทธ์การดำเนินงาน

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1 พัฒนาที่ดิน Land Bank

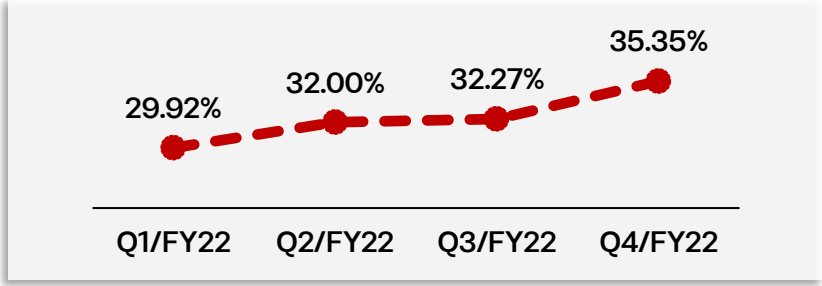
94%

เปิดโครงการใหม่จาก<u>ที่ดินเดิม</u>
17 โครงการ
จาก 18 โครงการเปิดใหม่

2 ขยายตลาดบ้านเดี่ยว

เปิด 7 โครงการใหม่ ปี 2022
จากเดิม 2 โครงการ ปี 2021

3 ขึ้นราคาขาย เพิ่ม GP



4 ลดและควบคุมค่าใช้จ่ายเป็นการ เพิ่ม NP

ลดค่าใช้จ่ายการขายและการตลาด ลดลง
10%
จาก 217 mb
เป็น 196 mb

ประหยัดค่าการดำเนินการที่โครงการ ลดลง
30%
จาก 415 mb
เป็น 315 mb

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Business Plan 2023

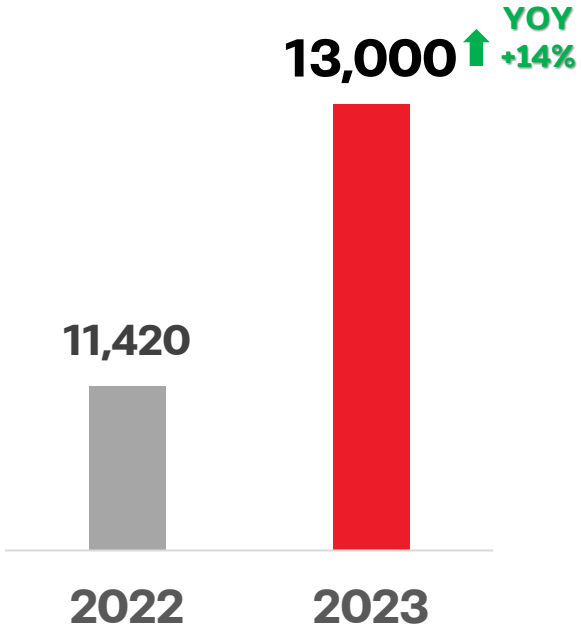
แผนการดำเนินงาน

Business Plan 2023
แผนธุรกิจ

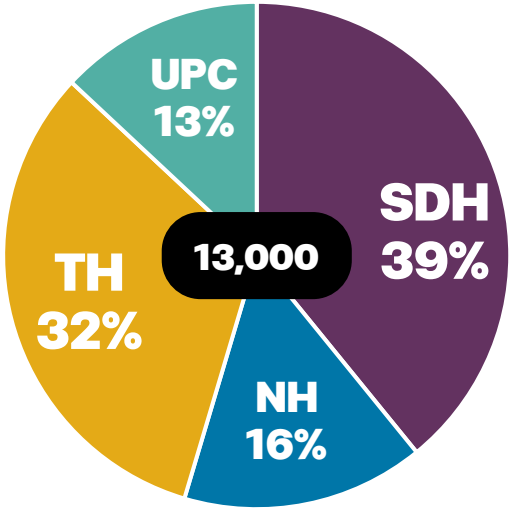
FRASERS PROPERTY

HOME

แผนรับรู้รายได้



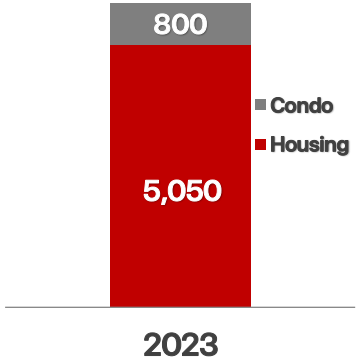
สัดส่วนรายได้

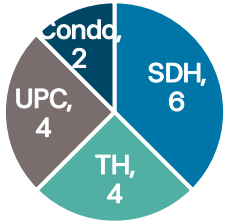


บ้านเดี่ยวเป็นสินค้าหลัก

แผนซื้อที่ดิน

5,850 MB
16 PLOTS





Business Plan 2023
แผนธุรกิจ

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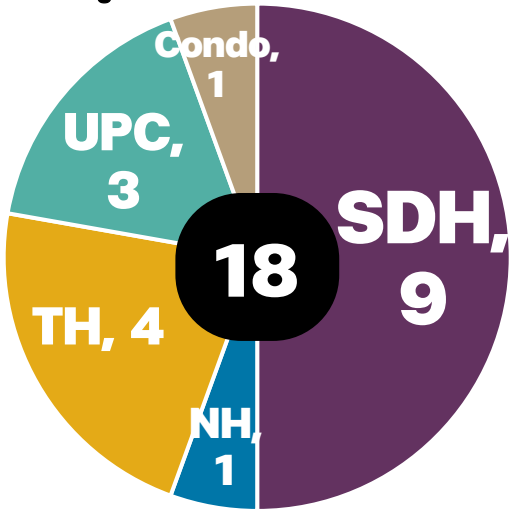
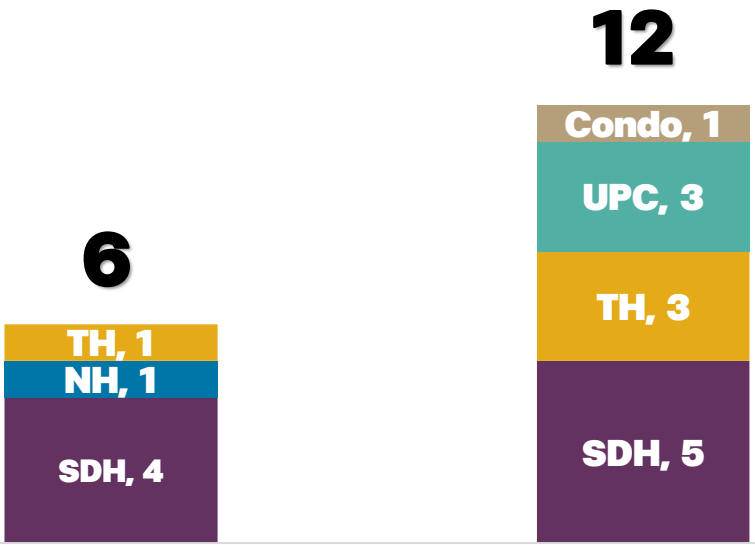
โครงการใหม่

มูลค่า 25,000 MB



เน้นหลักบ้านเดี่ยว 50%

แผนการเปิดโครงการ



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Business Strategy

กลยุทธ์การดำเนินงาน

ปรับฐาน และ เพิ่มประสิทธิภาพ

Business Strategy
ปรับฐาน และเพิ่มประสิทธิภาพ

FRASERS PROPERTY

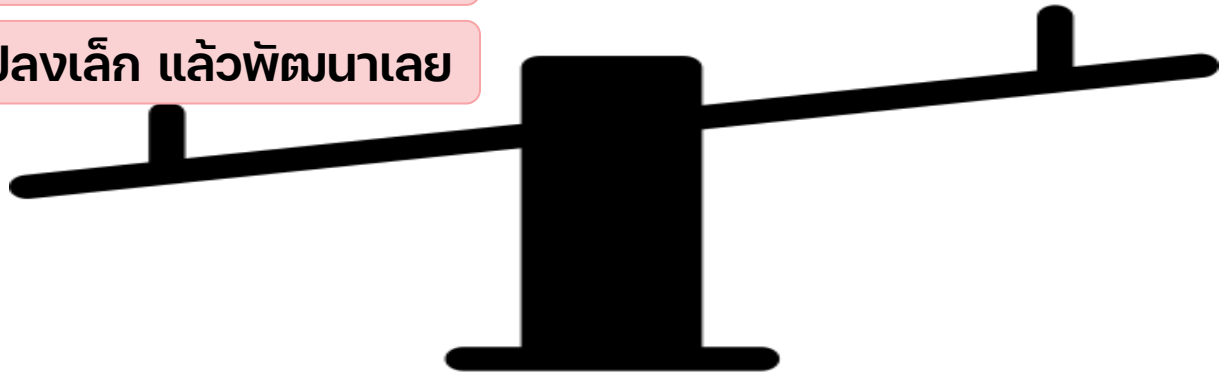
HOME

เพิ่ม Return

1. ขยายบ้านเดี่ยว
2. เพิ่ม Portfolio Condo
3. ขึ้นราคาขายบ้านเดี่ยว เพิ่มกำไร
4. ซื้อที่ดินแปลงเล็ก แล้วพัฒนาเลย

ลด Capital Employed

1. ระบาย Stock ทาวน์โฮม และ ต่างจังหวัด
2. Potential partnership



Business Strategy
ปรับฐาน และเพิ่มประสิทธิภาพ

FRASERS PROPERTY

HOME

เพิ่ม Return

1

เพิ่มพอร์ตบ้านเดี่ยว

ขยายบ้านเดี่ยว ในทุกระดับราคา

ด้วยสินค้าคุณภาพ และ นวัตกรรม

โดยเปิดเพิ่มอีก <u>9 โครงการ</u>

Business Strategy
ปรับฐาน และเพิ่มประสิทธิภาพ

FRASERS PROPERTY

HOME

เพิ่ม Return

2

เพิ่มพอร์ต Condo

การพัฒนาโครงการ

เน้นพัฒนา Low-rise
รับรู้รายได้เร็ว

ตั้งเป้ารายได้
20% ของ Portfolio
ภายใน 5 ปี

ทำเลเมือง ใกล้ศูนย์การค้า
จับ Real Demand
ราคา 3-5 ล้านบาท

- เปิดพร้อมกันหลายทำเล
- สร้าง Brand ลดค่าการตลาด

Business Strategy
ปรับฐาน และเพิ่มประสิทธิภาพ

FRASERS PROPERTY

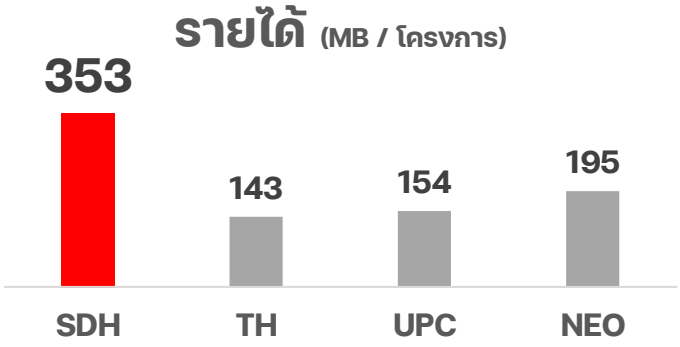
HOME

เพิ่ม Return

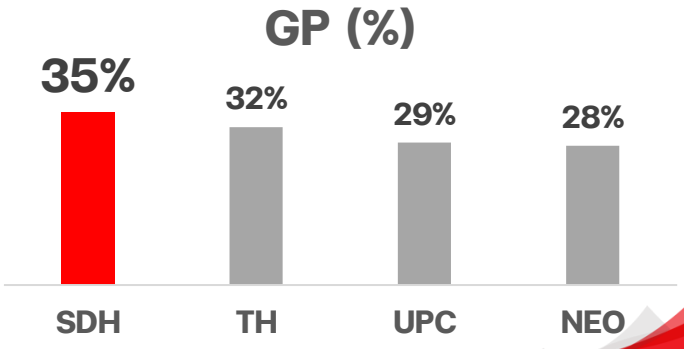
3

ขึ้นราคาขาย

รายได้ต่อโครงการ
ดีที่สุดเมื่อเทียบสินค้าอื่นๆ



บ้านเดี่ยวทำกำไร
ได้ดีที่สุด



Business Strategy
ปรับฐาน และเพิ่มประสิทธิภาพ

FRASERS PROPERTY

HOME

เพิ่ม Return

4

ซื้อที่ดินแปลงเล็ก

พัฒนาโครงการเร็ว

รับรู้รายได้เร็ว

Business Strategy
ปรับฐาน และเพิ่มประสิทธิภาพ

FRASERS PROPERTY

HOME

ลด
Capital Employed

1
ระบาย Stock
ทาวน์เฮ้า และ ต่างจังหวัด

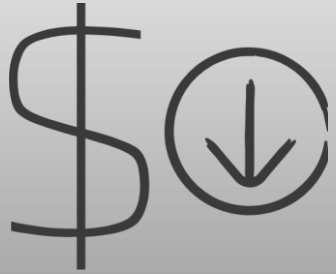
- จัด Big Campaign
- เพิ่มค่าการตลาด
- เพิ่มโปรโมชั่น

Business Strategy
ปรับฐาน และเพิ่มประสิทธิภาพ

FRASERS PROPERTY

HOME

ลด
Capital Employed



2
ร่วมทุน

กรุงเทพฯ ปริมณฑล
"บริษัทร่วมทุน"

ต่างจังหวัด
Local Landlord

Rojana Industrial Estate unit B2.1/2. Ayutthaya, Thailand

Business Unit Highlights

Frasers Property Industrial

Overview of FPT Industrial Property

AUM Portfolio Overview – Industrial & Logistics

Portfolio Overview

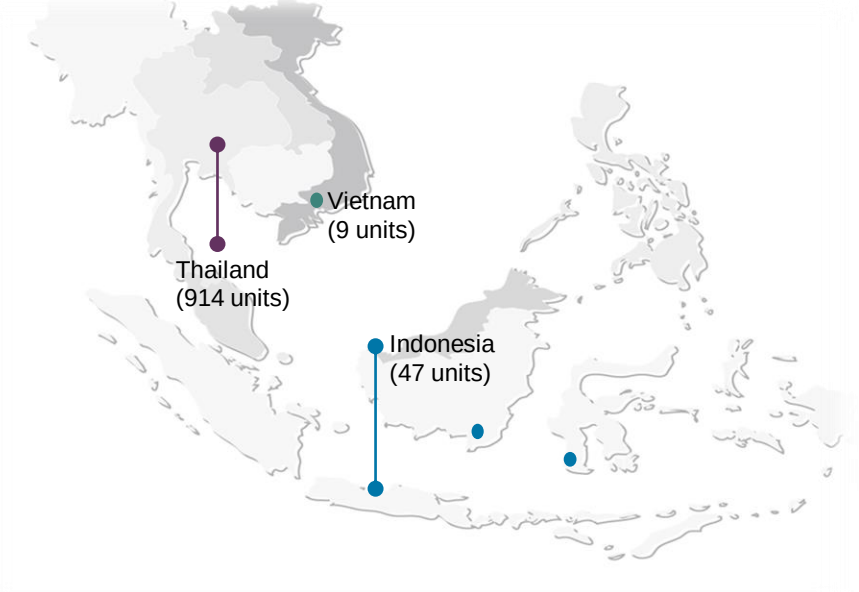
Properties
970 units

NLA
3.4m sqm

NLA (AUM)
3.4 mil sqm

Factory **1.2 mn sqm.**

Warehouse **2.2 mn sqm.**



Regional reach with strong fundamentals

Modern assets located in prime locations with strong occupational dynamics and transport links

High occupancy rates with moderate WALE

High retention rates at 84%

As of 30 Sep 22	Thailand	Indonesia	Vietnam	Portfolio
No. of Properties	914	47	9	**970**
NLA	3.19mn sqm	0.15mn sqm.	0.40mn sqm	3.30mn sqm
Occupancy Rate	83%	70%	60%	82%
WALE	3.04 Years	3.41 Years	10.00 Years	3.11 Years
Average Age	11.7 Years	6.1 Years	0.4 Years	11.5 Years

Thailand Industrial Property – Operational Performance

Occupancy remained high with strong leasing appetite

+81K sq.m.* Net Add for asset under management

Factory

455 properties under management

1.16 mn sq.m. AUM

	Sep-21	Sep-22
Occ rate	77%	80%
WALE	1.61 Years	1.67 Years
YTD Net add	+24.3K sq.m.	

Warehouse

459 properties under management

2.03 mn sq.m. AUM

	Sep-21	Sep-22
Occ rate	88%	84%
WALE	4.00 Years	3.89 Years
YTD Net add	+56.2K sq.m.	

FPT

238 properties under management

1.05 mn sq.m. AUM

	Sep-21	Sep-22
Occ rate	80%	77%
YTD Net add	+19.5K sq.m.[1]	

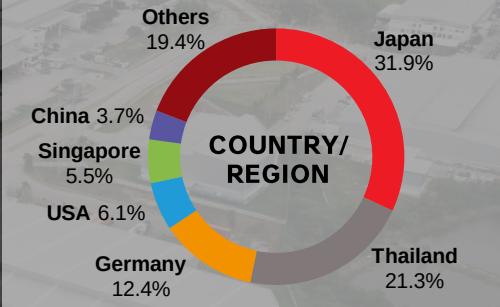
FTREIT

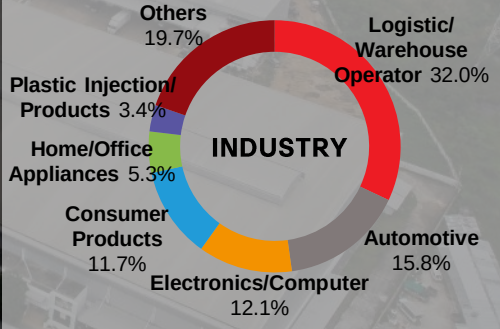
676 properties under management

2.14 mn sq.m. AUM

	Sep-21	Sep-22
Occ rate	86%	86%
YTD Net add	+61.0K sq.m.	

Breakdown of industrial property tenants





*Based on actual physical new take-up minus non-renewal space and early terminate leases, excluding guaranteed lease area for vacant transferred asset

Thailand Industrial Property

Selected Property Development Completion in FY 2022

Bangna 2 Logistics Park | Chacheongsao

Smart& Sustainability Logistic Parks in EEC

Amata City Industrial Estate | Rayong

Built-to-Suit factory for electrical/electronics manufacturing

Frasers Property Logistics Center, Bangplee 7

Unique facility with FM Global standards, GMP compliance, and certified LEED GOLD

Frasers Property Logistics Center, Bangplee 2

State-of-the-art e-Commerce fulfillment centre

Frasers Property Logistics Center, Wangnoi 2

Modernized warehouse space serving 3PLs

New Development

+153K

in FY22

Indonesia Investment Property – Operational Performance

Key Portfolio Metrics (Sept 22)

Occ rate
70%

3 Locations
47 Units
Freehold Titles

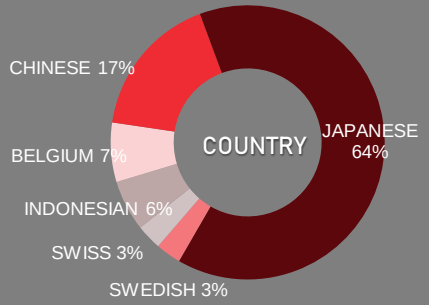
WALE
3.41
Years

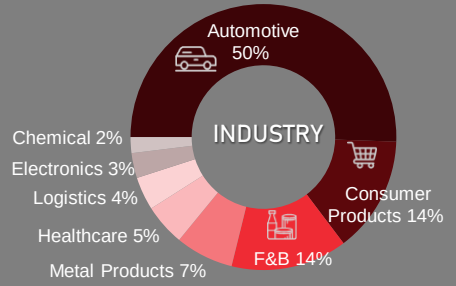
NLA
149,656
Sq.m.

Key Investment Rationale

"Indonesia provides a diversifying growth opportunity buoyed by reviving exports and consumptions"

Tenants Breakdown by Revenue





Vietnam Investment Property – Operational Performance

Key Portfolio Metrics (Sept 22)

Total **58.84** ha
Land sales **18.5** ha
RB/BTS **230,000** sqm

Occ rate **60%**

1 Location, **9** Units, Leasehold Title

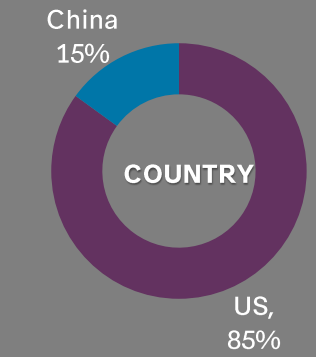
WALE **10.0** Years

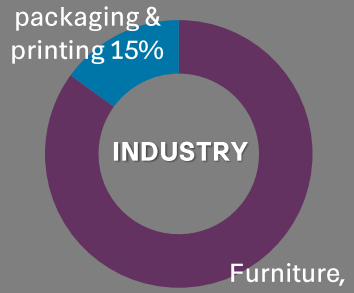
NLA **40,360** Sq.m.

Accessibility & Convenience Location

BINH DUONG INDUSTRIAL PARK	
Distance to	Minutes
HCMC CBD	60'
Tan Son Nhat Airport	75'
Long Thanh Airport	90'
Cat Lai Port	120'
Cai Mep Port	120'

Tenant breakdown by revenue





Key Developments

RB/ BTS Phase 1

- Complete construction RBF Phase 1
- Occupancy rate 60% (Pre-leasing 68%)

RB/ BTS Phase 2

- Planning in progress to develop Phase 2 (RBF and RBW and Industrial Service Center) with target completion in FY23

Land Divestment

- On progress for ~70,000 sqm land divestment in FY23

Gain from assets recycling boosted earning

Successfully divestment Industrial assets to FTREIT

FY2022
Transaction Summary

Total Value of Transaction
THB **1,715** mn [1]

Net Leasable area
78,615
sq.m.

100% Freehold rights

- **27 prime Industrial & logistics properties** in key logistics hubs and centralized in industrial estate

Factories
13 Units

- Navanakorn Industrial Promotion Zone
- Rojana Industrial Park – Ayutthaya
- Banwa (Hi-Tech) Industrial Estate
- Rojana Industrial Park – Prachinburi
- Kabinburi Industrial Zone

Warehouses
14 Units

- Frasers Property Logistics Center (Eastern Seaboard 2A)
- Frasers Property Logistics Center (Phanthong 1)
- Frasers Property Logistics Park (Eastern Seaboard 3)

Total gain on sales of investment properties in FY22

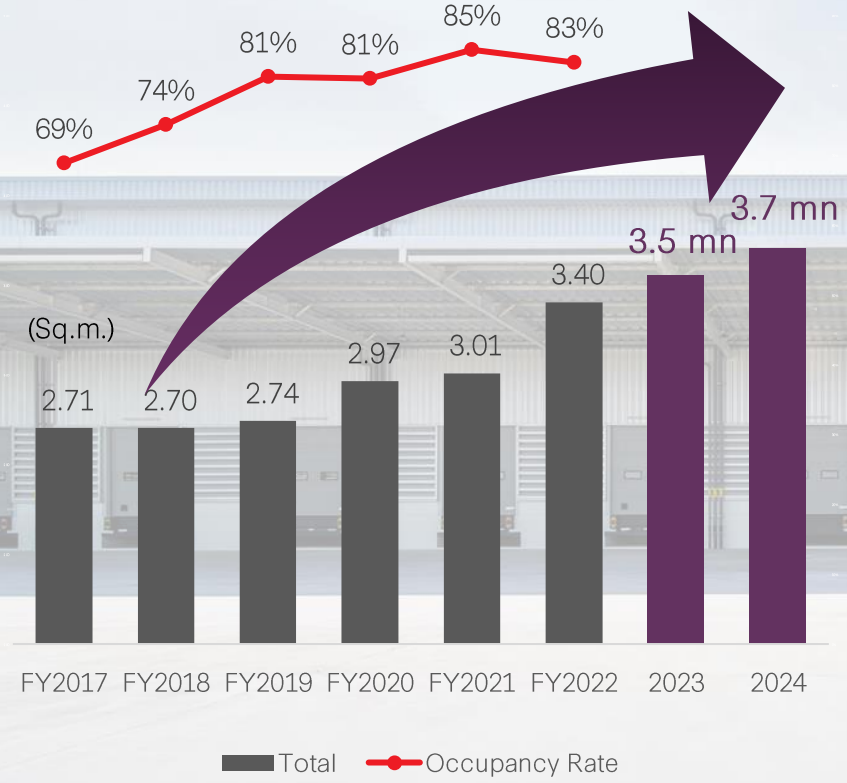
869
THB mn

In FY22, FPT transferred assets to FTREIT in Jun 22, Aug22 and Sep 22

(1) Exclude transfer fee, tax, registration fee and other acquisition expenses

The Strategic Playbook

AUM Achievements and Future Growth



Aspiration

Industrial Brand of Choice, A Leader in Modern Industrial Property provider in Thailand and Southeast Asia

Where to Play

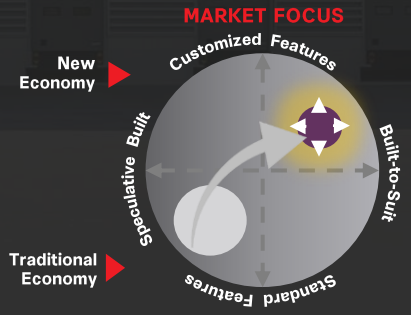
Modern Industrial Property

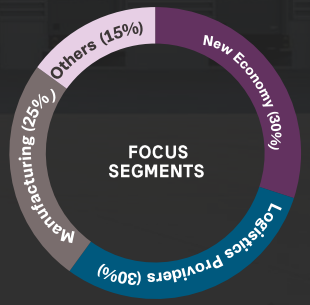
Built to suit development

New economy sector

How to Win

- Go Max
- Go Micro
- Go Mix
- Go Flex
- Go Green





Sustainability will be part of future Industrial Development

Our Commitment to Sustainability

1 **Net Zero by 2050**

2 **Climate Resilience**

3 **Green Certify 80% of our assets**

4 **Green Financing**

Energy Achievements in FY22

Solar

3.5 MW capacity committed

LED – Energy Saving Program

2064 LEDs installed

Solar grass cutter procurement

10 machines replaced, with expected reduction in fuel by 23 liters and carbon 0.046 TCo2

Waste Sorting Facilities Implemented for 4 Logistics Parks

Solar PV installed for Operation office usage

Awards and Sustainability Achievements FY22

Key Highlight

Executive Summary
Investment Details, Target Completion and Lease Terms

- ✓ ESP was rolled out in 2021 with plans to phase out old lighting fixtures in favor of new LED lighting and to improve the marketability of our asset.
- ✓ This year, we continue to replace the old lighting fixtures in favor of new LED lighting and to improve the marketability of our asset.
- ✓ In FY2022, FPIT & FTREIT has replaced LED 2,064 lamps that saving carbon emission around 983 tones or equivalent to 103,474 trees
- ✓ FPP can secure solar contract with 9 customers with install capacity 3.54 MW

Customer Take-up
Overall Details

LED	Solar Panel
✓ **2.3 MB Profit for FPIT** for 23 customers • **0.09 MB** Profit for LED replacement : • **2.03 MB** Profit for installation of LED • **0.14 MB** Profit for disposal of high bay light ✓ The 11 customers also **improve WALE** as they take on longer leases ranging from 3 to 6 years term and **higher rental rate**.	✓ **Total 9 customer singed to install solar panel with FPIT** e.x Central, Powerbuy, Autoliv, Havi, Bollore, DKSH etc. ✓ **Capacity signed up 3.54 MW** with long contract commitment

Energy Achievement in FY2022
Movement Details

3.54 MW
Committed capacity

2,064 lamps
LED Replacement

3,793 tones
Reduce Carbon emissions

106,432 trees
Equivalent to

Awards & Sustainability achievement
Awards and achievement detail

- ✓ This year, FPIT received **"Real Estate Asia Award 2022"** and **"Frost & Sullivan for best practice award for sustainable warehouse development".**
- ✓ GRESB 2 stars for development benchmark report and standing investments benchmark report.

GRESB REAL ESTATE

2022 GRESB Development Benchmark Report
Frasers Property (Thailand) Public Company Limited | Frasers Property (Thailand) Public Company Limited
GRESB Rating

2022 GRESB Standing Investments Benchmark Report
Frasers Property (Thailand) Public Company Limited | Frasers Property (Thailand) Public Company Limited
GRESB Rating

Assumption 1) Assume 12 hours operation per day with 365 days, 2) 2,064 lamps can be saving the energy = 2,260,080 kWh 3) Co2 emissions = 0.435 kg-Co2 per kWh 4) 1 tree = 0.0095 tone of Co2

Our Achievements in Green Building Certifications

Our Commitment to Certify All New Developments

2015

LEED Certified®

Asia Industrial Estate Suvarnabhumi Factory M2/7

Aug 2015

2016

LEED Silver®

Frasers Property Logistics Park Wangnoi 2 W16

April 2016

2017

LEED Gold®

Frasers Property Logistics Center (Bangplee 4) W1

Oct 2017

LEED Silver®

Frasers Property Logistics Center (Bangplee 1)

Dec 2016

2018

EDGE-certified

Frasers Property Logistics Center (Bangplee 4) W2

May 2018

2019

LEED Certified®

Power Buy distribution center Frasers Property Logistics Center (Bangplee 6)

Sept 2019

2020

LEED Gold®

Frasers Property Logistics Center (Bangplee 2) W8

July 2021

2021

LEED Certified®

Frasers Property Industrial (Khonkaen) W1

LEED Silver®

Frasers Property Logistics Center (Wangnoi) W16

2022

LEED Silver®

Frasers Property Logistics Center (Bangplee 2) W9

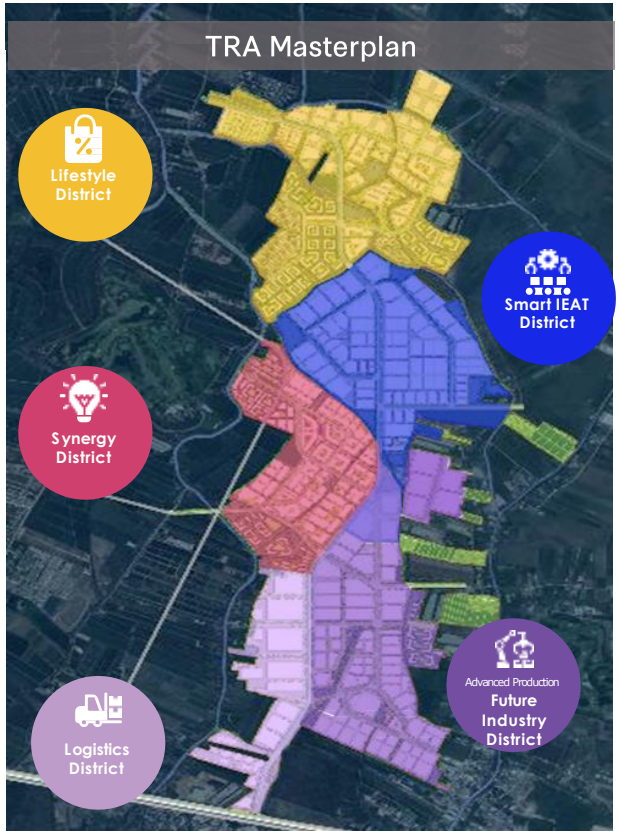
TREES GOLD

Frasers Property Amata City Rayong Industrial Estate, MM6

In progress

PROUDLY PURSUING LEED CERTIFICATION

Good progress on TRA Industrial Township



Development progress

2020 — **Design and Feasibility Study**

- Visions & Strategies
- AECOM Master Plan completion
- Adjacent land acquisitions

2021 — **Site Preparation, Design Development**

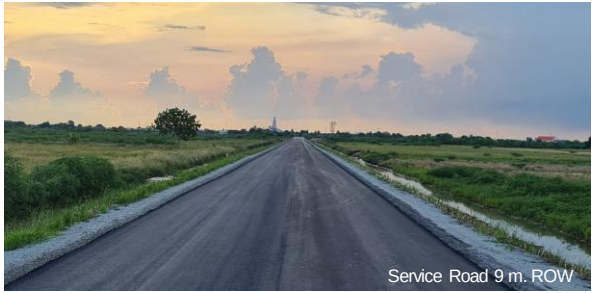
- Site preparation/ Temporary road
- Kick-off 1st Phase master plan

2022 — **Construction Works, Branding & Marketing**

- Start constructions works (electricity, water and road)
- Indicative customer secured

2023 — **Land Sale, Marketing, Public Relations**

Laying down the foundation ready for future development



Launching April 2023

Key Target for FY23

Divest assets to FTREIT
THB 1,000 m
Non-Core Asset Divestment
THB 700 m

Target New Developments
150,000 sqm

Investment Budget
THB 4,500 m
for Thailand, Indonesia and Vietnam

Sustainability
For new development and existing buildings

New Logistic Park
Bangna KM 32

Digital Transformation
Digital Services & Loyalty Program

FYI Center, Bangkok | Thailand

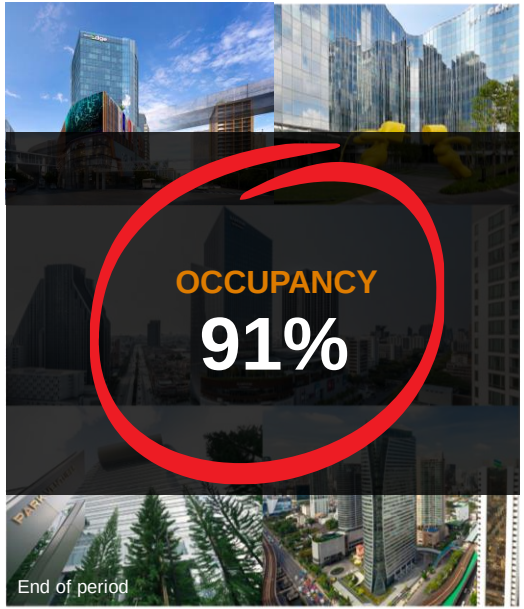
Business Unit Highlights

Frasers Property Commercial

Commercial Property

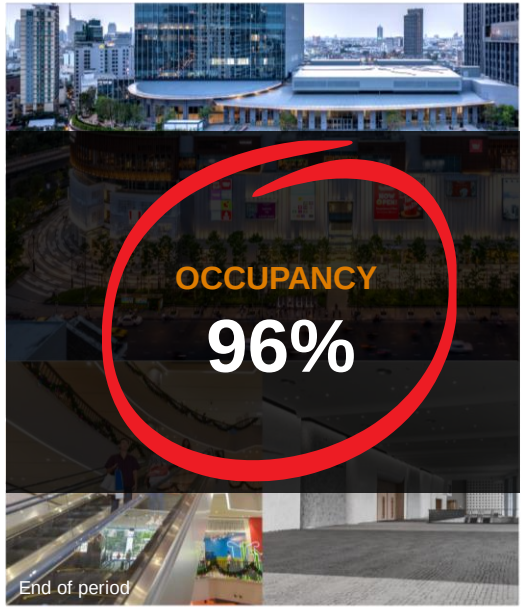
Prime asset portfolio remains robust with positive tailwind from opening of boarder

OFFICE



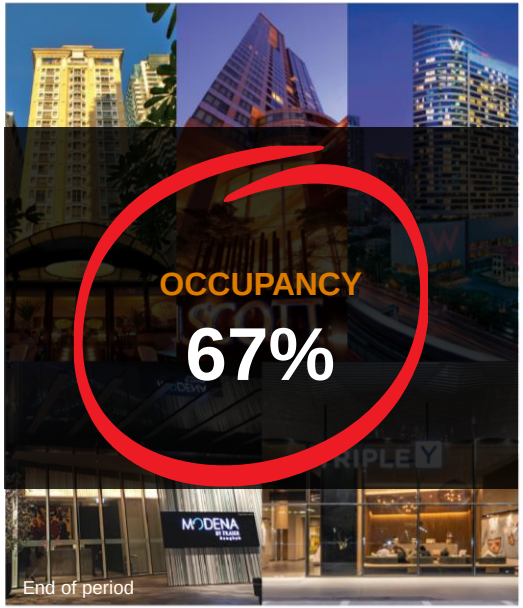
TOTAL ~209,000 SQ.M. AUM

RETAIL



NLA ~30,600 SQ.M.

HOSPITALITY



NUMBER OF KEYS
~1,100 ROOM KEY

Commercial Property

High occupancy of mature commercial office assets adds to resilience

Portfolio Overview

239k sq.m.
Total asset under management (AUM)
As at 30 Sep 2022

91%* ▼ 1pp QoQ
End of FY22
As at 30 Sep 2022 *Including SYM Retail Plaza

Silom Edge

NLA	11,562 sq.m
Occ%*	Office 65%
Asking Rent	THB 950/sq.m

FYI Center

NLA	49,834 sq.m
Occ%*	91% ▼ 4pp QoQ
Asking Rent	THB 950/sq.m

Mitrtown Office Tower / Retail

NLA	46,977 / 30,600 sq.m.
Occ%*	Office 93% ▲ 3pp QoQ Retail 96% flat QoQ
Asking Rent	THB 1,200/sq.m

REIT Management

Sathorn Square

NLA	72,679 sq.m
Occ%*	90% flat QoQ
Asking Rent	THB 1,100/sq.m

Park Ventures Ecoplex

NLA	27,418 sq.m
Occ%*	97% ▲ 2pp QoQ
Asking Rent	THB 1,500/sq.m

*End of period

Commercial Property

Reviving hospitality occupancy from easing of travel restrictions and higher tourist arrivals

Portfolio Overview

~1,100 rooms
High-rise Residential
Serviced Apartment & Hotel

63% ▲ 11pp QoQ
Quarterly Average
For 4Q FY2022

67% ▲ 6pp QoQ
End of FY22
As at Sep-2022

Mayfair Marriott Executive Apartment	
Shareholding	100%
# of Keys	159
Occ%*	82% ▼ 4pp QoQ

The Ascott Sathorn and Sky Villas	
Shareholding	60%
# of Keys	177
Occ%*	72% ▼ 3pp QoQ

W Hotel Bangkok	
Shareholding	20%
# of Keys	403
Occ%*	57% ▲ 10pp QoQ

Triple Y Hotel	
Shareholding	49%
# of Keys	102
Occ%*	75% flat QoQ

Modena by Fraser Bangkok	
Shareholding	100%
# of Keys	238
Occ%*	64% ▲ 36 pp QoQ

*End of period

Samyan Mirtown Asset Performance

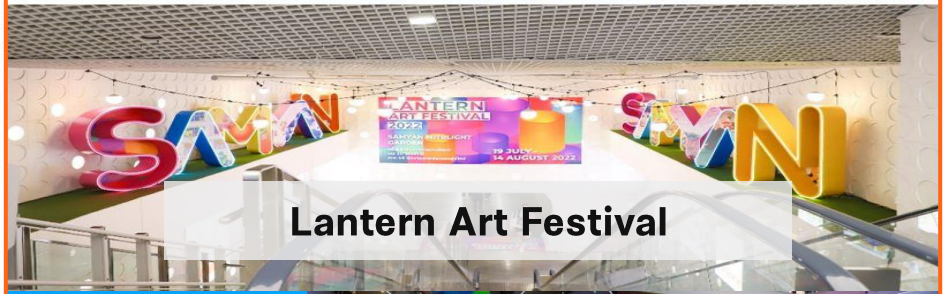
Increasing traffic trend along with active marketing engagement

Average Visitor per Day

49k

As at Sep 22

74% Traffic Recovery from pre-Covid



Residence

- **Completed Sold out Triple Y residence on August 22**

Total Sales Value (m Baht)	Unit Price (Baht/Sq.m.)
2,475	133,035

Grand Opening of Silom Edge in FY23

Silom Edge

Property's Key Information

Total Investment (Million THB)	1,800
Location	Silom Rd. & Rama IV Rd. (Silom MRT & Saladaeng BTS Station)
Remaining Property Age	27 years
Land Area	2-2-71 Rai
Car Park (Units)	300
GFA (Sq.m.)	50,000
NLA (Sq.m.)	Office 11,562 Retail 8,497

Pre-leasing Occupancy (as at 30 Sept 22)

OFFICE (Core & Flex)	**65%**
RETAIL	**42%**

* Retail Commercial Operations Date
Phase 1: B1, G Floor open on Mon 3 Oct 2022
Phase 2: 1st, 2nd , 3rd , 4th, 9th open on Wed 16 Nov 2022

Hospitality Business Outlook

Recovering performance after the country's reopening

Occupancy

67% ▲ 43pp YoY

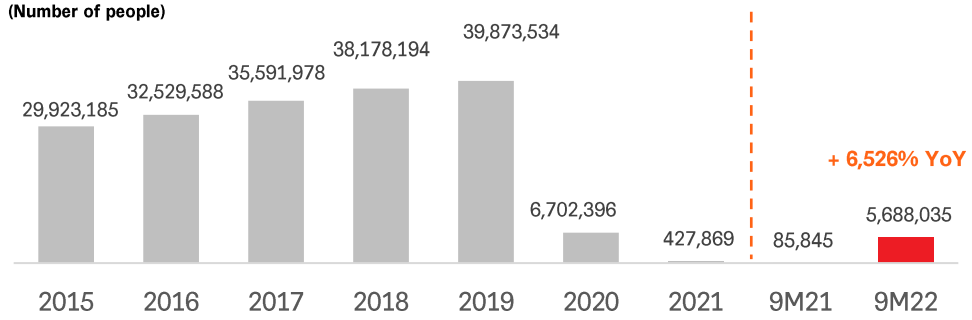
End of FY22
As at Sep-2022

Revenue (M Baht)

329.2 ▲ 102.4% YoY

FY22

International Tourist Arrivals in Thailand



Source: MOTs

Business Strategy

- Revenue growth from a higher Average Daily Rate (ADR)
- Tapping into more affluent travelers from the Middle East, India, and Southeast Asian countries
- Increased targeting of MICE (Meetings, Incentives, Conferences, Exhibitions) tourism sectors
- Moderna to benefit from more business from the opening of QSNCC in 2022
- Maximizing Food & Beverage revenues

Strategic Direction FY2023

Re-Connect and Re-Imagine possibilities. Explore new opportunities

RETAIN

Retain tenants in portfolio

- ***Enhance customer experience*** in key touch points
- ***Upgrade building facilities*** to increase tenant's well-being and convenience
- ***Offer integrated add-on services*** hotel package, co-marketing affiliated business, or tenants.

MAINTAIN

Maintain occupancy and revenue

- Fill up vacancy and ***quick replacement***
- ***Flexible rental terms and incentives***
- Develop new rental model i.e. furnished office
- ***Improve operation process*** & protocol to increase workplace performance
- ***Cost-effective building management***

ENHANCE

Enhance asset value

- ***Digital and technology-driven platform*** to increase efficiency and reduce cost
- ***Continue 'core and flex'*** for hybrid working and elevate revenue
- ***New business through*** **partnership engagement**
- Integrate sustainability in property management

Samyan Mitrtown, Bangkok | Thailand

Financial Summary

For the Twelve-Month Period Ended 30 Sept 2022

4Q22 and FY22 Financial Metrics

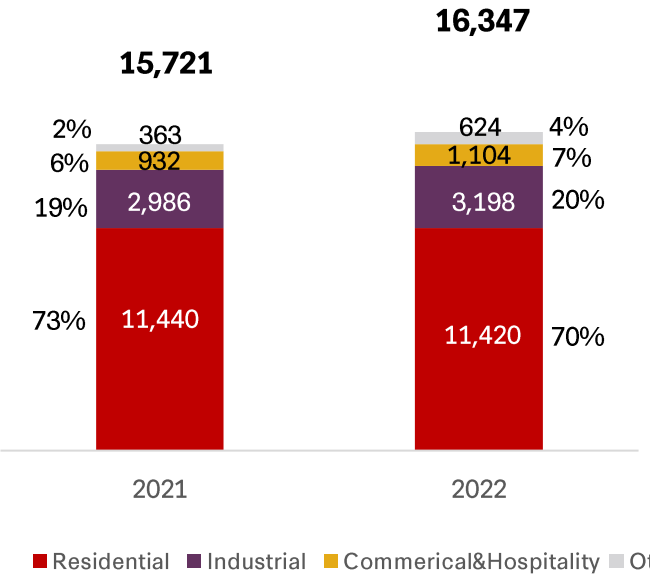
Unit: THB	4Q 2022 (Jul 22 – Sep 22)	YoY	FY 2022 (Oct 21 – Sep 22)	YoY
Total revenue	**4,516 mn**	▲ 31% 3,443mn in 4Q21	**16,347 mn**	▲ 4% 15,721 mn in FY21
Total expenses[1]	**3,556 mn**	▲ 15% 3,094 mn in 4Q21	**13,429 mn**	▼ 4% 13,918 mn in FY21
Net profit (excl. NCI)	**721 mn**	▲357% 158 mn in 4Q21	**2,464 mn**	▲ 55% 1,586 mn in FY21
Net profit margin[2]	**16.0%**	▲ 11pp 4.6% in 4Q21	**15.1%**	▲ 5pp 10.1% in FY21
EPS[3]	**THB 0.31**	▲ 345% THB 0.07 in 4Q21	**THB 1.06**	▲ 55% THB 0.68 in FY21
IBD/E	**1.47x** as of Sep 22	flat 1.47X as of Sep 21		

[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

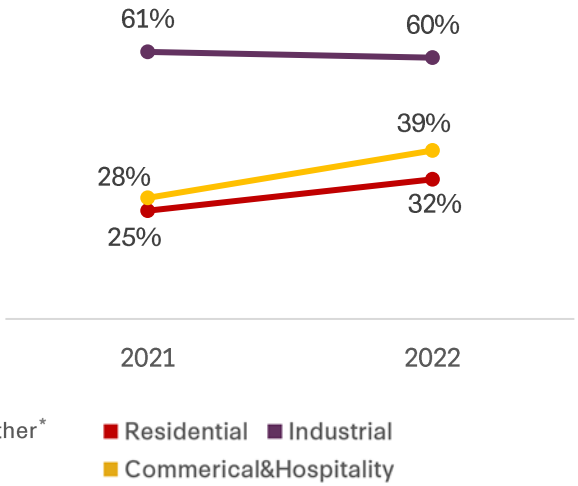
Unit: Million THB, %



* Incl. Rental & Related Service Revenue, Management Fees, Gain on Sales of Investment Properties and Gain on Sales of Investment in Associate

Gross Profit Margin**

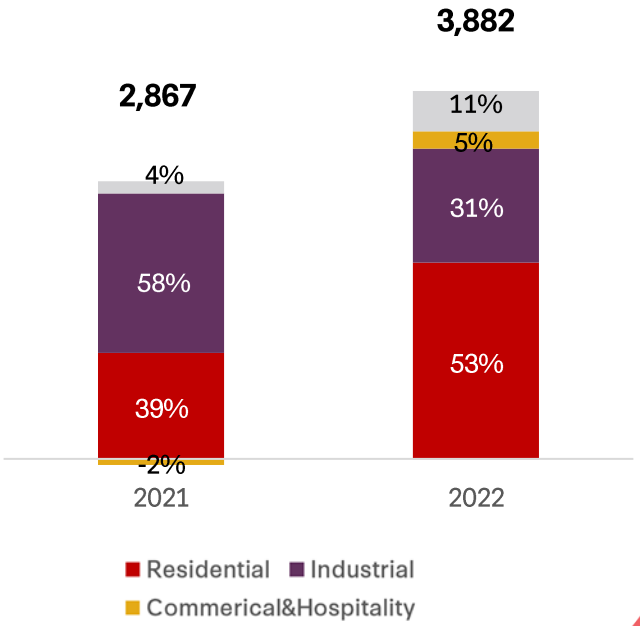
Unit: Percentage (%)



**Excl. Gain on Sales of IP assets and Gain on Sales of Investment in JV/ Associate

EBIT by Segment***/****

Unit: Million THB, %



*** Incl. gain on sales of investment properties and gain on capital redemption of investment in associates

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

Key Financial Summary

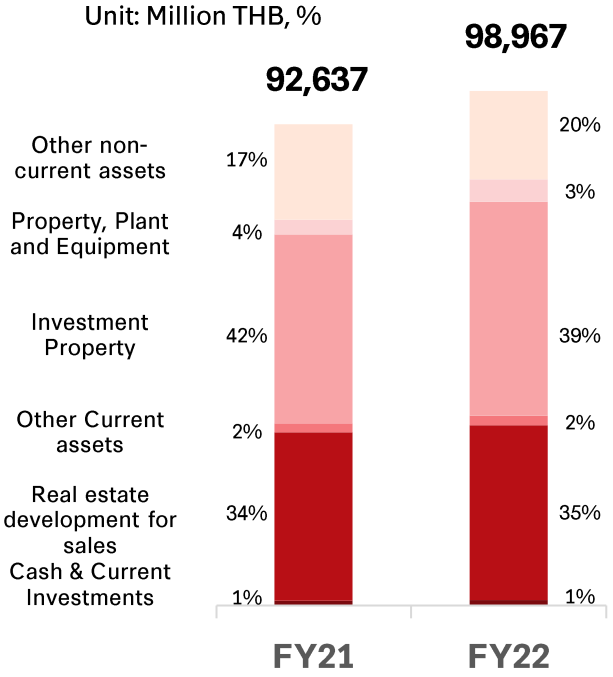
Profit & Loss statement (THB mn)	4Q21 (Jul 21-Sep 21)	4Q22 (Jul 21-Sep 22)	YoY %	FY21 (Oct 20-Sep 21)	FY22 (Oct 21-Sep 22)	YoY %
Total Operating Revenue	3,019	3,911	30%	14,498	14,853	2%
Gain on sales of investment properties	325	514	58%	861	869	1%
Gain on capital redemption of investment in associate	-	-	N/A	-	381	N/A
Gain on sales of investment in associates	16	-	(100%)	20	-	-100%
Other revenue	83	91	9%	342	243	-29%
Total Revenue	3,443	4,516	31%	15,721	16,347	4%
Total Operating Costs	2,288	2,373	4%	10,093	9,359	-7%
Distribution costs and administrative expenses	542	927	71%	2,761	3,106	13%
Total Expense	2,830	3,300	17%	12,854	12,465	-3%
EBIT	613	1,216	98%	2,867	3,882	35%
Finance costs	(264)	(256)	(3%)	(1,064)	(964)	-9%
Share of profits of Associates & JV	(158)	(51)	(68%)	(41)	(28)	-33%
Gain on fair value measurement from reclassified investment	-	-	N/A	93	111	19%
Tax (expenses) benefits	(40)	(185)	367%	(288)	(537)	86%
Profit for the period	**151**	**724**	**379%**	**1,567**	**2,465**	**57%**
>> Attributable to major shareholder	**158**	**721**	**357%**	**1,586**	**2,464**	**55%**
Net profit margin*	4.6%	16.0%	11pp	10.1%	15.1%	5pp
Earnings Per Share* (Unit: THB)	0.07	0.31	345%	0.68	1.06	55%

*Calculated by profit attributable to owner of the company over total revenue

Balance sheet remained on a firm footing

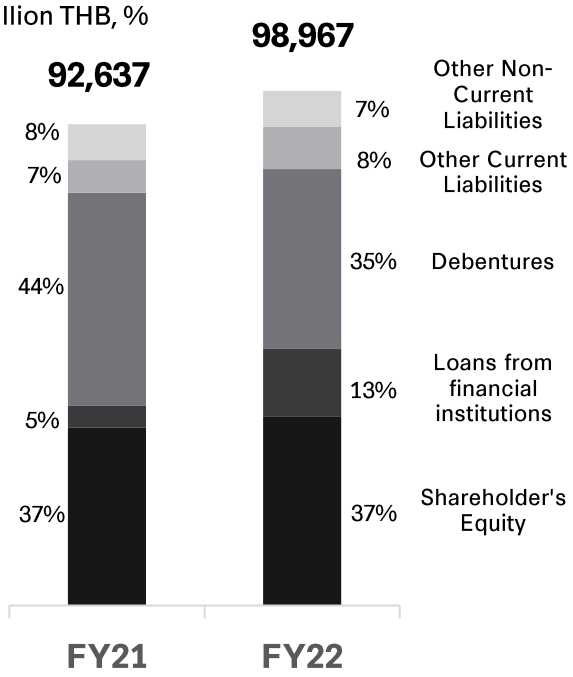
Total Assets

Unit: Million THB, %



Total Liabilities and Equity

Unit: Million THB, %



Asset +6.8% — Mainly Increased in PPE & Investment Property

Liabilities +7.0% — Mainly Increased in loans from financial institutions

Equity +6.5% — Growing equity from operating profit during the year

Frasers Property Thailand Opportunity Day | FY2022

TRIS affirms FPT ratings at “A”

TRIS RATING
A Strategic Partner of S&P Global

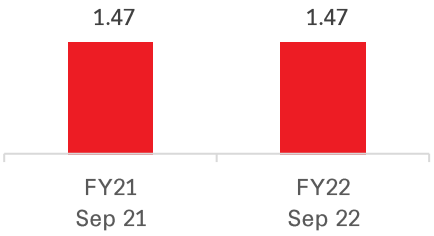
FRASERS PROPERTY

Frasers Property Thailand

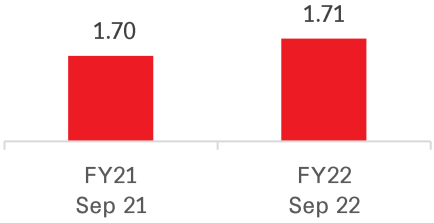
receives an “A” credit rating from TRIS for the second consecutive year,

reaffirming its strength as an integrated real estate platform

Gearing Ratio (x)



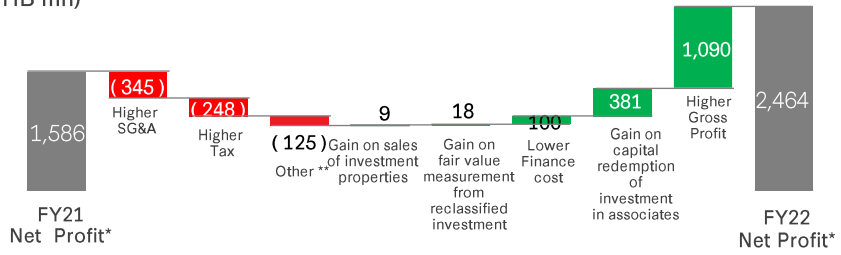
Debt to Equity Ratio (x)



Growing EPS and ROE on the back of improving performance

Net Profit Change Y-o-Y

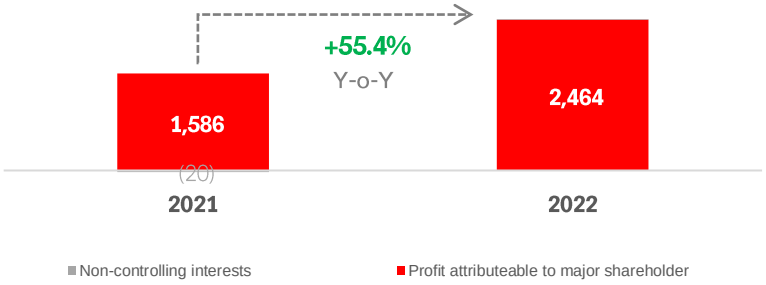
(THB mn)



* Net Profit attributable to owners of the company
** Other included Investment income, Other income, Gain on capital redemption of investment in associate, Share of profits of associates and joint ventures, Non-controlling interests

Net Profit Attributable to Owner of the Company

(THB mn)

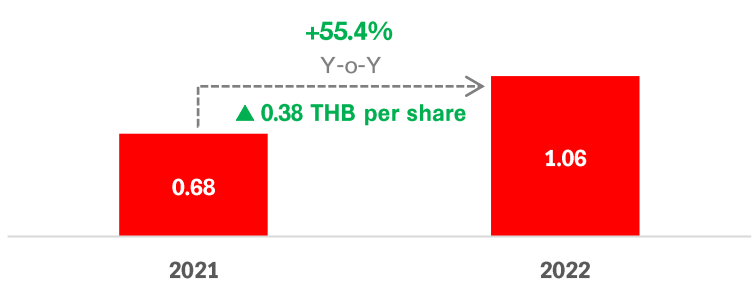


ROE*

*Calculated by dividing profit attributable to owner of the company trailing 12M over average total shareholder's equity

EPS*

(THB)



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

FRASERS PROPERTY

Inspiring experiences, creating places for good.