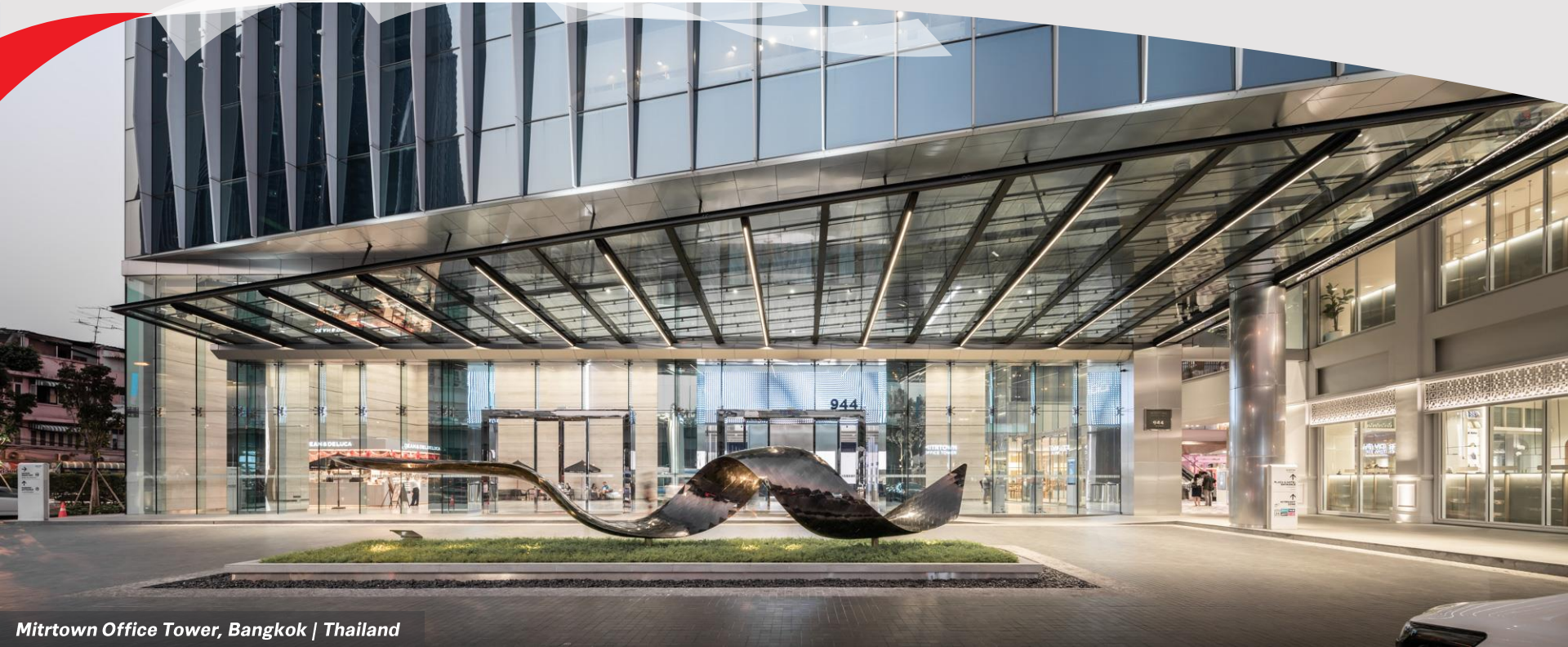
Frasers Property Thailand – Corporate Day

2Q FY2023 - Earnings for the Three-Month Period Ended 31 March 2023



Mitrtown Office Tower, Bangkok | Thailand

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Agenda

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

Mitrtown Office Tower, Bangkok | Thailand

Business Updates

2Q FY23 Performance Snapshot

Financial performance reflects improved operating environment

The Royal Residence, Bangkok

HOME

6,286 **THB mn** Presales 6.6% YoY

2,268 **THB mn** Transfer -11.4% YoY

Single-detached house projects remain key revenue contributor. Launched an ultra-luxury 'The Royal Residence' project

Frasers Property Logistics Center (Bangplee 7), Samutprakarn

INDUSTRIAL

3.42 **Million** sq.m. AUM

86% Overall Portfolio **Occupancy Rate**

Robust portfolio occupancy with all-time high occupancy for factory portfolio. Sale of non-core assets boost up return.

Silom Edge, Bangkok

COMMERCIAL

92% Commercial Office-Retail AUM **Occupancy Rate***

80% Hospitality AUM **Occupancy Rate***

Rebounding hospitality and retail sectors. Active retail engagement initiatives.

*End of period

"Friends Donate Blood & Extend Lives for One Another", Feb 2023

FINANCIAL PERFORMANCE

317 **THB mn** Net Profit* 1.4% Y-o-Y

1.58x Gearing Ratio

Maintain financial resilience with strong liquidity funding.

*Profit attributable to major shareholders of the Company

Grandio Rattanathibet-Ratchapruek,Bangkok, Thailand

Business Unit Highlights

Frasers Property Home

Footprints in Bangkok and Upcountry
จำนวนโครงการในปัจจุบัน

FRASERS PROPERTY

HOME

78

Active Projects

100,000MB

Project Value

As of 31 Mar 2022

65

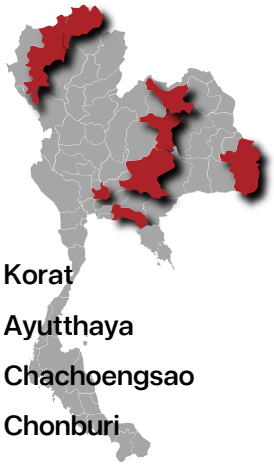
BANGKOK & VINCINITY PROJECTS

Townhouse	30 Projects
Single-Detached	23 Projects
Twinhouse	12 Projects

13

UPCOUNTRY PROJECTS

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



ALPINA RAMA2, Samutsakhon

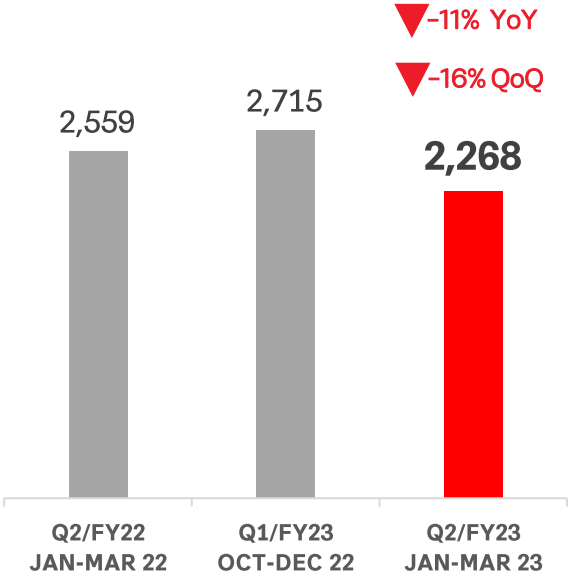
Golden Town Sriracha Assumption, Chonburi

Performance Q2/FY23
ผลการดำเนินงาน

HOME

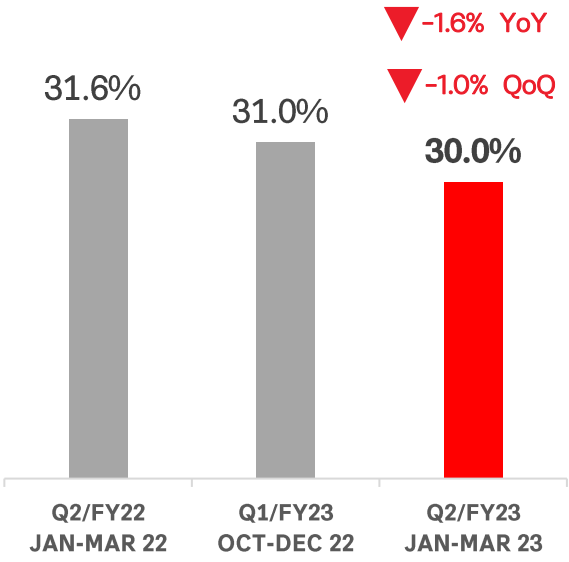
Revenue

2,268 MB



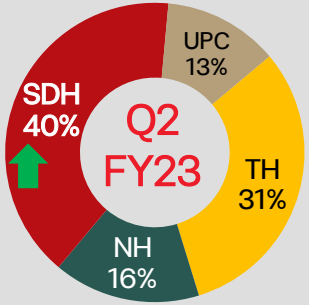
Gross Profit

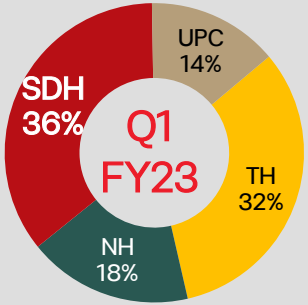
GP 30%



Revenue Portion

รายได้หลักมาจาก "บ้านเดี่ยว"





FRASERS PROPERTY

HOME

บทสรุปปี 2022

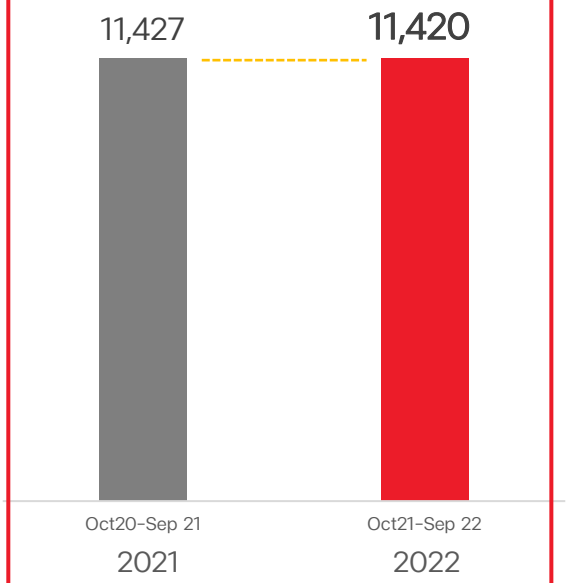
บทสรุปปี 2022
เน้นการทำกำไร – บ้านเดี่ยวเป็นสินค้าหลักทำรายได้

FRASERS PROPERTY

HOME

Revenue

11,420 MB



Net Profit

Growth YoY +72%

กำไรเพิ่มขึ้น

+72%

FY2022

ขึ้นราคา สร้างกำไร
(ตลาดอยู่ในสภาวะหดตัว)

FRASERS PROPERTY

HOME

Strategic Play H12023

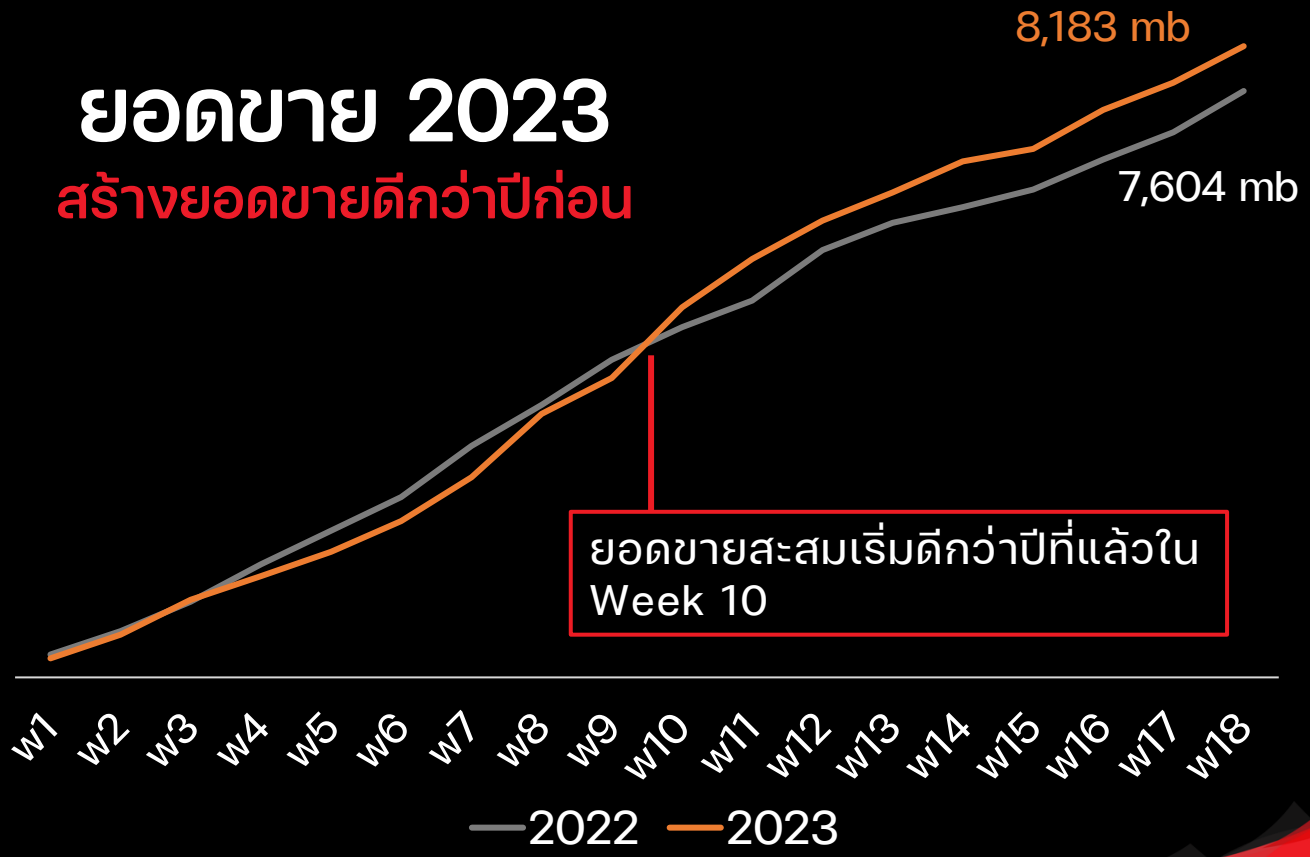
กลเม็ดการปรับตัวครึ่งปีแรก

จัดทำ Corporate Campaign และทำ Event Marketing มากกว่าทุกไตรมาส

FRASERS PROPERTY
HOME

ยอดขาย 2023

สร้างยอดขายดีกว่าปีก่อน



กระตุ้นการตัดสินใจ เพิ่มอัตราการปิดงานขาย

7 : 1 → 5 : 1

2022 2023

อัตราปิดการขายดีขึ้นกว่าปีก่อนหน้า

FRASERS PROPERTY

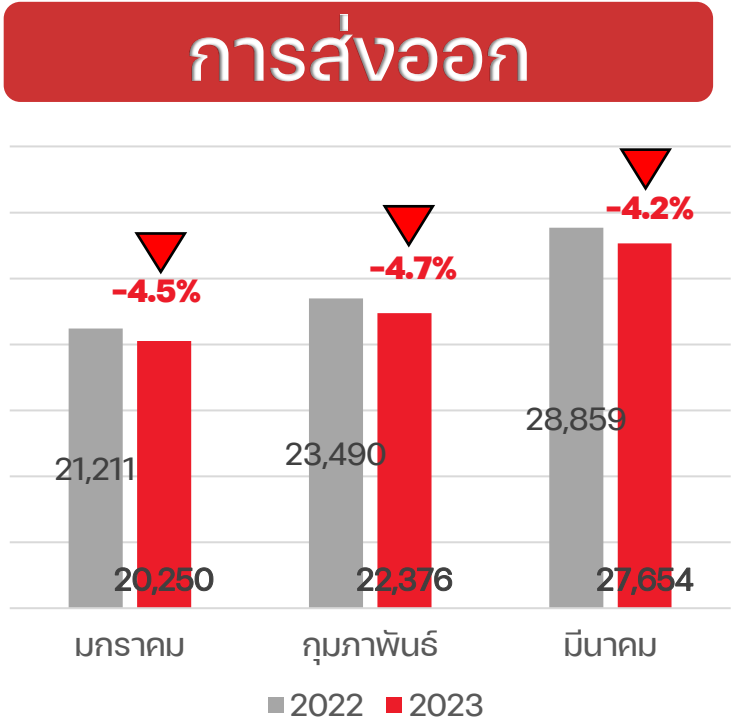
HOME

อุปสรรคและผลกระทบ จากครึ่งปีแรกปี 2023

Business Landscape

อุปสรรคปี 2023
การส่งออก

HOME



หน่วย : ล้านดอลลาร์สหรัฐ
Source : กระทรวงพาณิชย์

การส่งออก

มี.ค. ติดลบ 4.2% YoY

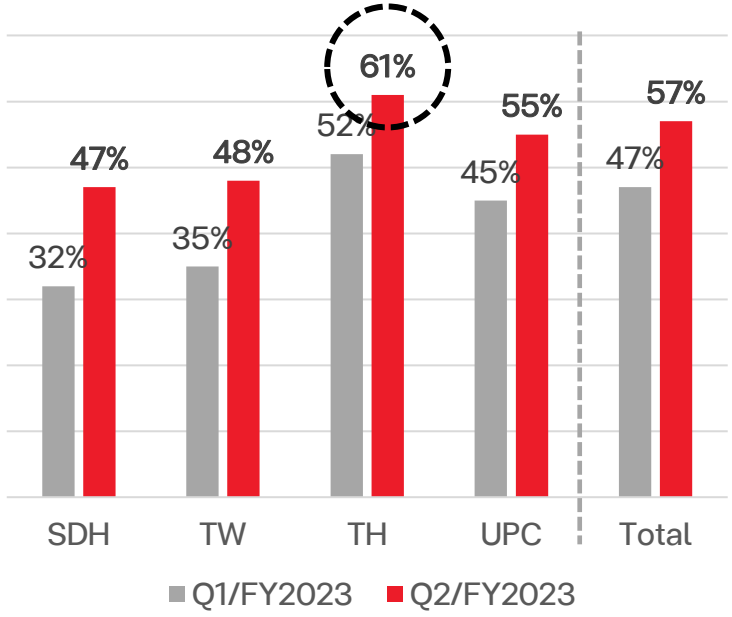
(ติดลบต่อเนื่องเป็นเดือนที่ 6 นับตั้งแต่เดือน ตุลาคม 2565)

กระทบความมั่นใจลูกค้า บ้านเดี่ยวระดับกลาง จนถึง บ้านเดี่ยวราคาแพง

อุปสรรคปี 2023
สถานการณ์สินเชื่อ

HOME

การปฏิเสธสินเชื่อ



Source : ฝ่ายพัฒนาธุรกิจ FPH

Rejection Rate กลุ่มสินค้า TH เพิ่มขึ้นเป็น 61%

ลูกค้าระดับล่าง
ได้รับผลกระทบเยอะที่สุด

บ้าน TH 1 จอด Stock เหลือเยอะ
(67% ของ Stock TH ทั้งหมด)

อุปสรรคปี 2023
LTV

FRASERS PROPERTY

HOME

ยกเลิก LTV

ตัวแปรสำคัญ ส่งผลต่อ
ความเชื่อมั่นภาคธุรกิจอสังหาฯ
ไตรมาสแรกต่ำลง

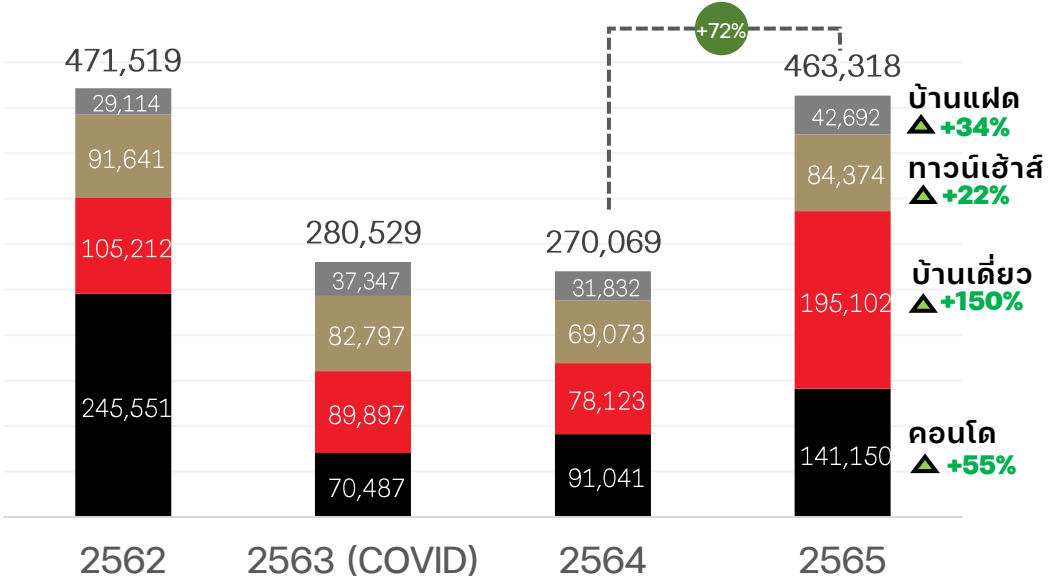
กระทบ

ลูกค้ากู้ได้ไม่เต็ม 100%
ลูกค้าต้องใช้เงินสดเพิ่ม
เพื่อซื้อบ้าน

อุปสรรคปี 2023
สถานการณ์การแข่งขันแนวราบ

FRASERS PROPERTY
HOME

แนวราบการแข่งขันสูงขึ้น โดยเฉพาะบ้านเดี่ยว



หน่วย : ล้านบาท
Source : AREA

โครงการเปิดใหม่

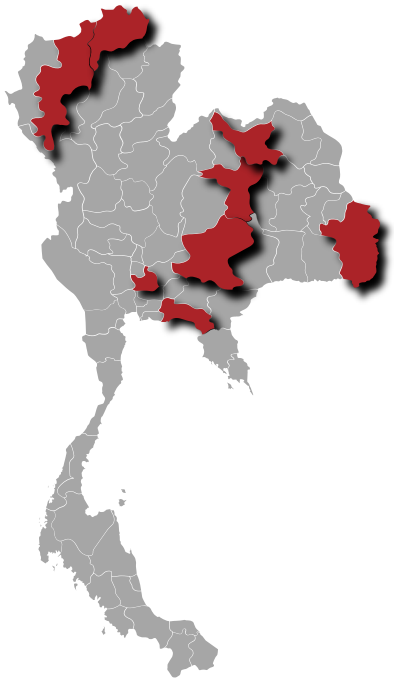
บ้านเดี่ยว

มีการเปิดโครงการเพิ่มขึ้น
+150% YoY

อุปสรรคปี 2023
สถานการณ์การแข่งขัน โครงการต่างจังหวัด สูงขึ้น

FRASERS PROPERTY

HOME



คู่แข่งแบรนด์ใหญ่
ตามไปแข่งขันในต่างจังหวัดมากขึ้น

• Chiang Mai	1 แบรนด์
• Chiang Rai	3 แบรนด์
• Udonthani	2 แบรนด์
• Khon Kaen	2 แบรนด์

• Korat	1 แบรนด์
• Ayutthaya	3 แบรนด์
• Chachoengsao	2 แบรนด์
• Chonburi	1 แบรนด์

ปีแห่งการท้าทาย (H2/2023)

FRASERS PROPERTY

HOME

สร้าง

รายได้ และ กำไร

ขยายตลาด

แบบ Inorganic Condo

กลยุทธ์แนวราบในครึ่งปีหลัง

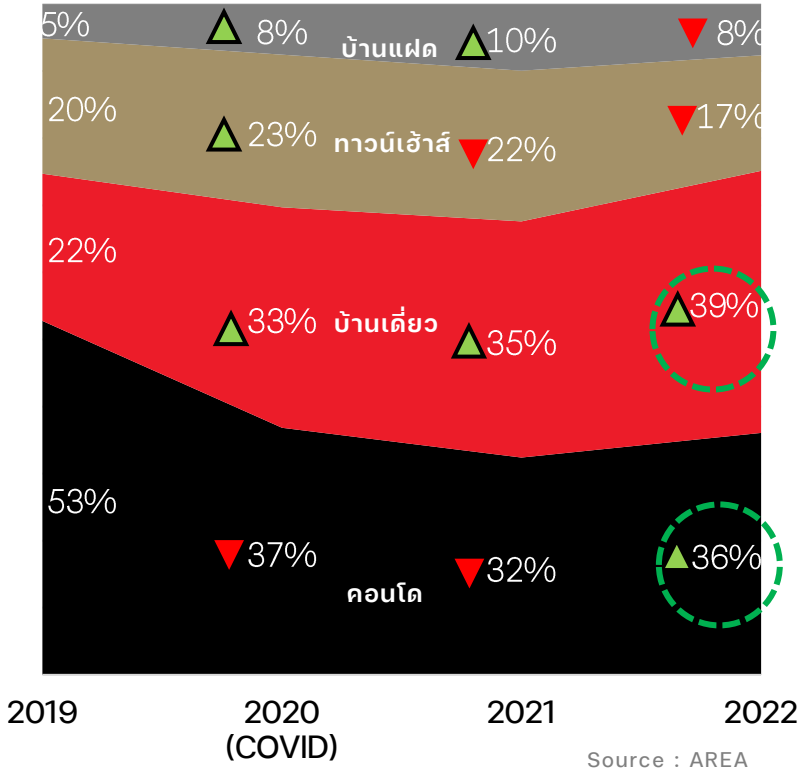
FRASERS PROPERTY

HOME

Single House	Twin House	Townhouse	Up-Country
Grandio Sathorn	Golden NEO - Siriraj-Ratchapruek	Golden Town ๒ - Bangkae	Golden Village Chiang Rai-BigC Airport
สร้างกำไรบ้านแพงที่ทำเลดี และแข่งขันได้	ใช้ทำเลศักยภาพในการแข่งขัน	ใช้กลยุทธ์ราคา เพิ่มโปรโมชั่น เพื่อกระตุ้นการตัดสินใจ	บุกตลาดใหม่ เมืองอุตสาหกรรม
เน้นเปิดโครงการใหม่ ทำเลใหม่ ทำเลแปลงดี เพื่อการแข่งขัน	เป็นทางเลือกใน ราคาที่เหมาะสม	เน้นแก้ปัญหาสินเชื่อ	ปรับสินค้าที่จับกำลังซื้อที่สูงขึ้น

Market Share ของตลาดอสังหาริมทรัพย์

FRASERS PROPERTY
HOME



Source : AREA

TH ยังมีความต้องการซื้อ แต่ กำลังซื้อยังไม่กลับมา มียอดปฏิเสธสินเชื่อสูง

SDH Demand ใหญ่ แต่การแข่งขันสูงขึ้น

CONDO เป็นตลาดที่กำลังกลับมา **ควรเติมพอร์ต**

Sustainable Growth ของ FPH

FRASERS PROPERTY

HOME

ผู้นำทาวน์โฮม
จากอดีตถึงปัจจุบัน

ขยาย ต่างจังหวัด
โครงการแรก ปี 2560

ขยาย คอนโด
เติบโตแข็งแรง อย่างท้าทาย

Sustainable Growth ของ FPH

FRASERS PROPERTY

HOME

Existing

KLOS รัชดา

KLOS รามอินทรา

New

M&A

เพื่อการแข่งขันกับตลาด
และการเติบโตที่ยั่งยืน

FRASERS PROPERTY

HOME

HIGHLIGHT

PROJECT Q3 FY2023

HIGHLIGHT PROJECT Q3 FY2023

ALPINA RAMA2

FRASERS PROPERTY

HOME

ALPINA RAMA2, Samutsakhon

ALPINA RAMA2, Samutsakhon

ALPINA

RAMA 2

Presale	:	3-4 Jun 2023
PJ Value	:	2,083 MB
Unit	:	72 Units
Price	:	20-40 MB

Residential Property

4 new projects to be launched in H2 FY23

FRASERS PROPERTY

HOME

NEW

ALPINA RAMA 2

Alpina Rama 2, Samutsakhon

3-4 Jun 2566
Alpina Rama 2
PJ Value 2,083 MB

NEW

Klos Ratchada7

Klos Ratchada 7, Bangkok

Sep 2566
Klos Ratchada7
PJ Value 447 MB

GOLDEN TOWN

Golden Town Kaset-Nawamin, Bangkok

5-6 Aug 2566
Golden Town Kaset-Nawamin
PJ Value 487 MB

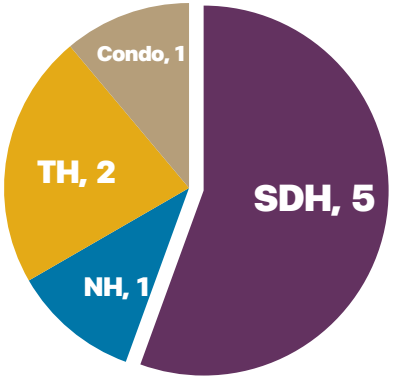
GRANDIO CHAENGWATTANA-MUANG THONG

GRANDIO Chaengwattana-MuangThong, Nonthaburi

26-27 Aug 2566
Grandio Chaengwattana-MuangThong
PJ Value 1,993 MB

Project Launch Plan

FY2023



9 Projects

14 Bn

Frasers Property Logistics Park Wangnoi 2, Ayutthaya | Thailand

Business Unit Highlights

Frasers Property Industrial

Overview of FPT Industrial Property

AUM Portfolio Overview – Industrial & Logistics

Portfolio Overview

Properties
974 units

NLA
3.42m sqm

NLA (AUM)
3.42 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 87%

As of 31 Mar 23 (AUM)	Thailand	Indonesia	Vietnam	Portfolio
No. of Properties	918	47	9	**974**
NLA	3.23mn sqm	0.15mn sqm	0.04mn sqm	3.42mn sqm
Occupancy Rate	87%	73%	60%	86%
WALE	2.99 Years	3.21 Years	8.87 Years	3.05 Years
Average Age	12.2 Years	6.5 Years	0.9 Years	11.9 Years

Thailand Industrial Property – Operational Performance

Occupancy remained high with strong leasing appetite

+154K sq.m.* Net Add for asset under management

Factory

454 properties under management

1.16 mn sq.m. AUM

	Mar-22	Mar-23
Occ rate	79%	81%
WALE	1.71 Years	1.94 Years
YTD Net add	+8.2K sq.m.	

Warehouse

464 properties under management

2.07 mn sq.m. AUM

	Mar-22	Mar-23
Occ rate	89%	90%
WALE	3.86 Years	3.62 Years
YTD Net add	+145.6K sq.m.	

FPT

243 properties under management

1.09 mn sq.m. AUM

	Mar-22	Mar-23
Occ rate	82%	84%
YTD Net add	+110.4K sq.m.	

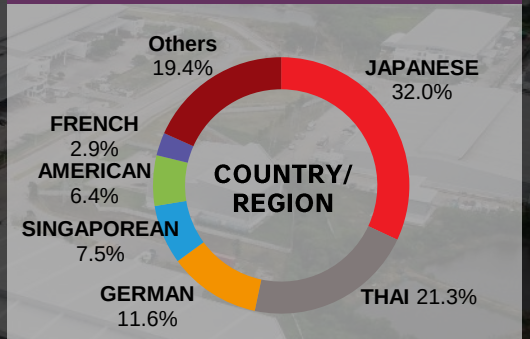
FTREIT

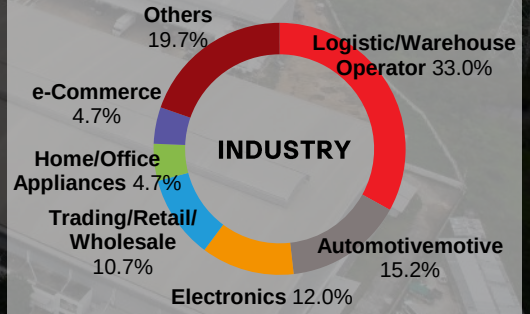
675 properties under management

2.14 mn sq.m. AUM

	Mar-22	Mar-23
Occ rate	87%	88%
YTD Net add	+43.4K 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

Project development completion in 2QFY23

Project eDC – Wangnoi 2

Frasers Property Logistics Park Wangnoi 2, Ayutthaya | Thailand

The largest eCommerce fulfilment center in Northern Bangkok area

Project eDC

Wangnoi , Ayutthaya

GOLD Level
In-Progress

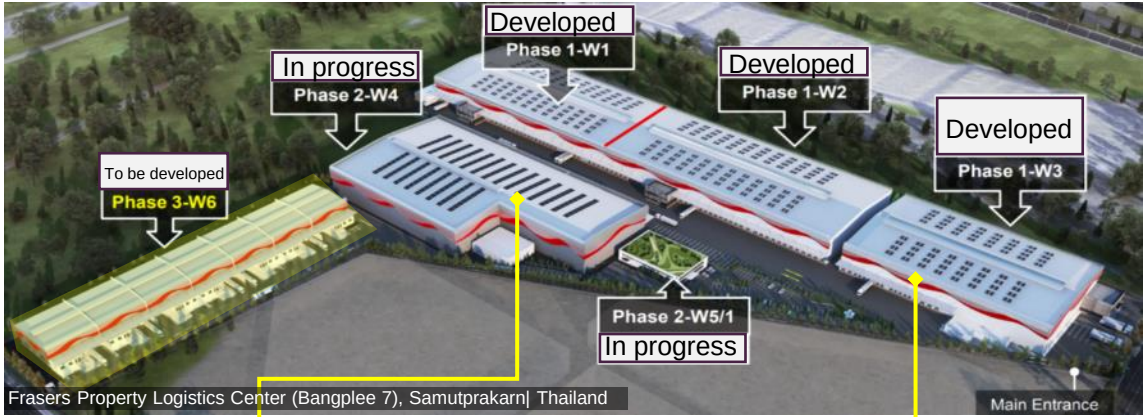
Project (eDC) designed to store products for retailers and wholesalers which are then shipped out to another location or directly to customers thus specification & location is suit to customer business operation.

Land Area	~ 18 rais
Net Lettable Area	~ 18,000 m^2
Height / Floor load	12 Meters / 3 Tons ^{m2}
Leasing start Date	March 2023

Frasers Property Logistics Park Wangnoi 2, Ayutthaya | Thailand

Project development on progress

Bangplee 7



Frasers Property Logistics Center (Bangplee 7), Samutprakarn| Thailand

Frasers Property Logistics Center (Bangplee 7), Samutprakarn| Thailand

Frasers Property Logistics Center (Bangplee 7), Samutprakarn| Thailand

Bangplee 7

Bangplee , Samutprakarn

GOLD Level

In-Progress/Target

Bangplee 7 is near the Industrial Ring Road Bridge and closed to Suvarnabhumi Airport. The location is a superb location for logistics and distribution, especially for 3PL customers

Project land area	~ 77 rai
Project NLA	~ 70,000 m^2
Completion	Phase 1: Completed Phase 2: July 2023 Phase 3: 2024

Frasers Property Logistics Center (Bangplee 7), Samutprakarn| Thailand

New project development

Bangplee 4 phase 2

* This picture is preliminary design of warehouse in Bangplee 4 thus actual design might be variant from this design

Frasers Property Logistics Center (Bangplee 4), Samutprakarn| Thailand

Bangplee 4 is located in the hub of logistics sector in Thailand

Bangplee 4

Bangplee , Samutprakarn

FPIT acquired land to further develop project in Bangplee 4. The location is suit for 3PL, consumer good etc. The premium warehouse concept will be introduced in this phase extension.

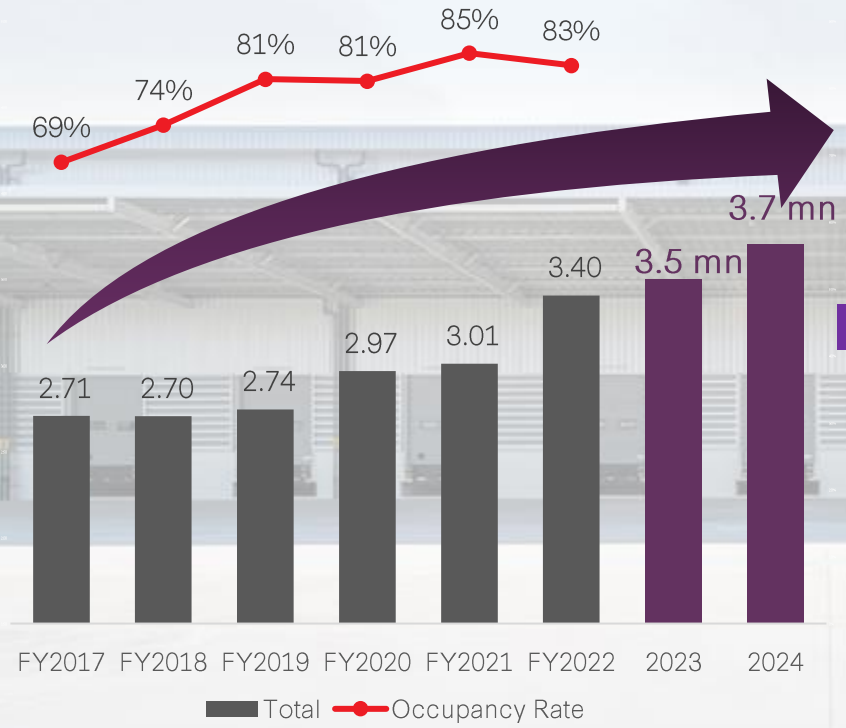
Project land area	~ 154 rai (Phase 2: 100 rai)
Project NLA	~ 140,000m^2 (Completed 53,000 m^2)
Completion	Phase 1: Completed Phase 2: 2024 onward

Frasers Property Logistics Center (Bangplee 4), Samutprakarn| Thailand

Thailand Industrial Property

FY2023 Pipeline

FPIT commits to secure new development 150,000 sqm/ Year



Project development to be completed in FY23

Watson eDC : ~18,000 sqm

Jasper Phase 2 : ~20,000 sqm

Committed project development

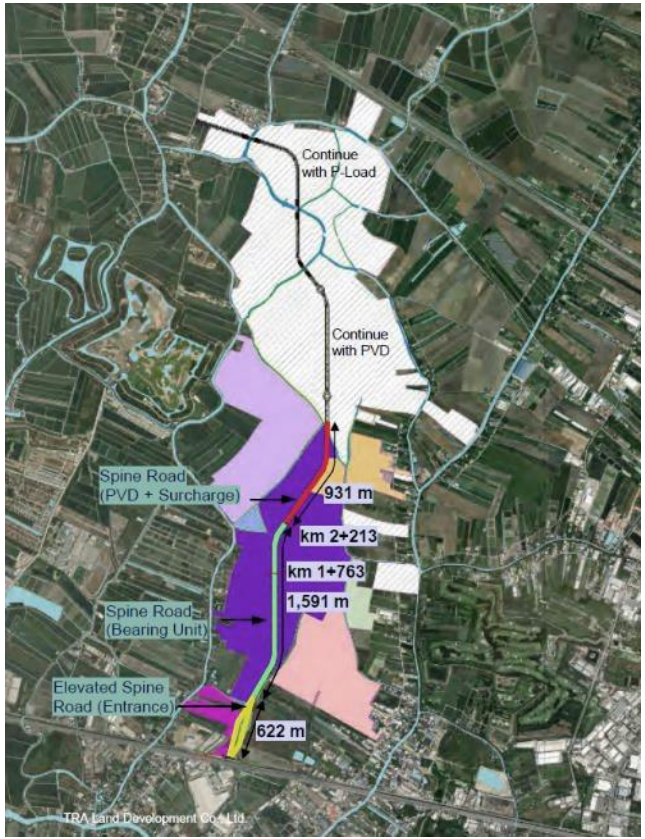
Jasper Phase 3 ~10,000 sqm

Bangplee 4 Phase 2 : ~85,000 sqm

TRA Project Update

Construction progress as of Mar'23

3,144-meter spine road in phase 1 comprises of;
- Elevated Spine Road (Entrance) -622 meters
- Bearing Unit -1,591 meters
- Pre-fabricated Vertical Drain (PVD) -931 meters



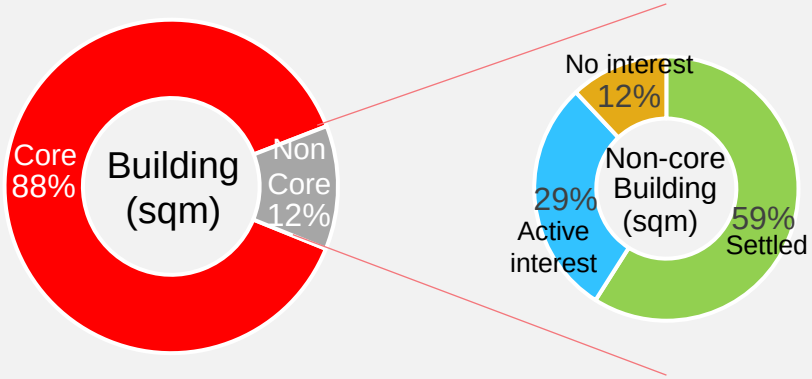
Non-core & non performed asset as of 31 March 2023

FPIT can manage well on non generate income assets

Relocation trend from China is a main factor to boost demand of industrial land and property

- US and China conflict stimulate manufacturers to relocate production plant to US, Asia and ASEAN (especially Thailand & Vietnam) to mitigate the risk from the conflict. This trend is positive to FPIT not only to increase OCR in our core products but also help to divest non core land and property.
- As of March 2023, FPIT has been successfully settled 59% of total non core assets. Buyer and lessee of non core properties majority came from producers who relocate capacity from China. For non-core land (small remaining pieces), we also managed to divest few plots now. There are still many pipelines of non-core land selling coming in especially in EEC area.
- FPIT expects to get more opportunity of demand on land and property from this trend and will divested or leased to recycle the cash flow.

Non-core Property Management under FPIT



Non-core Land Transaction

Land divested (rai)

121

Pipeline non-core land divestment: 200 rai

Margin on BV(%)

49%

* Settled = divested, leased and committed the deal

Sustainability Achievement

LEED certification of BTS projects

During 2QFY23, FPIT has received LEED certifications for 3 projects built-to-suit which comprises of 1 Gold, 2 Silver and 1 Certified level

Havi Thailand Cold Chain

Bangplee, Samut Prakarn

The state of the art and largest Havi Thailand multi-temperature distribution center.

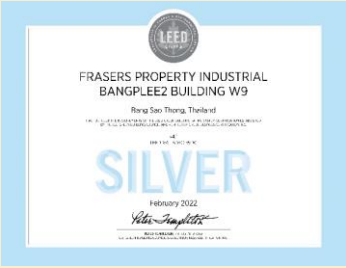
Land Area	~19 rai
Net Lettable Area	~30,000 m²
Height	12 – 33.7 Meters
Floor load	3.5 – ~10 Tons m2
Completion Date	March 2020

Flash Fullfillment Warehouse

Bangplee, Samut Prakarn

Modern warehouse that suit to e-commerce business

Land Area	~ 16 rai
Net Lettable Area	~ 15,000 m²
Height	12 Meters
Floor load	3.5 Tons m2
Completion Date	March 2021



Watson Khonkaen DC

Khonkaen

Distribution center which located in Khonkaen, the heart of Northern region of Thailand

Land Area	~ 11 rai
Net Lettable Area	~ 9,000 m²
Height	12 Meters
Floor load	3.0 Tons m2
Completion Date	April 2021

Thai Beverage Wangnoi DC

Wangnoi, Ayutthaya

The largest Thai Beverage distribution center in northern Bangkok area

Land Area	~ 40 rai
Net Lettable Area	~ 34,000 m²
Height	15 Meters
Floor load	5.0 Tons m2
Completion Date	October 2021

Samyan Mitrtown, Bangkok | Thailand

FRASERS PROPERTY

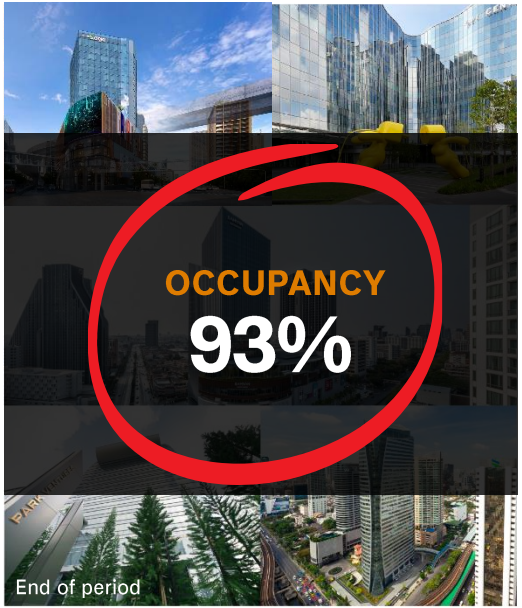
Business Unit Highlights

Frasers Property Commercial

Commercial Business – Overall Occupancy Snapshot

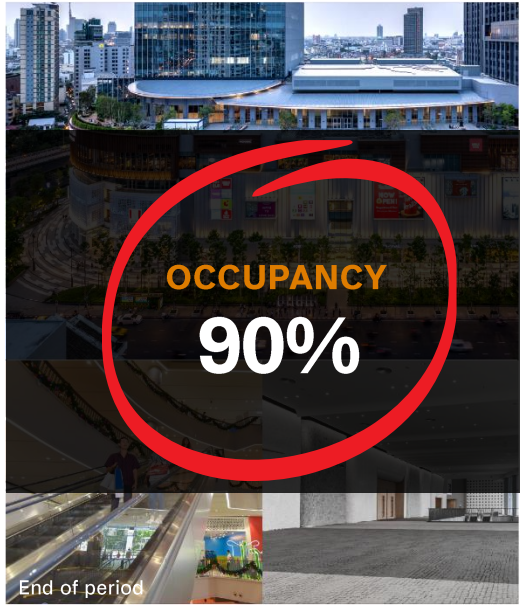
Prime asset portfolio remains robust with positive tailwind from opening of border

OFFICE



TOTAL ~209,000 SQ.M. AUM

RETAIL



NLA ~39,600 SQ.M.

HOSPITALITY

NUMBER OF KEYS
~1,100 ROOM KEY

Commercial Business – Office & Retail Segment

High occupancy of mature commercial office assets adds to resilience

Portfolio Overview

249k sq.m.
Total asset under management (AUM)
As at 31 Mar 2023

92%* ▲1pp QoQ
End of 2Q23
As at 31 Mar 2023 *Including SYM and Silom Edge Retail Plaza

REIT Management

Silom Edge / Retail

NLA	11,562 / 8,851 sq.m
Occ%*	Office 90% ▲9pp QoQ Retail 68% ▲22pp QoQ
Asking Rent	THB 950/sq.m

FYI Center

NLA	50,305 sq.m
Occ%*	92% ▼ 1pp QoQ
Asking Rent	THB 950/sq.m

Mitrtown Office Tower / Retail

NLA	46,977 / 30,778 sq.m
Occ%*	Office 94% flat QoQ Retail 97% ▲ 1pp QoQ
Asking Rent	THB 1,200/sq.m

Sathorn Square

NLA	72,753 sq.m
Occ%*	91% flat QoQ
Asking Rent	THB 1,100/sq.m

Park Ventures Ecoplex

NLA	27,418 sq.m
Occ%*	96% flat QoQ
Asking Rent	THB 1,500/sq.m

*End of period

Silom Edge Performance

Grand Opening 1 – 5 March 2023 "Start Here at Silom Edge"

Retail Average Foot Traffic >8,000 shoppers/day in Mar-23 ▲31% MoM

Accumulative reserved tenants 112 units 88 brands

Silom Edge, Bangkok, Thailand

Silom Edge, Bangkok, Thailand

Silom Edge, Bangkok, Thailand

Silom Edge, Bangkok, Thailand

Silom Edge, Bangkok, Thailand

Marketing strategy focus on creating brand awareness, increase traffic, and boost customer spending.

Samyan Mitrtown Performance

Ongoing Active Marketing Engagement in Samyan Mitrtown

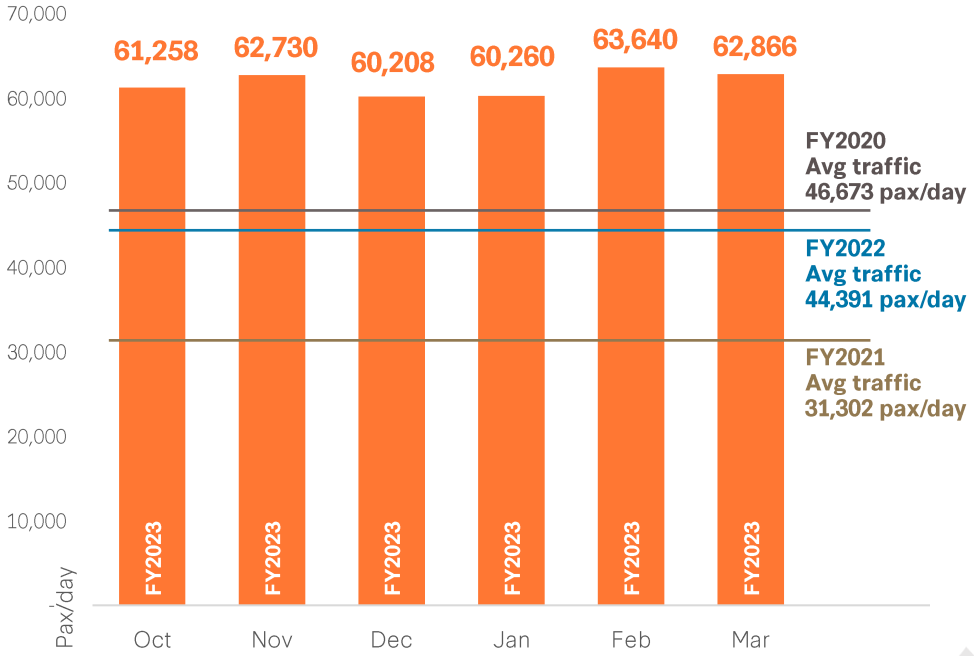
New Tenants
338.96 sq.m. in 2Q23

Upcoming Tenants
154.75 sq.m.

Sample of Festive Marketing Activities

- Daikin Perfecting the Air for All
- Chinese New Year 2023
- HELLO HAB-RE
- Art For Love
- Amazing Taste Great Story
- EST Born to be Awesome
- Starwars Lightsaber Ice Calippo
- รัตนแห่งจุฬาฯ

Average Visitor per Day >62k ▲ 62% YoY



Commercial Business – Hospitality Segment

FRASERS PROPERTY

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

Portfolio Overview

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

74% flat QoQ
Quarterly Average
For 2Q FY2023

80% ▲ 7pp QoQ
End of 2Q23
As at Mar-2023

Marriott EXECUTIVE APARTMENTS MAYFAIR - BANGKOK

Mayfair Marriott Executive Apartment	
Shareholding	100%
# of Keys	159
Occ%*	86% ▼ 1pp QoQ

ASCOTT SATHORN BANGKOK

The Ascott Sathorn and Sky Villas	
Shareholding	60%
# of Keys	177
Occ%*	85% ▲ 2pp QoQ

W BANGKOK

W Hotel Bangkok	
Shareholding	20%
# of Keys	403
Occ%*	78% ▲ 7pp QoQ

TRIPLE Y Y3 HOTEL

Triple Y Hotel	
Shareholding	49%
# of Keys	102
Occ%*	87% ▲ 4pp QoQ

MODENA BY FRASER

Modena by Fraser Bangkok	
Shareholding	100%
# of Keys	239
Occ%*	75% ▲ 18pp QoQ

*End of period

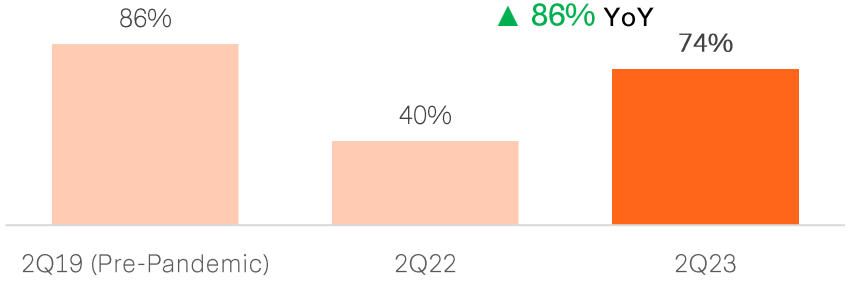
Hospitality Business Performance

Recovering performance after Thailand Reopening

Occupancy*

Unit: %

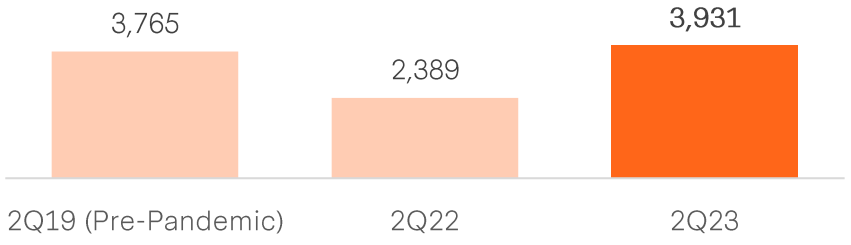
▼ 14% vs Pre-Pandemic 2019
▲ 86% YoY



ADR*

Unit: THB

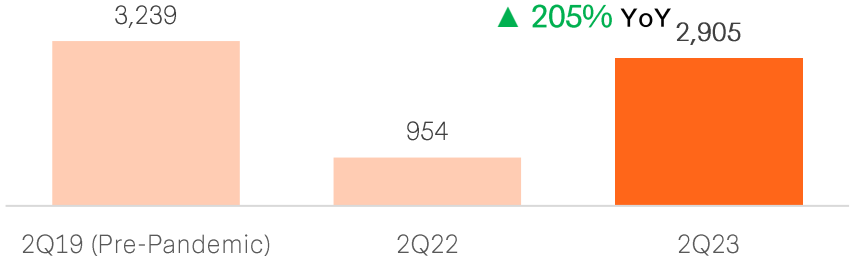
▲ 4% vs Pre-Pandemic 2019
▲ 65% YoY



RevPar*

Unit: THB

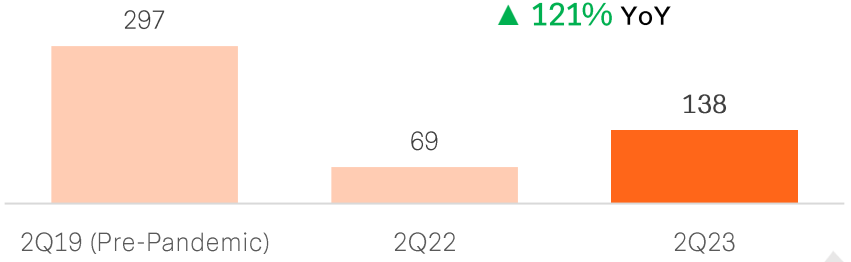
▼ 10% vs Pre-Pandemic 2019
▲ 205% YoY



Revenue

Unit: Million THB

▼ 54% vs Pre-Pandemic 2019
▲ 121% YoY



*Quarterly Average

Samyan Mitrtown, Bangkok | Thailand

Financial Summary

For the Three-Month Period Ended 31 Mar 2023

2Q23 and 1H23 Financial Metrics

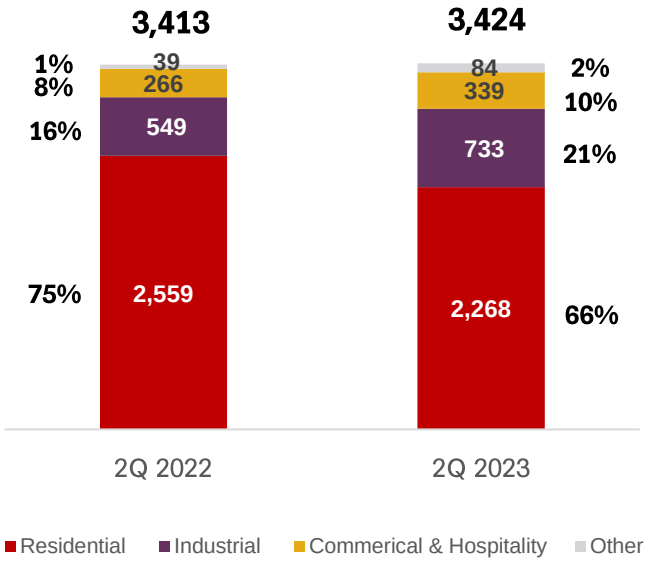
Unit: THB	2Q 2023 (Jan 23 – Mar 23)	YoY	1H 2023 (Oct 22 – Mar 23)	YoY
Total revenue	**3,424 mn**	▲ 0.3% 3,413 mn in 2Q22	**7,130 mn**	▼ 4% 7,456 mn in 1H22
Total expenses[1]	**2,860 mn**	▲ 3% 2,784 mn in 2Q22	**5,901 mn**	▲ 2% 5,788 mn in 1H22
Net profit (excl. NCI)	**317 mn**	▲ 1% 313 mn in 2Q22	**632 mn**	▼ 41% 1,063 mn in 1H22
Net profit margin[2]	**9.3%**	▲ 0.1% 9.2% in 2Q22	**8.9%**	▼ 5% 14.3% in 1H22
EPS[3]	**THB 0.13**	▲ 1% THB 0.13 in 2Q22	**THB 0.27**	▼ 41% THB 0.46 in 1H22
IBD/E	**1.58x** as of Mar 23	▲ 3% 1.54X as of Mar 22		

[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*

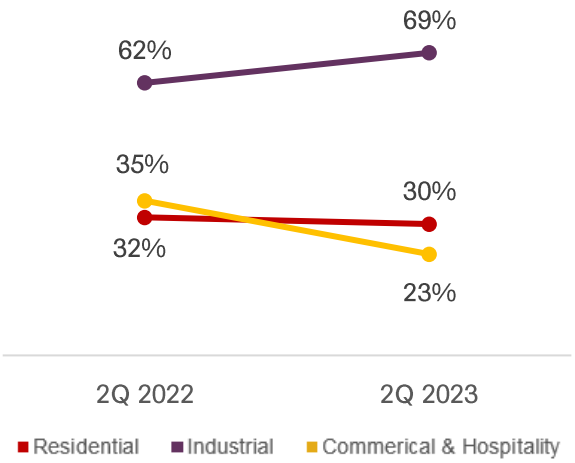
Unit: Million THB, %



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

Gross Profit Margin**

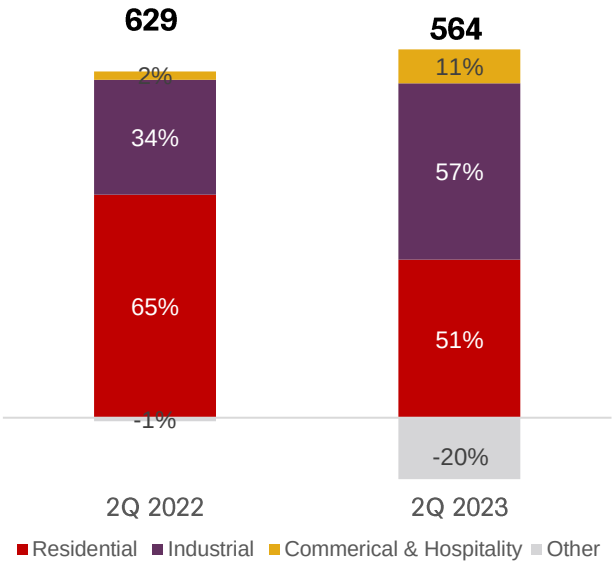
Unit: Percentage (%)



**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

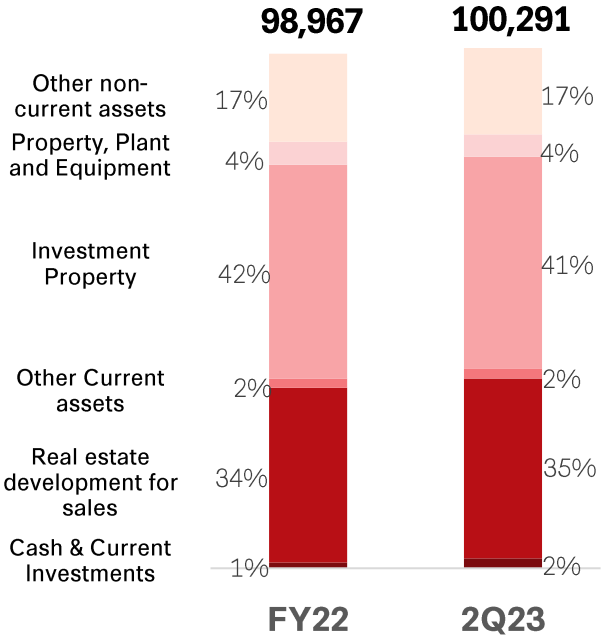
Profit & Loss statement (THB mn)	2Q22 (Jan 22-Mar 22)	2Q23 (Jan 23-Mar 23)	YoY %	1H22 (Oct 21-MAR 22)	1H23 (Oct 22-Mar 23)	YoY %
Total Operating Revenue	3,374	3,261	**(3%)**	6,934	6,934	**(0%)**
Gain on sales of investment properties	-	79	N/A	46	79	72%
Gain on capital redemption of investment in associate	-	-	N/A	381	-	N/A
Gain on sales of investment in associates	-	-	N/A	-	-	N/A
Other revenue	39	84	115%	95	117	23%
Total Revenue	**3,413**	**3,424**	**0.3%**	**7,456**	**7,130**	**(4%)**
Total Operating Costs	2,128	2,090	2%	4,437	4,439	0%
Distribution costs and administrative expenses	656	770	17%	1,351	1,462	8%
Total Expense	**2,784**	**2,860**	**3%**	**5,788**	**5,901**	**2%**
EBIT	**629**	**564**	**(10%)**	**1,668**	**1,229**	**(26%)**
Finance costs	(237)	(296)	25%	(481)	(578)	20%
Share of profits of Associates & JV	6	128	2024%	56	214	286%
Gain on fair value measurement from reclassified investment	-	-	N/A	-	-	N/A
Tax (expenses) benefits	(87)	(78)	(11%)	(183)	(230)	26%
Profit for the period	**311**	**318**	**2%**	**1,060**	**635**	**(40%)**
>> Attributable to major shareholder	**313**	**317**	**1%**	**1,063**	**632**	**(41%)**
Net profit margin*	9.2%	9.3%	(0.1pp)	14.3%	8.9%	(5.4pp)
Earnings Per Share* (Unit: THB)	0.13	0.13	1%	0.46	0.27	(41%)

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

Balance sheet remains healthy

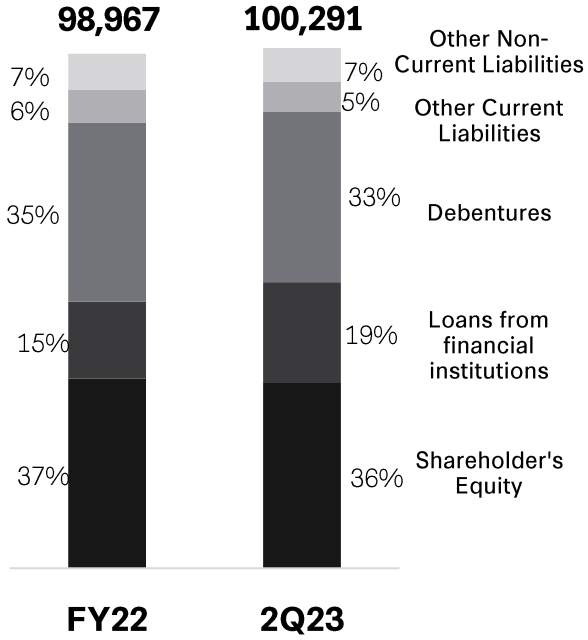
Total Assets

Unit: Million THB, %



Total Liabilities and Equity

Unit: Million THB, %



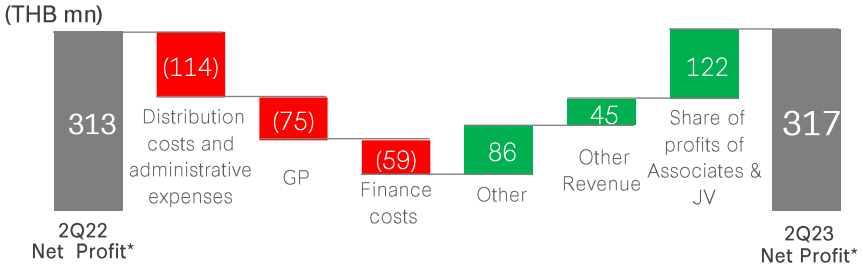
Asset	+1.34%
Liabilities	+3.45%
Equity	-2.28%

FPT successfully raised THB 4.0 billion debenture in Feb 2023

Issue Size	THB 4.0 bn
Purpose	Working capital and debt repayment
Tenor	3 years, 5 years and 7 years
Coupon Rate	2.85%, 3.23% and 3.69%
Issue Date	2 Feb 2023

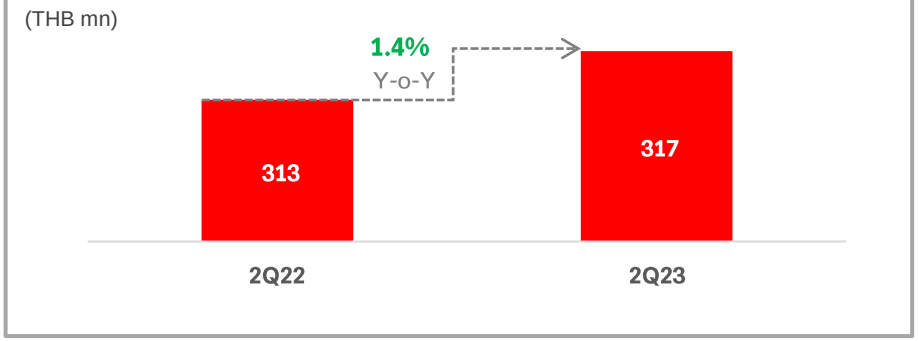
Slight growth in EPS and ROE on the back of strong industrial and commercial business

Net Profit Change Y-o-Y



* 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

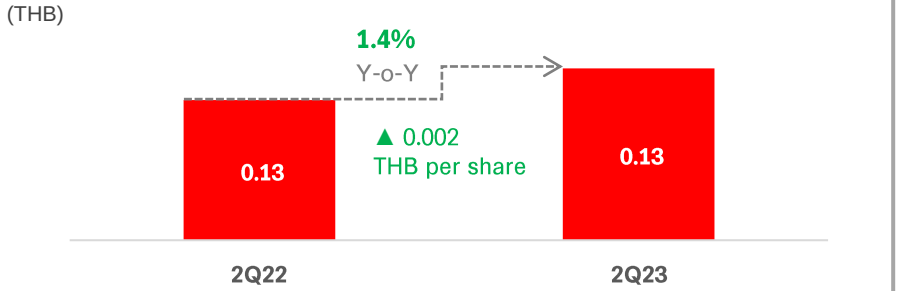
Net Profit Attributable to Owner of the Company



ROE*

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

EPS*



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

FRASERS PROPERTY

Inspiring experiences, creating places for good.