

# 4Q

## 2015

Vol. 37 / February 2016

# investor Newsletter

Prepared by Rangsit Plaza Co., Ltd., FUTUREPF Property Manager



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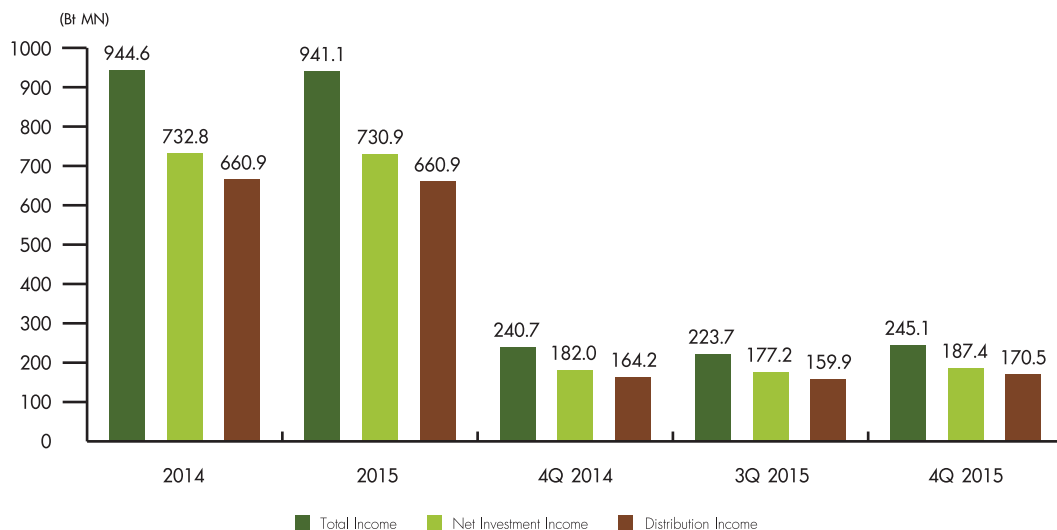
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## Future Park Leasehold Property Fund “ FUTUREPF ”

### Performance Summary

**FY 2015 Performance :** The Fund had Total Income of 941.1 million baht, which decreased 0.4% compared with the previous year of 944.6 million baht, Net Investment Income of 730.9 million baht, which decreased 0.3% compared with the previous year of 732.8 million baht and Distribution Income of 660.9 million baht, which was the same as last year. The Fund also announced a dividend payment for 4Q2015 of 0.322 baht per unit which equals to 6.13%\* rate of return (Annualized)\*

**NAV per Unit increased 26.2% from IPO price.** As of 31 December 2015 the Fund had Net Asset Value of 6,683.1 million baht or 12.6200 baht per unit.



Remark \* Dividend yield based on market price 21.00 baht per unit as of Jan 29<sup>th</sup>, 2016



## Share Summary

Market Price at 29/01/16 (Baht) 21.00

Unit Outstanding (Million Unit) 529.566

Market Capital (Million Baht) 11,121

NAV at 31/12/15 (Million Baht) 6,683

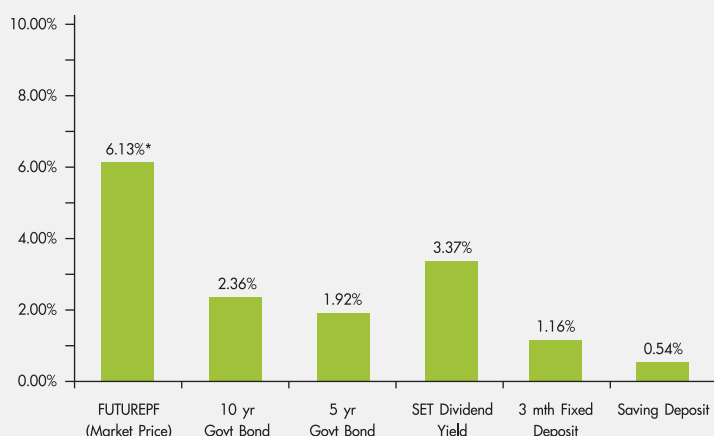
NAV per Unit at 31/12/15 (Baht) 12.6200

Dividend per Unit (Baht) 0.322\*

Dividend Yield for 4Q 15 (at Market Price as of 29/01/16) 6.13%

Note \* Dividend based on fourth quarter performance in 2015 (Oct 1<sup>st</sup>, 2015 – Dec 31<sup>st</sup>, 2015)

## Attractive Yield



Remark : \* Annualized 4Q 15 yield based on Market Price 21.00 baht per unit as of Jan 29<sup>th</sup>, 2016

Source : Thai BMA, SET and BOT (as of Jan 29<sup>th</sup>, 2016)

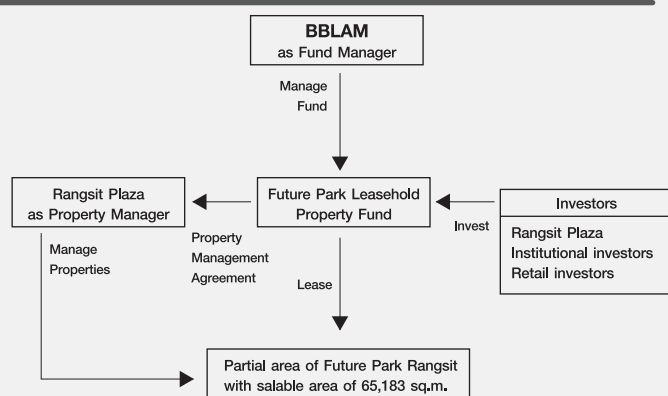
## Historical Dividend Payout

No.	Dividend Period	Dividend Payout (Baht per Unit)
1	23 Nov – 31 Dec 06	0.103
2	1 Jan – 31 Mar 07	0.240
3	1 Apr – 30 Jun 07	0.248
4	1 Jul – 30 Sep 07	0.240
5	1 Oct – 31 Dec 07	0.241
6	1 Jan – 31 Mar 08	0.243
7	1 Apr – 30 Jun 08	0.258
8	1 Jul – 30 Sep 08	0.280
9	1 Oct – 31 Dec 08	0.240
10	1 Jan – 31 Mar 09	0.251
11	1 Apr – 30 Jun 09	0.250
12	1 Jul – 30 Sep 09	0.260
13	1 Oct – 31 Dec 09	0.260
14	1 Jan – 31 Mar 10	0.271
15	1 Apr – 30 Jun 10	0.272
16	1 Jul – 30 Sep 10	0.292
17	1 Oct – 31 Dec 10	0.280
18	1 Jan – 31 Mar 11	0.296
19	1 Apr – 30 Jun 11	0.300
20	1 Jul – 30 Sep 11	0.280
21	1 Oct – 31 Dec 11	0.160
22	1 Jan – 31 Mar 12	0.391
23	1 Apr – 30 Jun 12	0.312
24	1 Jul – 30 Sep 12	0.510
25	1 Dec – 31 Dec 12	0.100
26	1 Jan – 31 Mar 13	0.290
27	1 Apr – 30 Jun 13	0.301
28	1 Jul – 30 Sep 13	0.303
29	1 Oct – 31 Dec 13	0.289
30	1 Jan – 31 Mar 14	0.306
31	1 Apr – 30 Jun 14	0.306
32	1 Jul – 30 Sep 14	0.326
33	1 Oct – 31 Dec 14	0.310
34	1 Jan – 31 Mar 15	0.316
35	1 Apr – 30 Jun 15	0.308
36	1 Jul – 30 Sep 15	0.302
37	1 Oct – 31 Dec 15	0.322

### The 37<sup>th</sup> of Dividend Distribution Timetable

XD Date	24 Feb 2016
Book Closure Date	29 Feb 2016
Payment Date	14 Mar 2016

## Fund Structure



## Fund Information

Name	Future Park Leasehold Property Fund ("FUTUREPF")
Type	Property Fund Type 1
Total Fund Size	Baht 6,233.161 million
No. of Investment Unit	Units 529.5661 million
Assets	Leasehold right and right to use and seek benefit on common area of Specified area of Future Park Rangsit
Property Manager	Rangsit Plaza Company Limited
Fund Manager	BBL Asset Management Co., Ltd.
Trustee	The Hongkong and Shanghai Banking Co., Ltd.
Registrar	Thailand Securities Depository Co., Ltd.
Fund Registered Date	23 November 2006
Fund Investing Date	24 November 2006
Fund Listed Date	7 December 2006



## Income Statement

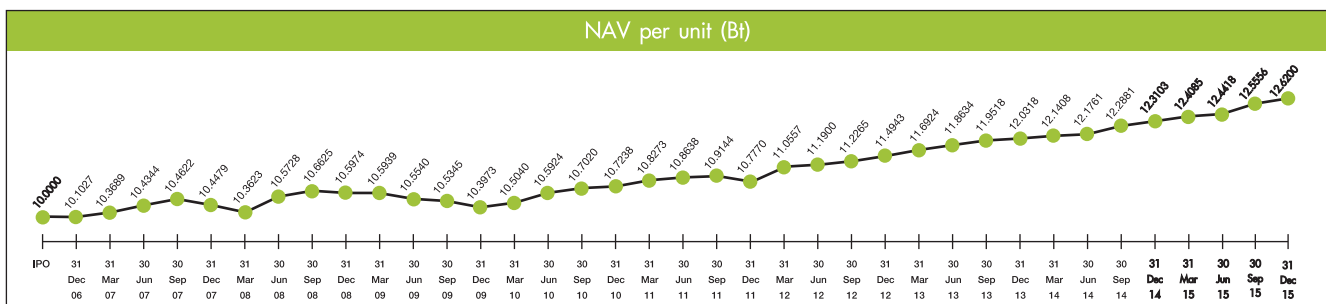
Unit : (Baht Million)

	FY 2015	FY 2014	% Change YoY	4Q 15	4Q 14	% Change YoY	3Q 15	% Change QoQ
Rental Income	924.5	923.7	0.1	241.6	235.7	3	218.6	11
Interest Income & Other income	16.5	20.9	(21)	3.4	5.0	(31)	5.1	(32)
<b>Total Income</b>	<b>941.1</b>	<b>944.6</b>	<b>(0.4)</b>	<b>245.1</b>	<b>240.7</b>	<b>2</b>	<b>223.7</b>	<b>10</b>
Property Expenses	79.5	87.2	(9)	25.3	27.5	(8)	15.0	68
Property Management Fee	93.5	84.6	11	23.5	21.4	10	22.5	5
Fund Management Fee and Expenses	37.2	40.0	(7)	8.9	9.8	(9)	9.0	(1)
Amortization of Deferred Expenses	-	-	-	-	-	-	-	-
<b>Total Expenses</b>	<b>210.3</b>	<b>211.8</b>	<b>(0.7)</b>	<b>57.7</b>	<b>58.7</b>	<b>(2)</b>	<b>46.5</b>	<b>24</b>
<b>Net Investment Income</b>	<b>730.9</b>	<b>732.8</b>	<b>(0.3)</b>	<b>187.4</b>	<b>182.0</b>	<b>3</b>	<b>177.2</b>	<b>6</b>
Net Unrealized gain (loss) from changes in investment value	87.7	64.4	36	6.6	2.4	180	46.2	(86)
<b>Net Increase in net assets from operations</b>	<b>818.5</b>	<b>797.2</b>	<b>3</b>	<b>194.0</b>	<b>184.4</b>	<b>5</b>	<b>223.4</b>	<b>(13)</b>
<b>Distributable Income*</b>	<b>730.9</b>	<b>732.8</b>	<b>(0.3)</b>	<b>187.4</b>	<b>182.0</b>	<b>3</b>	<b>177.1</b>	<b>6</b>
Distribution Income	660.9	660.9	0	170.5	164.2	4	159.9	7
Distribution Income per unit (THB)	1.248	1.248	0	0.322	0.310	4	0.302	7
Net Investment Income Margin	78%	78%	0	76%	76%	0	79%	(3)
Distribution Income Margin	70%	70%	0	70%	68%	2	72%	(2)

\* Distributable Income calculates from net increase in net assets from operation, excluding net unrealized gain from changes in investment value.

## Balance Sheet

Baht Million	31 Dec 15	31 Dec 14
Investment in Properties	6,985.0	6,820.0
Investment in Securities and Cash	467.9	527.6
Other Assets	69.5	48.5
<b>Total Assets</b>	<b>7,522.3</b>	<b>7,396.1</b>
Deposits Received from Customers	330.4	319.1
Other Liabilities	508.8	557.9
<b>Total Liabilities</b>	<b>839.2</b>	<b>877.0</b>
<b>Net Assets</b>	<b>6,683.1</b>	<b>6,519.1</b>
Capital Received from Unit Holders	5,633.2	5,633.2
Retained Earning	1,050.0	885.9
<b>NAV per unit (Bt)</b>	<b>12.6200</b>	<b>12.3103</b>



Remark :

NAV per unit excluded the dividend that the Fund had paid. The Fund had paid the dividend for the performance from inception date (Nov 23<sup>rd</sup>, 2006) to Sep 30<sup>th</sup>, 2015 totaling 9.935 baht per unit.



## Management's Discussion and Analysis (MD&A)

### Total Income

In 4Q2015 FUTUREPF had total income of **245.1** million baht, which increased by **4.4** million baht or **2%** from the same period last year. Such increase was mainly driven from:

1. revenue from shop area increased by **1.3** million baht or **1%** from the growth of average rental rate,
2. revenue from common area raised by **3.9** million baht or **5%** mainly due to the rental increased resulting from the renovation of the digital zone on the 3rd floor. Comparing with 3Q2015, the fund total income raised by **21.4** million baht or **10%**, which was mainly due to the growth of revenue from shop area by **12.0** million baht. This was caused by the shops nearby Central Department Store started to fit-out and open since Central Department Store reopening on October 1st, 2015 after closing for renovation. (In the previous quarter, the rental discount had also been given to the effected tenants from the closing of Central Department Store). In addition, the revenue from common area increased by **11.4** million baht, resulting from the open of new zone on basement floor (Dessert Street) in this quarter after closing for renovation in the previous quarter.

In 2015 FUTUREPF had total income of **941.1** million baht, which slightly decreased by **3.5** million baht or **0.4%** from the last year. This was mainly due to the five month closing of the Central Department Store for renovation during 20 April – 30 September 2015, resulting to the low customer traffic and sales nearby that area. Therefore, the rental discount of **5.0** million baht had been given to help the effected tenants. The renovation also delayed the opening plan of the new shops nearby this zone which were waiting for the reopening of the Central Department Store. Moreover, the closing for renovation of 3 Zones, which were the shop area of the Fashion Zone (3,350 sq.m) and the Digital Zone (1,480 sq.m) on the 3rd floor, and the common area (2,780 sq.m.) on basement floor nearby the Robinson Zone (Dessert Street), also cause the loss of the rental revenue during renovation period.

### Total Expenses

In 4Q2015, total expenses of FUTUREPF were **57.7** million baht, which decreased by **1.0** million baht or **2%** compared with the same period last year. The main reasons were as follows:

1. property expenses decreased by **2.2** million baht, which was mainly due to the decrease of marketing expense,
2. property management fees increased by **2.2** million baht, caused by the increase of commissions from renewals of existing contracts and new leases from new zone after the renovation,
3. interest expense decreased by **0.9** million baht.

Comparing with 3Q2015, the fund total expenses increased by **11.2** million baht or **24%**, which was mainly due to property expenses increased by **10.2** million baht. This was mainly resulting from the accounting adjustment in property expenses (property tax), which was lower than expected (this adjustment occurred in the 3rd quarter every year).

In 2015, the fund total expenses were **210.3** million baht, which decreased by **1.6** million baht or **0.7%** from last year. This was mainly due to the decrease of the marketing expense.

### Net Investment Income and Distribution Income

In 4Q2015 FUTUREPF showed net investment income of **187.4** million baht, which increased by **5.4** million baht or **3%** compared with the same period last year. Therefore, the fund distributable income increased by **3%**. FUTUREPF announced 4Q2015 distribution income of **170.5** million baht (**91.00%** of distributable income) or **0.322** baht per unit, which increased by **0.012** baht per unit from the same period last year.

Comparing with 3Q2015, the net investment income grew by **10.2** million or **6%**, due to the increase of the total revenue of **21.4** million baht as stated earlier. This was resulting to the increase of **0.302** baht per unit to **0.322** baht per unit.

In 2015, FUTUREPF had net investment income of **730.9** million baht, decreased by **2.0** million baht or **0.3%** compared with last year. Therefore, the fund distributable income decreased by **0.3%** compared with the last year. FUTUREPF announced 2015 distribution income of **660.9** million baht (**90.43%** of distributable income) or **1.248** baht per unit which was the same as last year.

### Unrealized Gain (Loss) from Changes in Investment Value

In 4Q2015, FUTUREPF recorded unrealized gain of **30** million baht in property investment value. This was caused by the increase of property revaluation from an independent appraiser (from **6,955.0** in 3Q2015 to **6,985.0** in 4Q2015). However, there were the capital expenditures for the improvement of the equipment and the renovation of leasable area of **23.4** million baht. Therefore the unrealized gain from changes in investment value was recorded at **6.6** million baht.

In 2015, FUTUREPF recorded a positive unrealized gain from changes in investment value by **165** million baht. This was caused by the increase of property revaluation from an independent appraiser from **6,820.0** in 4Q2014 to **6,985.0** in 4Q2015. However, there were the capital expenditures for the improvement of the equipment and the renovation of leasable area of **77.3** million baht. Therefore the unrealized gain from changes in investment value was recorded at **87.7** million baht.

### Profitability

Net investment income margin in 4Q2015 was **76%** which remained the same as the same period last year. The distribution income margin increased by **2%** from **68%** to **70%**. This was resulting from the increase of the revenues whereas the decrease of expenses as stated earlier.

Comparing with the previous quarter, net investment income margin was **76%** (down by **3%**), and the distribution income margin fell down by **2%** from **72%** to **70%**, due to the upward adjustment in property tax in 3Q2015.

Net investment income margin in 2015 was **78%** which remained the same as 2014. The distribution income margin was **70%** in 2015 also remained the same as last year.



## 1. Area & Occupancy rate

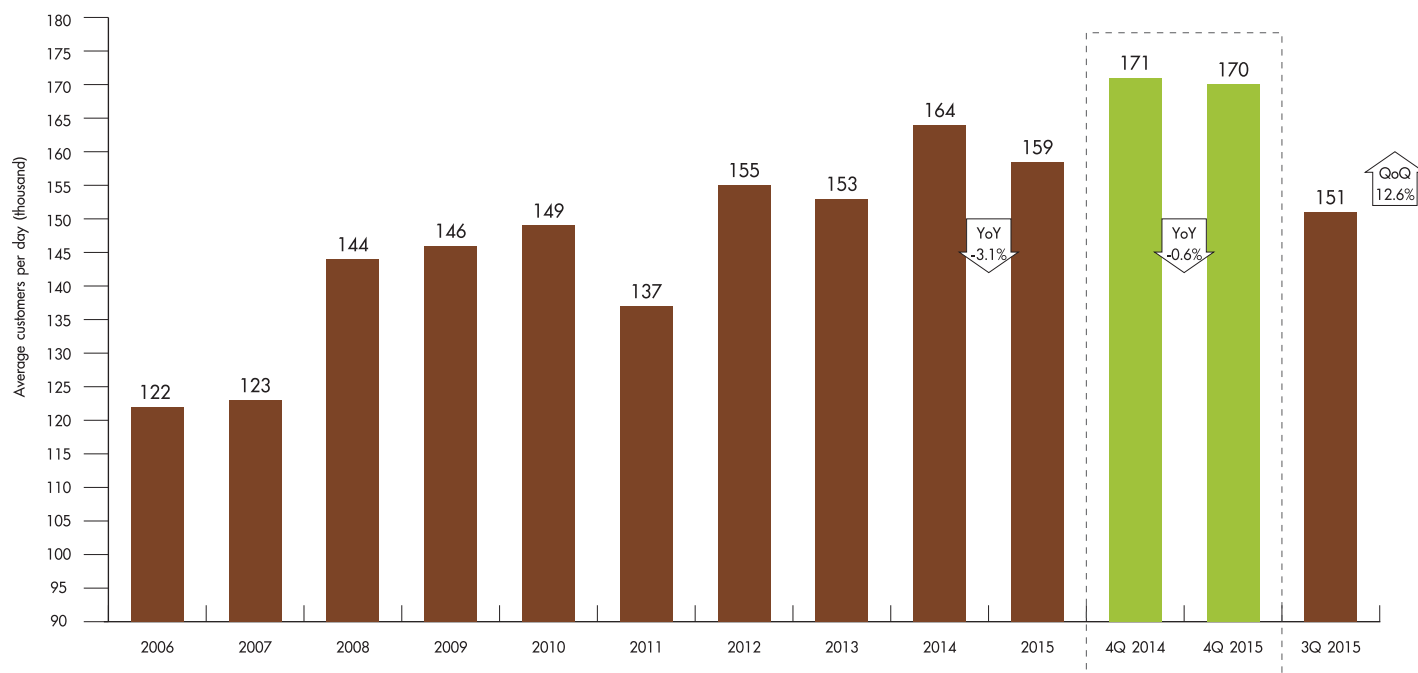
	Leasable Area (Sq.m.) <sup>1</sup>	Occupancy rate (%)			
		FY 2015 <sup>2</sup>	FY 2014	4Q 15 <sup>2</sup>	4Q 14
Anchor & Retail Shop	56,830	94	97	95	97

Note : 1. Leaseable Area (Sq.m.) in 4Q2015

2. In 2015, the accumulative areas that the Fund has temporarily delivered to Rangsit Plaza Co.,Ltd. for connecting the existing building with the expansion building as at the end of year 2015 was 2,304.77 sq.m. Rangsit Plaza Co.,Ltd. has already started to pay the rental revenue in compensation for those areas to the Fund.



## 2. Traffic Performance



In 2015 the number of customer visiting Future Park was at an average of 159,000 customers per day, decreasing 3.1% YoY. This was mainly due to the closing of Central Department Store for renovation during 20April-30 September 2015. In the fourth quarter of 2015 the number of customers visiting was at an average of 170,000 customers per day, decreasing 0.6% from the same period last year. Comparing with 3Q2015, the number of customers visiting increased to 12.6%, from the average of 151,000 customers per day to 170,000 customers per day.

## 3. Renewals and New Lease

FUTURERF Portfolio	Renewals and New Leases <sup>1</sup>			Increase /(Decrease) in Rental Rates
	No. of Leases	Area (sq.m.)	% of Total area <sup>2</sup>	
4Q 2015	47	5,301.65	9.33%	7.28%
FY 2015	475	26,843.95	47.21%	10.82%

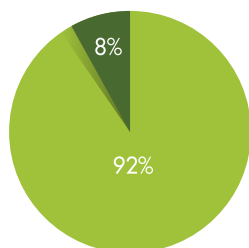
Note : 1. Retail & Anchor agreements (exclude common area agreements) 2. Percentage of total rental space in 4Q 2015

\* Include agreements from the renovation zone

## 4. Lease Profile

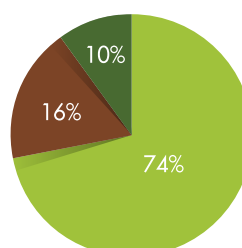
### Type of Rental

- Fixed Rental
- Revenue Sharing Rental



### Lease Term

- < 1 Y
- 1 Y - 3 Y
- > 3 Y

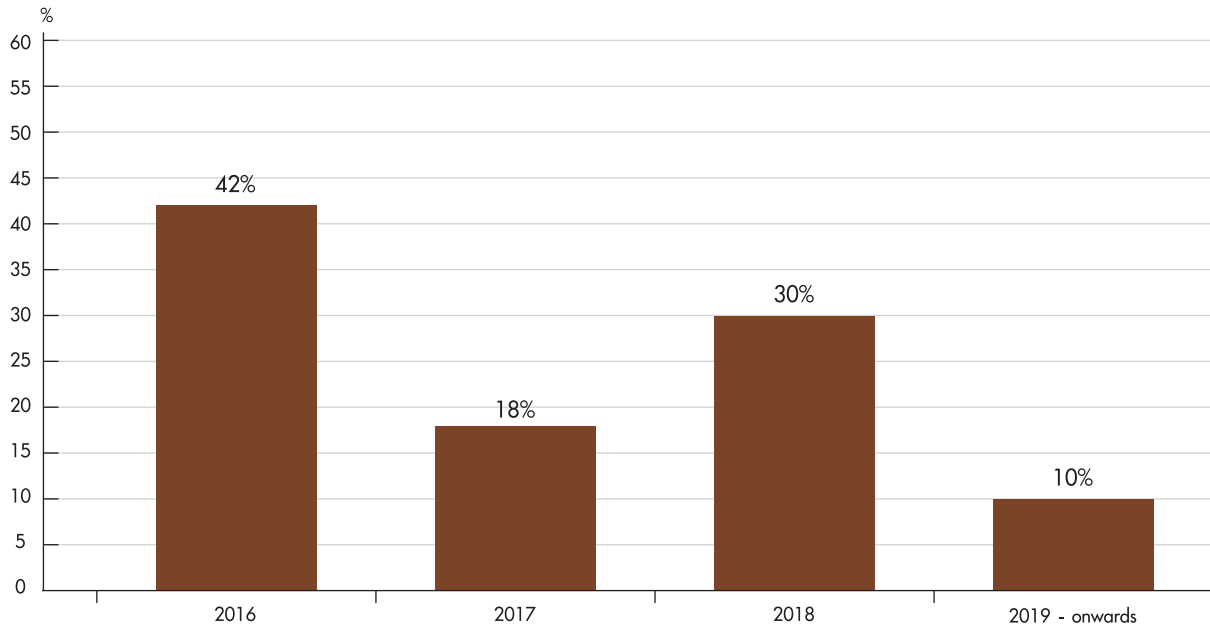


Note : 1. Retail & Anchor agreements (exclude common area agreements)  
2. Percentage of total rental space as of Dec 31<sup>st</sup>, 2015





## 5. Lease Expiry Profile



Note : 1. Retail & Anchor agreements (exclude common area agreements) 2. Percentage of total rental space as of Dec 31<sup>st</sup>, 2015



## Renovation Project :



**We By The Brain** The coolest tutorial that serves all learning purposes for the “Brain”, with special teaching techniques and innovative educating system that give learners more than academic knowledge. Third floor, Central Zone



**Robot's child & Smart vedic maths** The learning center of robotic engineering and mathematics for kids that is equipped with innovative technologies focusing on creativity and concrete knowledge for robot creation, design, invention and programming. Third floor, Central Zone



**On Demand** The institute for complete science learning and development including physics, chemistry, biology and special subjects for all kinds of tests for all levels. Third floor, Central Zone



**Pink Pssy** The center of wholesale jewelries and fashionable gadgets as well as other trendy accessories. Third floor, Robinson Zone



**L'Occitane** Natural treatments from Provence, France that are filled with original and organic essence from the Mediterranean. Ground floor, Central Zone



## Future Park The Green Mind



## Future Park CSR

Ms Jittinan Wanglee, Executive Vice President for Business and Marketing Development, Future Park, recently granted honorary plaques and souvenirs to shop owners who joined **Future Park The Green Mind “Green Passport IV”** project at Alive Park Hall, Ground Floor, Future Park.



### Future Park's Environmental Conservation Project to Follow His Majesty the King's Initiatives "The Father of the Royal Rainmaking"

1 – 7 December 2015 at Alive Park, Ground Floor

Her Royal Highness Princess Sirivannavari Nariratana, representing His Royal Highness Crown Prince Maha Vajiralongkorn, graciously presided over an opening ceremony of Future Park's Environmental Conservation Project to Follow His Majesty the King's Initiatives in honor of the auspicious occasion of HM the King's 88th Birthday Anniversary. The event intended to present an exhibition under the concept "The Father of the Royal Rainmaking" to show HM the King's intelligence of resolving drought crisis. Also present at the event to welcome HRH were Ms Jittinan Wanglee, Executive Vice President for Business and Marketing Development, Ms Rattana Anantanupong, Marketing Director and the management on Tuesday 1 December 2015 at 10:30 hours, at Alive Park Hall, Ground Floor

On this occasion, Future Park invited all customers, shop owners and staff to light candles to honor His Majesty the King for His 88th Birthday Anniversary on 5 December 2015 at Zappening @ZPELL



### Sweetest Moment of Chinese New Year

5 – 14 February 2016 at Zspotlight, Ground Floor, @ZPELL and at Alive Park Hall Ground Floor

Ms Rattana Anantanupong, Marketing Director, Future Park, Mr. Cheng Hai Ning and Ms Waraporn Leekulnimit together celebrated the festival of grand Chinese New Year at the store. Customers were offered with promotional sale event of up to 80% discount. At every 1,000 baht purchase, they might get a chance to win PANDORA / PRIMA GOLD jewelries, valued at 3 million baht. Entertaining programs will be showcase of 2,000-year-old Chinese cultural arts through the creations of Chinese kites, Chinese paper-cutting from Shandong, so called the city of world kite, and Xisui acrobatic troupe, the original of Wudong Quan from Hubei, the Republic of China. The customers had great moments with the exciting and dazzling show of all the 16 performances for two hours.



### Future Park Countdown 2016 "Fun Day Night"

31 December 2015 at Zappening @ZPELL

Future Park marked the end of year 2015 by returning happiness to all customers with concerts performed by Nipaporn Thititanakarn (Sani), Setthapong Piengpor (Tao), Nontanan Anchuleepradit (Kacha), Warattha-Charattha Imraporn (Neko Jump), Ek Surachet, Jesada Tirungkit (Un), Worakamon Sater (Jeff) etc. Customers enjoyed their best celebrations on the countdown night.



### Future Park Super Kids

8 – 19 January 2016 at Cascata, Ground Floor

Future Park celebrated Thailand's Children's day by organizing the "Future Park Super Kids" event by Muang Thai Life Assurance who presented the kids with fun activities such as mask changing magic, bubble show, the Jack comedy mascot show as well as other enjoyable plays by famous characters such as Ja Tingja, Pang Pond, Noo Hin.



### Happy V-Day 2016

13 – 14 February 2016, at Feel Fit, third floor, Central Zone

Future Park was full of loving moments at its mini concert performed by well-known net idols: Chilling Sunday, Boy-Palm and the 38 years ago, and Omyim-Peach. Visitors also enjoyed their great time taking photos and shopping for items made by Teens Pointer members.





### Thai Red Cross Fair and OTOP from Pathumthani

4 – 13 March 2016 at Alive Park Hall, Ground Floor

Customers may enjoy shopping for quality products from Pathumthani province as well as make merit by purchasing the red cross coupon and donating blood. They also get entertained with a fun mini concert performed by well-known artists.

### Songkran Fun Fever

13 – 15 April 2016 at Zapping @Zpell and front area of Alive Park Hall

Splash out the happiness during Songkran Festival at Future Park who will present six stations of joy such as mini-concert, water tunnel, water plays etc. at the front area of Future Park.



### Future Park Super Kids (Junior Talent Award 2016)

23 April – 1 May 2016 at Cascata, Ground Floor

Future Park gladly shows talents of kids aged 6-15 years old who join the Future Junior Talent Award 2016 to win a Cup and scholarship graciously bestowed by Her Royal Highness Maha Chakri Sirindhorn. There will also be many fun activities to participate in.

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