



PRESS RELEASE : August 14, 2013

CENTEL's Q2/2013 consolidated revenues exceeds Baht 4,000 million, while consolidated Net Profit increases 66.8% YoY

Operating Performance Results for Q2/2013

Central Plaza Hotel plc. (CENTEL) achieved total Q2/2013 consolidated revenues of Baht 4,236.3 million for the Q2/2013 period, representing an increase of Baht 677.4 million, or 19.0% year-on-year(YoY), when compared to the same period last year; with revenues mix of 43% being derived from the Hotels Business and 57% from the Food Business (compared to 39% and 61% in Q2/2012) respectively.

Overall Q2/2013 consolidated Net Profit was Baht 188.7 million, an increase of Baht 75.6 million (or 66.8%) YoY.

Total Q2/2013 Hotels Business revenues was Baht 1,806.0 million, an increase of Baht 408.4 million (or 29.2% YoY) compared to Q2/2012. During Q2/2013 achieved Average Occupancy (AOC) was 75% (compared to 64.8% for Q2/2012) and RevPAR was Baht 2,869 (an increase of 34.6% YoY), with key drivers for the improved performances being both the continuing positive operations of various hotel properties – such as the Centara Grand in Bangkok, Pattaya, Samui, Hua Hin, and Phuket as well as the hotels in the Maldives – and a 21.3% YoY increase in Q2/2013 international tourist arrivals that totaled 5.92 million (compared with 4.88 million in Q2/2012).

As for the Food Business, total Q2/2013 revenues was Baht 2,430.3 million, an increase of Baht 269.0 million (or 12.4%) YoY, with Total Systems Sales growth of 11.7% YoY and Same Stores Sales growth of 2.2% YoY. The revenues increase was a direct result of ongoing outlets expansion of the various well-known QSR brands (totaling 70 new outlets compared to Q2/2012) throughout the country, together with continuing development and launch of new products in order to give customers new innovative and value for money menu offerings, as well as sustained marketing and promotions campaigns.

A summary of Q2/2013 operating performance results (compared to Q2/2012) is as follows :

(Baht - Millions)	Q2/2013	Q2/12	Changes - Baht	% YoY Change
Total Consolidated Revenues	4,236.3	3,558.9	677.4	19.0%
Total Hotels Business revenues	1,806.0	1,397.6	408.4	29.2%
Total Food Business revenues	2,430.3	2,161.3	269.0	12.4%
EBITDA	766.7	665.0	101.7	15.3%
Net Profit (before extraordinary items)	176.1	105.5	70.6	66.9%
NET PROFIT/(LOSS)	188.7	113.1	75.6	66.8%

Operating Performance Results for H1(Jan-Jun)/2013

Based on the operating performance results for both Q1/2013 and Q2/2013, total consolidated revenues for the H1/2013 period was Baht 8,749.9 million, an increase of Baht 1,462.4 million, or 20.1%, when compared to the same period last year; which total increase consisted of 63.7% coming from the Hotels Business and the remaining 36.3% from the Food Business respectively.

Total H1/2013 Hotels Business revenues was Baht 4,156.7 million, an increase of Baht 931.8 million (or 28.9% YoY) compared to H1/2012, with achieved Average Occupancy (AOC) of 79.9% (compared to 70.0% for H1/2012) and RevPAR of Baht 3,576 (an increase of 30.4% YoY).

While total H1/2013 Food Business revenues was Baht 4,593.1 million, an increase of Baht 530.6 million (or 13.1%) YoY, with Total Systems Sales growth of 13.1% YoY and Same Stores Sales growth of 3.1% YoY; whereby the revenues increase was driven by these key QSR brands : KFC, Mister Donut, Auntie Anne's, Chabuton, and Yoshinoya.

The total number of QSR outlets as at the end of H1/2013 was 704 - with 331 stores (or 47%) located in Greater Bangkok and 373 stores (or 53%) located in the Provinces.

A summary of H1/2013 operating performance results (compared to H2/2012) is as follows :

(Baht - Millions)	H1(Jan-Jun)/2013	H1(Jan-Jun)/2012	Changes - Baht	% YoY Change
Total Consolidated Revenues	8,749.9	7,287.4	1,462.4	20.1%
Total Hotels Business revenues	4,156.7	3,224.9	931.8	28.9%
Total Food Business revenues	4,593.1	4,062.5	530.6	13.1%
EBITDA	2,046.3	1,720.0	326.3	19.0%
Net Profit (before extraordinary items)	800.3	593.0	207.3	35.0%
NET PROFIT/(LOSS)	837.6	952.0	-114.4	-12.0%

Overall consolidated H1/2013 EBITDA was Baht 800.3 million, an increase of 35.0% when compared to H1/2012. However, after taking into account the amortisation of deferred rental income of the property fund during the first 6 months of 2013 together with the extraordinary profit gained (resulting from the consolidation of profits for a hotel property in which the Company gradually increased its overall shareholdings) during the H1/2012 period, then the consolidated H1/2013 Net Profit was Baht 837.6 million - which resulted in the equivalent H1/2012 Net Profit (of Baht 952.0 million) being 12.0% higher when compared to H1/2013.

As for the full year 2013 period, the Company expects that total FY/2013 international tourists arrivals will increase year-on-year in line with the TAT's current estimates. This positive trend combined with further economic stimulus policies by the Government (such as reducing personal income tax effective in 2013, allowing companies to deduct double the actual expenses incurred for training and seminars held in Thailand for 2013 and 2014, as well as allowing companies in the tourism sector to depreciate up to 50% of the value of any new equipment purchases or equipment repairs) will help to further promote overall tourism/hotels-related consumer demand and expenditures, benefiting both the hotels and food businesses.

Thus, CENTEL expects that total consolidated revenues and overall operating performance for the H2/2013 period will remain in line with stated targets.

For more information, please contact

Dr. Ronnachit Mahattanapreut
SVP, Finance & Administration.

THE CENTRAL PLAZA HOTEL PUBLIC COMPANY LIMITED
Floor 25, 999/99 Rama 1 Rd., Patumwan, BANGKOK 10300.
Tel : (66) 02 769 1234 (ext 6131)
Fax : (66) 02 100 6231

E-mail: ronnachitma@chr.co.th or ir@chr.co.th