



Central Plaza Hotel Public Company Limited

News Release

Despite Total Consolidated Revenues being almost the same as for Q1/2016, Net Profit for Q1/2017 continued to increase to a total of Baht 783.0 million, equal to an increase of 3.3% compared to the same period last year, together with:

- **Total Consolidated Revenues of Baht 5,321.0 million, increasing by a marginal 0.3% Year-on-Year (YoY),**
- **Total Consolidated EBITDA of Baht 1,466.3, equal to a marginal increase of 0.5%YoY, mainly due to the operating results for the Food Business.**

- 15 May, 2017 - Mr.Suthikiati Chirathivat, Chairman of the Central Plaza Hotel Pcl, (CENTEL) stated that: “I am pleased to be able to announce that the CENTEL’s operating performance results for Q1/2017 saw a continued increase in Total Net Profit when compared to the same period last year. This was despite achieving Total Q1/2017 Consolidated Revenues of Baht 5,321.0 million that was almost the same as for Q1/2016, as well as the fact that overall domestic consumer consumption still has to recover fully to its former level. At the same time, Net Profit for Q1/2017 totaled Baht 783.3 million, equal to an increase of 3.3%YoY (or more than the YoY increase in total revenues), mainly resulting from continued effective costs management of SG&A expenses for the Food Business, together with receipt of the insurance compensation for flood damages to the Centara Grand Beach Resort, Phuket during Q4/2016 and also a decrease in total finance costs due to the refinance of outstanding loans for the Hotels Business.

Furthermore, the Company expects that the Food Business, which saw a significant slowdown last year, will see opportunities for achieving improved operating performance - especially during the second half of 2017.

At the same time, the Company is still closely monitoring the situation in the Maldives, as well as reviewing and adjusting its marketing activities on a regular basis to correspond to the changing business situation. As such, the Company still expects to be able to achieve ongoing increased profitable performance from the previous year.”

Key Operating Performance Data – Q1/2017

Summary of Profit & Loss Q1/2017

Revenue and Earnings before Interest, Tax, Depreciation and Amortization (EBITDA)

Baht millions	Hotel Business		Food Business		Total	
	Q1/2016	Q1/2017	Q1/2016	Q1/2017	Q1/2016	Q1/2017
Total Revenue	2,802.6	2,734.1	2,503.3	2,586.8	5,305.9	5,321.0
EBITDA	1,168.0	1,151.0	290.7	315.3	1,458.7	1,466.3
% EBITDA Margin	<u>41.7%</u>	<u>42.1%</u>	<u>11.6%</u>	<u>12.2%</u>	<u>27.5%</u>	<u>27.6%</u>
Net Profit from Operation	651.4	671.7	106.2	111.3	757.7	783.0
%Net Profit Margin	<u>23.2%</u>	<u>24.6%</u>	<u>4.2%</u>	<u>4.3%</u>	<u>14.3%</u>	<u>14.7%</u>

- Consolidated Revenues increased by 0.3%YoY, to total Baht 5,321.0 million. This is mainly due to increased Food Business revenues of 3.3%YoY; while Total Hotels Business revenues decreased by 2.4%YoY because of decreased hotels revenues in a very competitive business environment. At the same time, the Company received the insurance claim compensation for flood damages to the Centara Grand Beach Resort, Phuket during late last year totaling Baht 35.9 million, which is a one-time payment in Q1/2017.

- Total Consolidated EBITDA increased by 0.5%YoY, to total Baht 1,466.3 million, resulting from effective costs management for the Food Business.
- Total Net Profit increased 3.3%YoY to total Baht 783.0 million, mainly due to a decrease in overall finance costs that totaled Baht 23.5 million, which then resulted in an increase in Total Net Profit to be more than the increase in total revenues for Q1/2017.

Summary of Operating Performance Results for Q1/2017

Hotels Business KPIs': Q1/2017

Occupancy (OCC)	Q1/2016	Q1/2017	Change
Bangkok	85.0%	84.0%	-0.9%
Upcountry	88.0%	85.9%	-2.1%
Maldives	85.3%	80.6%	-4.7%
Total Thailand	87.1%	85.3%	-1.8%
Average Total	87.0%	85.0%	-2.0%

Average Room Rate (ARR) (Baht)	Q1/2016	Q1/2017	Change YoY
Bangkok	3,411	3,426	0.5%
Upcountry	5,056	5,379	6.4%
Maldives	24,587	22,942	-6.7%
Total Thailand	4,571	4,798	5.0%
Average Total	5,870	5,936	1.1%

Revenue Per Available Room (RevPAR)	1/2016	1/2017	Change YoY
Bangkok	2,898	2,879	-0.6%
Upcountry	4,448	4,618	3.8%
Maldives	20,982	18,500	-11.8%
Total Thailand	3,980	4,093	2.9%
Average Total	5,104	5,046	-1.1%

Food Business: Q1/2017

% Same Store Sales (SSS)	Q1/2016	Q1/2017
Top 4 brands	-0.2%	-1.5%
7 brands	4.1%	0.6%
Average	0.2%	-1.3%
% Total System Sales (TSS)	Q1/2016	Q1/2017
Top 4 brands	1.8%	1.7%
7 brands	14.5%	13.8%
Average	3.2%	3.1%

Company Information

Operating hotels as at 31 May, 2017

	Owned and Property Fund Hotels	Stars	Operated	# of Rooms	% Owned	Country
1	Centara Grand at Central Plaza Ladprao Bangkok	5	2Q83	565	100%	Thailand
2	Centara Grand Resort & Villas Hua Hin	5	1Q86	249	64%	Thailand
3	Centara Mae Sot Hill Resort	4	4Q89	113	100%	Thailand

4	Centara Hat Yai	4	4Q95	245	100%	Thailand
5	Centara Grand Beach Resort Samui	5	2Q96	202	25% Property Fund	Thailand
6	Centara Villas Samui	4	2Q00	100	100%	Thailand
7	Centara Villas Phuket	4	2Q00	72	100%	Thailand
8	Centara Grand Beach Resort & Villas Krabi	5	4Q05	192	100%	Thailand
9	Centara Kata Resort Phuket	4	2Q06	158	100%	Thailand
10	Centara Karon Resort Phuket	4	2Q06	335	100%	Thailand
11	Centara Grand at CentralWorld	5	4Q08	512	100%	Thailand
12	Centara Grand Mirage Beach Resort Pattaya	5	4Q09	555	100%	Thailand
13	Centara Grand Island Resort & Spa Maldives	5	4Q09	112	74%	Maldives
14	Centara Grand Beach Resort Phuket	5	4Q10	262	100%	Thailand
15	Centara Ras Fushi Resort & Spa Maldives	4	1Q13	140	75%	Maldives
	Total Owned and Property Fund properties			3,812		

	Managed Hotels	Stars	Operated	# of Rooms	% Owned	Country
16	Centara Chaan Talay Resort & Villas Trat	4	1Q08	44	-	Thailand
17	Centara Hotel & Convention Centre Udon Thani	4	2Q10	259	-	Thailand
18	Centara Q Resort Rayong	4	2Q10	41	-	Thailand
19	Khum Phaya Resort, Centara Boutique Collection	Boutique	3Q10	87	-	Thailand
20	Waterfront Suites Phuket by Centara	Residence	1Q11	39	-	Thailand
21	Centara Anda Dhevi Resort & Spa Krabi	4	4Q11	135	-	Thailand
22	Centara Pattaya Hotel	4	4Q11	152	-	Thailand
23	Centara Nova Hotel & Spa Pattaya	4	4Q11	79	-	Thailand
24	Centara Koh Chang Tropicana Resort	4	2Q12	157	-	Thailand
25	Centra Coconut Beach Resort Samui	3	3Q12	55	-	Thailand
26	Sandy Beach Non Nuoc Resort Danung Vietnam	4	4Q12	159	-	Vietnam

Managed by Centara						
27	Centra by Centara Government Complex Hotel & Convention Centre Cheang Watthana	3	4Q12	204	-	Thailand
28	Centara Watergate Hotel & Spa Bangkok	4	2Q13	281	-	Thailand
29	Centara Seaview Resort Khao Lak	4	2Q13	245	-	Thailand
30	Centara Grand Phratamnak Pattaya	5	3Q13	161	-	Thailand
31	Centara Blue Marine Resort & Spa Phuket	4	1Q14	266	-	Thailand
32	Centara Ceysands Resort & Spa Srilanka	4	2Q14	165	-	Srilanka
33	Centra by Centara Avenue Hotel Pattaya	3	4Q14	51	-	Thailand
34	Centra by Centara Maris Resort Jomtien	3	1Q16	282	-	Thailand
35	Centra by Centara Phu Pano Resort Krabi	3	4Q16	158	-	Thailand
36	Centara Azure Hotel Pattaya	4	4Q16	96	-	Thailand
37	Centara Muscat Hotel	4	2Q17	152	-	Oman
Total Managed Hotels				3,268		
Total - Current Operating Hotels				7,080		

Number of Outlets as at 31 March, 2017

QSR Brands (11)	QSR Outlets
KFC	219
Mister Donut	323
Auntie Anne's	136
Ootoya	43
Pepper Lunch	23
Cold Stone	19
The Terrace	10

Chabuton	16
Yoshinoya	14
Tenya	5
Katsuya	12
Total Outlets	820

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