Frasers Day Bangkok 2022

22 November 2022



One Bangkok project site, Bangkok, Thailand

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- Any discrepancies in the figures included herein between the listed amounts and total thereof are due to rounding.

Glossary

Frasers Property entities

ARF : AsiaRetail Fund Limited
FCT : Frasers Centrepoint Trust
FHT : Frasers Hospitality Trust
FLT : Frasers Logistics & Industrial Trust
FLCT : Frasers Logistics & Commercial Trust
FPA : Frasers Property Australia
FPHT : Frasers Property Holdings Thailand Co., Ltd
FPI : Frasers Property Industrial
FPL or Frasers Property : Frasers Property Limited
FPT : Frasers Property (Thailand) Public Company Limited

FTREIT : Frasers Property Thailand Industrial Freehold & Leasehold REIT
GOLD : Golden Land Property Development Public Company Limited
GOLDPF : Gold Property Fund
GVREIT : Golden Ventures Leasehold Real Estate Investment Trust
The Group : Frasers Property Limited, together with its subsidiaries

Other acronyms

ADR : Average daily rate
AEI : Asset enhancement initiative
AOR : Average occupancy rate
ARR : Average rental rate
AUM : Assets under management
FY : Financial year
GDP : Gross domestic product
GDV : Gross development value
GFA: Gross floor area
JV : Joint venture
N/M: Not meaningful
NLA : Net lettable area
NSW : New South Wales
QLD : Queensland
Q-o-Q : Quarter-on-quarter
REIT : Real estate investment trust
RevPAR : Revenue per available room
SBU : Strategic business unit
sqm : Square metres
UK : United Kingdom
VIC : Victoria
WALE : Weighted average lease expiry
Y-o-Y : Year-on-year

Additional notes

- In the tables, the arrow direction indicates the increase (up) or decrease (down) of the absolute figure. The colour indicates if the change is positive (green), negative (red) or neutral (black). Any change over 200% is indicated as N/M.
- In the tables and charts, any discrepancy between individual amount and the aggregate is due to rounding.
- All exchange rates are as at period end, unless otherwise stated.
  - S$/A$: 0.9188
  - S$/€ : 1.4074
  - S$/THB : 0.0379
  - S$/1,000 VND : 0.06024
  - S$/RMB : 0.2016
  - S$/£ : 1.6037

Embracing structural shifts and navigating macro developments

Leveraging the Group's solid foundation underpinned by core capabilities

Established strategic business platforms

Active asset management and disciplined capital management

Strong and agile organisational backbone



Frasers Tower, Singapore

1. Environmental, Social and Governance.

Astute management of assets and capital

Converting structural changes into value-add opportunities aligned to the Group's purpose



Well-received residential sales launches and selective replenishment of residential land banks and/or redevelopment in markets with robust underlying demand



Launched Premium Estates concept for new industrial and logistics ("I&L") developments in Australia and Europe

Introduced Core and Flex commercial space solutions as part of focus on Real Estate as a Service



Continued focus on green and sustainable financing – successful issuance of Singapore's first corporate green retail notes





Frasers Hospitality's enhanced organisational structure improves agility to respond to changing market dynamics



Creation of Frasers Property Capital to strengthen focus on capital partnerships

Three-pronged approach to managing portfolio for earnings resilience

Our three-pronged approach:

1. **Sustainable earnings**
   through significant development pipeline, investment properties, and fee income

2. **Balanced portfolio**
   across geographies and property segments

3. **Optimised capital productivity**
   through REIT / Stapled Trust platforms, active asset management initiatives and capital partnerships

Corporate and business developments in FY22

Sustained level of unrecognised residential revenue and leasing demand (1)

- Healthy level of unrecognised revenue provide earnings and cashflow visibility
- ~1,577,000 sqm of renewals and new leases across investment properties portfolio

Restocking of land bank support healthy development pipeline (1) (2)

- ~637,000 sqm of I&L land secured in Australia and Vietnam
- Committed forward workload with ~820,000 sqm of projects due for completion over the next two years
- Achieved steady progress and maintained on-schedule delivery of all ongoing residential, commercial and industrial development projects

Effective capital management fuels growth (3)

- Strategic utilisation of proceeds from the rights issue to fund continued exposure to I&L as well as commercial & business park assets
- Continued expansion of green or sustainable financing portfolio, including the launch of Singapore's first corporate green retail notes, and the first green and sustainable loans secured for the Group's UK business

Strategic multi-asset class and multi-geography focus

Underpins the group's ability to navigate business cycles and generate value over time

S$43.6 billion AUM[1] across five asset classes

Industrial & Logistics	Commercial & Business Parks	Retail	Hospitality	Residential
Synergistic end-to-end business space solutions provider across geographies		*Suburban malls at transportation nodes catering to essentials*	*Long-stay and leisure lodging at key locations*	*Delivering quality homes across geographies*
				
Australia, Continental Europe, Thailand, UK, Vietnam	Australia, Singapore, Thailand, UK	Australia, Singapore, Thailand	Multi-geography	Australia, China, Singapore, Thailand
S$13.1 b AUM[1]	S$9.3 b AUM[1]	S$9.9 b AUM[1]	S$4.5 b AUM[1]	S$6.8 b AUM[1]
~7.2 m sqm GFA	~1.2 m sqm NLA	~396,000 sqm NLA	72 cities	~110 active projects[5]
~8.2 m sqm land bank	~1,000 tenants	~2.6 m catchment[2]	22 countries	~15,000 pipeline units
In FY22	In FY22	In FY22	In FY22	In FY22
~1,230,000 sqm renewals and new leases	~244,000 sqm renewals and new leases	~103,000 sqm renewals and new leases	~17,400 units in operation[4]	~4,000 homes settled
~423,000 sqm facilities completed	~12,000 sqm facilities completed	10.6% tenants' sales Y-o-Y growth[3]	~3,200 units in the pipeline[4]	S$2.6 billion unrecognised revenue[6]
FLCT, FTREIT, GVREIT		FCT	FHT	

NB. All references to geographies refer to the Group's core markets for the asset class. 1. Comprises property assets in which the Group has an interest, including assets held by its REITs, Stapled Trust, JVs and associates. 2. Source: Cistri; refers only to population catchment of Singapore portfolio. 3. Refers only to Singapore portfolio. 4. Including properties under management. 5. Includes launched residential projects under development or with unsold units. 6. Includes the Group's effective interest of JOs, JVs, PDAs and associates.



Samyan Mitrtown, Bangkok, Thailand

Case Studies-
Samyan Mitrtown, Silom Edge, Queen Sirikit National Convention Centre, Thailand



Samyan Mitrtown, Bangkok, Thailand

FRASERS PROPERTY

Samyan Mitrtown



*WORK IN PROGRESS VERSION

TOTAL GFA
222,000 SQ.M.

OFFICE: 30%
31 floors
NLA 48,000 sq.m.

RESIDENCE: 15%
Residence 516 Units
Hotel 112 Units

RETAIL: 30%
6 floors & B1
NLA 36,000 sq.m.

OTHERS: 25%
Shared Parking 1578 units
Basement 2 floors (visitor only)
Level 2 - 7

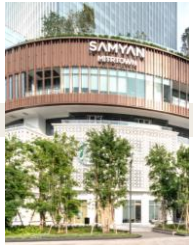
Samyan Mitrtown



Office Building

MITRTOWN OFFICE TOWER

occupancy **93%**



Retail Business

SAMYAN MITRTOWN

occupancy **96%**



Hotel

TRIPLE Y 3 HOTEL

occupancy **88%**

Residence



TRIPLE Y 3 RESIDENCE

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

* As of September 2022

Samyan Mitrtown

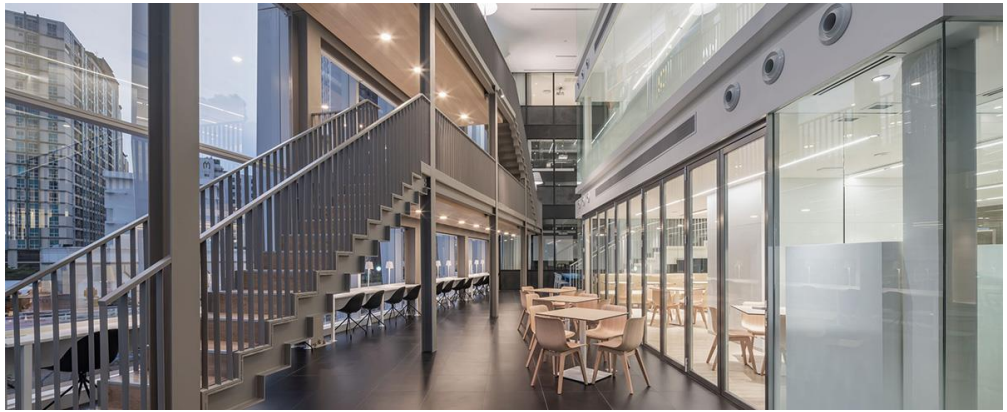
Samyan Mitrtown Plaza

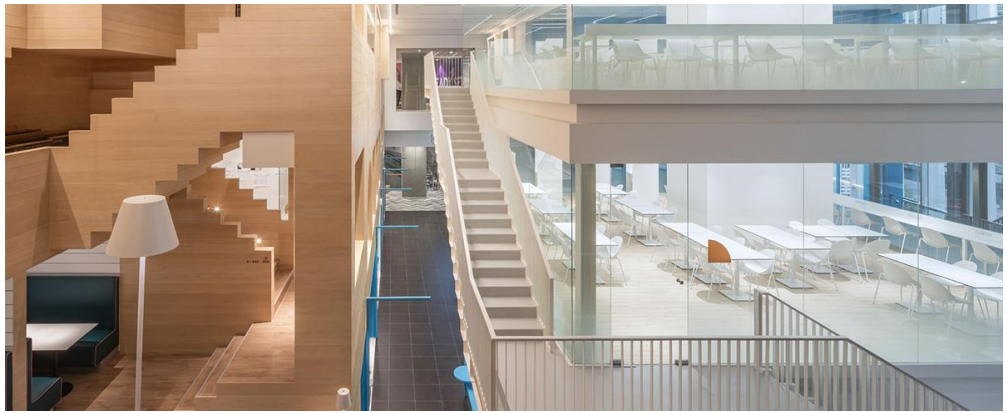




Samyan Mitrtown

Samyan Co-Op







Samyan Mitrtown

Samyan Mitrtown Hall



Samyan Mitrtown

Triple Y Hotel















Silom Edge, Bangkok, Thailand

FRASERS PROPERTY

Silom Edge

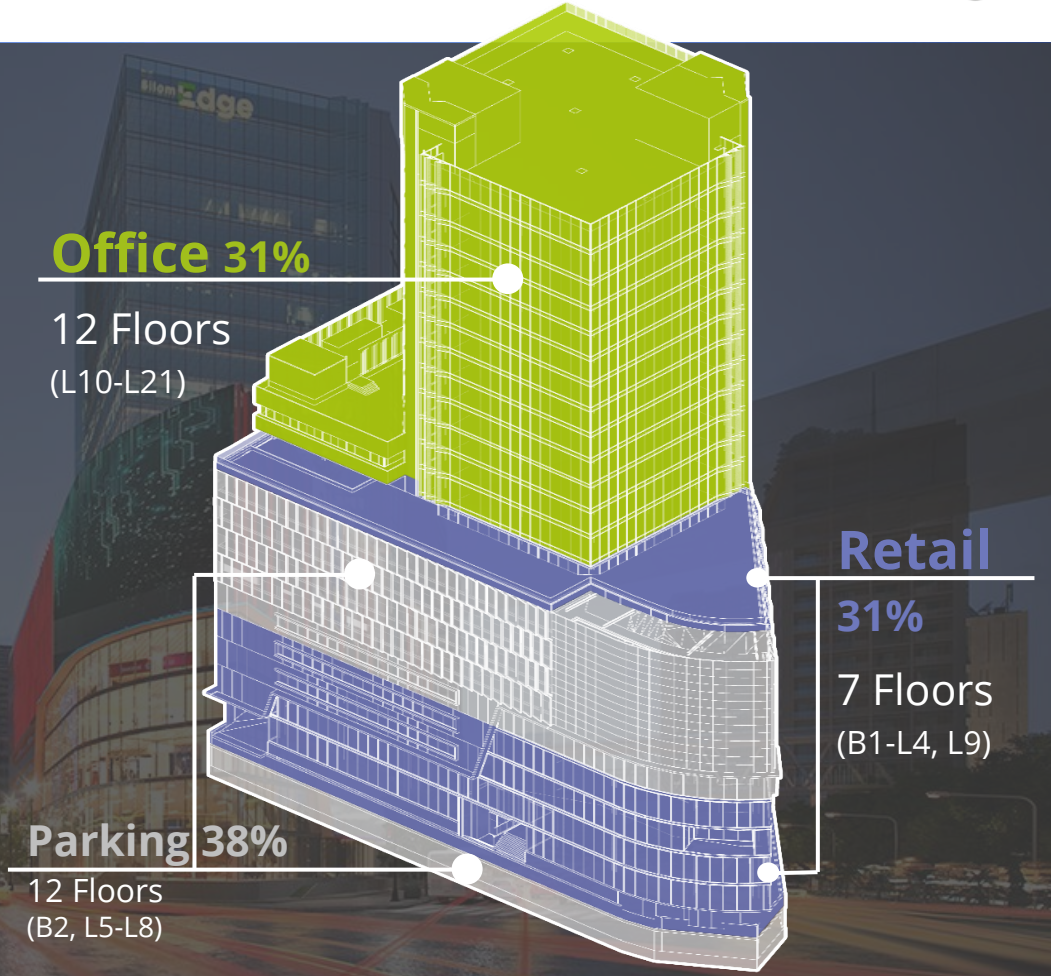
Silom Edge

Project Completion – September 2022

Property's Key Information

Total Investment Cost (Million Baht)	1,798
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
Total Gross Floor Area (Sq.m.)	50,000
Net Leasable Area (Sq.m.)	OFFICE 11,562 RETAIL 8,497

* 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



Silom Edge

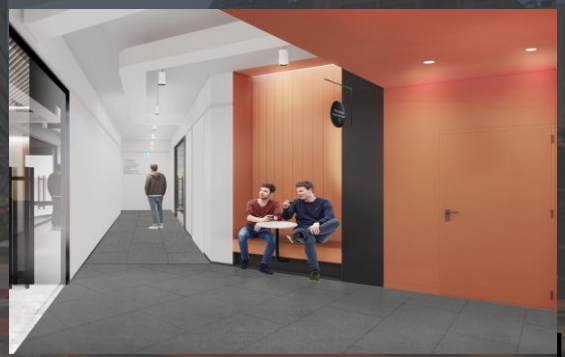
Office : Drop-Off / Lobby / Floor 10 - 22











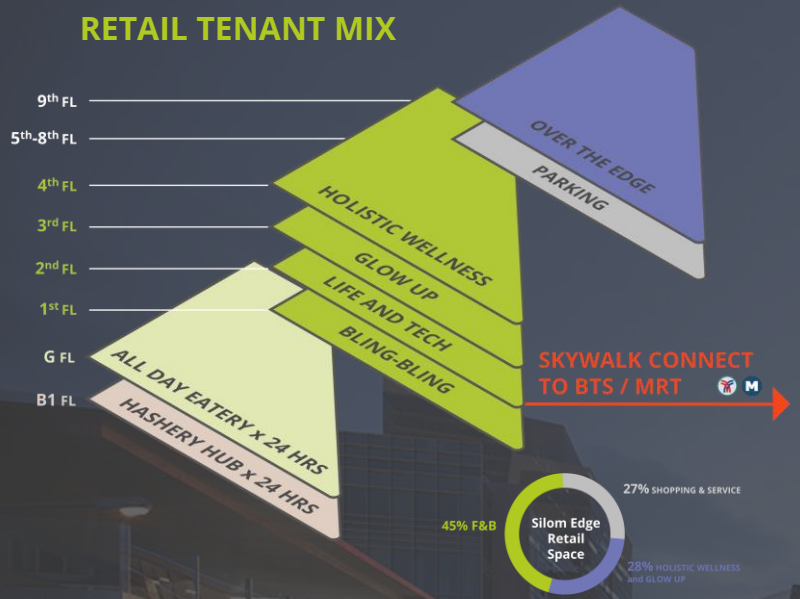
TARGET TENANTS

- COMPACT SIZE or SMALL-TO-MEDIUM ENTERPRISE of 1 employee up to 100 employees
- Conventional setup companies looking for UNCONVENTIONAL OFFERINGS
- TECH COMPANIES : FinTech, MarTech, MedTech
- IT RELATED PROVIDER, software house, etc.
- ESTABLISHED START-UPS aiming to expand
- MNCs looking to set up LOCAL BRANCH

Silom Edge

Retail : B1, G, Floor 1 – 4, Floor 9

RETAIL TENANT MIX



9TH FLOOR : OVER THE EDGE



3RD – 4TH FLOOR : GLOW UP & HOLISTIC WELLNESS



1ST – 2ND FLOOR : BLING-BLING & LIFE AND TECH





B1 FLOOR : HASHERY HUB x 24 HRS.





G FLOOR : ALL DAY EATERY x 24 HRS.







Queen Sirikit National Convention Centre, Bangkok, Thailand

FRASERS PROPERTY

QSNCC

Queen Sirikit National Convention Center

QSNCC, project-managed by Frasers Property Thailand

QSNCC

Profile & Concept





Project Completion – September 2022

ศูนย์การประชุมแห่งชาติสิริกิติ์
QUEEN SIRIKIT NATIONAL CONVENTION CENTER

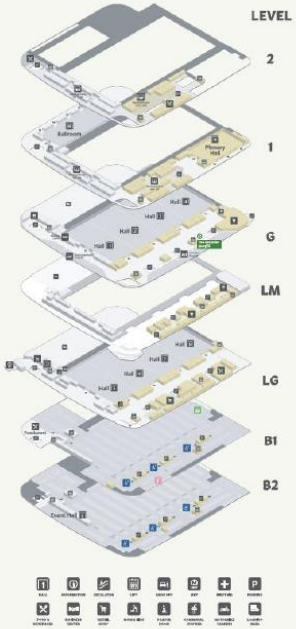
สืบสาน รักษา ต่อยอด
สืบสานปณิธานอย่างแน่วแน่ Continue with determination
รักษาด้วยการให้ชีวิตใหม่ Preserve by giving a new life
ต่อยอดสู่อนาคต Build towards the future

	QSNCC	QSNCC
Total Area (SQ.M.)	65,000	300,000
Event Space (SQ.M.)	25,000	78,500
Meeting Room (ROOMS)	13	50
Retail / Restaurant (SQ.M.)	5,000	12,000
Parkings (CARS)	600	3,000

VENUE INFORMATION

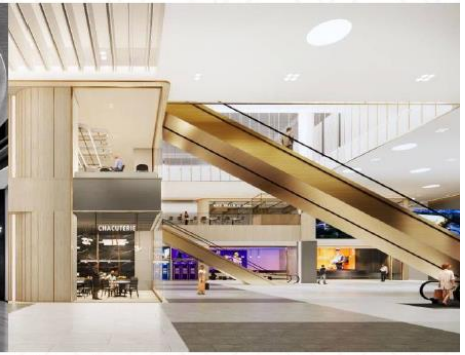
Summary

LEVEL			
2	MEETING 201-211 ห้องประชุม 201-211	RESTAURANT ร้านอาหาร	
1	PLENARY HALL เพลนารี่ ฮอลล์ MEETING 101-120 ห้องประชุม 101-120	BALLROOM ห้องบอลรูม	B
G	HALL 1-4 ฮอลล์ 1-4 BUSINESS CENTER ศูนย์บริการธุรกิจ	SPORT FOYER โซนกีฬา FOOD & BEVERAGES ร้านอาหาร และเครื่องดื่ม	1 - 4
LM	CONVENIENCE STORE ร้านสะดวกซื้อ GENERAL SERVICE บริการอื่นๆ	RETAIL SHOP ร้านค้า	
LG	HALL 5-8 ฮอลล์ 5-8 MRT รถไฟฟ้าใต้ดิน	FOOD & BEVERAGES ร้านอาหาร และเครื่องดื่ม	5 - 8
B1	FOOD COURT ศูนย์อาหาร	PARKING ที่จอดรถ	P
B2	EVENT HALL อีเวนท์ ฮอลล์	PARKING ที่จอดรถ	E P



Bangkok Active Lifestyle Mall
“BALM”







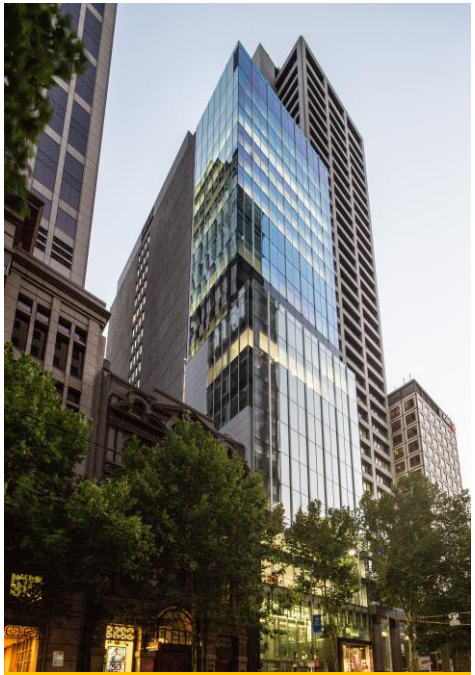


Central Park, Perth, Australia

Case Studies - 357 Collins Street and Central Park, Australia; Sustainability in the UK

Property repositioning – 357 Collins Street

~A$6.3 million modernisation exercise to a Grade-A commercial building in Melbourne's CBD



357 Collins Street, a freehold retail and office tower centrally located in the heart of Melbourne's CBD





~A$6.3 million
Capex investment

Secured
4-year**, ~10,000** sqm
Lease extension with an anchor tenant, the Commonwealth Bank of Australia

Repositioned
New Retail Precinct
rejuvenating 357 Collins Street's retail F&B offerings

Maintained
>95% occupancy rate
with a >90% tenant retention rate

Ongoing asset enhancement – Central Park

Reinforcing Central Park's appeal as one of Perth's most prestigious CBD property



Full façade cladding uplift, enhancing visual prominence as the city's tallest building, and status as one of the most sought-after offices



Installed premium end-of-trip facilities to enhance tenant experience, including shower & changing rooms, bike racks, etc



Transformed the building's entry with a new café and exhibition space, and enhanced level of natural light

>A$50 million[1]

Capex investment

Secured new

~6,000 sqm tenant

Taking a long-term lease at Central Park

Occupancy Rate boost

▲95%

Increased from ~80% following completion of the lobby upgrade and end-of-trip facilities, and outperforming the Perth market occupancy rate average of ~80%

1. Based on FLCT's 50% interest in Central Park

UK business parks

Attracting employees back to the office through better quality spaces, events, and social aspects

- Farnborough Business Park & Maxis Business Park are Fitwel Commercial Site certified
- Farnborough is the first business park to achieve the highest rating of 3 stars (out of 3) globally
- Benefit to occupiers:
  - Best-in-class pedestrian and cycling infrastructure
  - Many green spaces and relaxation areas
  - Weekly occupier events and activities
- The energy crisis has heightened the importance of highly energy efficient buildings
- Occupiers starting to seek data and energy intensity of buildings

BREEAM® delivered by bre [1]

'Excellent'/ 'Very Good'
(ratings for Farnborough Business Park and Maxis Business Park)

fitwel® [2]

Farnborough Business Park: **First 3-star commercial site certification** in the world



Food truck event at Maxis Business Park



Cyclists at Farnborough Business Park



Maxis Business Park



Farnborough Business Park



Farnborough Business Park

1. Refers to the Building Research Establishment's Environmental Assessment Method (bregroup.com/products/breeam/how-breeam-works) 2. fitwel.org



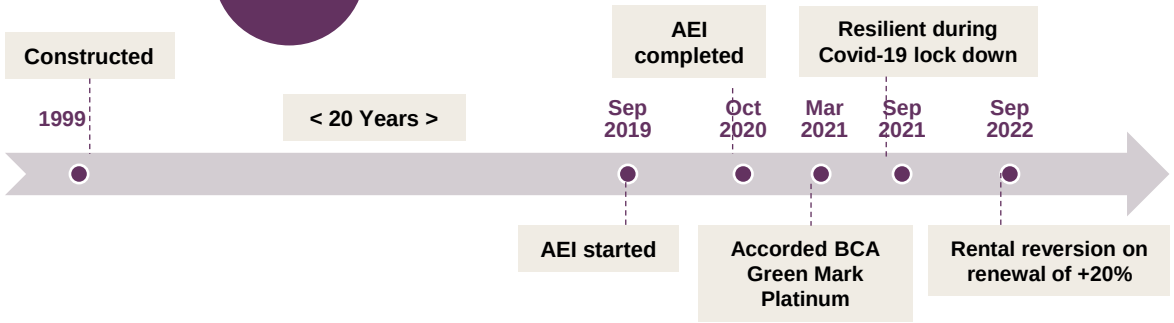
Melinh Point, Ho Chi Minh City, Vietnam

Case Study -
Me Linh Point, Vietnam

Melinh Point Transformation Journey



- Melinh Point (MLP) is the first operational building in Vietnam to be accorded BCA Green Mark Platinum Certification
- Occupancy remains at over 92%; average monthly rental of US$46 psm on renewal in FY22
  – achieved rental reversion of +20%
- MLP was endorsed by key market consultants JLL and Savills as a Grade A Office Building in Vietnam in FY22





Building Pictures (Original Condition)



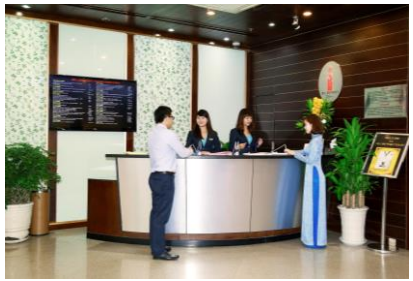
- Entrance to the main lobby is located at the side of the building on Ngo Duc Ke Street



- Main lobby did not look spacious and grand. The overall design was outdated and messy with various advertising LCDs and decals



- Old and outdated facade



- Reception counter was positioned at the side of the lobby



- Lift lobby was narrow and cramped. Design was outdated and lighting conditions were not ideal

Building Pictures (Current)

















Enhanced image and hospitality mindset

- In line with our aim to re-position and re-brand MLP, we are focused on raising our level of customer service to a level that is unparalleled in Ho Chi Minh City. This requires training, a review of current standard operating procedures and more importantly, a change in mindset.





Achievements after AEI

- **BCA Green Mark Platinum Certification**
- **Refreshed asset and successfully re-positioned as Grade A office building**
- **Retained tenants with positive rental reversion**
- **Enhanced tenant stickiness due to improved tenant engagement**
- **Significant improvement in rental performance and Net Property Income**
- **Decreased operating expenses due to utilities savings and other operational initiatives**



The Master Plan of One Bangkok

Project Vision

One Bangkok will be a new global landmark destination – a fully-integrated district in the heart of Bangkok. When completed, One Bangkok will become synonymous with Thailand and enhance the country's stature on the world stage.

By setting new standards in terms of design, quality, connectivity and sustainability, One Bangkok will be known internationally as the most prestigious corporate address in the city and a vibrant lifestyle destination combining hospitality, retail, art & cultural experiences, and the ultimate in city residences. One Bangkok will incorporate Thailand's heritage and aspects that are unique to Bangkok to make the district an integral part of the city, with a deep understanding of the local social and cultural context.

One Bangkok's development philosophy is centered on people-centric principles and a focus on environmental sustainability and smart-city living, to create new experiences of urban living not yet seen in Bangkok. Designed from the ground up to be green, smart, safe, and with nearly half of the site footprint designated as public realm, One Bangkok will be accessible, inclusive, and inspire new forms of public participation.

Unprecedented in scale and ambition, One Bangkok will recenter Bangkok and reshape the city.

Master Plan Design Principles

CUSTOMER CENTRICITY

- Designed to allow people to seamlessly live-work-play with a development philosophy centred on community life with ample active public spaces and pedestrian-friendly connectivity.

TECHNOLOGICAL INNOVATION

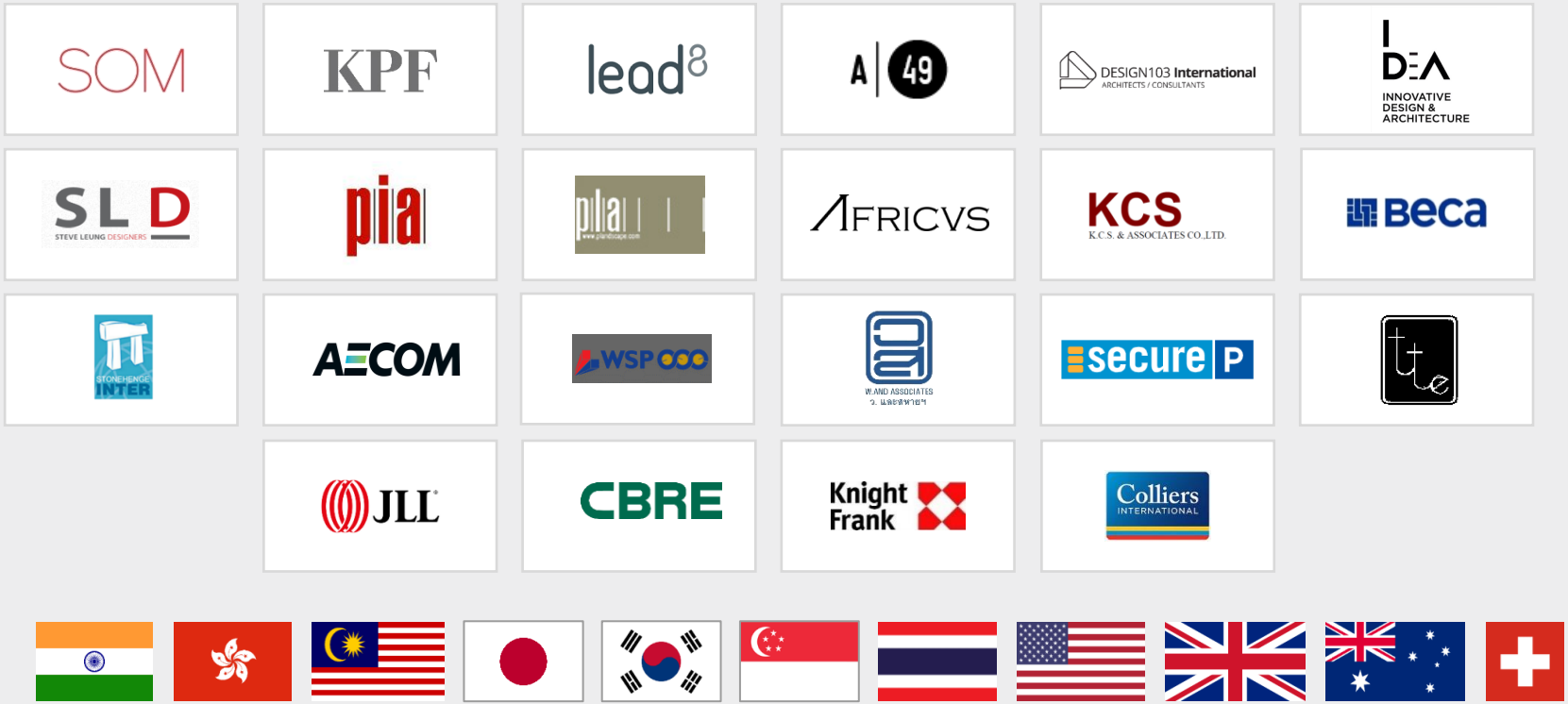
- Smart city technologies integrated throughout the district with central infrastructure such as district cooling and smart energy management systems designed to international standards.

SUSTAINABILITY

- Aims to be the first LEED-Neighbourhood Platinum development in Thailand with office towers built to WELL Platinum standards.
- Half of total land plot allocated to green and open spaces.
- Reused and recycled 96% of construction waste to date.



Consortium of Renowned International and Local Consultants





MASTER PLAN

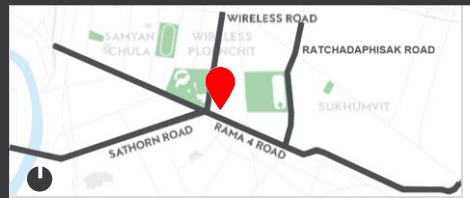


ONE BANGKOK

‘ EVOLVING BANGKOK ’

“ The largest holistically integrated district in the heart of Bangkok, developed as part of the movement to evolve Bangkok to become one of the world’s great metropolis”

ONE BANGKOK



PROJECT INFORMATION

LAND AREA
167,000 SQM

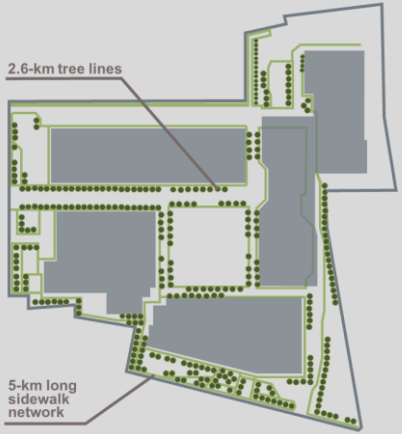
TOTAL GFA
1,837,458 SQM

COMPONENTS
Retail, Office, Hotel & Residential

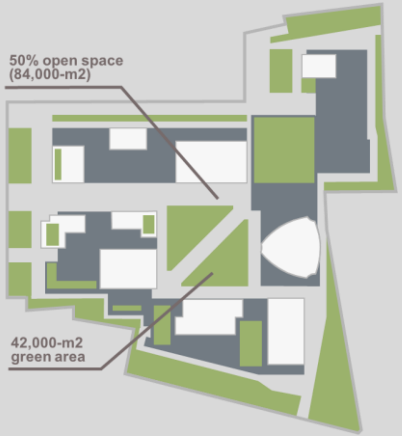
Built for Resilience

LEED-ND

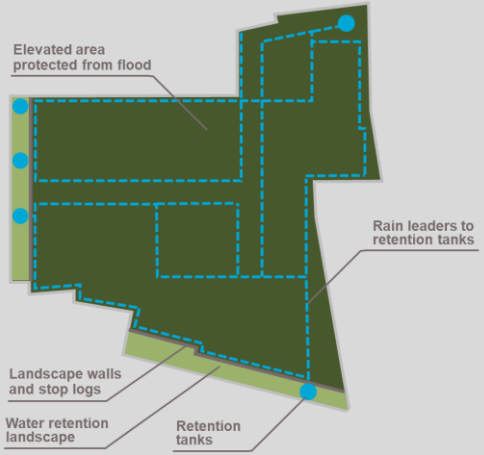
Targeting to be Thailand's first LEED Platinum Neighbourhood Development



Open walkable neighbourhood



Quality open space for people and biodiversity



500-year flood design for climate resilience







Civic Plaza: Prestigious Address

The landscaped heart of development will play host to national events and provide elegant drop-off for all components



ONE BANGKOK
Evolving Bangkok


Vibrant And Well-scaled Streets & Public Spaces
A clear sense of arrival on Wireless Road via a 33-meter-wide tree-lined boulevard and grand pedestrian walkways
ONE BANGKOK
Evolving Bangkok

A Green Edge & Blue Infrastructure

An ecological promenade to protect and improve natural infrastructure



ONE BANGKOK
Evolving Bangkok

Art & Culture is Intrinsic to Daily Life

A world class must-visit cultural destination and vibrant node for people of the city and tourists, where art is inclusive and accessible to all.



ONE BANGKOK
Evolving Bangkok

AERIAL VIEW

Actual photos of skyline taken from site

West view at 80 m.

The west view from One Bangkok offers an unobstructed vista over Lumphini Park **– the largest green space in central Bangkok –** and beyond.



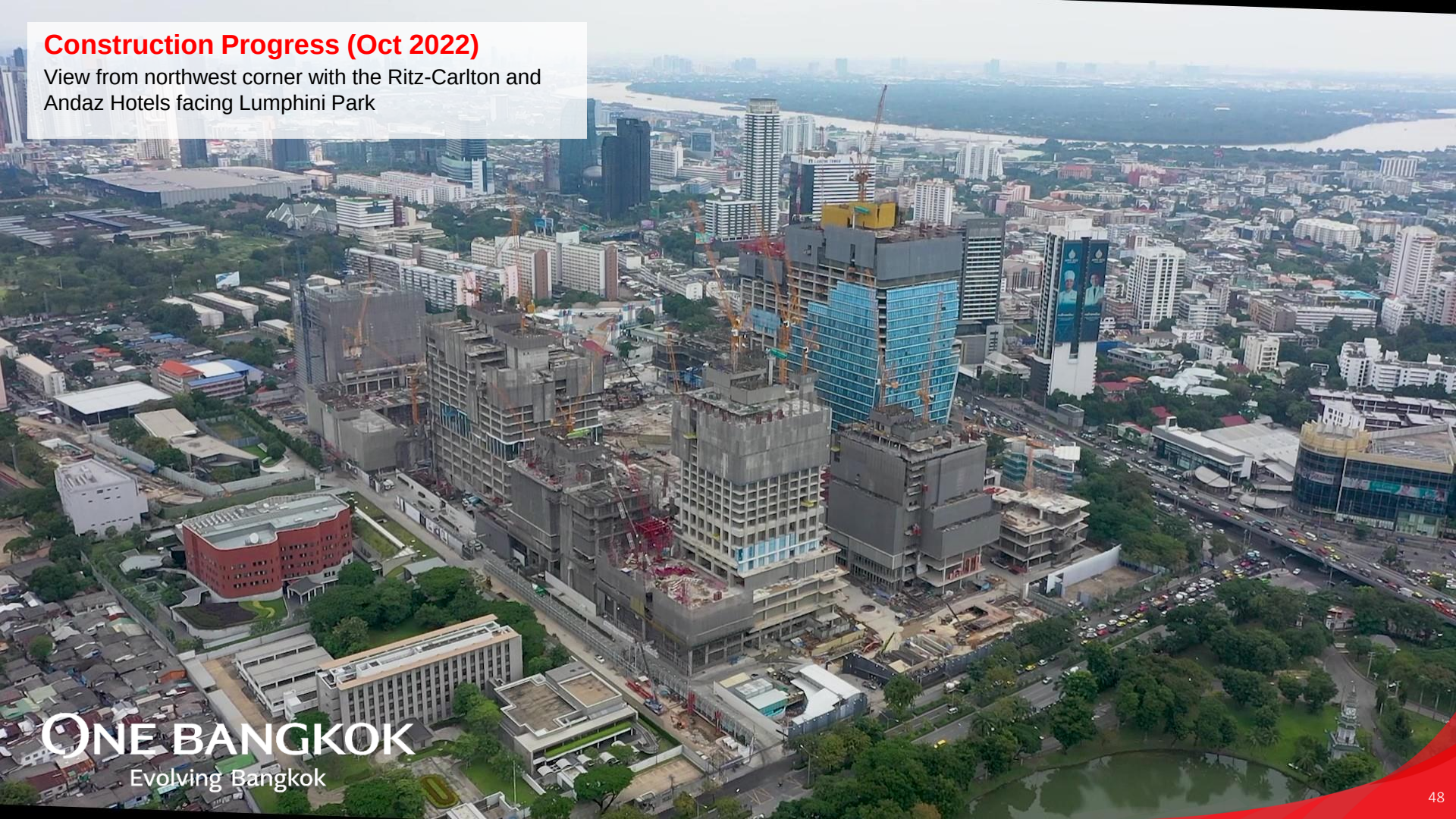
Bangkok's Centre for International Business

Delivering top grade workspaces, One Bangkok aspires to be the first comprehensive, lively and interactive downtown business district in Bangkok and the top business address of choice



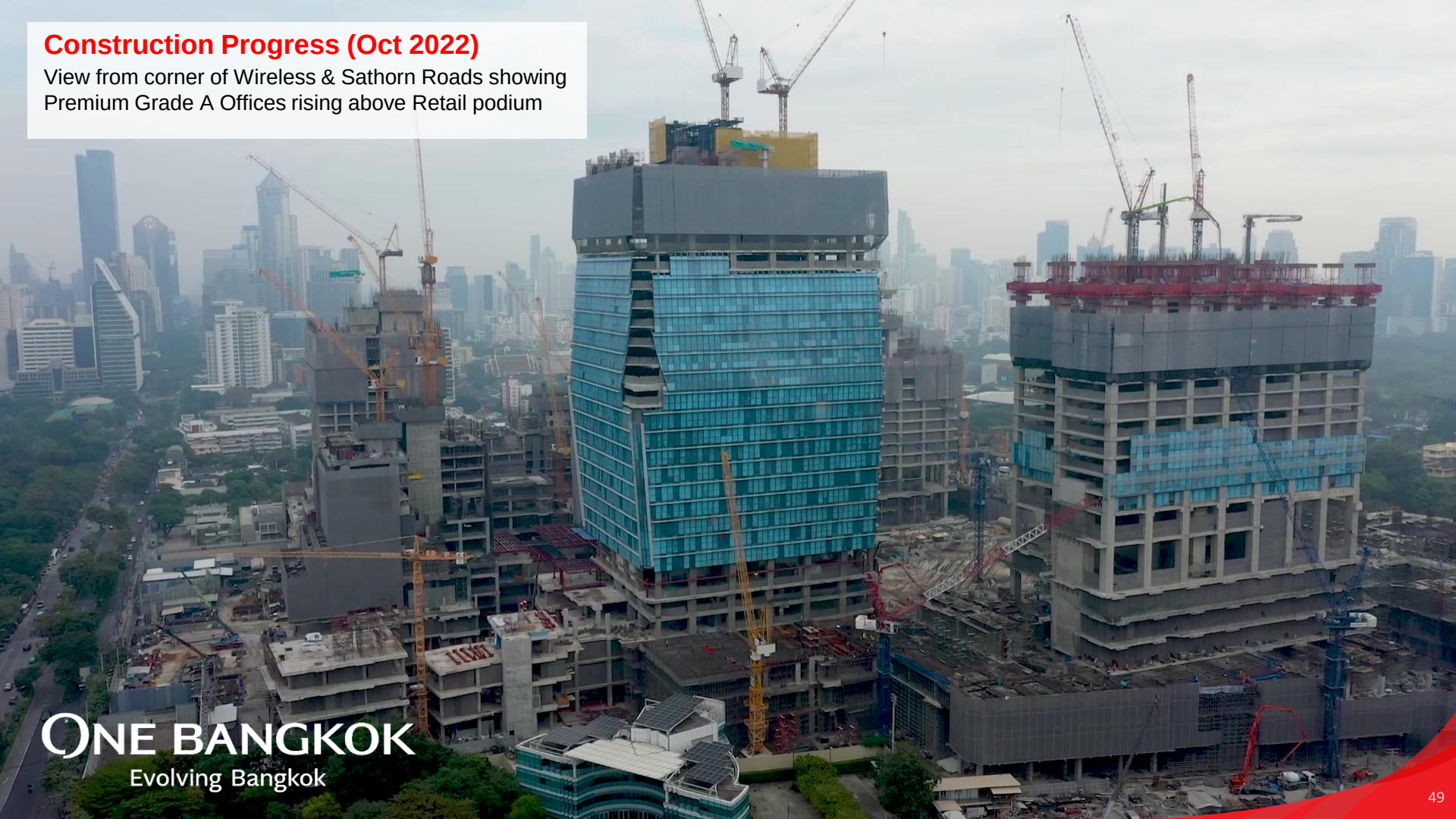
Construction Progress (Oct 2022)

View from northwest corner with the Ritz-Carlton and Andaz Hotels facing Lumphini Park



Construction Progress (Oct 2022)

View from corner of Wireless & Sathorn Roads showing Premium Grade A Offices rising above Retail podium



Construction Progress (Oct 2022)

Main Boulevard ramping up into the heart of the One Bangkok



ONE BANGKOK
Evolving Bangkok

Construction Progress (Oct 2022)

10,000 sq.m. Civic Plaza will play host to national events and provide elegant drop-off for all components



ONE BANGKOK
Evolving Bangkok

Inspiring experiences, creating places for good.

