



## Investor Newsletter FY 2016/2017

IMPACT Growth  
Real Estate Investment Trust

### REIT Key Factsheet (End of December 2016)

Unit Price	: THB 14.60
NAV	: 10.8525
Number of Unit	: 1,482,500,000 Units
Market Cap	: THB 21.644 billion



# 1 OVERVIEW

## 1.1 Revenue & Expense

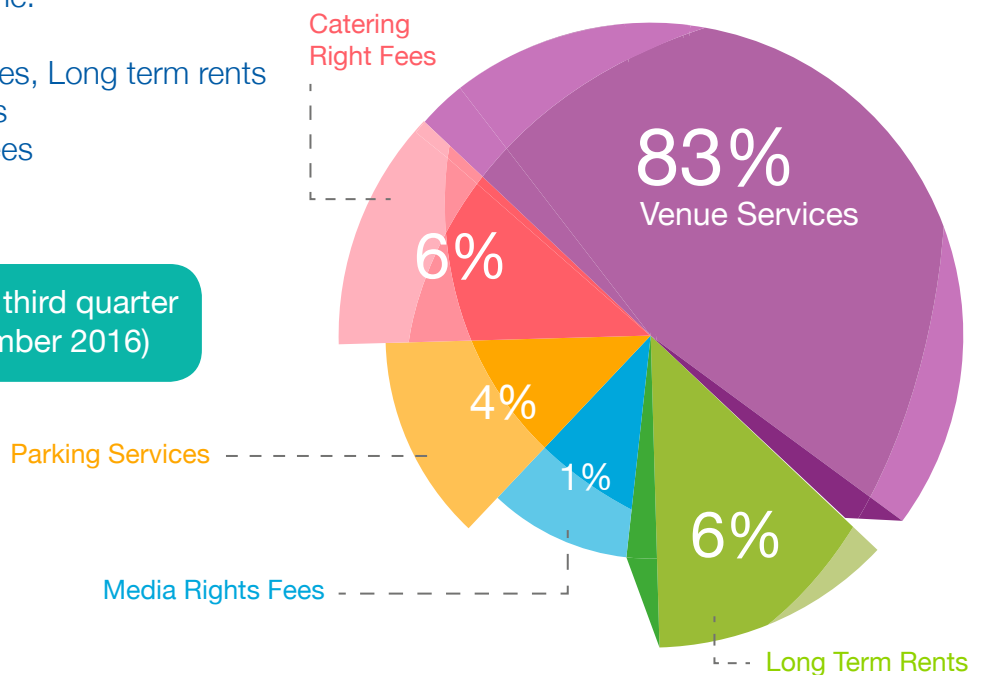
3 Month performance for the period of October–December 2016

IMPACT Growth Real Estate Investment Trust (IMPACT Growth REIT) has reported the 2016/2017 third quarter performance (October–December 2016) with a total revenue of THB 487.73 million, which comes from THB 486.23 million service income, interest income THB 0.43 million and THB 1.08 million from other income, which totally brings THB 256.67 million net profit or a 53 percent net profit margin, in line with its whole year target at around 50-55 percent.

THB 486.23 million service income:

- 83 percent Venue Services
- 6 percent Catering right fees, Long term rents
- 4 percent Parking Services
- 1 percent Media Rights Fees

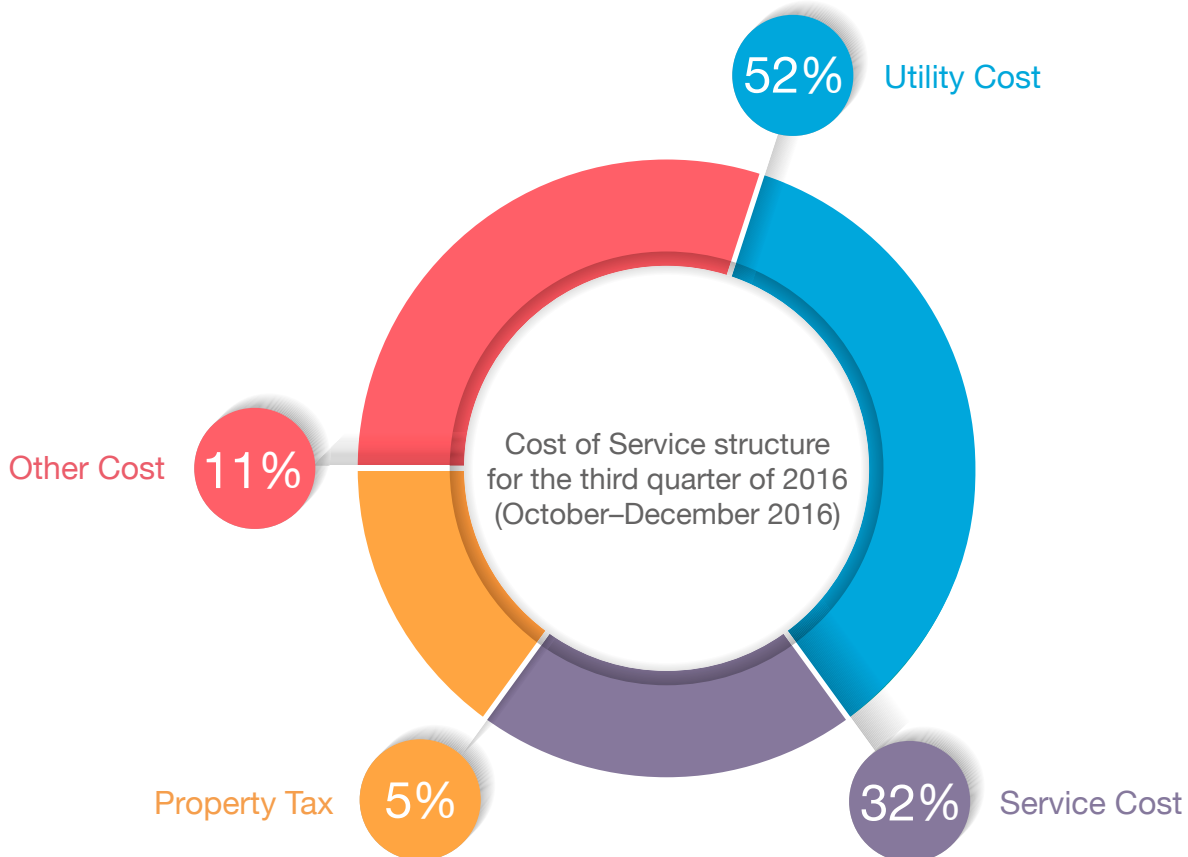
Revenue Structure for the third quarter of 2016 (October–December 2016)



The IMPACT Challenger is the key revenue driver for the third quarter, with the highest occupancy rate at 56.1 percent.

In terms of IMPACT Growth REIT’s expense comprises service cost and administration expenses, THB 57.90 million of service cost, account for 52 percent of utilities whilst THB 52.43 million administration expenses comes from utility (40 percent), and Repair & Maintenance (51 percent).

As a result, REIT’s net investment income of THB 255.32 million accounts for 88 percent of gross profit margin and reported a total realized and unrealized gains on investment of THB 1.3 million, thus the REIT’s increase in net assets from operation is THB 256.67 million which accounts for 53 percent net profit margin.



**1.2 Balance Sheet**

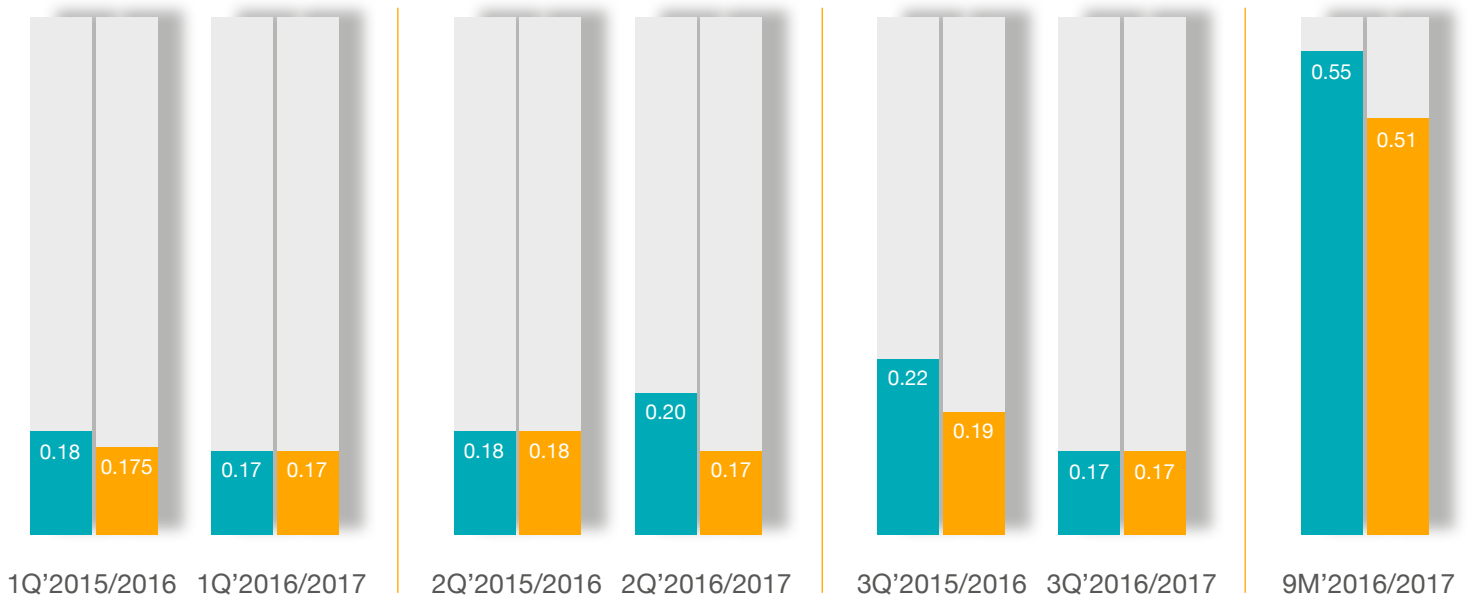
At the end of December 2016, The REIT reported investments in properties in a fair value of THB 19,619 million, investments in securities of THB 500.31 million, cash on hand and cash at banks of THB 136.68 million, the REIT reported total assets of THB 20,366.94 million, The REIT reported long term loan from Financial Institution and Life Insurance in the amount of THB 3,892 million, current portion of long-term loans THB 4.75 million, the REIT’s total liabilities is THB 4,278 million. As a result, the REIT has its net asset of THB 16,088.90 million or THB 10.8525 in net asset value per unit, slightly increased from the end of September 2016 which was THB 16,084.2 million in net asset or THB 10.8493 per unit.

## 2 DISTRIBUTION

In the third quarter, the REIT announced an interim distribution for the operating period of 1 October –31 December 2016 at THB 0.17 per unit, totaling THB 252 million or 99 percent dividend payout. The record date for dividend’s entitlement is February 28, 2017 and the book closure date for shareholder’s name collection in accordance with Section 225 of Securities and Exchange Act is March 1, 2017 when March 10, 2017 is the payment date.

99% Dividend Payout Ratio (Third quarter)

● EPS ● DPU



# 3 OPERATING PERFORMANCE

## 3.1 Occupancy Rate

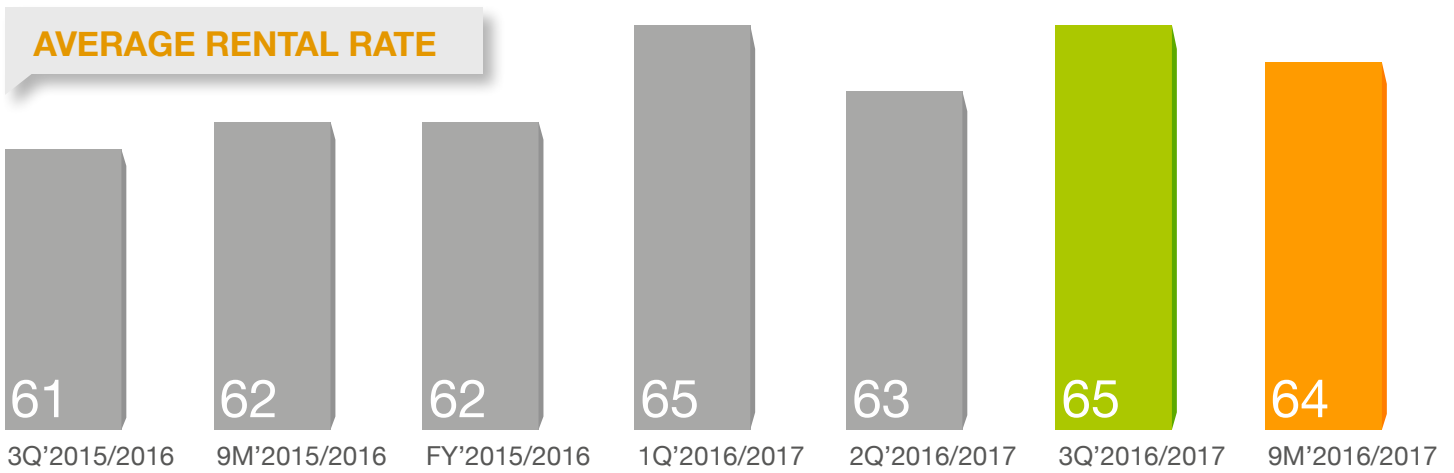
The average occupancy rate for four assets was 46.8% which has decreased in both QOQ and YOY at 16.5% and 22.5% respectively, due to the mourning period, every entertainment events were cancelled for 30 days as the government had announced. Therefore, the occupancy rate for each asset was dropped, especially IMPACT Arena had the lowest occupancy rate which both down by 87.5% YOY and 90.6% QOQ, while the highest occupancy rate belongs to IMPACT Challenger which was down by 19.8% YOY but up by 8.8% QOQ. In addition, 99% of customers came from repeated account, which 38.4% of repeated account had cancelled and decreased their events and the private sector was the key driver of occupancy rate for this quarter which account for 76% of all customers.

3Q'2016/2017 OCCUPANCY RATE



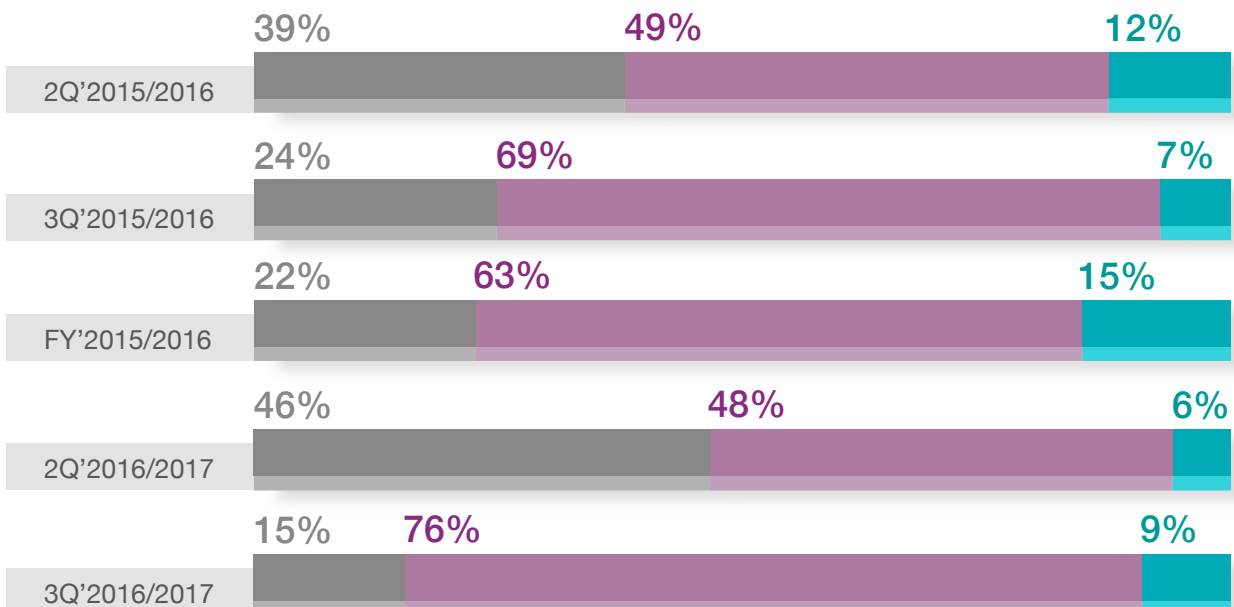
### 3.2 Average Rental Rate

The average rental rate for this quarter (October-December 2016) was at 65 baht/sqm./day which has increased from the same period of last year at 61 baht/sqm./day, up by 3.2% QOQ, 6.6% YOY.



- Government
- Domestic
- International

### AVERAGE REVENUE CONTRIBUTION BY TYPE OF CUSTOMERS



## 4 FINANCIAL HIGHLIGHT

### 4.1 Statement of Income

Unit : THB Million

Statement of Income								
Investment Incomes	3'2016/2017	% Total Revenue	2'2016/2017	% Total Revenue	3'2015/2016	% Total Revenue	Growth QOQ	Growth YOY
Service Incomes	486.2	99.7%	535.3	99.3%	572.4	99.6%	-9.2%	-15.1%
Interest Income	0.4	0.1%	0.3	0.1%	0.2	0.0%	57.9%	91.1%
Other Income	1.1	0.2%	3.5	0.6%	2.1	0.4%	-68.8%	-47.5%
<b>Total Revenue</b>	<b>487.7</b>	<b>100.0%</b>	<b>539.1</b>	<b>100.0%</b>	<b>574.7</b>	<b>100.0%</b>	<b>-9.5%</b>	<b>-15.1%</b>
Expenses	3'2016/2017	% Total Expenses	2'2016/2017	% Total Expenses	3'2015/2016	% Total Expenses	Growth QOQ	Growth YOY
Cost of Services	57.9	24.9%	70.5	29.5%	79.1	31.7%	-17.9%	-26.8%
Administration Expenses	52.4	22.6%	41.8	17.4%	46.6	18.7%	25.5%	12.5%
<b>Operating Cost</b>	<b>110.3</b>	<b>47.5%</b>	<b>112.3</b>	<b>46.9%</b>	<b>125.7</b>	<b>50.4%</b>	<b>-1.8%</b>	<b>-12.3%</b>
REIT Management Fee	23.1	10.0%	23.2	9.7%	41.7	16.7%	-0.2%	-44.5%
Trustee's Fee	15.4	6.6%	15.5	6.5%	15.5	6.2%	-0.2%	-0.3%
Registrar's Fee	0.9	0.4%	0.9	0.4%	0.9	0.40%	-0.1%	0.0%
Property Management Fee	42.6	18.3%	47.5	19.8%	17.9	7.2%	-10.3%	138.7%
Professional Fees	0.7	0.3%	0.7	0.3%	0.9	0.3%	0.1%	-16.4%
<b>Total Fee Related</b>	<b>82.8</b>	<b>35.6%</b>	<b>87.8</b>	<b>36.7%</b>	<b>76.7</b>	<b>30.8%</b>	<b>-5.7%</b>	<b>7.9%</b>
Finance Cost	39.3	16.9%	39.3	16.4%	46.8	18.8%	-0.1%	-16.0%
<b>Total Expenses</b>	<b>232.4</b>	<b>100.0%</b>	<b>239.4</b>	<b>100.0%</b>	<b>249.3</b>	<b>100.0%</b>	<b>-2.9%</b>	<b>-6.8%</b>
Net Investment Income	255.3	52.3%	299.7	55.6%	325.4	56.6%	-14.8%	-21.5%
Net Realized Gains on Investments in Securities	3.2	0.7%		0.0%	1.2	0.2%		166.5%
Net Unrealized Gains on Investments	-1.9	-0.4%	1.4		1.7	0.3%		-213.6%
<b>Total Realized and Unrealized Gains on Investments</b>	<b>1.3</b>	<b>0.3%</b>	<b>1.4</b>	<b>0.3%</b>	<b>2.9</b>	<b>0.5%</b>	<b>-4.6%</b>	<b>-53.2%</b>
<b>Increase in Net Assets from Operations</b>	<b>256.7</b>	<b>52.6%</b>	<b>301.1</b>	<b>55.9%</b>	<b>328.3</b>	<b>57.1%</b>	<b>-14.8%</b>	<b>-21.8%</b>

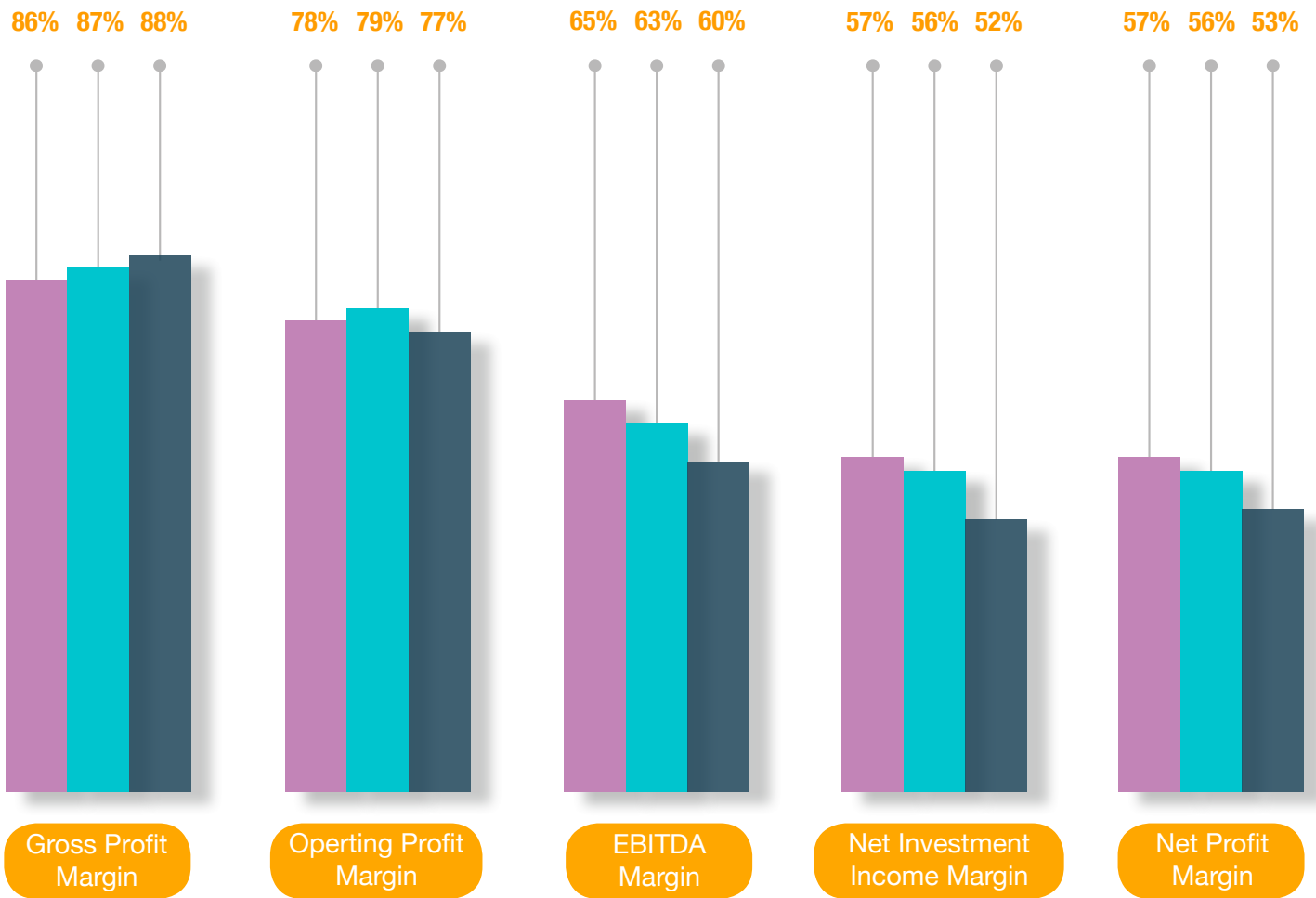
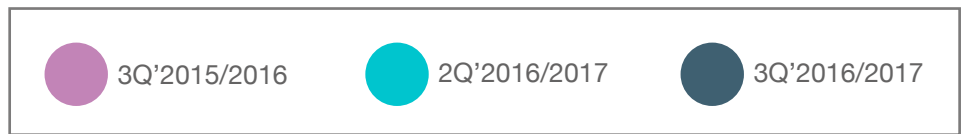
## 4.2 Balance Sheet

Unit : THB Million

Balance Sheet								
Assets	3'2016/2017	% to Total Asset	2'2016/2017	% to Total Asset	3Q'2015/2016	% to Total Asset	Growth QOQ	Growth YOY
Investments in Properties at Fair Value	19,619.0	96.3%	19,619.0	96.0%	19,604.0	96.3%	0.0%	0.1%
Investments in Securities at Fair Value	500.3	2.5%	403.0	2.0%	501.5	2.5%	24.1%	-0.2%
Cash and Cash at Banks	136.7	0.7%	262.6	1.3%	146.2	0.7%	-47.9%	-6.5%
Receivables								
From Service	99.4	0.5%	128.8	0.6%	93.5	0.5%	-22.9%	6.3%
From Interest	0.1	0.0%	0.3	0.0%	0.0	0.0%	-73.4%	425.0%
Prepaid Expenses	5.8	0.0%	11.7	0.1%	5.2	0.0%	-50.8%	11.2%
Other Assets	5.7	0.0%	6.0	0.0%	7.5	0.0%	-4.5%	-23.2%
<b>Total Assets</b>	<b>20,366.9</b>	<b>100.0%</b>	<b>20,431.4</b>	<b>100.0%</b>	<b>20,357.9</b>	<b>100.0%</b>	<b>-0.3%</b>	<b>0.0%</b>
<b>Liabilities</b>								
Trade Payables	62.6	0.3%	63.4	0.3%	86.7	0.4%	-1.2%	-27.8%
Other Payables	5.4	0.0%	3.3	0.0%	8.2	0.0%	65.9%	-34.1%
Accrued Expenses	125.6	0.6%	86.9	0.4%	109.7	0.5%	44.6%	14.6%
Unearned Income	102.8	0.5%	199.3	1.0%	108.3	0.5%	-48.4%	-5.1%
Security Deposits	10.1	0.0%	11.8	0.1%	9.0	0.0%	-14.6%	12.3%
Other Liabilities	74.8	0.4%	84.8	0.4%	77.0	0.4%	-11.8%	-2.8%
Current Portion of Long-Term Loans	4.8	0.0%	4.8	0.0%	-	0.0%	0.0%	
Long-Term Loans	3,891.9	19.1%	3,893.1	19.1%	3,900.0	19.2%	0.0%	-0.2%
<b>Total Liabilities</b>	<b>4,278.0</b>	<b>21.0%</b>	<b>4,347.2</b>	<b>21.3%</b>	<b>4,298.9</b>	<b>21.1%</b>	<b>-1.6%</b>	<b>-0.5%</b>
<b>Net Assets</b>	<b>16,088.9</b>	<b>79.0%</b>	<b>16,084.2</b>	<b>78.7%</b>	<b>16,059.0</b>	<b>78.9%</b>	<b>0.0%</b>	<b>0.2%</b>
<b>Net Assets:</b>								
Capital from Unitholders	15,714.5	77.2%	15,714.5	76.9%	15,714.5	77.2%	0.0%	0.0%
Retained Earnings	374.4	1.8%	369.7	1.8%	344.5	1.7%	1.3%	8.7%
<b>Net Assets</b>	<b>16,088.9</b>	<b>79.0%</b>	<b>16,084.2</b>	<b>78.7%</b>	<b>16,059.0</b>	<b>78.9%</b>	<b>0.0%</b>	<b>0.2%</b>
<b>Net assets per unit</b>	<b>10.8525</b>		<b>10.8493</b>		<b>10.8323</b>			

### 4.3 Financial Ratio

## Profitability Ratio





## 5 REIT'S BASIC INFORMATION

REIT's Name	IMPACT Growth Real Estate Investment Trust (IMPACT Growth REIT)
REIT Manager	RMI Company Limited
Property Manager	IMPACT Exhibition Management Co., Ltd.
Trustee	Kasikorn Asset Management Co., Ltd.
Investment Amount	THB 19,614,500,000 for the first investments in Properties
Asset investment Detail	Investment in property and 4 buildings of IMPACT exhibition and convention center with facilities and equipments (192-2-88.6 rai/167,162 sq.m.)
Investment Unit	1,482,500,000 units
Holding	Freehold
First Trade Day	October 1, 2014
Par Value	THB 10.60
Distribution Policy	At least 90% of net profit by adjusted accounting period where distribution will return to trust unit holder as Year-End Distribution and Interim Distribution (If any)

# 6 REIT STRUCTURE

