

AGENDA

- Q3/24 performance summary
- Hotel business and Food business overview
- CAPEX plan and guidance 2024
- Appendix



CONSOLIDATED EARNING Q3/24 AND 9M24:

Q3/24: Profit margin increased YoY due to better cost management & improvement in gain/loss from JV mainly from Osaka hotel and Shinkanzen.

THB million	Q3/23	Q2/24	Q3/24	% Chg QoQ	% Chg YoY	9M23	9M24	% Chg YoY
Total hotel revenue	2,333	2,454	2,422	-1%	4%	7,194	8,121	13%
Total food revenue	3,083	3,393	3,180	-6%	3%	9,336	9,717	4%
Total revenues	5,416	5,847	5,602	-4%	3%	16,530	17,838	8%
EBITDA	1,165	1,344	1,348	0%	16%	4,060	4,607	13%
EBITDA margin (%)	22%	23%	24%	+1% pts	+2% pts	25%	26%	+1% pts
EBIT	390	536	495	-8%	27%	1,794	2,192	22%
EBIT margin (%)	7%	9%	9%	0% pts	+2% pts	11%	12%	+1% pts
Net Profit	73	168	163	-3%	123%	823	1,086	32%
% net profit	1%	3%	3%	0% pts	+2% pts	5%	6%	+1% pts

Note: - pts stands for a percentage point

- Gains from changes in the foreign exchange rates of THB 8mn in Q3/2224 (Q3/2023, THB 3 mn) and for 9 months 2024/2023:THB 69mn/THB 66mn)
- Pre-opening expenses of hotels in the Maldives of Baht 11mn (9 months 2024:THB12mn)
- Provision for Goodwill written-off Brown Café of Baht 21mn in Q3/2024.

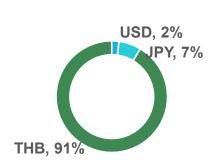


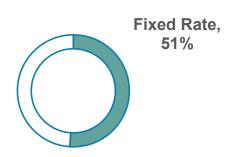
GEARING RATIO & DEBT COMPONENT:

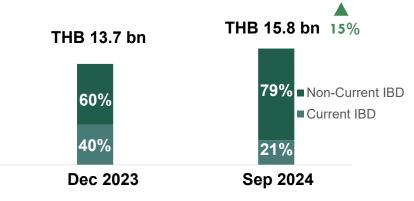
Q3/24: AVERAGE FINANCE COST AT 3.3% REDUCED QOQ (Q2/24: 3.4%) WITH LOWER INTEREST RATE LOANS.

Gearing ratio	Dec 2023	Sep 2024
Interest bearing debt/Equity	1.4	1.5
Interest-bearing Debt (excluding lease liabilities) / Equity	0.7	0.8

Total interest-bearing debt (Excluding Lease Liabilities)







Note: IBD = Interest Bearing Debt

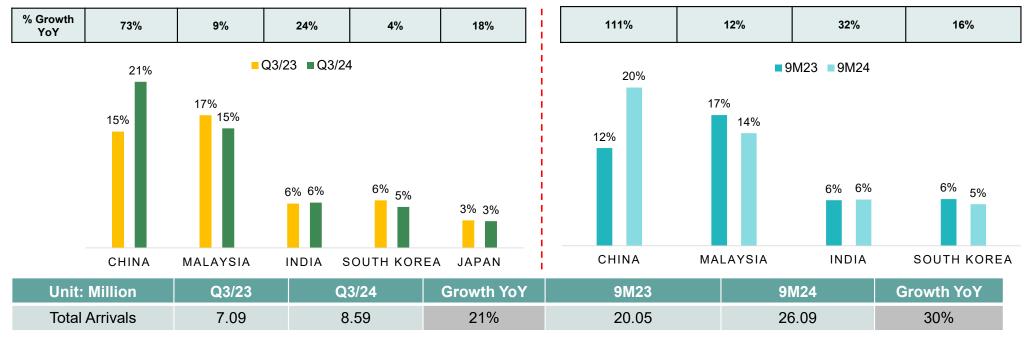


HOTEL BUSINESS OVERVIEW: Q3/24

THAILAND TOURISM OVERVIEW Q3/24 AND 9M24:

Q3/24: A KEY DRIVER FROM CHINA WITH CONTINUOUS STRONG GROWTH YOY

Top 5: Total Tourist Arrivals by Nationality (% of total arrivals)



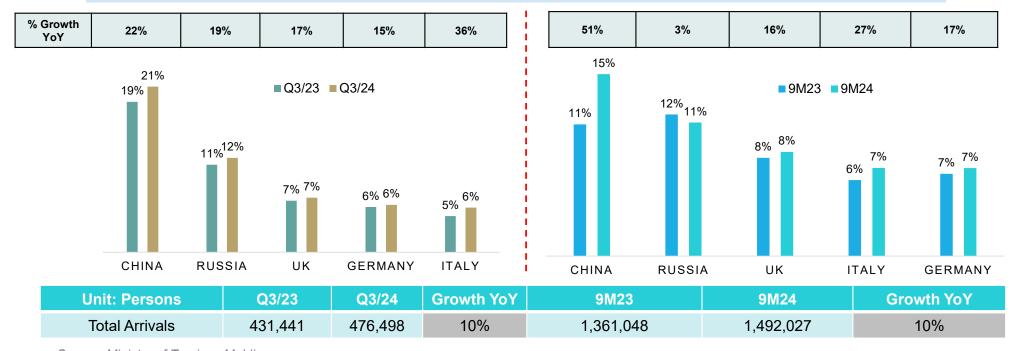
Source: Ministry of Tourism and Sport, Thailand



MALDIVES TOURISM OVERVIEW Q3/24 AND 9M24:

Q3/24: MAJOR CONTRIBUTION FROM EUROPE >50% OF TOTAL ARRIVALS BUT CHINESE LEADING THE GROWTH

Top 5: Total Tourist Arrivals by Nationality (% of total arrivals)



Source: Ministry of Tourism, Maldives



DUBAI TOURISM OVERVIEW QTD3/24 AND 8M24:

Q3/24: NOT STRONG GROWTH YOY PARTIALLY DUE TO IMPACT OF SUMMER OLYMPIC GAMES IN PARIS

Top 5: Total Tourist Arrivals by Nationality (% of total arrivals)



COUNCIL	201101 2	AFRICA	EUROPE	i	COUNCIL EASTER	N EUROPE NORTH AFRICA
Unit: Million	Q3/23	Q3/24	Growth YoY	9M23	9M24	Growth YoY
Total Arrivals	3.85	3.98	3%	12.40	13.29	7%

Source: Dubai Economy and Tourism

Note: *CIS stands for the Commonwealth of Independent States





-4%

13% _{12%}

MIDDLE EAST AND

13%

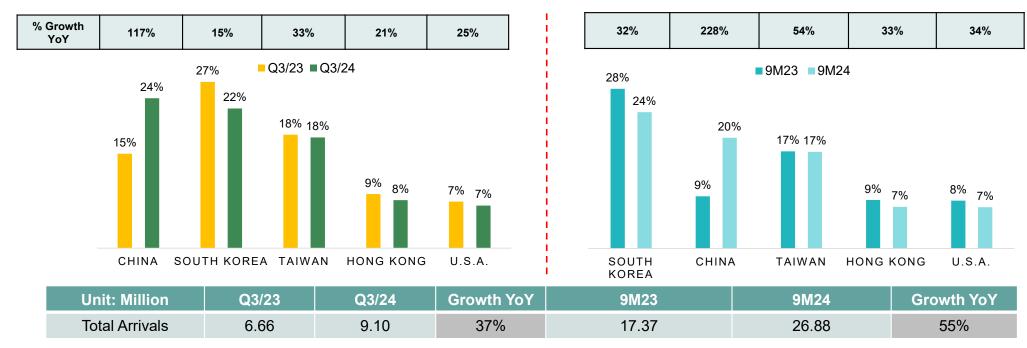
13% 14%

RUSSIA, CIS*,

JAPAN TOURISM OVERVIEW Q3/24 AND 9M24:

Q3/24: ASIAN DOMINATED THE MARKET WITH THE STRONGEST GROWTH FROM CHINA

Top 5: Total Tourist Arrivals by Nationality (% of total arrivals)



Source: Japan National Tourism Organization



HOTEL PORTFOLIO OF 20,505 ROOMS

MORE OVERSEAS DIVERSIFICATION FROM 26% OF OPERATING ROOMS TO 49% OF TOTAL PORTFOLIO

Number of hotels

	In operation			Pipeline			
	Thailand	Overseas	Total	Thailand	Overseas	Total	Grand total
Owned and JV	16	4	20	-	2	2	22
Managed	26	6	32	12	26	38	70
Total	42	10	52	12	28	40	92



Number of rooms

	In operation			P			
	Thailand	Overseas	Total	Thailand	Overseas	s Total	Grand total
Owned and JV	4,192	1,374	5,566	-	287	287	5,853
Managed	3,990	1,545	5,535	2,248	6,869	9,117	14,652
Total	8,182	2,919	11,101	2,248	7,156	9,404	20,505

Europe (Middle East (Indian Ocean (Asia Pacific

Turkey Oman Maldives Thailand

Qatar Japan

UAE Vietnam

Laos

China



As of September 2024

PIPELINE - 9,404 ROOMS: SOUTHEAST ASIA ACCOUNTS FOR 78% OF PIPELINE

Summary of pipeline

# of rooms	Owned	and JV		Managed	Hotels	
Year	2024	2025	2025	2026	2027 onwards	Total
China					300	300
Laos			270		548	818
Maldives	145	142			231	518
Myanmar					402	402
Qatar					761	761
Turkey					449	449
Thailand			456	68	1,724	2,248
Vietnam			977		2,931	3,908
Total Rooms	145	142	1,703	68	7,346	9,404
Total Hotels	1	1	8	1	29	40

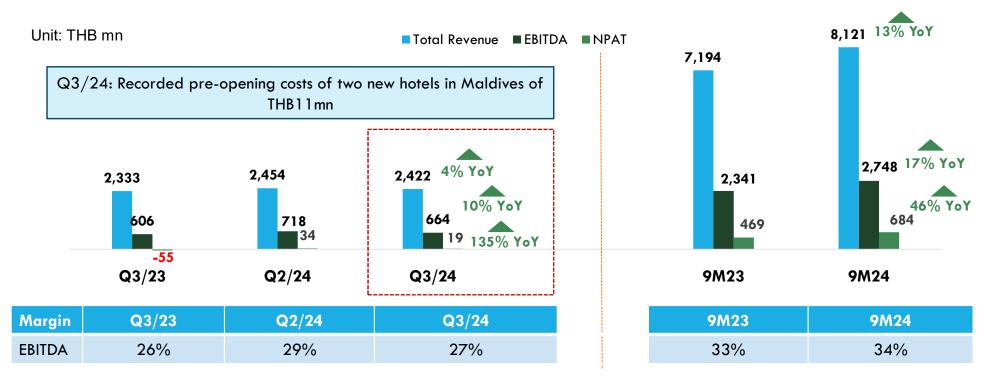
Number of hotels as of September 2024

Number of rooms by region			
East Asia	China 300 keys		
West Asia	Turkey 449 keys		
Southeast Asia	Laos, Myanmar, Vietnam, and Thailand 7,376 keys		
South Asia	Maldives 518 keys		
Middle East	Qatar 761 keys		



HOTEL: FINANCIAL PERFORMANCE:

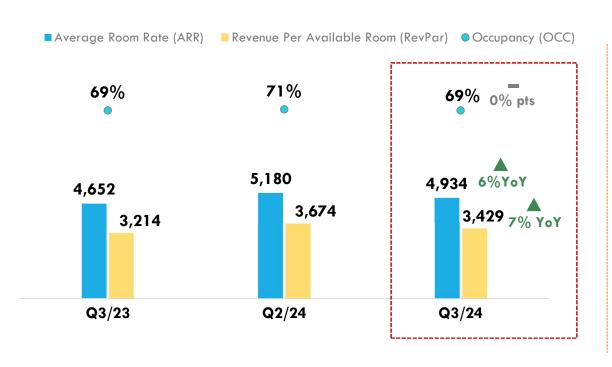
Q3/24: THE SIGNIFICANT PERFORMANCE GROWTH YOY THANKS TO PROFIT MARGIN IMPROVEMENT DRIVEN BY HOTELS IN THAILAND AND OSAKA, JAPAN.

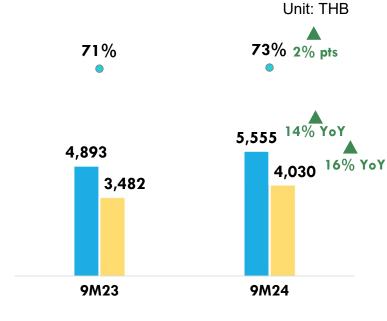




TOTAL OWN PORTFOLIO:

Q3/24: REVPAR INCREASED BY 7% YOY DRIVEN BY THAILAND AND JAPAN



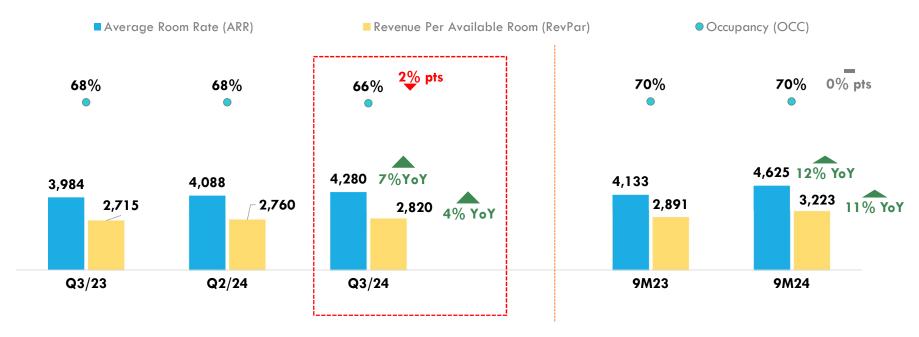




THAILAND PORTFOLIO:

Q3/24: REVPAR GROWTH 4% YOY DRIVEN BY BANGKOK, PHUKET, AND SAMUI

Unit: THB





BANGKOK AND UPCOUNTRY PORTFOLIO:

Q3/24: EXCLUDING THE IMPACT OF RENOVATION OF CENTARA GRAND MIRAGE PATTAYA, UPCOUNTRY'S REVPAR GROWTH AT 11% YOY

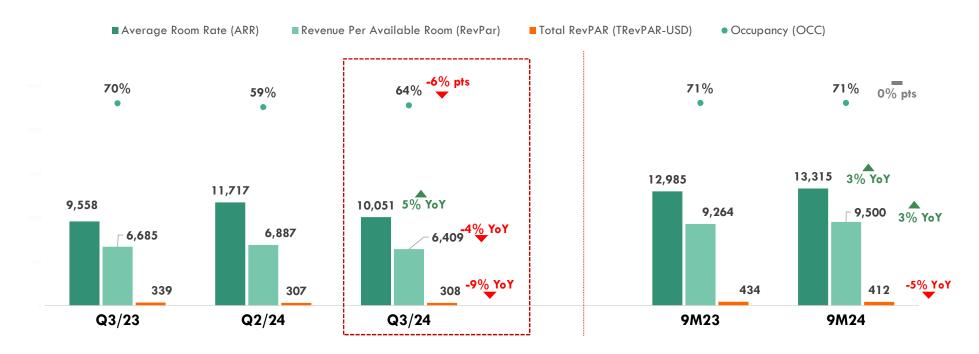




MALDIVES PORTFOLIO:

Q3/24: REVPAR DROPPED BY 4% YOY DUE TO OCCUPANCY

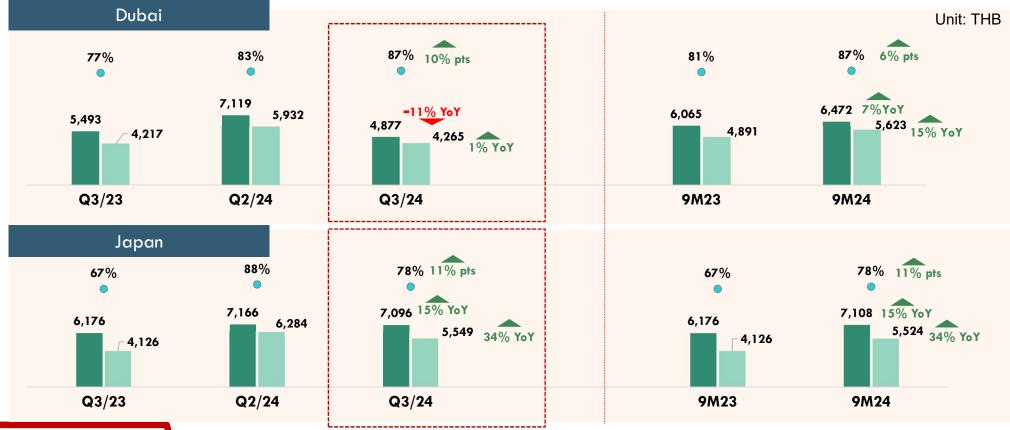
Unit: THB & USD





DUBAI AND JAPAN PORTFOLIO:

Q3/24: STRONG REVPAR GROWTH IN JAPAN YOY SINCE Q3/23 FIRST OPERATING QUARTER

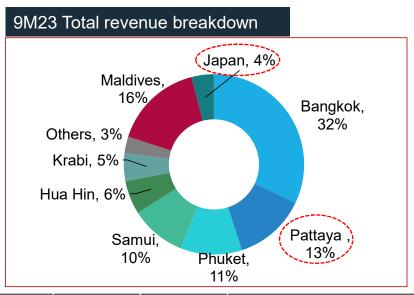


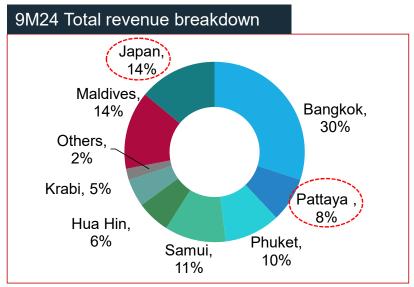




TOTAL HOTEL REVENUE BREAKDOWN BY REGION:

9M24: JAPAN SIGNIFICANTLY INCREASED ITS CONTRIBUTION YOY, WHILE PATTAYA NOTICEABLY REDUCED DUE TO THE IMPACT OF A MAJOR RENOVATION





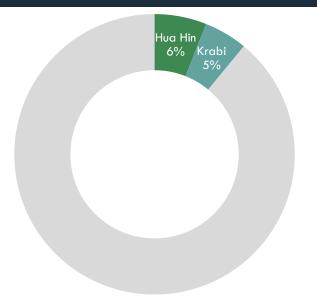
9M24	Bangkok	Maldives	Phuket	Pattaya	Hua Hin	Samui	Krabi	Osaka
% RevPar growth YoY	14%	3%	34% (Excluded Centara Karon)	-35%	11%	23%	15%	34%

Note: Excluded Centara Mirage Beach Resort Dubai since it is JV and using equity method.



EXPECTED REVENUE IMPACT FROM RENOVATION IN 2025

9M24 & FY23 Total revenue breakdown



The impact of major renovations:

Centara Grand Resort Krabi:

- Full closure for renovation started in mid-Q2/25
- Expected 47% 50% lower revenue than normal operation FY24

Centara Grand Beach Resort Hua Hin:

- Continuous operation with partial renovation started in Q2/25
- Expected 25% 30% lower revenue than normal operation FY24.

Note: Excluded Centara Mirage Beach Resort Dubai since it is JV and using equity method.



FOOD BUSINESS OVERVIEW: Q3/24

AS OF 30 SEP 24: 1,396 OUTLETS, STABLE YOY*

Q3/24: OUTLET EXPANSION MAINLY DRIVEN BY SHINKANZEN, AUNTIE ANNE'S, SALAD FACTORY, OOTOYA, AND KFC

Number of outlets by location				
Bangkok 37% 9M24 Upcountry 63% Note: Outlets in Thailand only				

Note. Outlets III Thalland only	
9M/23-24 SSS: Bangkok vs Upcountry	
■ Bangkok ■ Upcountry ■ Total 5% 4% 4%	
2% 2%	
9M23 9M24 ote: Figures are excluded Joint Ventures.	

Brands	# of outlets	Change yoy				
11 Franchised I	orands					
KFC	336	7				
Mister Donut	452	-10				
Auntie Anne's	231	14				
Ootoya	52	7				
Pepper Lunch	49	0				
Chabuton/ Kagetsu Arashi	14	-1				
Yoshinoya	21	-6				
Tenya	10	-2				
Katsuya	55	-5				
Cold Stone	17	1				
Kiani	1	1				
Total	1,238	6				
* With now counting number of outlets shop in shop of						

^{*} With new counting number of outlets shop-in-shop of Arigato in Mister Donut, total outlets in Q3/23 was 1,399 outlets.

Brands	# of outlets	Change yoy
4 Owned brands		
The Terrace**	3	-2
Aroi Dee	-	-21
Kowlune	1	-
Arigato	3	-
Grab Kitchen by Every Foood	2	-14
Total	9	-37
5 Joint Ventures' brands		
Salad Factory	44	9
Brown Café	3	-5
Café Amazon - Vietnam	25	3
Somtam Nua	10	4
Shinkanzen Sushi/ Nak-La Mookata	67	17
Total	149	28
Grand Total	1,396	-3

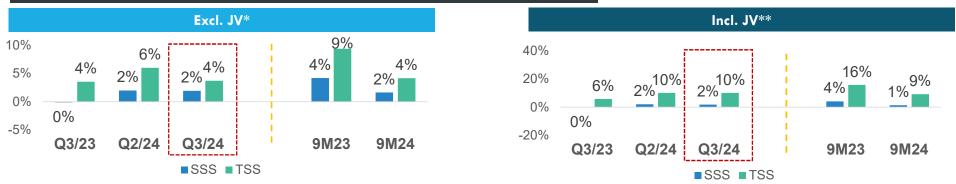


^{**} Excluding outlets under management contract

SAME STORE SALE & TOTAL SYSTEM SALE GROWTH:

Q3/24: KEY GROWTH DRIVERS FROM THE TOP 4 BRANDS, PARTICULARLY MISTER DONUT AND OOTOYA

Same store sales (SSS) and Total system sales (TSS) growths YoY



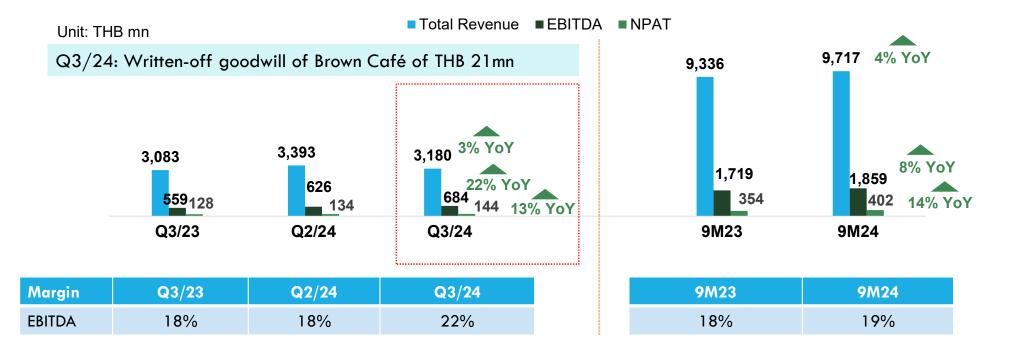
	SSS		TSS			SSS		TSS		
	Q3/23	Q2/24	Q3/24	Q3/23	Q2/24	Q3/24	9M23	9M24	9M23	9M24
Top 4 brands	0%	3%	2%	5%	7%	6%	5%	2%	9%	6%
Others**	-3%	-1%	1%	-5%	-5%	-6%	1%	-1%	4%	-6%
Total Average (excl. JV)*	0%	2%	2%	4%	6%	4%	4%	2%	9%	4%
Total Average (incl. JV)**	0%	2%	2%	6%	10%	10%	4%	1%	16%	9%

*Excluded Joint Ventures brands (Salad Factory, Brown Café, Somtam Nua, Shinkanzen Sushi and Café Amazon - Vietnam) & The Terrace under management
**Included all Thai JVs but excluding Café Amazon - Vietnam



FOOD: FINANCIAL PERFORMANCE

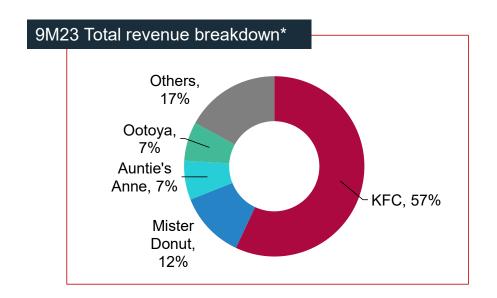
Q3/24: AN INCREASE IN PROFIT MARGIN QOQ AND YOY DUE TO KEY BRANDS' PERFORMANCE, GAIN ON PROFIT SHARING OF JOINT VENTURES, AND POSITIVE IMPACT OF CLOSED NON-PROFIT OUTLETS

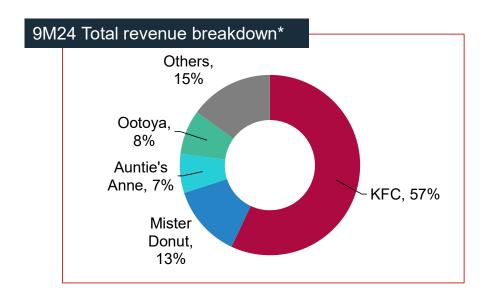




TOTAL FOOD REVENUE BY KEY BRANDS:

9M24: TOP 4 BRANDS ACCOUNTING FOR 85% OF TOTAL REVENUE



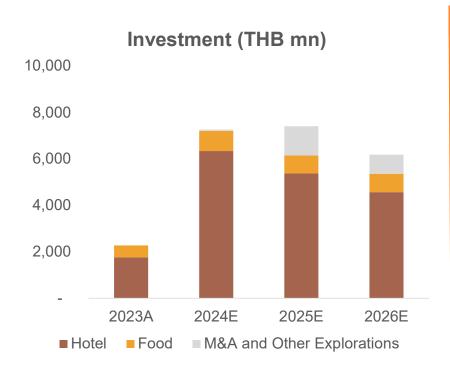


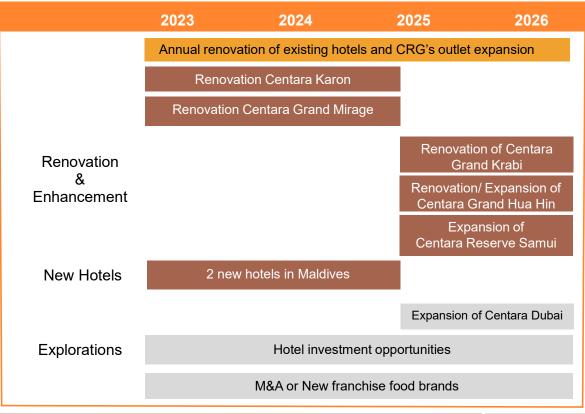


CAPEX PLAN & 2024 GUIDANCE

CAPEX PLAN:

BUILDING UP FUTURE GROWTH WITH MAJOR RENOVATIONS, NEW RESORTS IN MALDIVES, EXPANSIONS SAMUI, AND NEW OPPORTUNITY OF CENTARA DUBAI EXPANSION







Investment Plan

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2024 GUIDANCE

	2024E
Hotel – Included Dubai	
Occupancy Rate (%)	70% - 73%
RevPAR (THB)	4,000 – 4,300
Food – Excluded JVs	
SSS	1% - 3%
TSS	4% - 6%
Net change number of outlets, including the joint ventures' brands	Stable to (-20) outlets

Hotel business: key drivers

 Sustainable growth in high season (the 4th Quarter) of hotels in Thailand, Japan, and Dubai

Food business: key drivers

- Top 4 brands will be a key growth driver
- Closed non-profitable brands and outlets that relied on delivery
- Being cautious about outlet expansion by aiming at high profit-margin brands



Guidance 2024 Page 27

SUSTAINABILITY

GSTC RECOGNITION & CERTIFICATION AND AWARDS



In 2021, Centara became first Asia hospitality group to formally incorporate GSTC-Recognised standards into its internal sustainability standards system called "Centara EarthCare"



39 Hotels are GSTC-Certified

Goal: 100% of Centara properties will be GSTC-Certified by 2025











ENVIRONMENTAL LONG-TERM GOALS YEAR 2020 - 2029

CENTRAL EARTHCREE

Green House Gas Emission



Scopel & 2



2029 Q3 2024

Energy Management



40%* 24% 2029 Q3 2024

Water Management



20% 26% 2029 Q3 2024 Waste Management



20% 19% 2029 Q3 2024

Eliminate single-use plastic items in guest journey by 2025



SUSTAINABILITY PERFORMANCE Q3/2024



19.8 tons surplus food donation Reduce GHG emission 646 tCO2e



26.37 % Recycling rate



65 EV Charger Stations in 30 hotels



Installed Solar Energy in 7 hotels: 1,294.63 MWh GHG Reduction 646 tCO2e



DISCLAIMER

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APPENDIX



STRUCTURE OF CENTARA MIRAGE BEACH RESORT DUBAI

Central Plaza Hotel PCL & Subsidiary

40% holding + Shareholder Loan

Nakheel CT Deira Islands Hotel FZCO

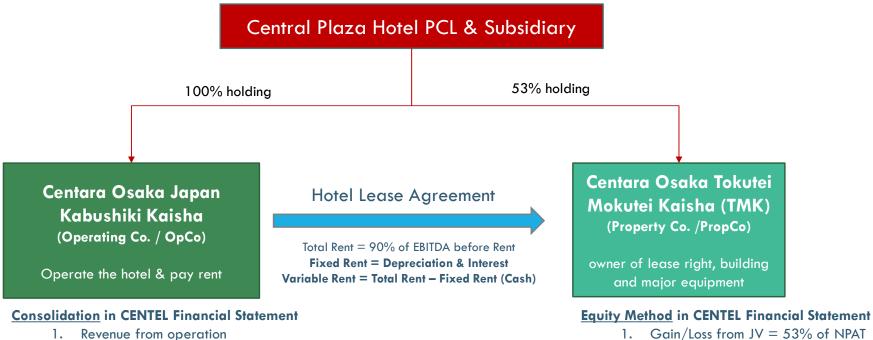
- Owner of land, building & all assets
- Operate the hotel

Equity Method in **CENTEL Financial Statement**

- 1. Interest from Shareholder Loan
- 2. Management Fees
- 3. Gain/Loss from JV = 40% of NPAT



STRUCTURE OF CENTARA GRAND HOTEL OSAKA



- 2. Expense from operation
- 3. EBITDA from operation
- 4. NPAT from operation

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SUMMARY OF RECOGNITION IN DUBAI & OSAKA AT CENTEL

	Centara	Centara Grand Hotel Osaka					
	Mirage Dubai	Property Company	Operating Company	Total			
Revenue from Operation	-	-	X	Operating Company			
Expenses from Operation	-	-	X	Operating Company			
Management Fees	X	-	Eliminate	-			
Interest from Shareholder Loan	X	-	-	-			
Gain/Loss from JV	X	X	-	Property Company			
NPAT from Operation	-	-	X	Operating Company			



BREAKDOWN PERFORMANCE OF DUBAI & OSAKA AT CENTEL

Unit: THB mn		Q3/23			Q3/24				
	Centara Mirage	Centara Grand Hotel Osaka			Centara Mirage	Centara Grand Hotel Osaka			
	Dubai	Property Company	Operating Company	Total	Dubai	Property Company	Operating Company	Total	
Management Fees	20	-	-	-	21	-	-	-	
Interest from Shareholder Loan	62	-	-	-	64	-	-	-	
Gain/Loss from JV	(44)	(27)	-	(27)	(33)	(10)	-	(10)	
NPAT from Operation	-	-	(26)	(26)	-	-	16	16	
Total	38	(27)	(26)	(53)	52	(10)	16	6	



BREAKDOWN PERFORMANCE OF DUBAI & OSAKA AT CENTEL

Unit: THB mn		9M23			9M24			
	Centara Grand Hotel Osaka Centara Mirage			Centara Mirage	Centara Grand Hotel Osaka			
	Dubai	Property Company	Operating Company	Total	Dubai	Property Company	Operating Company	Total
Management Fees	79	-	-	-	95	-	-	-
Interest from Shareholder Loan	180	-	-	-	194	-	-	-
Gain/Loss from JV	(56)	(19)	-	(19)	(21)	(27)	-	(27)
NPAT from Operation	-	-	(196)	(196)	-	-	40	40
Total	203	(19)	(196)	(215)	268	(27)	40	13

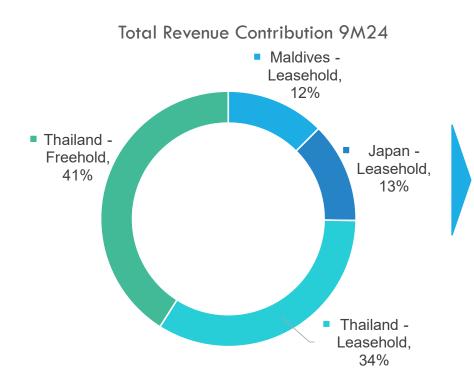


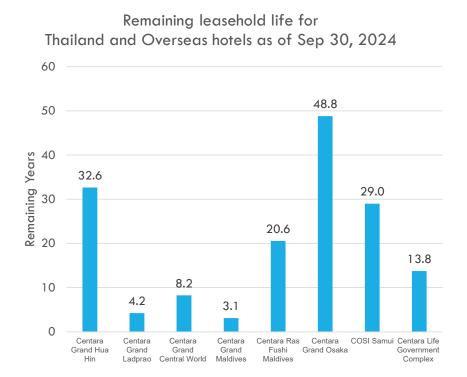
FOOD BUSINESS: % HOLDING IN JOINT VENTURES AND ACCOUNTING TREATMENT

Brand	% Holding	Accounting Treatment
Brown Café	51%	Consolidation
Somtam Nua	85%	Consolidation
Salad Factory	51%	Equity Method
Café Amazon – Vietnam	40%	Equity Method
Shinkanzen Sushi/ Nak-La Mookata	51%	Equity Method



HOTEL REVENUE BY ASSET TYPE (FREEHOLD & LEASEHOLD)







HOTELS IN OPERATION AS OF 30 SEPTEMBER 2024 (1/4)

	Own hotels	Stars	Opened	# of Rooms	% Ownership	Location
1	Centara Grand at Central Plaza Ladprao Bangkok	5	Q2/83	565	100%	Thailand
2	Centara Grand Beach Resort & Villas Hua Hin	5	Q1/86	251	89%	Thailand
3	Centra Life Hotel Mae Sot	3	Q4/89	113	100%	Thailand
4	Centara Hotel Hat Yai	4	Q4/95	248	100%	Thailand
5	Centara Reserve Samui	Luxury	Q4/21	184	25% in Property Fund	Thailand
6	Centara Villas Samui	4	Q2/00	102	100%	Thailand
7	Centara Villas Phuket	4	Q2/00	72	100%	Thailand
8	Centara Grand Beach Resort & Villas Krabi	5	Q4/05	192	100%	Thailand
9	Centara Kata Resort Phuket	4	Q2/06	163	100%	Thailand
10	Centara Karon Resort Phuket	4	Q2/06	335	100%	Thailand
11	Centara Grand at CentralWorld	5	Q4/08	509	100%	Thailand
12	Centara Grand Mirage Beach Resort Pattaya	5	Q4/09	553	100%	Thailand



HOTELS IN OPERATION AS OF 30 SEPTEMBER 2024 (2/4)

	Owned hotels	Stars	Opened	# of Rooms	% Ownership	Location
13	Centara Grand Island Resort & Spa Maldives	5	Q4/09	112	74%	Maldives
14	Centara Grand Beach Resort Phuket	5	Q4/10	261	100%	Thailand
15	Centara Ras Fushi Resort & Spa Maldives	4	Q1/13	140	75%	Maldives
16	COSI Samui Chaweng Beach	Affordable lifestyle	Q1/17	150	100%	Thailand
17	Centara Life Government Complex Hotel & Convention Centre Cheang Watthana	3	Q4/12	212	100%	Thailand
18	Cosi Pattaya Wong Amat Beach	Affordable lifestyle	Q4/19	282	100%	Thailand
19	Centara Mirage Beach Resort Dubai	4	Q4/21	607	40%	Dubai
20	Centara Grand Hotel Osaka, Japan	5	Q3/23	515	53%	Japan
	Total owned hotels			5,566		



HOTELS IN OPERATION AS OF 30 SEPTEMBER 2024 (3/4)

	Managed hotels	Stars	Opened	# of Rooms	Country
21	Centara Chaan Talay Resort & Villas Trat	4	Q1/08	43	Thailand
22	Centara Udon	4	Q2/10	259	Thailand
23	Centara Q Resort Rayong	4	Q2/10	41	Thailand
24	Waterfront Suites Phuket by Centara	Residence	Q1/11	39	Thailand
25	Centara Anda Dhevi Resort & Spa Krabi	4	Q4/11	135	Thailand
26	Centara Pattaya Hotel	4	Q4/11	226	Thailand
27	Centara Nova Hotel & Spa Pattaya	4	Q4/11	79	Thailand
28	Centara Koh Chang Tropicana Resort	4	Q2/12	157	Thailand
29	Centara Watergate Pavillion Hotel Bangkok	4	Q2/13	281	Thailand
30	Centara Life Avenue Hotel Pattaya	3	Q4/14	51	Thailand
31	Centara Life Maris Resort Jomtien	3	Q1/16	282	Thailand
32	Centara Life Phu Pano Resort Krabi	3	Q4/16	158	Thailand
33	Centara Muscat Hotel	4	Q2/17	152	Oman
34	Centara West Bay Residences & Suites Doha	Residence	Q4/18	172	Qatar
35	Centara Sonrisa Residence and Suites Sriracha	Residence	Q2/19	145	Thailand
36	Maikhao Hotel	Boutique	Q3/19	142	Thailand





HOTELS IN OPERATION AS OF 30 SEPTEMBER 2024 (4/4)

	LEG III OI LIWATION AG OF GO O			• (•, •,	
	Managed hotels	Stars	Opened	# of Rooms	Country
37	Maikhao Dream Villa Resort & Spa	Boutique	Q3/19	22	Thailand
38	Centara Ao Nang Beach Resort & Spa Krabi	4	Q4/19	179	Thailand
39	Centara Life Cha Am Beach Resort Hua Hin	3	Q3/20	188	Thailand
40	Centara Life Muscat Dunes Hotel	Economy	Q3/20	78	Oman
41	COSI Krabi Ao Nang Beach	Affordable lifestyle	Q4/20	142	Thailand
42	Roukh Kiri Khaoyai	Boutique	Q4/20	13	Thailand
43	Centara Mirage Resort Mui Ne	4	Q3/21	984	Vietnam
44	Al Hail Waves Hotel	4	Q1/22	64	Oman
45	Centara Riverside Hotel Chiang Mai	4	Q2/22	526	Thailand
46	Centara Korat	4	Q3/22	218	Thailand
47	Centara Life Hotel Bangkok Phra Nakhon	3	Q4/22	180	Thailand
48	Centara Hotel Ubon	4	Q1/23	160	Thailand
49	Centara Ayutthaya	4	Q4/23	224	Thailand
50	COSI Vientiane Nam Phu	Affordable lifestyle	Q1/24	95	Laos
51	Centara Life Lamai Resort Samui	4	Q3/24	61	Thailand
52	Varivana Resort Koh Phangan	5	Q3/24	39	Thailand
	Total managed hotels			5,535	
	Grand total			11,101	





THANK YOU

