WANPHEN MUNGPIENSAKUL
Managing Director
REIT Manager
IMPACT GROWTH REIT

CHIRADEJ SOMPRASONG
Director
Business Development & Marketing

SUPAWAT KITWIMONTRAKUL, AISA
Senior Manager
Investor Relations



IMPACT GROWTH REIT
Opportunity Day

DEC 04, 2024

Key Milestones





IMPACT Arena and **IMPACT Exhibition Center** (Hall 5-8) were established in **1998** to support the 13th ASEAN game, then developed IMAPCT Arena into **the largest indoor concert hall** in Thailand and IMPACT Exhibition Center to be an exhibition and convention center.

1998



IMPACT Forum was established in 2000 supporting a rising demand of meeting and exhibition.

2000



Expanding **Hall 9-12** of **IMPACT Exhibition Center**, totaling 8 multi-proposed halls.

2003



IMPACT Challenger was developed in 2006 becoming the world's largest column-free halls.

2006



In October 2014, IMPACT Growth REIT has listed on the **Stock Exchange of Thailand** (SET) in the property fund and REITs sector becoming the **1st REIT in Thailand**.
IMPACT Growth REIT has a **total area of 489,761 square meter**.

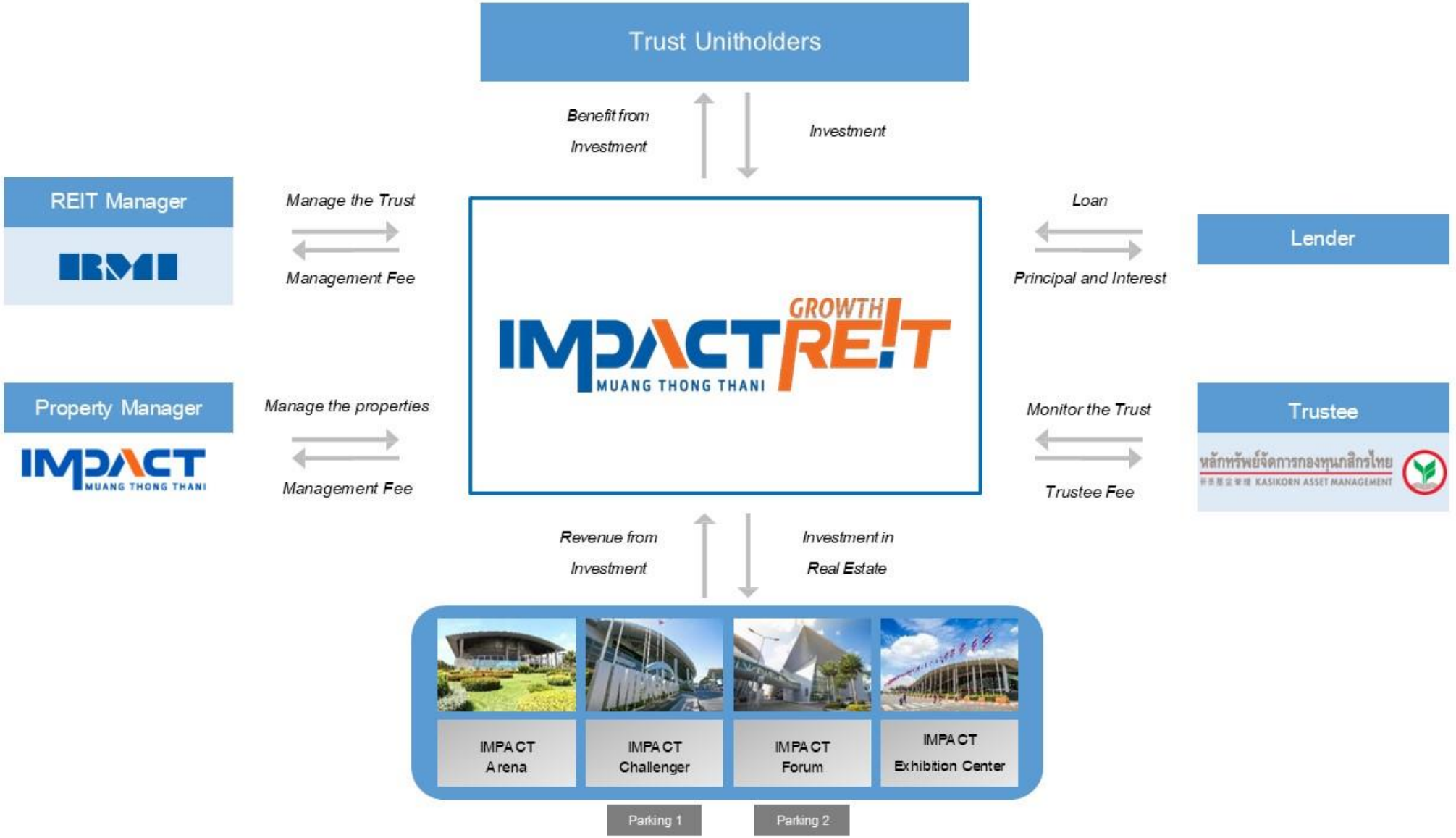
2014



Sky Entrance Project, Connecting the Pink Elevated Mass Transit Line, Muang Thong Thani extension between **MT-01 Station and IMPACT Challenger**.

2024

IMPACT Structure



IMPACT Assets

Total Area 489,761 Square Meter

Net Leasable Area 167,162 Square Meter



IMPACT Arena



IMPACT Challenger

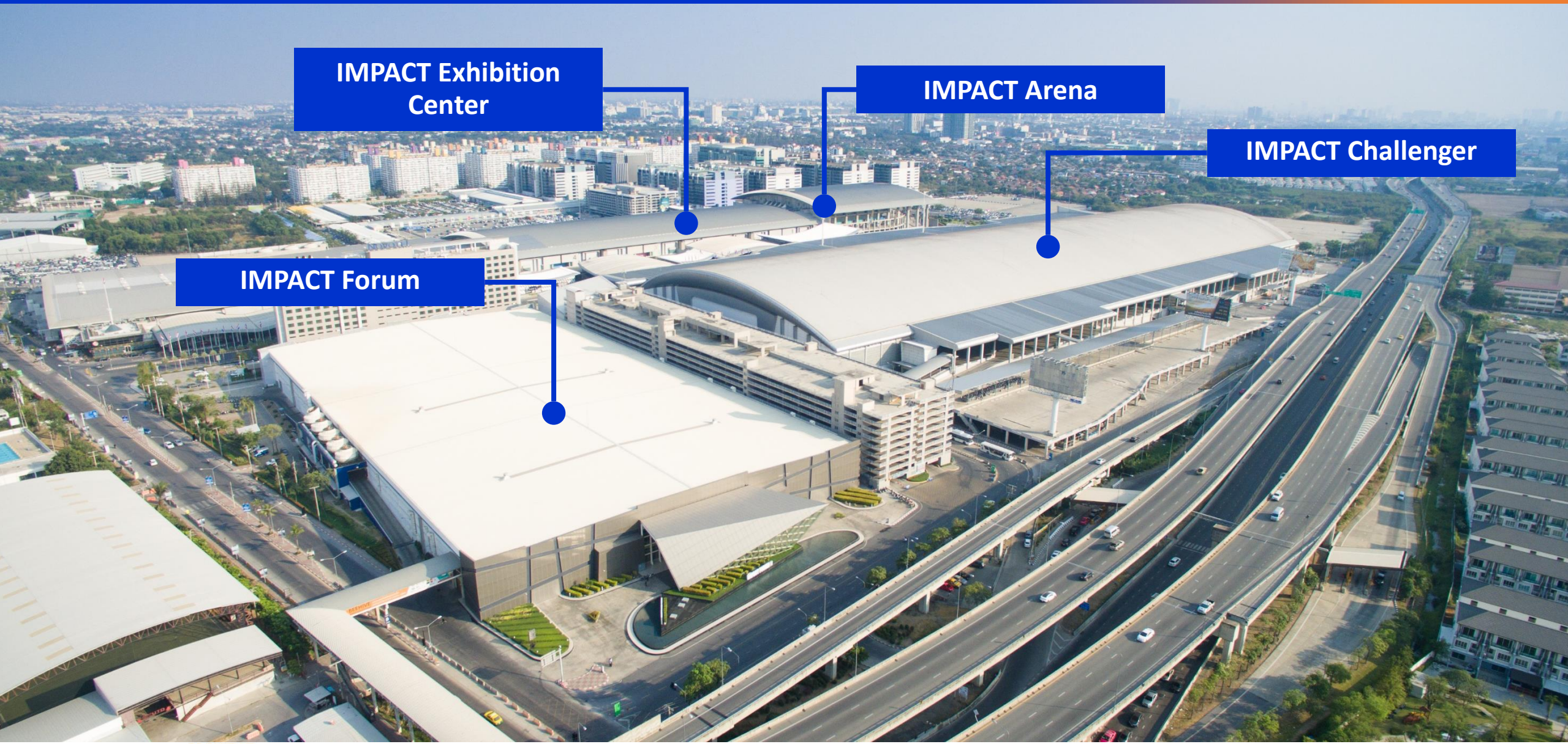


IMPACT Exhibition Center



IMPACT Forum

IMPACT Assets



IMPACT Arena



- The 5 levels grandstand
- Supporting 11,440 seats
- Events:
  - Concert
  - Sporting
  - Entertainment
  - Convention

IMPACT Arena	Gross Floor Area	Net Leasable Area
	41,810 Square Meter	16,294 Square Meter

IMPACT GROWTH REIT MUANG THONG THANI


IMPACT
MUANG THONG THANI
WELCOME HOME




TOYOTA
YONEX


BILLKIN
TEMPO
CONCERT
IMPACT ARENA

IMPACT Challenger



- The world's largest column-free hall
- 1 Ballroom and 13 function rooms
- 2,500 indoor parking spaces
- Events:
  - Exhibition
  - Convention
  - Incentive
  - Concert

IMPACT Challenger	Gross Floor Area	Net Leasable Area
	221,309 Square Meter	69,898 Square Meter

IMPACT Challenger











IMPACT Forum

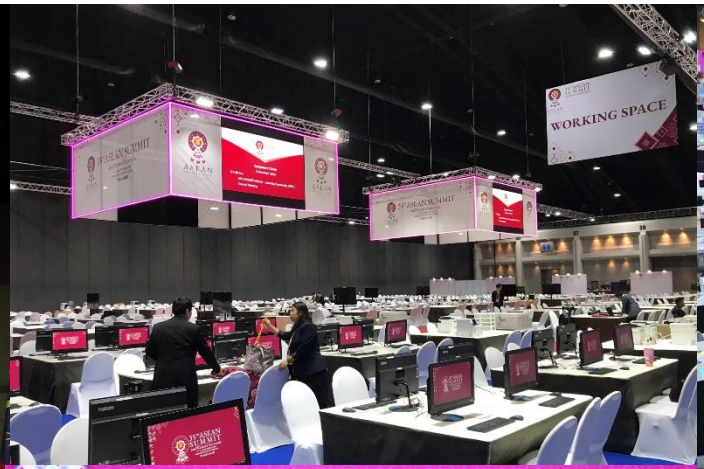


- **Multi-purposed hall**
- **1 grand ballroom and 30 function rooms**
- **10 stories of parking lots**
- **Events**
  - **Exhibition**
  - **Convention**
  - **Consumer**
  - **Meeting**

IMPACT Forum	Gross Floor Area	Net Leasable Area
	122,191 Square Meter	**25,943** Square Meter

IMPACT Forum











IMPACT Exhibition Center



- 8 multi-purpose halls
- 13 function rooms
- Events
  - Exhibition
  - Incentive
  - Consumer
  - Concert

IMPACT Exhibition Center	Gross Floor Area	Net Leasable Area
	104,451 Square Meter	55,027 Square Meter

IMPACT Exhibition Center



Market Overview

Top 4 MICE Businesses in Thailand

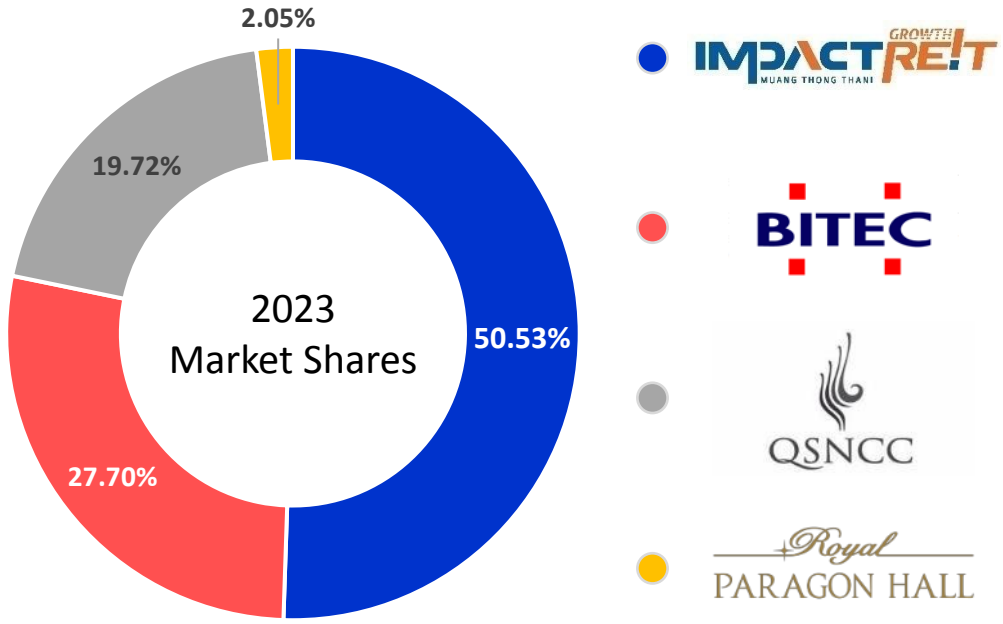
- ***Leasable Space:*** ***122,165 sq.m.***
- *Characteristic: The largest multi-purpose halls with a variety of meeting and function rooms*

- **Leasable Space: 41,000 sq.m.**
- Characteristic: Large exhibition halls with meeting and function rooms

- **Leasable Space: 54,238 sq.m.**
- Characteristic: Large exhibition halls with meeting and function rooms

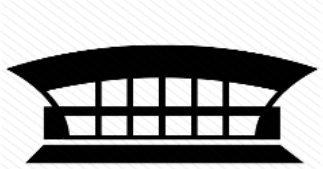
- **Leasable Space: 5,100 sq.m.**
- Characteristic: Meeting and convention venue

2023 Market Shares



Remark: The market shares are calculated from space usage of exhibitions and concerts publicly disclosed on the websites.

Revenue Structure



1. Venue Service

- Exhibition
- Convention
- Incentive
- Concert



2. Catering Rights Fee

- Meeting
- Wedding
- Party



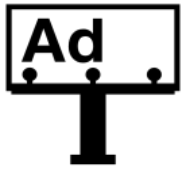
3. Long Term Rental

- Restaurants
- Bank
- Mobile Attenna



4. Parking Services

- **P1** @ IMPACT Challenger
- **P2** @ IMPACT Forum



5. Media Rights Fee

- Billboards
- LED Screens

By Categories



By Segment




EVENTS
@IMPACT

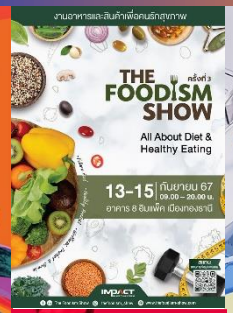
Events in 2Q's FY24/25 (Jul – Sep 2024)







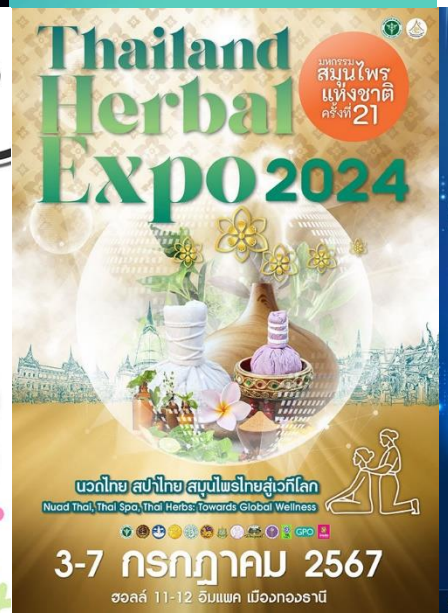




















IMPACT GROWTH REIT
MUANG THONG THANI

Exhibition in 3Q's FY24/25 (Oct – Dec 2024)

























Concerts in 3Q's FY24/25 (Oct – Dec 2024)





















2Q's & 6M's 2024/2025 Summary

Operational Highlight

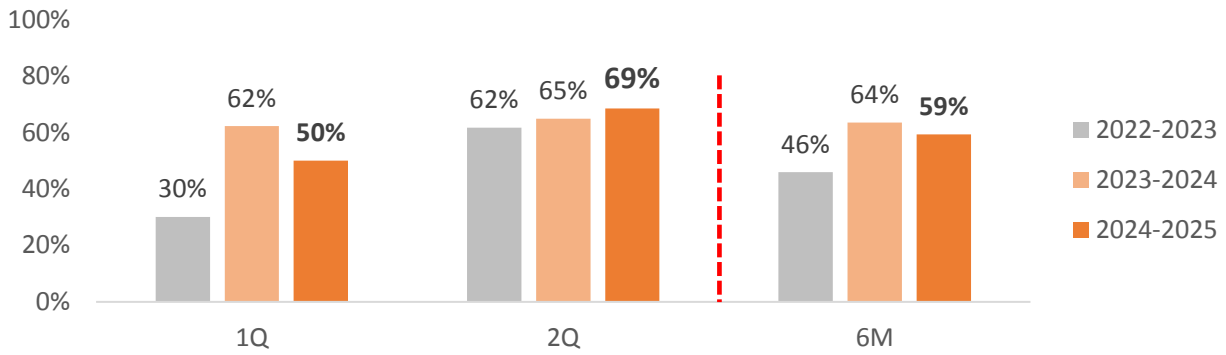
	2Q's FY24/25	6M's FY24/25
Occupancy Rate (OR) (%)	29.8%	39.3%
Average Rental Rate (ARR) (Baht/sq.m.)	81.1	84.0

Financial Highlight

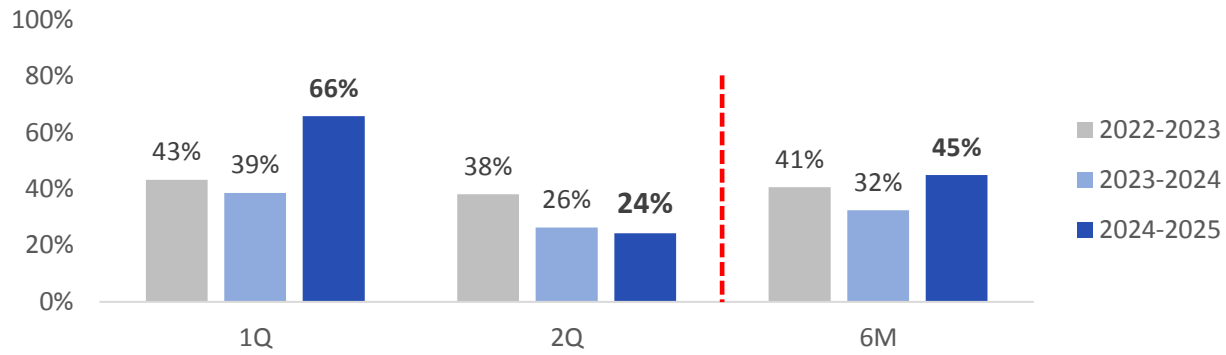
	2Q's FY24/25	6M's FY24/25
Total Revenue (Baht million)	413.5 +6.9% (YoY)	1,058.4 +29.6% (YoY)
Net Profit (Baht million)	180.6 +10.5% (YoY)	559.6 +47.8% (YoY)
DPU (Baht)	0.11	0.33
NAV per Unit (Baht)	11.0487	

Occupancy Rates (OR)

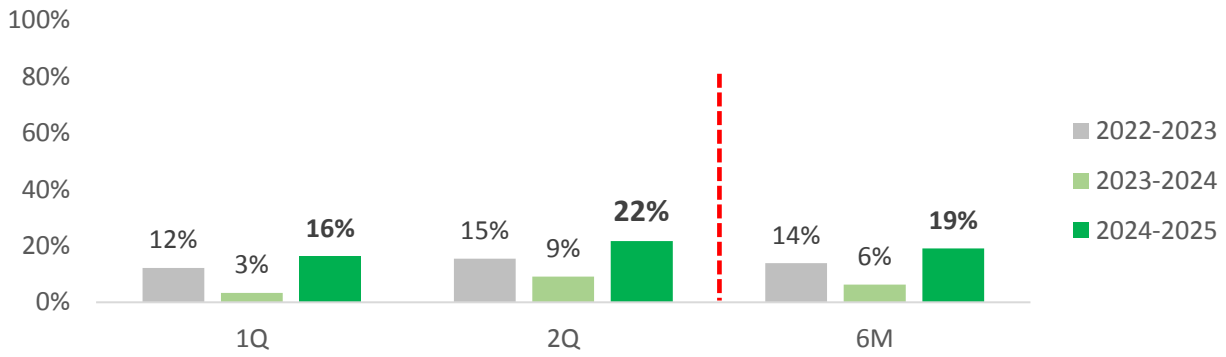
IMPACT Arena



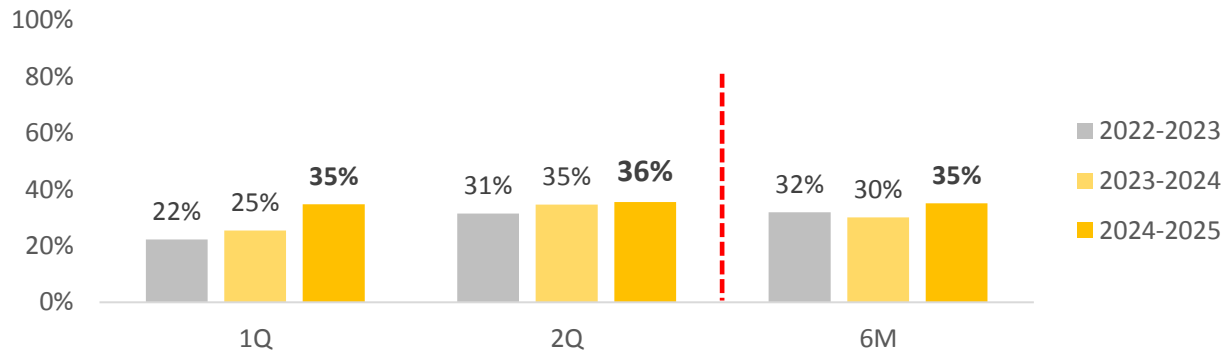
IMPACT Challenger (Hall 1-3)



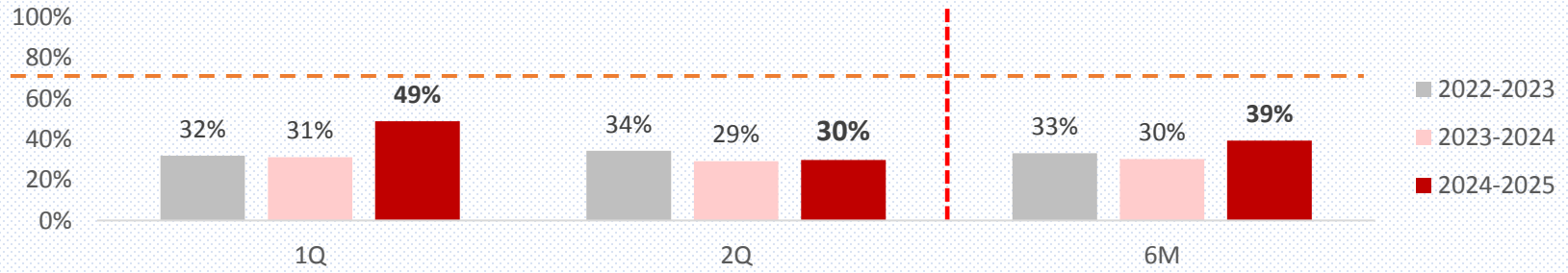
IMPACT Forum (Hall 4)



IMPACT Exhibition Center (Hall 5-12)



4 Assets Occupancy Rates



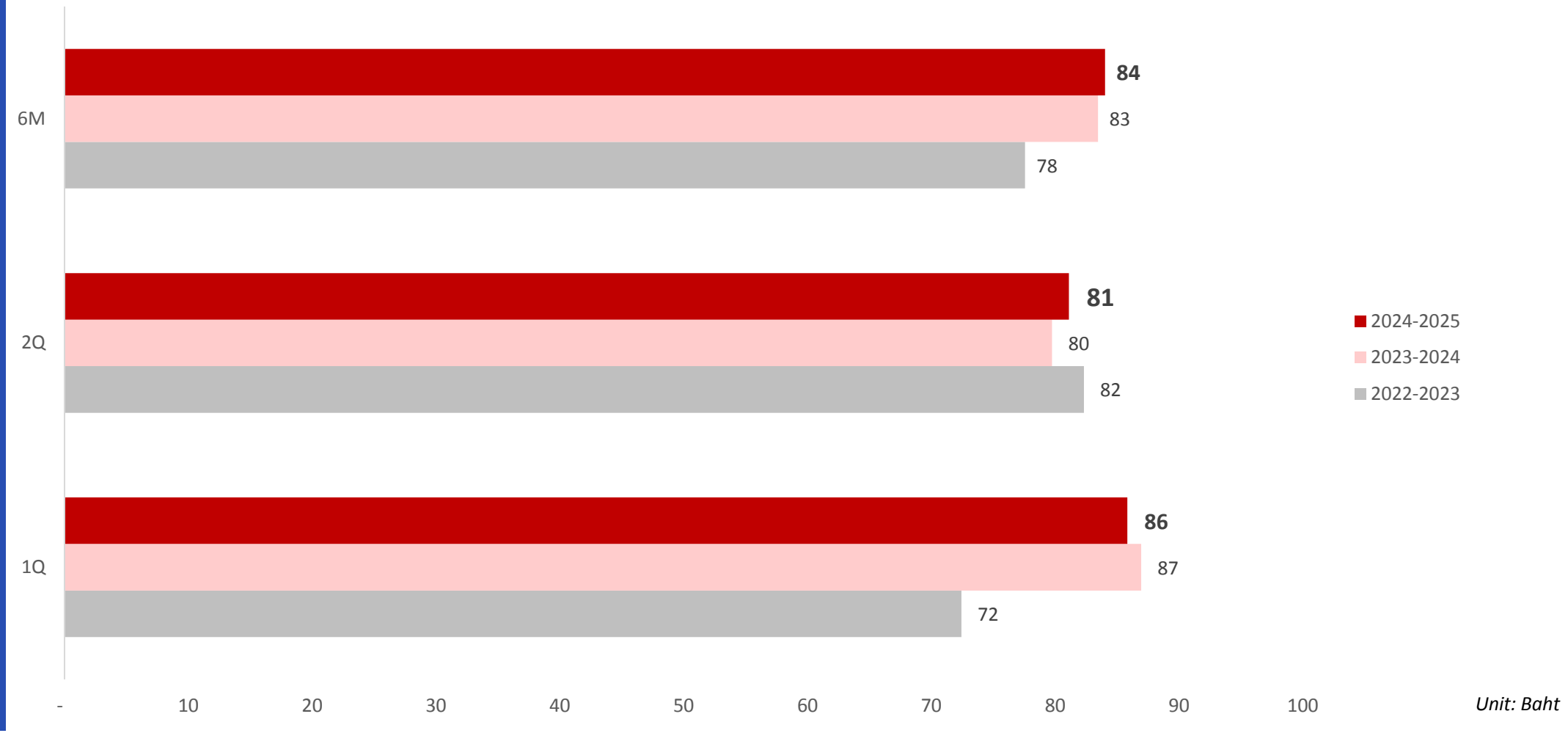
The highest occupancy rate in exhibition and convention industry is approximate 70%.
(taking into account set-up and tear-down period throughout the year)

Note: Occupancy Rate is derived from the figures of total rented space of the venue divided by total available space for rent at each particular period.

Average Rental Rates (ARR)

Mass concerts from both international and local artists as well as international conventions led to higher ARR.

4 Assets Average Rental Rates

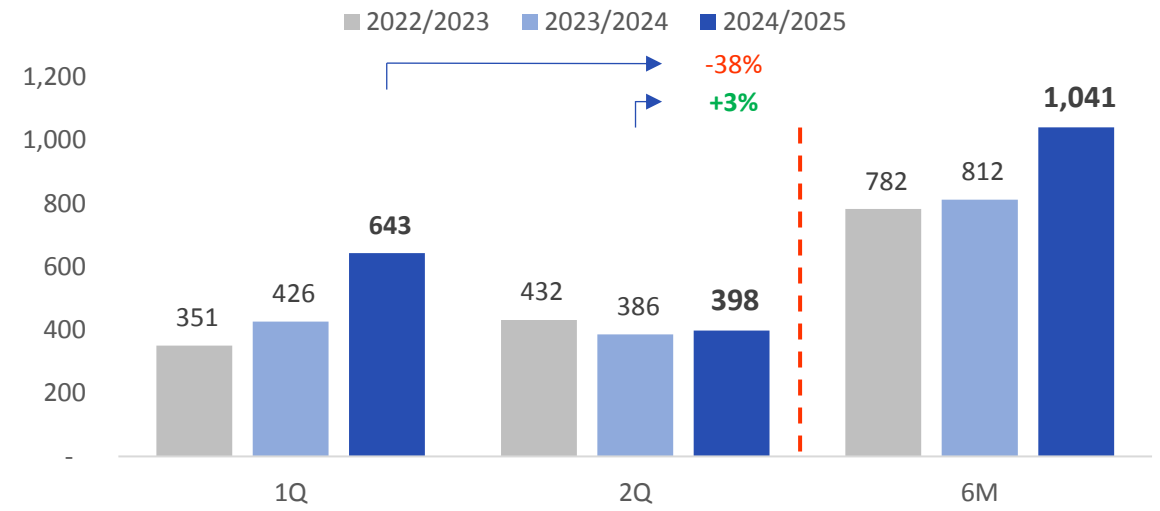


Note: Average Rental Rate is derived from the figures of total income from venue service divided by total rented space of the venue.

Revenue & Net Profit (Loss)

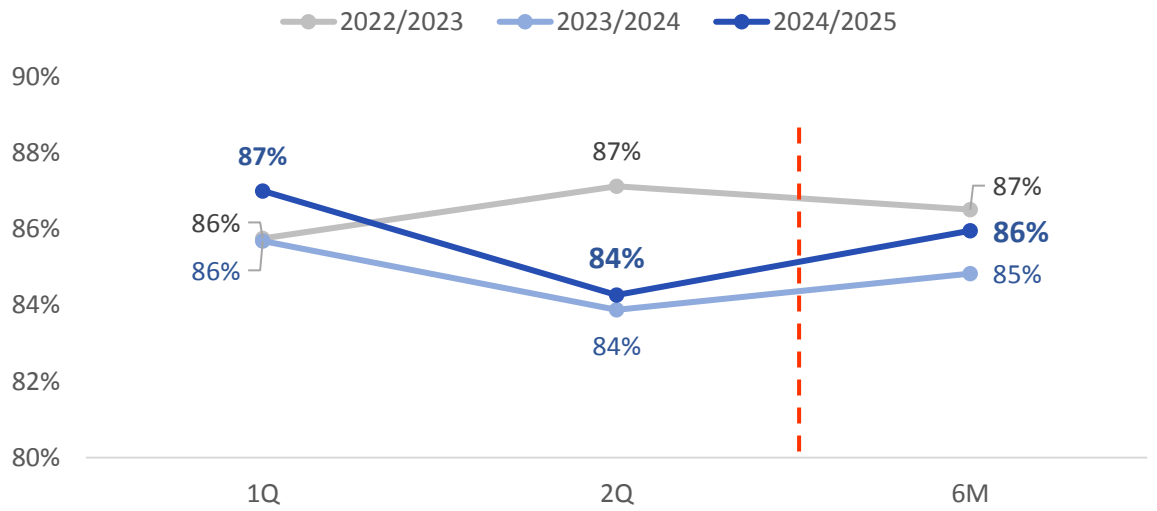
Service Income

Unit: Million Baht



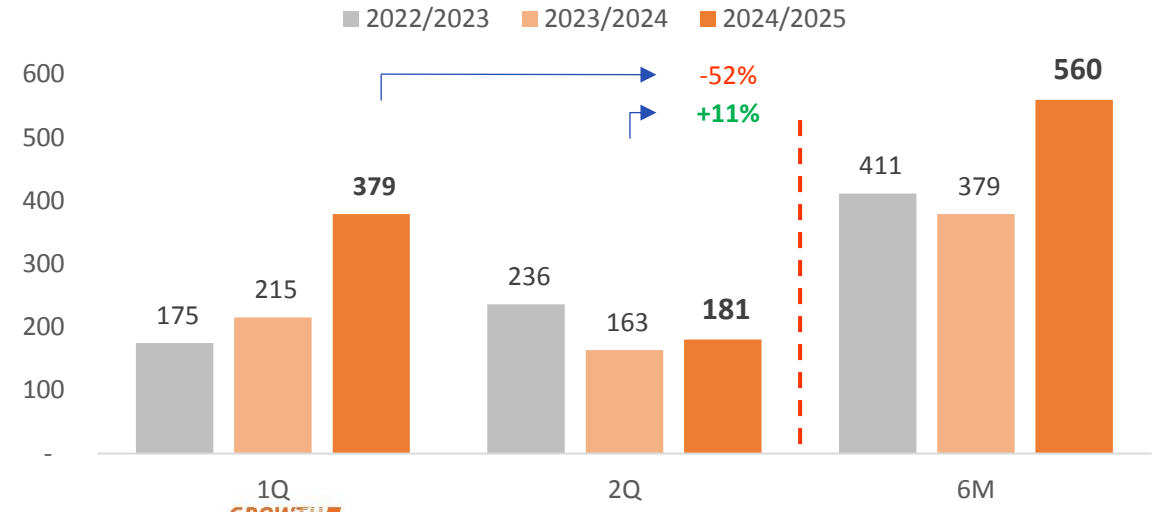
Gross Profit Margin

Unit: %



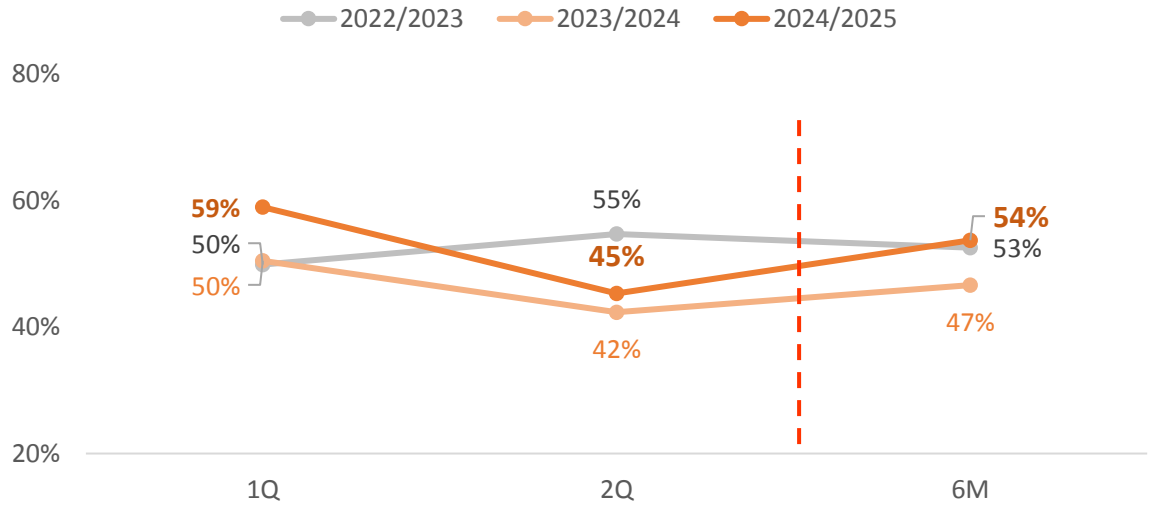
Net Profit

Unit: Million Baht



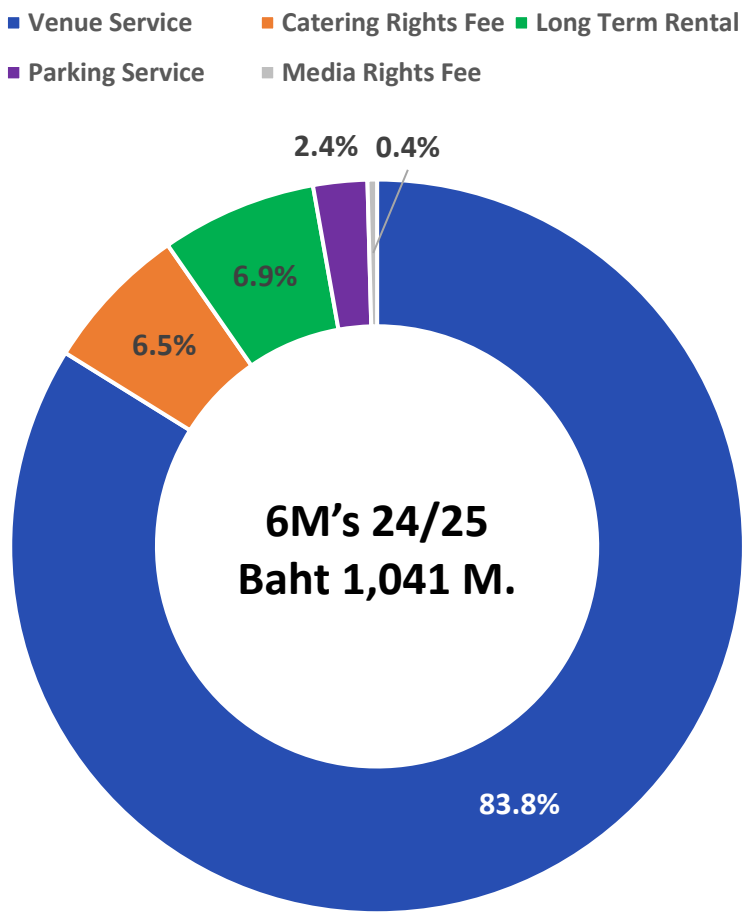
Net Profit Margin

Unit: %

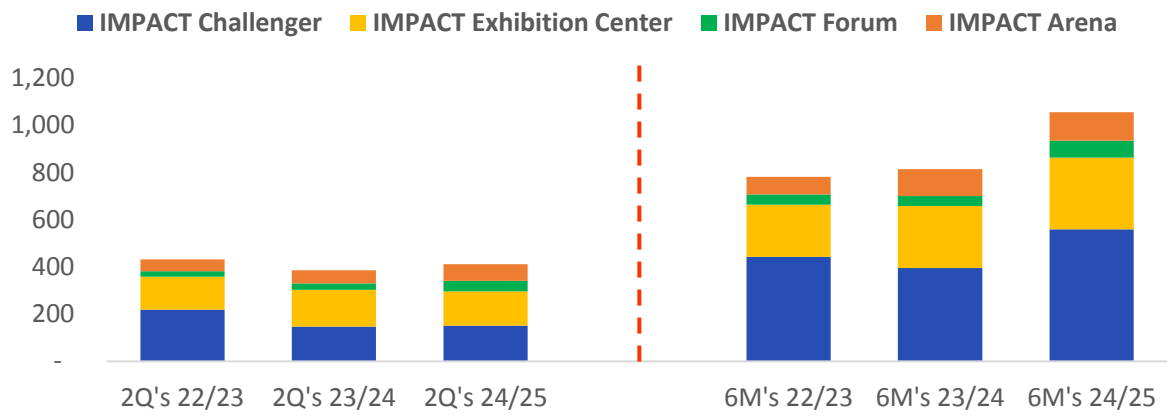


Revenue Breakdown

Revenue by Types (Service Income)

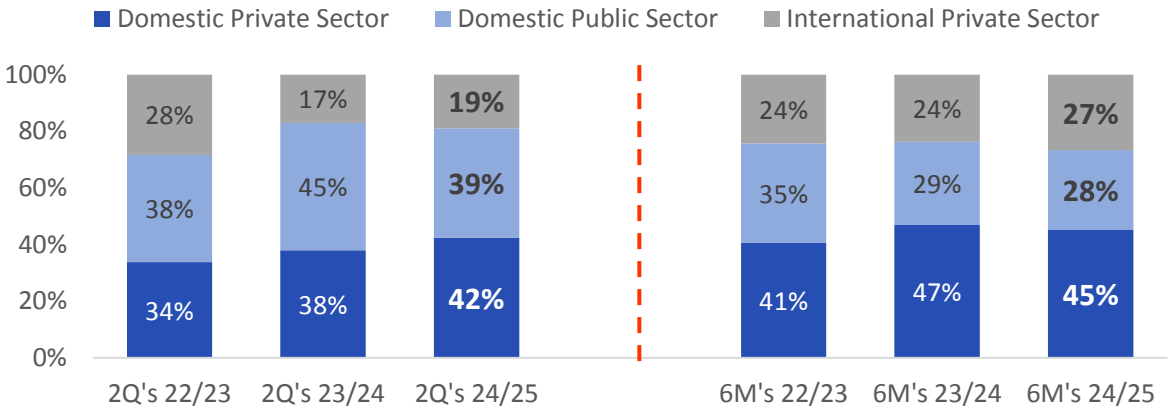


Revenue by Assets



Revenue by Segments

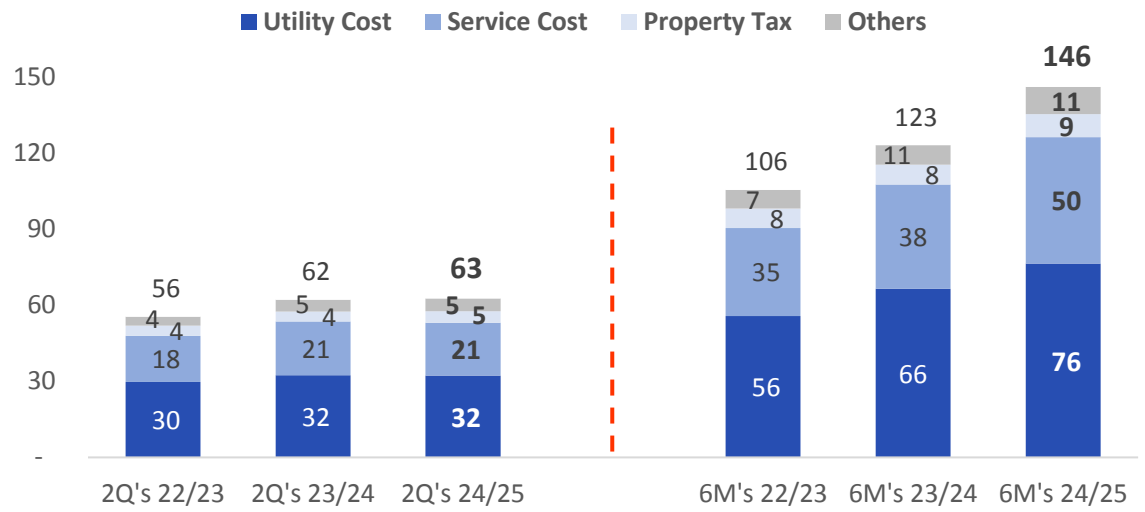
Unit: %



Expenses

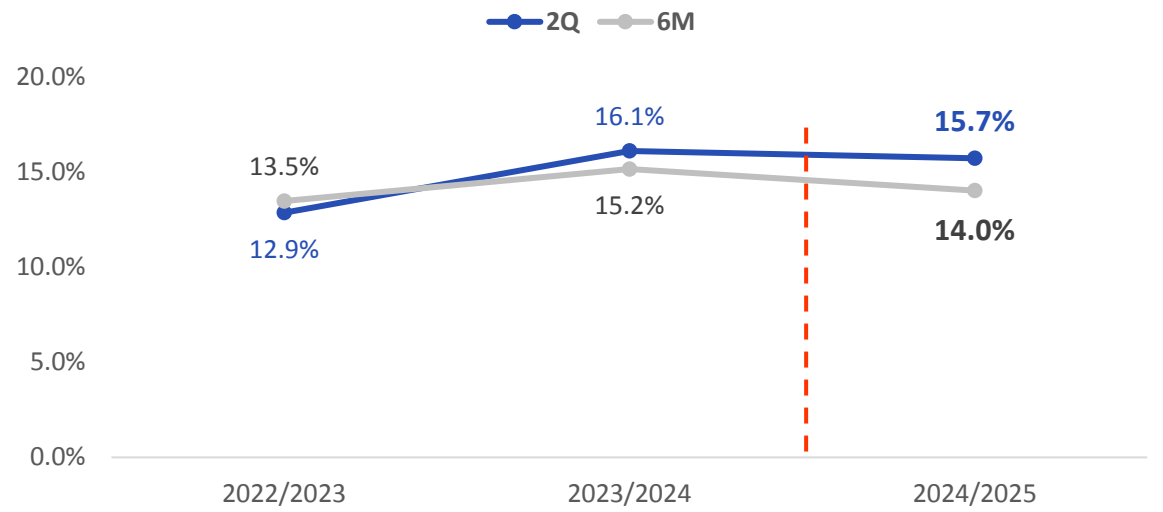
Cost of Services

Unit: Million Baht



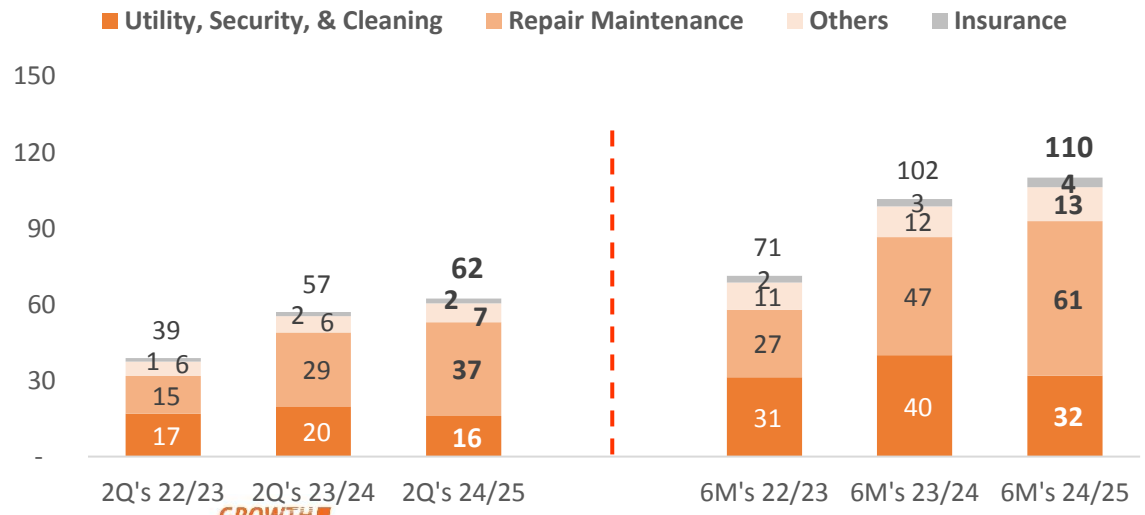
Cost of Services to Service Income

Unit: %



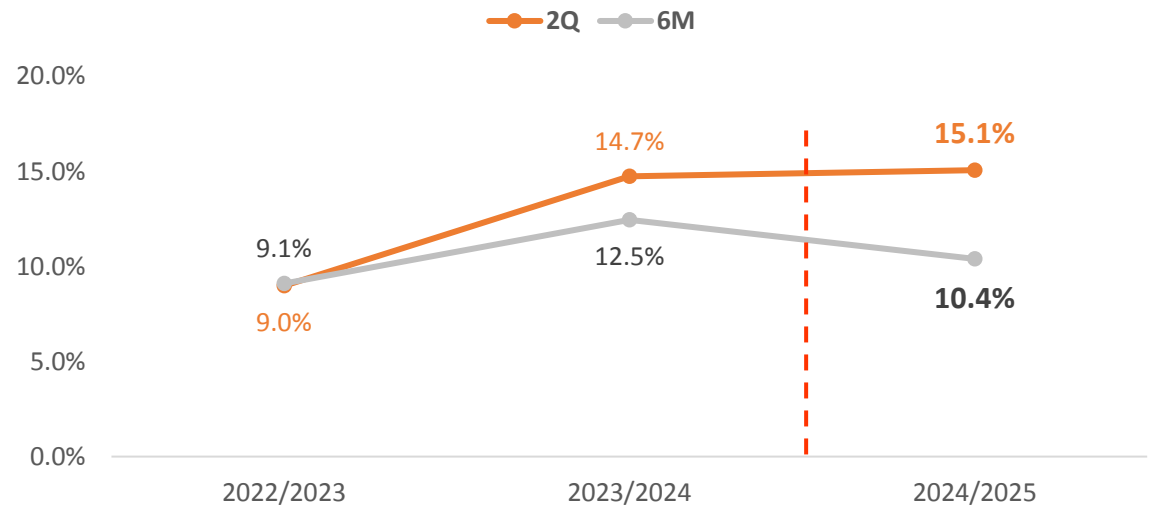
Administration Expenses

Unit: Million Baht



Administration Expenses to Total Income

Unit: %



Fees

Fee Details

Property Management Fee:

1. **Base Fee:** % of the Trust's total revenue, charged at the rate of 5.5%
2. **Incentive Fee:** % of the Trust's net property income before deducting the REIT's expense, charged at the rate of 6.75%

REIT Management Fee:

Not exceeding 2.0% (p.a.) of the Trust's total asset value

Trustee's Fee:

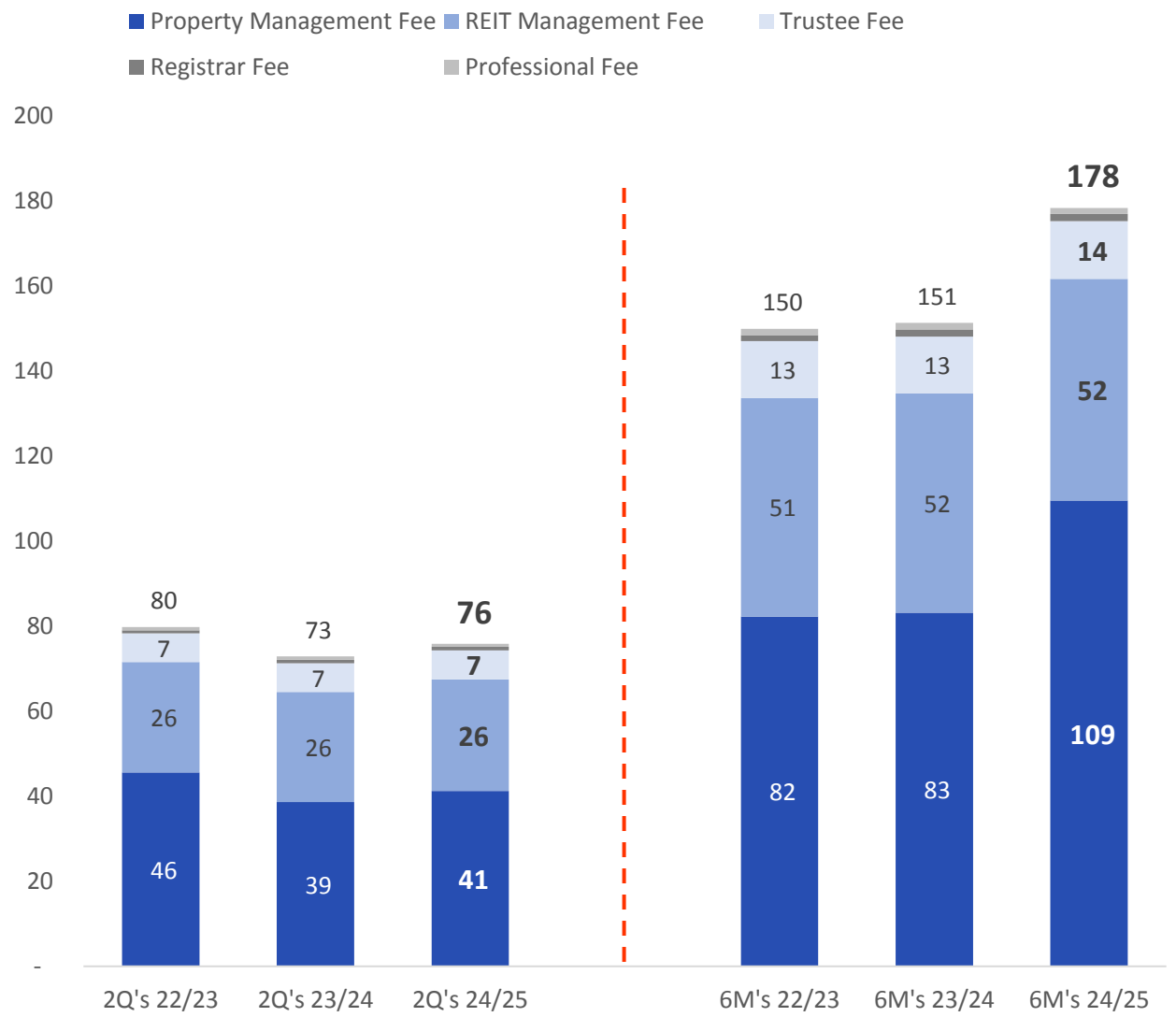
Not exceeding 1.0% (p.a.) of the Trust's total asset value

Registrar's Fee:

Not exceeding 0.5% (p.a.) of the Trust's total asset value

Total Fees

Unit: Million Baht



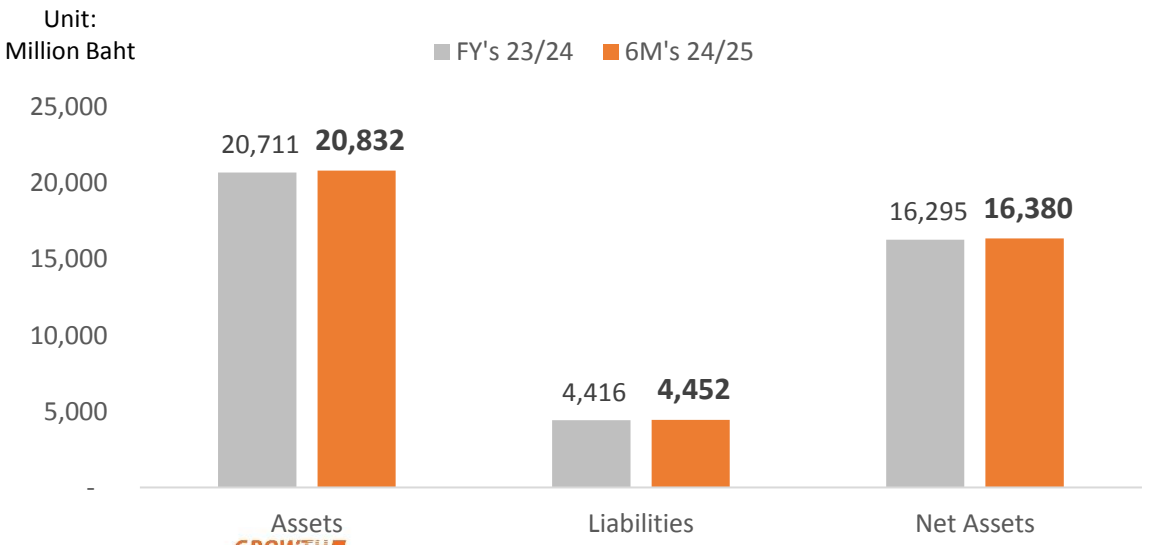
Balance Sheet

Balance Sheet Summary

Unit : Million Baht

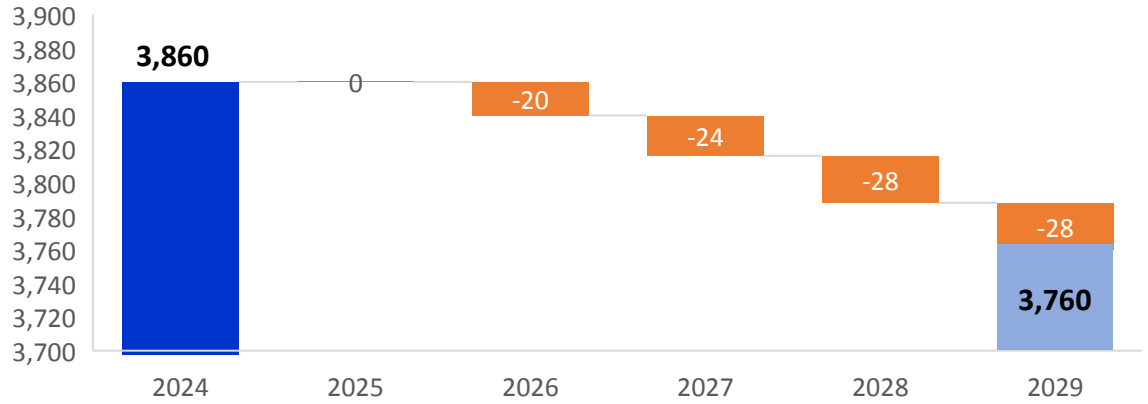
Assets	As of Mar 31, 24	As of Sep 30, 24
Investment in Properties	19,716	19,778
Total Assets	**20,711**	**20,832**
Liabilities		
Current Portion of Long-term Loan	3,859	0
Long-term Loan	0	3,850
Total Liabilities	**4,416**	**4,452**
Equities		
Net Assets	**16,295**	**16,380**
NAV per unit (Baht)	**10.9912**	**11.0487**
*Price/NAV	1.0827	1.1133

**Price as of Mar 29, 24 was Baht 11.90 and Sep 30, 24 was Baht 12.30 per unit*



Long-Term Loan

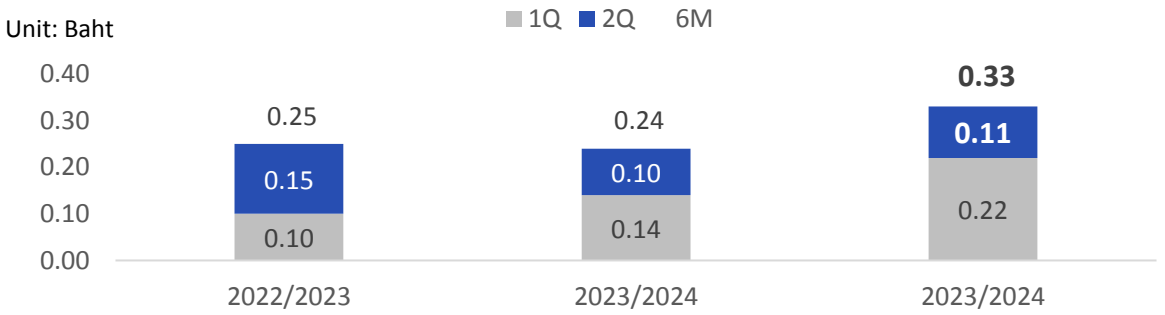
- On September 27, 2024, the long-term loans were refinanced to a new bank with 5 years maturity.
- Principal repayments has 1 year grace period.



Dividend Payment

Dividend Policy

- **At least 90% of the adjusted annual net profit** will be distributed to trust unitholders. Distribution to be made includes annual distribution and interim distribution (if any).
- The distribution shall pay not exceed 4 times per year.





DEVELOPMENT

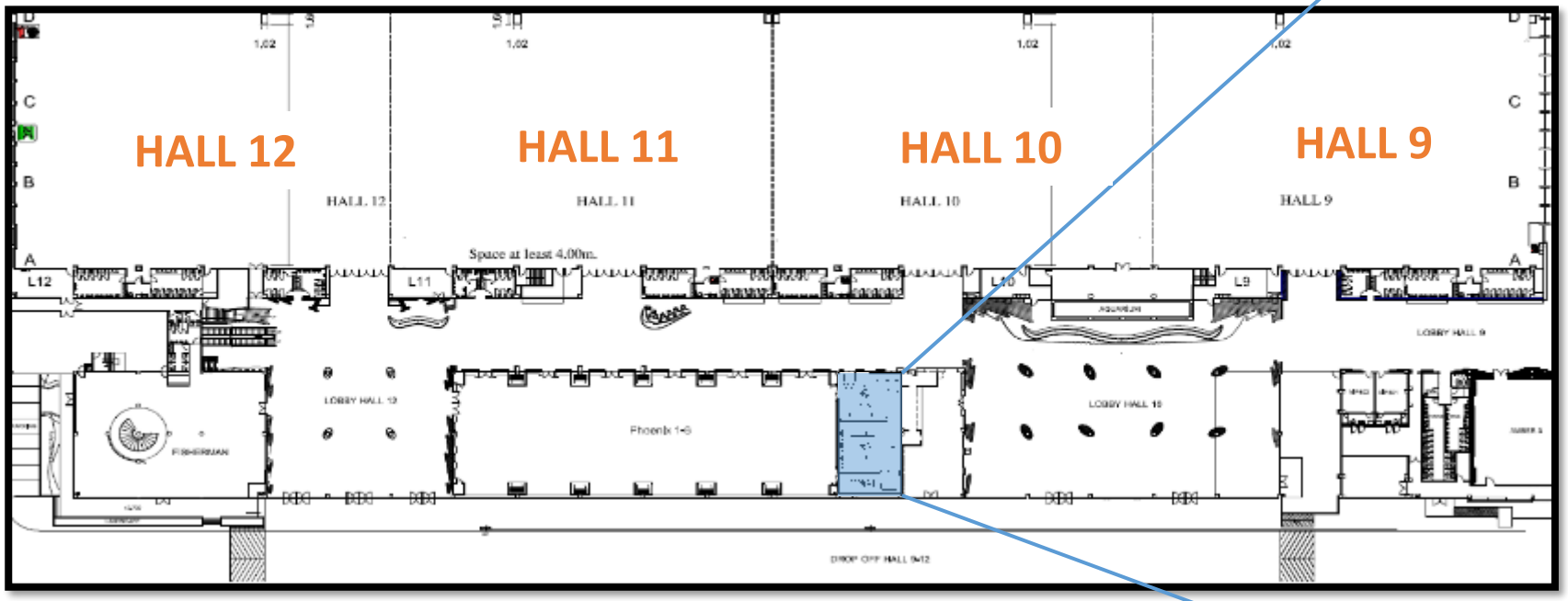
IMPACT Common Space

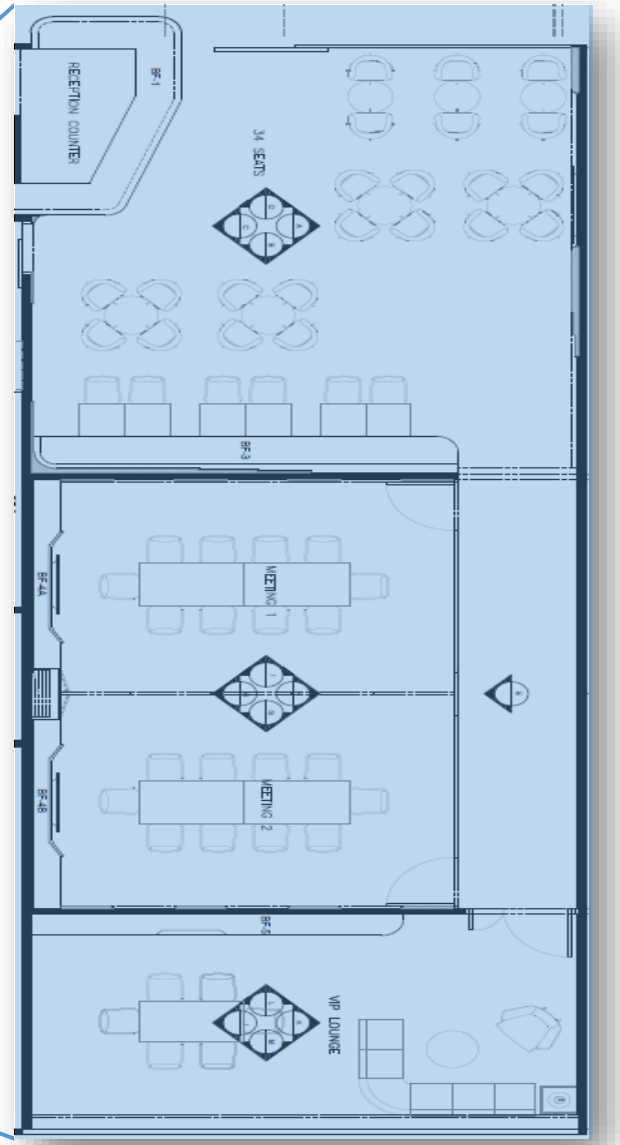


IMPACT Common Space



IMPACT Common Space





Thai Thai Food Court @ Challenger 3



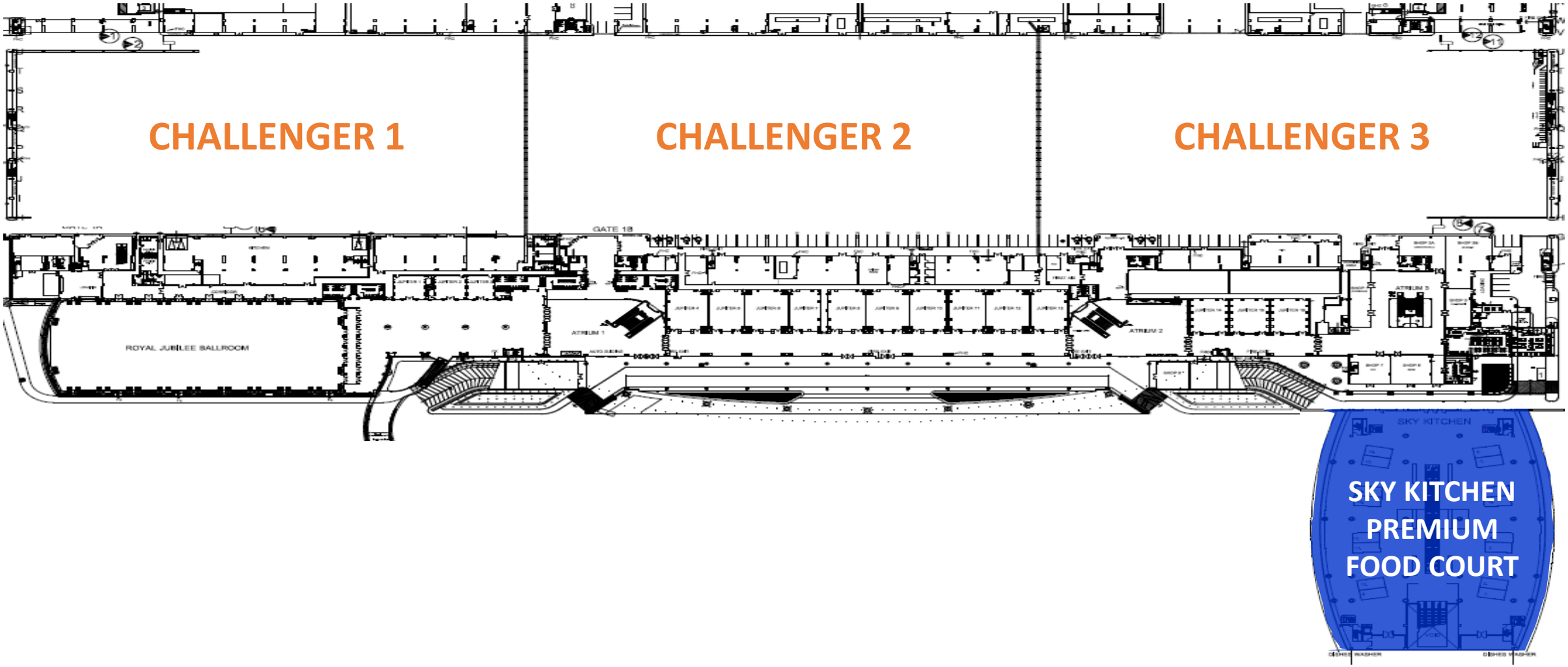
Thai Thai Food Court @ Challenger 3



Sky Kitchen Premium Food Court

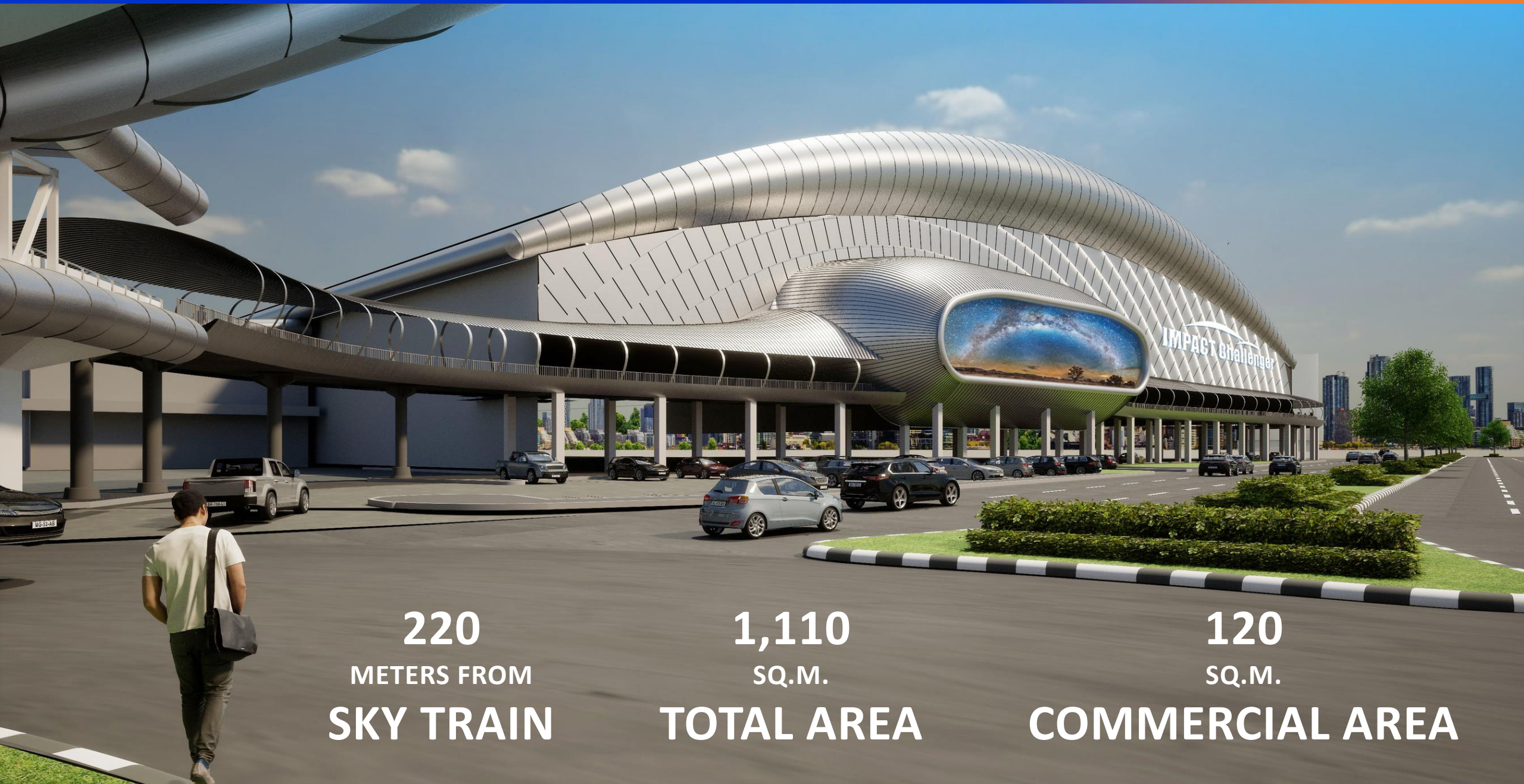


Sky Kitchen Premium Food Court




SKY ENTRACE
Q2/2025

SKY ENTRANCE



220
METERS FROM
SKY TRAIN

1,110
SQ.M.
TOTAL AREA

120
SQ.M.
COMMERCIAL AREA



IMPACT GROWTH REIT

OUTLOOK 2024/2025


OR
37-40%



REVENUE & DIVIDEND

+20-25%


Q&A



IMPACT Growth REIT
Investor Relations Department

Email: enquiry@rmicompany.co.th
Tel: +66 2833 5589