

AGENDA

- Q4/24 & FY/24 performance summary
- Hotel business and Food business overview
- CAPEX plan and guidance 2025
- Appendix



CONSOLIDATED EARNING Q4/24 AND FY24:

Q4/24: All-time high NPAT with improving NPAT margin

THB million	Q4/23	Q3/24	Q4/24	% Chg QoQ	% Chg YoY	FY23	FY24	% Chg YoY
Total hotel revenue	2,739	2,422	3,041	26%	11%	9,932	11,162	12%
Total food revenue	3,279	3,180	3,361	6%	3%	12,615	13,077	4%
Total revenues	6,018	5,602	6,402	14%	6%	22,547	24,239	8%
EBITDA	1,476	1,348	1,836	36%	24%	5,535	6,444	16%
EBITDA margin (%)	25%	24%	29%	5% pts	4% pts	25%	27%	2% pts
EBIT	719	495	994	101%	38%	2,512	3,187	27%
EBIT margin (%)	12%	9%	16%	7% pts	4% pts	11%	13%	2% pts
Net Profit from Operation	297	163	651	299%	119%	1,120	1,736	55%
Extra item: Reverse Asset Impairment net deferred tax and depreciation	128	-	17	-	-87%	128	17	-87%
Net Profit (Loss)	425	163	668	310%	57%	1,248	1,753	40%
% net profit	7%	3%	10%	7% pts	3% pts	6%	7%	1% pts

Note: - pts stands for a percentage point



⁻ Gains from changes in the foreign exchange rates of THB 52 mn in Q4/2024 (Q4/2023, THB 13 mn) and for FY 2024/2023:THB 121 mn/THB 80 mn)

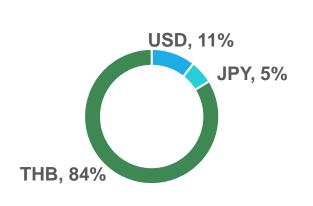
⁻ Pre-opening expenses of hotels in the Maldives of THB 52 mn (FY 2024:THB 63mn)

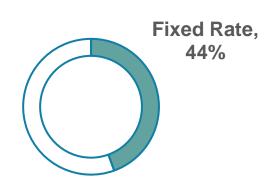
GEARING RATIO & DEBT COMPONENT:

Q4/24: AVERAGE FINANCE COST AT 3.1% REDUCED QOQ (Q3/24: 3.3%) WITH LOWER INTEREST RATE LOAN. FOR FY24, AVERAGE FINANCING COST IS AT 3.2%

Gearing ratio	Dec 2023	Dec 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)







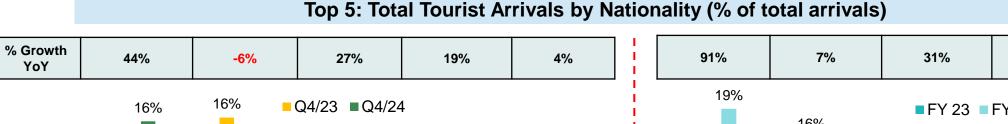
Note: IBD = Interest Bearing Debt

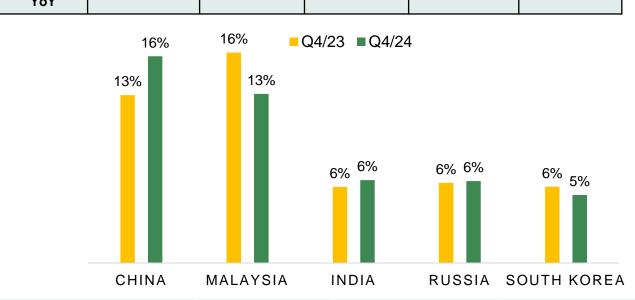


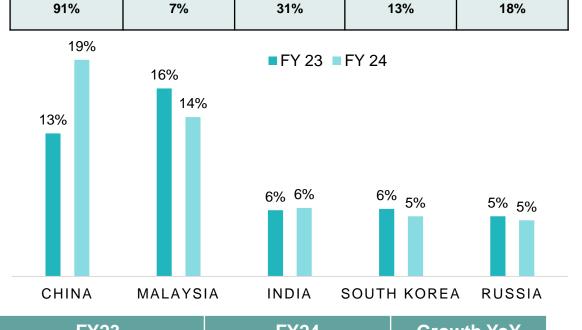
HOTEL BUSINESS OVERVIEW: Q4/24

THAILAND TOURISM OVERVIEW Q4/24 AND FY24:

Q4/24: MAIN DRIVER FROM CHINA WITH CONTINUED SOLID GROWTH YOY







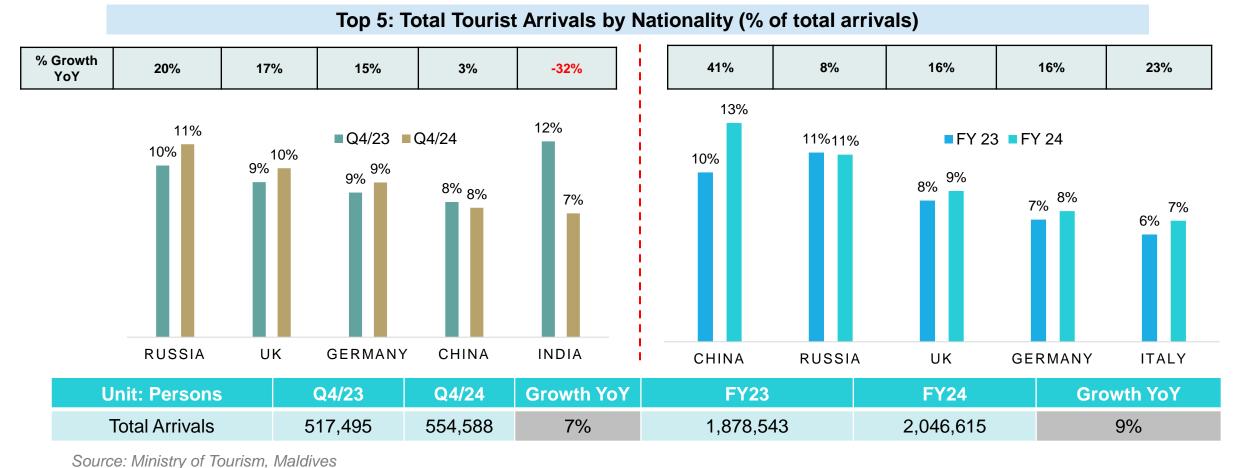
Unit: Million	Q4/23	Q4/24	Growth YoY	FY23	FY24	Growth YoY
Total Arrivals	8.10	9.46	17%	28.15	35.55	26%

Source: Ministry of Tourism and Sport, Thailand



MALDIVES TOURISM OVERVIEW Q4/24 AND FY24:

Q4/24: KEY CONTRIBUTION FROM EUROPEAN TO REPLACE A DROP IN INDIAN TOURISTS



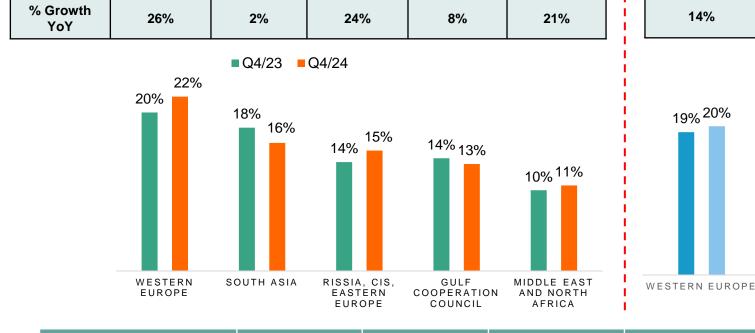


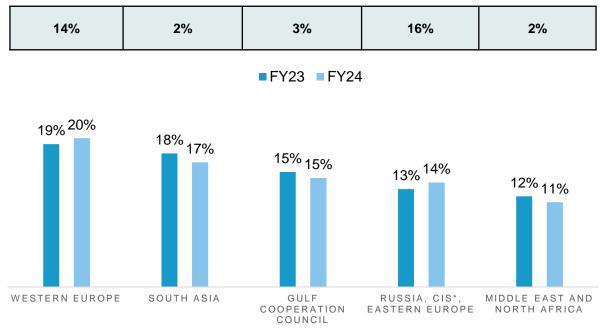


DUBAI TOURISM OVERVIEW Q4/24 AND FY24:

Q4/24: STRONG GROWTH IN EUROPE REGION

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





Unit: Million	Q4/23	Q4/24	Growth YoY	FY23	FY24	Growth YoY
Total Arrivals	4.76	5.43	14%	17.16	18.72	9%

Source: Dubai Economy and Tourism

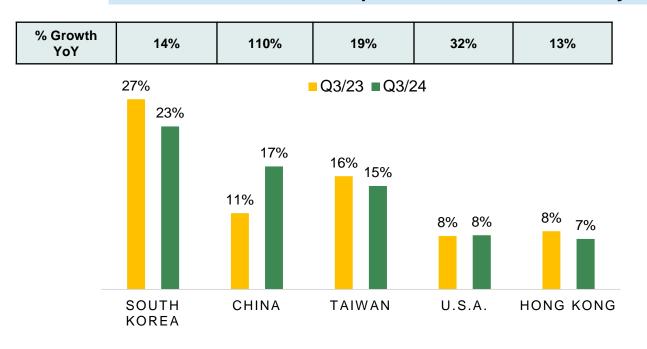
Note: *CIS stands for the Commonwealth of Independent States

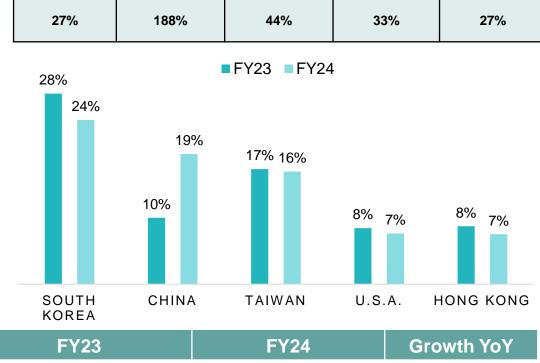


JAPAN TOURISM OVERVIEW Q4/24 AND FY24:

Q4/24: ASIAN DOMINATED THE MARKET WITH THE STRONGEST GROWTH FROM CHINA

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





Unit: Million	Q4/23	Q4/24	Growth YoY	FY23	FY24	Growth YoY
Total Arrivals	7.69	10.0	30%	25.07	36.87	47%

Source: Japan National Tourism Organization



HOTEL PORTFOLIO OF 20,014 ROOMS

MORE OVERSEAS DIVERSIFICATION FROM 22% OF OPERATING ROOMS TO 42% OF TOTAL PORTFOLIO

Number of hotels

	ln (operation		F			
	Thailand	Overseas	Total	Thailand	Overseas	Total	Grand total
Owned and JV	16	5	21	-	1	1	22
Managed	24	6	30	12	26	38	68
Total	40	11	51	12	27	39	90



Number of rooms

	ln	operation	n	F			
	Thailand	Overseas	Total	Thailand	Overseas	s Total	Grand total
Owned and JV	4,192	1,519	5,711	-	142	142	5,853
Managed	3,826	1,545	5,371	1,921	6,869	8,790	14,161
Total	8,018	3,064	11,082	1,921	7,011	8,932	20,014

Europe (Middle East (Indian Ocean (Asia Pacific

Turkey Oman Maldives Thailand

Qatar Japan

UAE Vietnam

Laos

China

As of December 2024



Myanmar

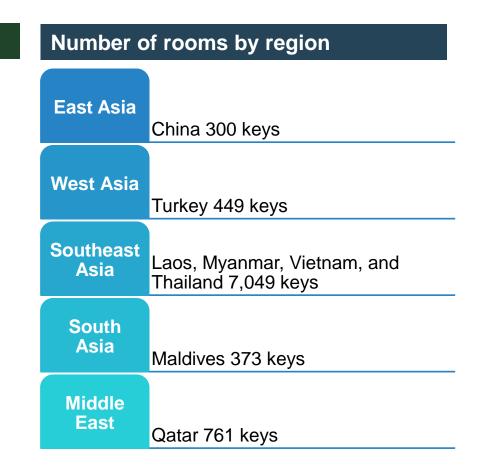
PIPELINE – 8,932 ROOMS:

SOUTHEAST ASIA ACCOUNTS FOR 79% OF PIPELINE

Summary of pipeline

# of rooms	Owned and JV		d Hotels	Total	
Year	2025	2025	2026	2027 onwards	Total
China				300	300
Laos		56	210	552	818
Maldives	142			231	373
Myanmar				402	402
Qatar				761	761
Turkey				449	449
Thailand		509	68	1,344	1,921
Vietnam		977		2,931	3,908
Total Rooms	142	1,542	278	6,970	8,932
Total Hotels	1	7	3	28	39

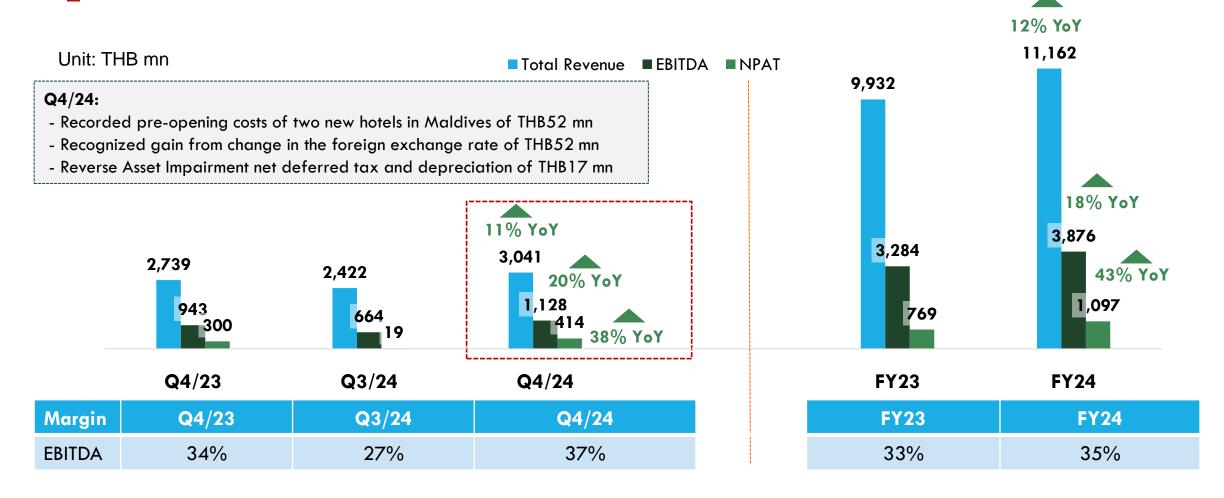
Number of hotels as of December 2024





HOTEL: FINANCIAL PERFORMANCE:

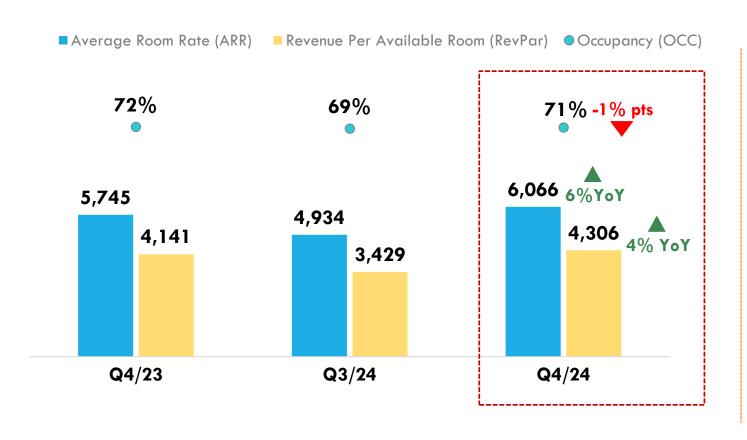
Q4/24: SIGNIFICANT GROWTH YOY DRIVEN BY HOTELS IN THAILAND

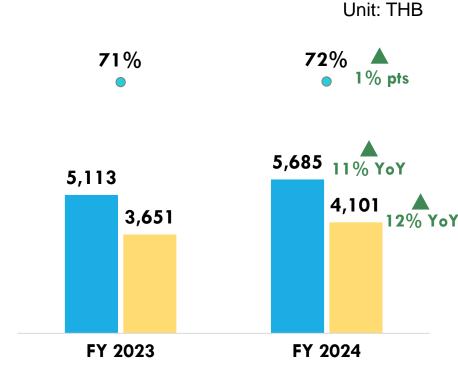




TOTAL OWN PORTFOLIO:

Q4/24: REVPAR INCREASED BY 4% YOY DRIVEN BY HOTELS THAILAND AND JAPAN





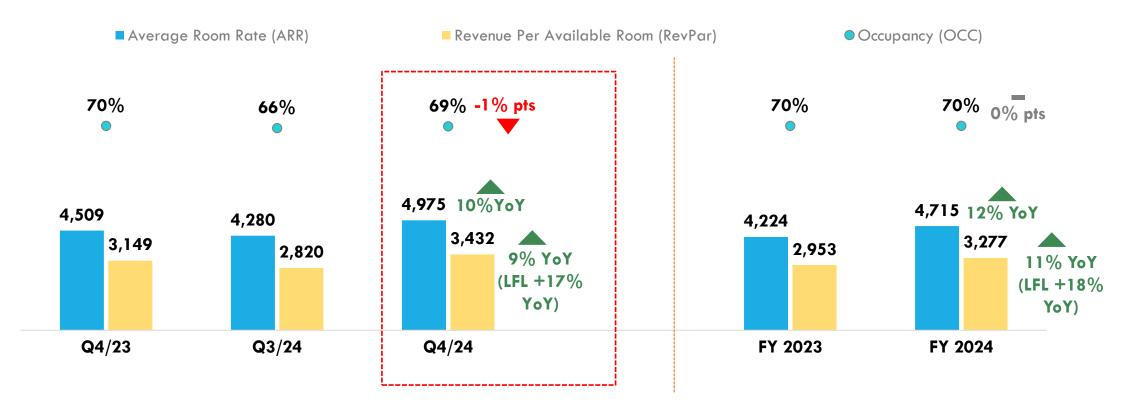


Note: Figures excluded Centara Mirage Lagoon Maldives since the hotel had opened in mid of November 2024

THAILAND PORTFOLIO:

Q4/24: REVPAR GROWTH 9% YOY DRIVEN BY BANGKOK, PHUKET, HUA HIN AND SAMUI

Unit: THB





Note: LFL = like for likes excluding Centara Grand Mirage Pattaya & Centara Karon Phuket

BANGKOK AND UPCOUNTRY PORTFOLIO:

Q4/24: BY EXCLUDING THE IMPACT FROM RENOVATION OF CENTARA GRAND MIRAGE PATTAYA AND CENTARA KARON, UPCOUNTRY'S REVPAR GROWTH AT 7% YOY

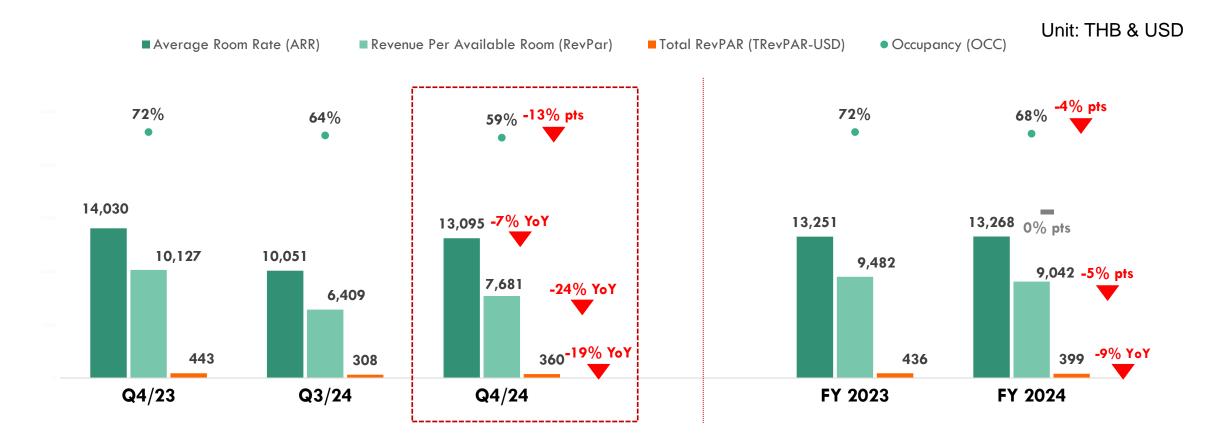




Note: LFL = like for likes excluding Centara Grand Mirage Pattaya & Centara Karon Phuket

MALDIVES PORTFOLIO:

Q4/24: SOFT PERFORMANCE WITH TREVPAR DROPPED BY 19% YOY

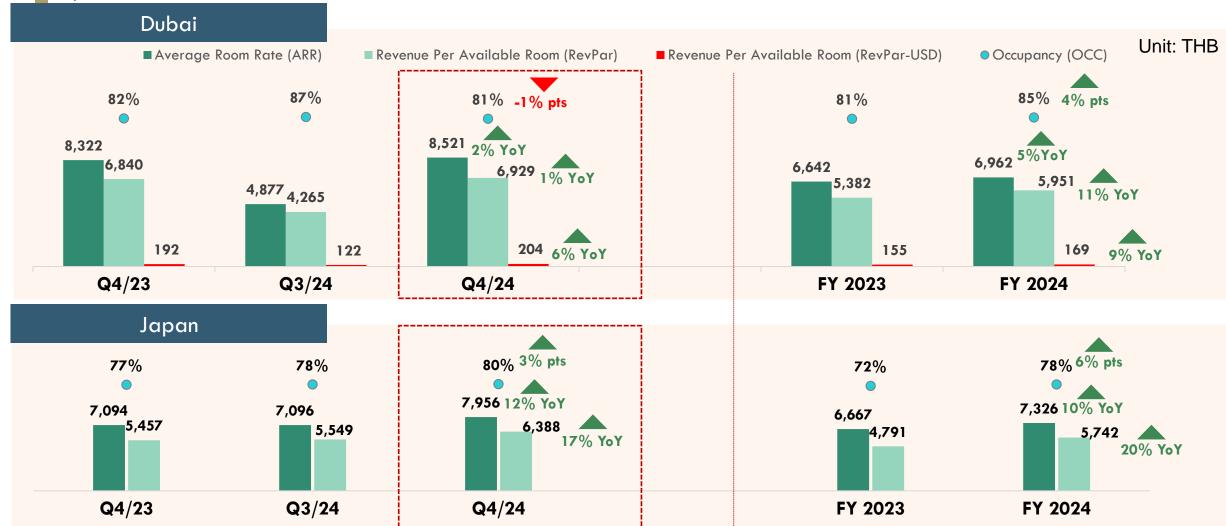




Note: Figures excluded Centara Mirage Lagoon Maldives since the hotel had opened in mid of November 2024

DUBAI AND JAPAN PORTFOLIO:

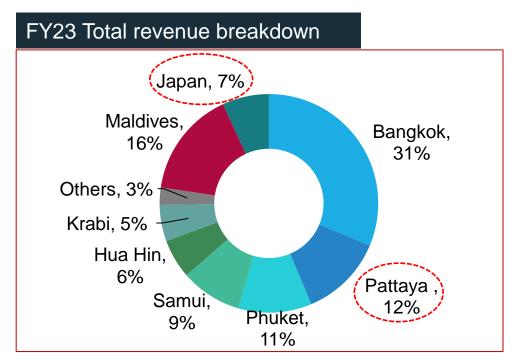
Q4/24: STRONG REVPAR GROWTH IN JAPAN YOY FROM 1ST FULL YEAR OF OPERATION

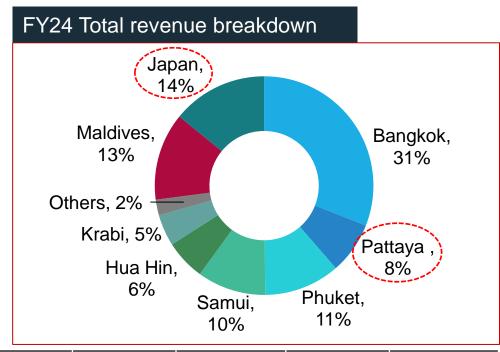




TOTAL HOTEL REVENUE BREAKDOWN BY REGION:

FY24: JAPAN SIGNIFICANTLY INCREASED ITS CONTRIBUTION YOY, WHILE PATTAYA NOTICEABLY REDUCED DUE TO THE IMPACT OF A MAJOR RENOVATION





FY24	Bangkok	Maldives*	Phuket	Pattaya	Hua Hin	Samui	Krabi	Japan (Osaka)
% RevPar growth YoY	13%	-5%	51%	-33%	12%	25%	15%	20%

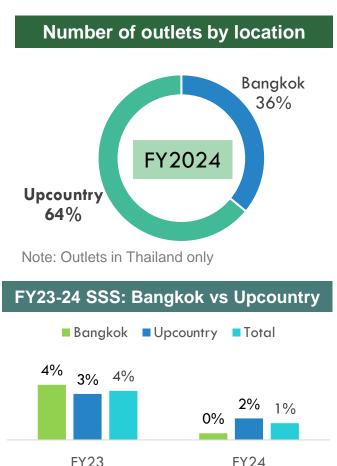




FOOD BUSINESS OVERVIEW: Q4/24

AS OF 31 DEC 24: 1,396 OUTLETS, -18 OUTLETS (-1% YOY)*

Q4/24: OUTLET EXPANSION MAINLY FROM SHINKANZEN, AUNTIE ANNE'S, SALAD FACTORY, OOTOYA



Brands	# of outlets	Change yoy
11 Franchised I	orands	
KFC	340	5
Mister Donut	436	-27
Auntie Anne's	237	12
Ootoya	55	7
Pepper Lunch	51	2
Chabuton/ Kagetsu Arashi	13	-3
Yoshinoya	19	-7
Tenya	9	-3
Katsuya	55	-4
Cold Stone	20	4
Kiani	1	-
Total	1,236	-14

^{*} With new counting number of outlets shop-in-shop of Arigato in Mister Donut, total outlets in Q4/23 was 1,414 outlets.

Brands	# of outlets	Change yoy
5 Owned brands		
The Terrace**	2	-2
Aroi Dee	0	-11
Kowlune	1	-
Arigato	3	-
Grab Kitchen by Every Foood	0	-6
Total	6	-19
5 Joint Ventures' brands		
Salad Factory	46	7
Brown Café	1	-9
Café Amazon - Vietnam	25	-
Somtam Nua	10	2
Shinkanzen Sushi/ Nak-La Mookata	72	15
Total	154	15
Grand Total	1,396	-18

Note: Figures are excluded Joint Ventures.

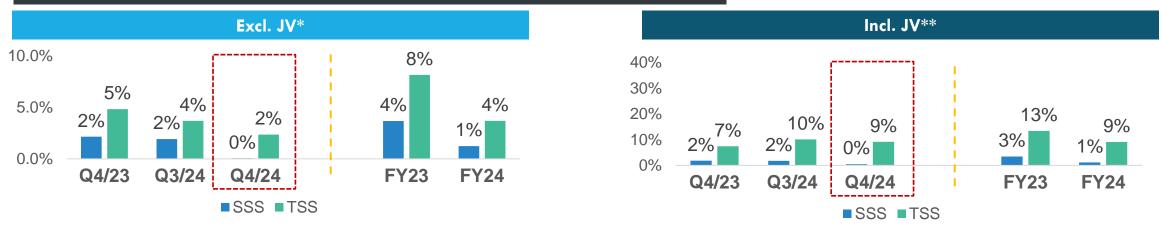
^{**} Excluding outlets under management contract

CENTARA CRG

SAME STORE SALE & TOTAL SYSTEM SALE GROWTH:

Q4/24: %SSS SOFTENED YOY MAINLY DUE TO KFC'S PERFORMANCE WHILE PEPPER LUNCH, OOTOYA AND THAI TERRACE SHOW THE STRONG %SSS

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



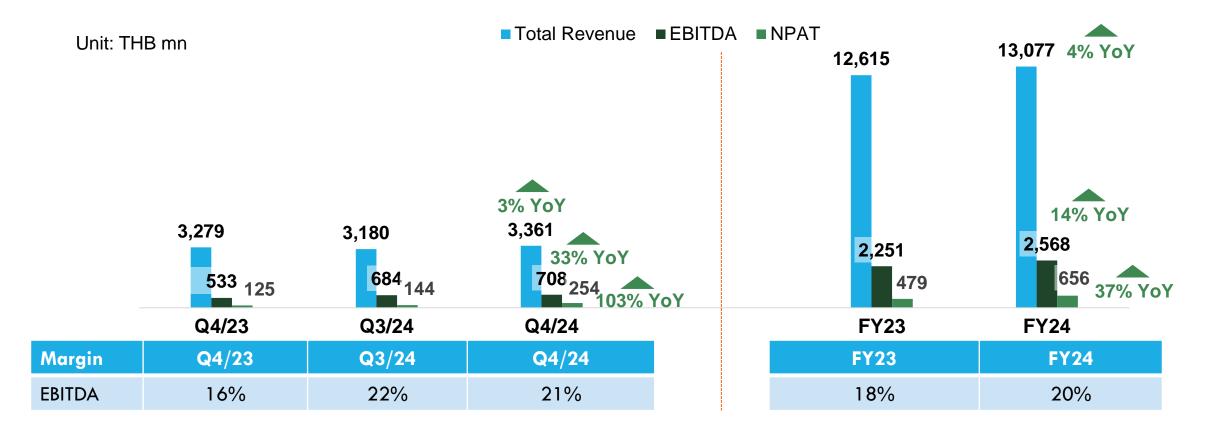
	SSS			TSS		SSS		TSS		
	Q4/23	Q3/24	Q4/24	Q4/23	Q3/24	Q4/24	FY23	FY24	FY23	FY24
Top 4 brands	3%	2%	-1%	8%	6%	3%	4%	1%	9%	5%
Others**	-6%	1%	8%	-9%	-6%	-3%	-1%	1%	1%	-4%
Total Average (excl. JV)*	2%	2%	0%	5%	4%	2%	4%	1%	8%	4%
Total Average (incl. JV)**	2%	2%	0%	7%	10%	9%	3%	1%	13%	9%



*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

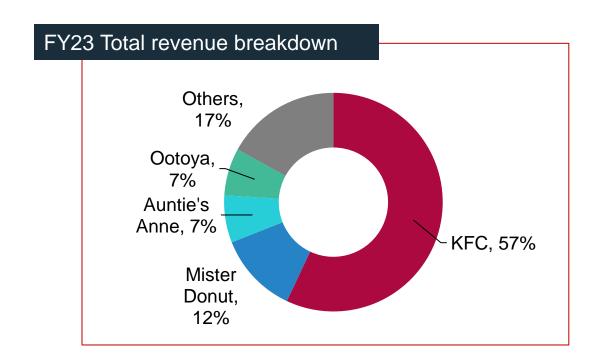
Q4/24: GROWTH & MARGIN IMPROVEMENT YOY FROM INCREASE IN GAIN ON PROFIT SHARING OF JOINT VENTURES, AND POSITIVE IMPACT FORM CLOSING THE NON-PROFIT OUTLETS

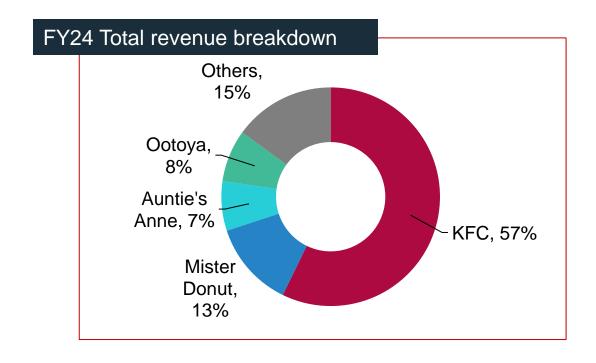




TOTAL FOOD REVENUE BY KEY BRANDS:

FY24: TOP 4 BRANDS ACCOUNTING FOR 85% OF TOTAL REVENUE



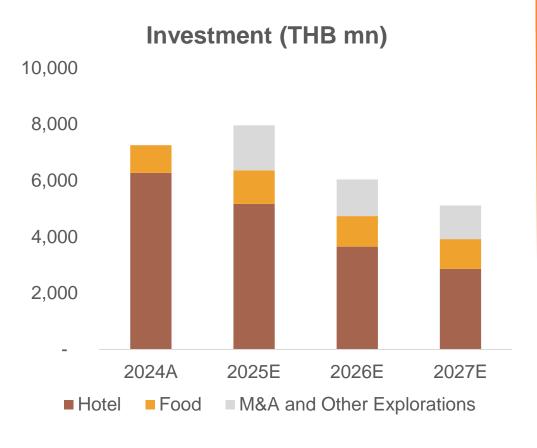


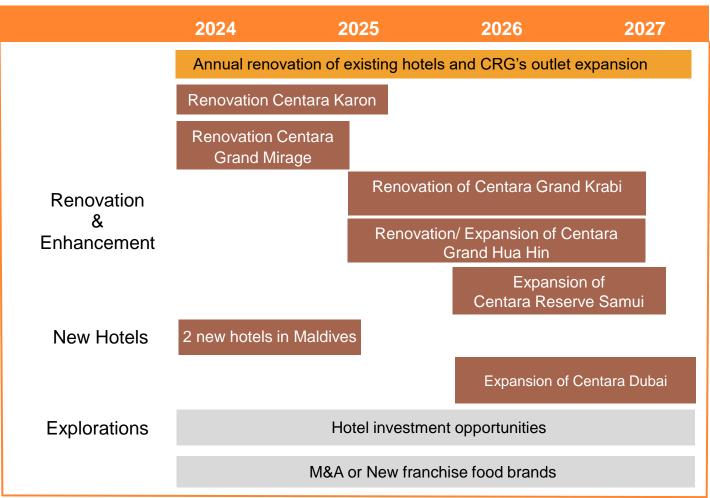


CAPEX PLAN & 2025 GUIDANCE

CAPEX PLAN:

3-YEAR CAPEX OF TOTAL THB 19 BN BASELINE (THB 15 BN) + OPPORTUNISTIC (THB 4 BN)







CAPEX Plan Page 25

2025 GUIDANCE

	2025E
Hotel – Included Dubai	
Occupancy Rate (%)	74% - 77%
RevPAR (THB)	4,500 - 4,800
Revenue Growth (%)	23%
Food	
SSS – Excluded JVs	3% - 5%
TSS – Excluded JVs	6% - 8%
Net change number of outlets, including the joint ventures' brands	4% - 5%

Hotel business: Key drivers

- Organic growth of existing hotels in Thailand
- High growth in Japan due to World EXPO 2025
- Ramp-up of the 2 newly renovated hotel (Centara Mirage Pattaya and Centara Karon)
- Ramp-up of 2 newly opening hotel in Maldives
 (Centara Mirage Lagoon & Centara Grand Lagoon Maldives)

Food business: key drivers

- Prioritize the expansion of highmargin brands while discontinuing non-profitable outlets/brands.
- Opportunistic M&A of new brand



Guidance 2025 Page 26

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

Actual **92.8%**

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







ENVIRONMENTAL GOALS YEAR 2020 - 2029

Green House Gas Emission



Scope1 & 2



% 35.53%

CHARTHCARE

2029 2024

Energy Management



40% 26.59%

029 **2024**

Water Management





Waste Management





2029 2024



SUSTAINABILITY PERFORMANCE Q4/2024



Greenhouse gas emissions
31.17
kgCO2e/Occupied Room



28.16 tons surplus food donation

71.24 tCO2e
Reduce GHG emission



Installed Solar Energy in 8 hotels: 1,777 MWh GHG Reduction 1,008.76 tCO2e



29.04 % Recycling rate

2.20 kg/Occupied Room
Waste to Landfill



65 EV Charger Stations in 30 hotels



1,198.39 Litre/Occupied Room



DISCLAIMER

This presentation contains certain forward looking statements. Such forward looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in the forward looking statements as a result of various factors and circumstances. The views, analyses and opinions expressed herein contain some information derived from publicly available sources and third party information providers. No representation or warranty is made as to the accuracy, completeness, or reliability of such information. This presentation should not be relied upon as any recommendation, view, opinion, representation or forecast of "Central Plaza Hotel Pcl." Nothing in this presentation should be construed as either an offer to sell, a solicitation of an offer to buy or sell shares or any type of securities in any jurisdiction. This presentation is not intended to be any type of investment advice and must not be relied upon as such. You must always seek the relevant professional advice before otherwise making any such financial, legal or commercial decisions.



APPENDIX



STRUCTURE OF CENTARA MIRAGE BEACH RESORT DUBAI

Central Plaza Hotel PCL & Subsidiary

40% holding + Shareholder Loan

Nakheel CT Deira Islands Hotel FZCO

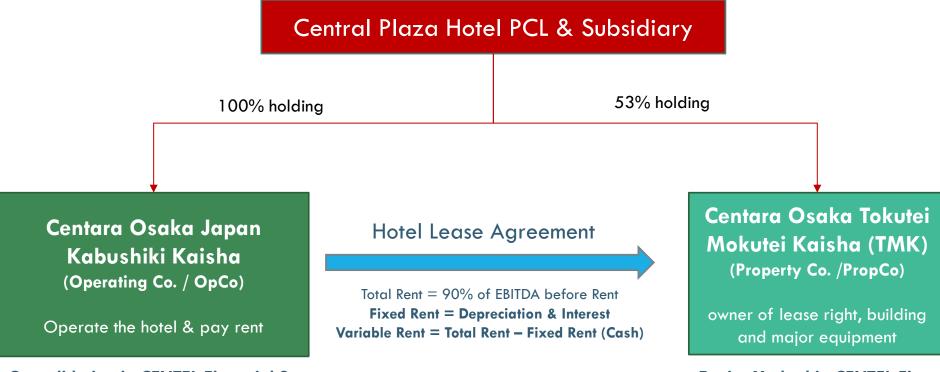
- Owner of land, building & all assets
- Operate the hotel

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



Consolidation in CENTEL Financial Statement

- Revenue from operation
- Expense from operation
- **EBITDA** from operation
- **NPAT** from operation

Equity Method in CENTEL Financial Statement

Gain/Loss from JV = 53% of NPAT



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SUMMARY OF RECOGNITION IN DUBAI & OSAKA AT CENTEL

	Centara	Ce	entara Grand Hotel Osa	ka
	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		Q4/23			Q4/24				
	Centara Mirage	Centara Grand Hotel Osaka			Centara Mirage	Centara	Grand Hotel O	saka	
	Dubai	Property Company	Operating Company	Total	Dubai	Property Company	Operating Company	Total	
Management Fees	37	-	-	-	41	-	-	-	
Interest from Shareholder Loan	64	-	-	-	62	-	-	-	
Gain/Loss from JV	20	(3)	-	(3)	33	11	-	11	
NPAT from Operation	-	-	14	14	-	-	19	19	
Total	121	(3)	(14)	(11)	136	11	19	30	



BREAKDOWN PERFORMANCE OF DUBAI & OSAKA AT CENTEL

Unit: THB mn		FY23			FY24				
	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	116	-	-	-	136	-	-	-	
Interest from Shareholder Loan	244	-	-	-	256	-	-	-	
Gain/Loss from JV	(36)	(22)	-	(22)	12	(16)	-	(16)	
NPAT from Operation	-	-	(182)	(182)	-	-	59	59	
Total	324	(22)	(182)	(204)	404	(16)	59	43	

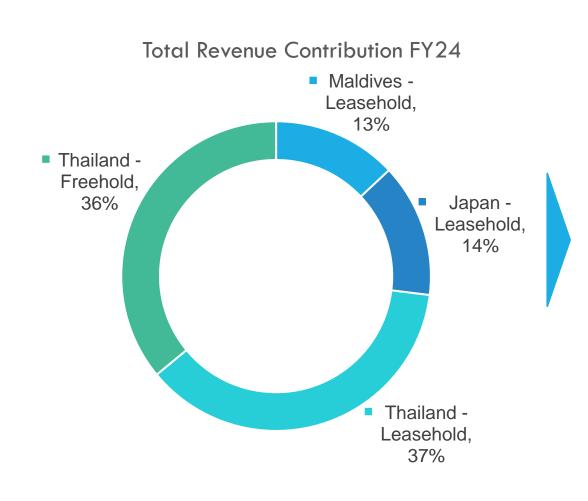


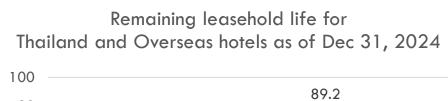
FOOD BUSINESS: % HOLDING IN JOINT VENTURES AND ACCOUNTING TREATMENT

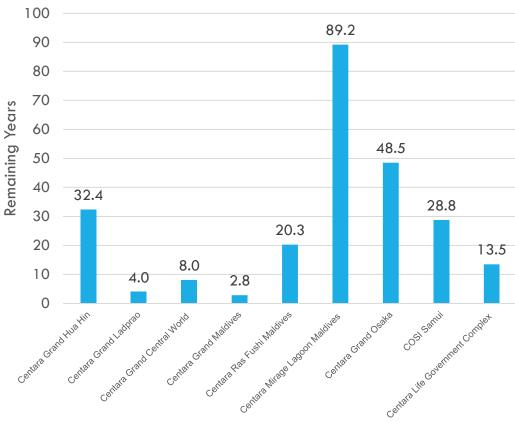
Brand	% Holding	Accounting Treatment
Brown Café	51%	Consolidation
Somtam Nua	85%	Consolidation
Salad Factory	51%	Equity Method
Café Amazon – Vietnam	40%	Equity Method
Shinkanzen Sushi/ Nak-La Mookata	51%	Equity Method



HOTEL REVENUE BY ASSET TYPE (FREEHOLD & LEASEHOLD)









HOTELS IN OPERATION AS OF 31 DECEMBER 2024 (1/4)

	Owned 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	Centara 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 31 DECEMBER 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
21	Centara Mirage Lagoon Maldives	4	Q4/24	145	100%	Maldives
	Total owned hotels			5,711		



HOTELS IN OPERATION AS OF 31 DECEMBER 2024 (3/4)

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



HOTELS IN OPERATION AS OF 31 DECEMBER 2024 (4/4)

	Managed hotels	Stars	Opened	# of Rooms	Country
37	Centara Ao Nang Beach Resort & Spa Krabi	4	Q4/19	179	Thailand
38	Centara Life Cha Am Beach Resort Hua Hin	3	Q3/20	188	Thailand
39	Centara Life Muscat Dunes Hotel	Economy	Q3/20	78	Oman
40	COSI Krabi Ao Nang Beach	Affordable lifestyle	Q4/20	142	Thailand
41	Roukh Kiri Khaoyai	The Centara Collection	Q4/20	13	Thailand
42	Centara Mirage Resort Mui Ne	4	Q3/21	984	Vietnam
43	Al Hail Waves Hotel	4	Q1/22	64	Oman
44	Centara Riverside Hotel Chiang Mai	4	Q2/22	526	Thailand
45	Centara Korat	4	Q3/22	218	Thailand
46	Centara Life Hotel Bangkok Phra Nakhon	3	Q4/22	180	Thailand
47	Centara Hotel Ubon	4	Q1/23	160	Thailand
48	Centara Ayutthaya	4	Q4/23	224	Thailand
49	COSI Vientiane Nam Phu	Affordable lifestyle	Q1/24	95	Laos
50	Centara Life Lamai Resort Samui	4	Q3/24	61	Thailand
51	Varivana Resort Koh Phangan	5	Q3/24	39	Thailand
	Total managed hotels			5,371	
	Grand total			11,082	



THANK YOU

