



Investor Information Release
August 10, 2016

<p>Price (Aug 3, 2016): Bt. 52.00 Hi/Low: (12-month) Bt. 53.00/39.00 per share Average Turnover: Bt. 1,421 million No. of shares: 8,983.10 million (Par Bt. 1) Market Capitalization: Bt. 467,121 million</p> <p>Major Shareholders (as of May 4, 2016) :</p> <ul style="list-style-type: none"> - CP Group 38.6% - Thai NVDR 7.1% - Chase Nominees Limited 4.3% - State Street Bank Europe Limited 3.7% - Norbax Inc. 3.6% <p>Historical dividend payment:</p> <table border="1"> <thead> <tr> <th>Year</th> <th>Amount / share</th> <th>Payout ratio</th> </tr> </thead> <tbody> <tr> <td>2011</td> <td>- Bt 2.25</td> <td>139% (incl. stock dividend of Bt 1.00/share)</td> </tr> <tr> <td>2012</td> <td>- Bt 0.90</td> <td>81%</td> </tr> <tr> <td>2013</td> <td>- Bt 0.90</td> <td>79%</td> </tr> <tr> <td>2014</td> <td>- Bt 0.80</td> <td>83%</td> </tr> <tr> <td>2015</td> <td>- Bt 0.90</td> <td>71%</td> </tr> </tbody> </table>	Year	Amount / share	Payout ratio	2011	- Bt 2.25	139% (incl. stock dividend of Bt 1.00/share)	2012	- Bt 0.90	81%	2013	- Bt 0.90	79%	2014	- Bt 0.80	83%	2015	- Bt 0.90	71%	<p style="text-align: center;">Welcome to the 2016 Stamp Campaign</p> <p>The annual stamp promotional campaign has returned. It is running during the same period as last year's campaign (July 26 to November 25), and the same rules apply. This year, Sanrio characters and Line friends meet on 7-Eleven stamps. Have fun with new friends and collect "M-Stamp", a new channel, with the 7-Eleven mobile application. Not only can you collect unique premium gifts, your stamps can be used or redeemed for many valuable items from our partners i.e. movie ticket, amusement park ticket, hotel voucher, cash discount for air ticket, cruise dining, helmet, and kitchen utensils and etc.</p> <div style="display: flex; justify-content: space-around;">   </div>
Year	Amount / share	Payout ratio																	
2011	- Bt 2.25	139% (incl. stock dividend of Bt 1.00/share)																	
2012	- Bt 0.90	81%																	
2013	- Bt 0.90	79%																	
2014	- Bt 0.80	83%																	
2015	- Bt 0.90	71%																	

2Q16 Highlights

Store Network (Type)	2015	2Q16
Corporate	3,908	4,147
Franchise	4,257	4,434
Sub-area	667	671
Total	8,832	9,252

Store Network (Geography)	2015	2Q16
BKK and Suburban	3,922	4,129
Upcountry	4,910	5,123
Total	8,832	9,252

Product Sales Mix & Margin	2015	2Q16
Product Sales Mix (%)		
Foods	71.9%	71.2%
Non-Foods	28.1%	28.8%
Gross Margin Mix (%)		
Foods	26.0%	26.6%
Non-Foods	25.6%	26.3%
Total Product	25.9%	26.5%

Average daily sales/store	Bt 81,212
Average spending/ticket	Bt 64
Average tickets/store/day	1,259 tickets

With total revenues for 2Q16 of Baht 114,629 million and total costs and expenses of Baht 107,486 million, the Company reported a consolidated net profit ended June 30, 2016 of Baht 4,196 million or an increase of 33.6% YoY.

- **Total revenues** increased 13.9% YoY due to a result of store expansion of both 7-Eleven and Makro businesses in Thailand, and an increase in other operating income mainly from sales promotion with suppliers. Gross margin (sales and service) slightly increased from 21.7% in 2Q15 to 21.8% in 2Q16 mainly attributed by the increment of CVS gross margin. SG&A to total revenue increased from 18.4% in 2Q15 to 18.7% in 2Q16 mainly owing to an increase of CVS sales promotion. That resulted in consolidated net profit of Baht 4,196 million, increasing by 33.6% YoY. In addition, separated net profit amounted to Baht 5,281 million, increasing by 46.7% YoY, mainly due to the above mentioned together with dividend received from its subsidiaries.

- **By business segments**, for 2Q16, sales and services income were generated from convenience store business and others 64% and cash & carry business 36% while earnings before tax contributions from convenience store & others businesses and cash & carry business were 78% and 22%, respectively.

- **7-Eleven**, we expanded another 209 stores in 2Q16 with geographical combination of 64 stores in Bangkok and suburban and 145 stores in provincial areas: 80 as corporate stores versus 129 franchise and sub area stores. Same store sales growth was posted at +5.0% YoY.

- **Balance Sheet**, total assets were Baht 326,767 million and total liabilities were Baht 285,252 million which Baht 192,197 million was interest-bearing debt as of 2Q16. Meantime, net debt to equity (as per definition of covenants) for 2Q16 was at 3.1x (bond covenants for 2016 is at 3.5x).

- **Financial Ratio**, EBIT margin slightly increased from 6.0% in 2Q15 to 6.2% in 2Q16. While net margin significantly expanded from 3.1% in 2Q15 to 3.7% in 2Q16 due to lower interest expenses.

Disclaimer :

This document may be deemed to contain forward-looking statements. These forward-looking statements include, among other things, statements regarding future events and the future financial performance of CP ALL that involve risks and uncertainties. Readers are cautioned that these forward-looking statements are only predictions and may differ materially from actual future events or results. Any projections in the fact sheet are based on limited information currently available to CP ALL, which is subject to change. Actual events or results could differ materially and no reader of the fact sheet should assume later that the information provided today is still valid. Such information speaks only as of the date of the fact sheet.

Investor Relations Contact Information:

Telephone: 662-648-2501 Fax: 662-679-0050
 Address: 119 Tara Sathorn Tower, 12th Floor, Soi Sathorn 5, South Sathorn Rd., Bangkok, 10120 Thailand
 Website: www.cpall.co.th E-mail: investor@cpall.co.th