



# CAPITALAND RETAIL CHINA TRUST

Financial Results for 3Q 2019

25 October 2019

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# Key Highlights

## Financial Performance

|                | <br><b>Gross Revenue</b> | <br><b>Net Property Income<sup>1</sup></b> | <br><b>Income Available for Distribution<sup>2</sup></b> | <br><b>Distribution Per Unit (DPU)<sup>2,3</sup></b> |
|----------------|---|---|---|---|
| <b>3Q 2019</b> | <b>RMB300.9</b><br>million<br>▲ 9.8% y-o-y  | <b>RMB208.0</b><br>million<br>▲ 14.4% y-o-y   | <b>\$\$26.9</b><br>million<br>▲ 17.6% y-o-y   | <b>2.43</b><br>SGD cents<br>▲ 4.3% y-o-y  |
| <b>9M 2019</b> | <b>RMB855.4</b><br>million<br>▲ 5.4% y-o-y  | <b>RMB608.0</b><br>million<br>▲ 12.2% y-o-y   | <b>\$\$77.2</b><br>million<br>▲ 9.1% y-o-y  | <b>7.46</b><br>SGD cents<br>▲ 2.8% y-o-y  |

Notes:

1. Operating lease rental expenses associated with the lease contracts in CapitaMall Qibao and CapitaMall Minzhongleyuan have been replaced with net changes in fair value of investment properties and interest expense on lease liabilities under the principles of FRS 116 Leases with effect from 1 Jan 2019.
2. Before capital distribution.
3. 3Q 2019 DPU was based on 998.5 million Units from 1 Jul 2019 - 13 Aug 2019 and 1,205.2 million Units from 14 Aug 2019 - 30 Sep 2019. 3Q 2018 DPU was based on 980.5 million Units. 9M 2019 DPU was based on 998.5 million Units from 1 Jan 2019 - 13 Aug 2019 and 1,205.2 million Units from 14 Aug 2019 - 30 Sep 2019. 9M 2018 DPU was based on 969.9 million Units from 1 Jan 2018 - 30 Jun 2018 and 980.5 million Units from 1 Jul 2018 - 30 Sep 2018.

# Key Highlights

## Portfolio and Financial Management

### Resilient Operating Metrics



Rental Reversion<sup>1</sup>

**+7.4%** y-o-y



Total Tenants' Sales<sup>2,3</sup>

**+11.8%** y-o-y



Portfolio Shopper Traffic<sup>2</sup>

**+8.3%** y-o-y



Portfolio Occupancy  
as at 30 Sep 2019<sup>4</sup>

**97.1%**

3Q 2019

### Prudent Financial Management



**Completed**

All Term Loan  
Refinancing in 2019



**~50%**

Of Half-Yearly Distributable  
Income Hedged into SGD<sup>6</sup>



**~82.6%**

Total Debt on Fixed Rates to  
Mitigate Rising Interest  
Rates<sup>5,6</sup>

Notes:

1. Refer to slide 15 for more information.
2. Includes only multi-tenanted malls based on 100% ownership
3. Excludes tenants' sales from supermarkets and department stores.
4. Based on all committed leases.
5. Excludes BL, MML, RMB denominated loans.
6. CRCT's hedging policy is to hedge at least 50% of half-yearly distributable income into SGD and at least 80% of total debt to fixed interest rates.



# Financial Highlights

# 3Q 2019

## Net Property Income Increased 14.4% Y-o-Y

|   | 3Q 2019<br>Actual <sup>1</sup> | 3Q 2018<br>Actual | Change<br>% |
|---|--------------------------------|-------------------|-------------|
| <b>Gross Revenue (RMB'000)</b>  | 300,922                        | 274,013           | 9.8         |
| <b>NPI (RMB'000)<sup>2</sup></b>  | 208,034                        | 181,856           | 14.4        |
| <b>NPI (S\$'000)<sup>2</sup></b>  | 41,105                         | 36,732            | 11.9        |
| <b>Distributable Income from Joint Venture (S\$'000)<sup>3</sup></b>                    | 2,935                          | 1,847             | 58.9        |
| <b>Income Available for Distribution to Unitholders (S\$'000)</b>                       | 26,931                         | 22,897            | 17.6        |
| <b>Capital Distribution (S\$'000)<sup>4</sup></b>                                       | -                              | 750               | (100.0)     |
| <b>Distributable Income (S\$'000)</b>   | 26,931                         | 23,647            | 13.9        |
| <b>DPU before Capital Distribution (Singapore cents)<sup>4,5</sup></b>                  | 2.43                           | 2.33              | 4.3         |
| <b>DPU after Capital Distribution (Singapore cents)<sup>4,5</sup></b>                   | 2.43                           | 2.41              | 0.8         |
| <b>Annualised Distribution Yield</b><br>(Based on unit price of S\$1.53 on 30 Sep 2019) | 6.3%                           |                   |             |
| <b>Annualised Distribution Yield</b><br>(Based on unit price of S\$1.53 on 24 Oct 2019) | 6.3%                           |                   |             |

Notes:

1. Includes contribution from CapitaMall Xuefu, CapitaMall Yuhuating and CapitaMall Aidemengdun which were acquired on 30 Aug 2019.
2. Operating lease rental expenses associated with the lease contracts in CapitaMall Qibao and CapitaMall Minzhongleyuan have been replaced with net changes in fair value of investment properties and interest expense on lease liabilities under the principles of FRS 116 Leases with effect from 1 Jan 2019.
3. This relates to 51% interest in Rock Square.
4. Capital distribution arising from the gain from the divestment of the equity interest in the company which held CapitaMall Anzhen.
5. 3Q 2019 DPU was based on 998.5 million Units from 1 Jul 2019 to 13 Aug 2019 and 1,205.2 million Units from 14 Aug 2019 to 30 Sep 2019. 3Q 2018 DPU was based on 980.5 million Units.

# 9M 2019

## Net Property Income Grew 12.2% Y-o-Y

|   | YTD 2019<br>Actual <sup>1</sup> | YTD 2018<br>Actual | Change<br>% |
|---|---------------------------------|--------------------|-------------|
| <b>Gross Revenue (RMB'000)</b>  | 855,422                         | 811,256            | 5.4         |
| <b>NPI (RMB'000)<sup>2</sup></b>  | 608,007                         | 541,878            | 12.2        |
| <b>NPI (S\$'000)<sup>2</sup></b>  | 121,272                         | 111,545            | 8.7         |
| <b>Distributable Income from Joint Venture (S\$'000)<sup>3</sup></b>                    | 8,048                           | 5,077              | 58.5        |
| <b>Income Available for Distribution to Unitholders (S\$'000)</b>                       | 77,162                          | 70,757             | 9.1         |
| <b>Capital Distribution (S\$'000)<sup>4</sup></b>                                       | 1,000                           | 5,250              | (81.0)      |
| <b>Distributable Income (S\$'000)</b>   | 78,162                          | 76,007             | 2.8         |
| <b>DPU before Capital Distribution (Singapore cents)<sup>4,5</sup></b>                  | 7.46                            | 7.26               | 2.8         |
| <b>DPU after Capital Distribution (Singapore cents)<sup>4,5</sup></b>                   | 7.56                            | 7.80               | (3.1)       |
| <b>Annualised Distribution Yield</b><br>(Based on unit price of S\$1.53 on 30 Sep 2019) | 6.6%                            |                    |             |
| <b>Annualised Distribution Yield</b><br>(Based on unit price of S\$1.53 on 24 Oct 2019) | 6.6%                            |                    |             |

Notes:

1. Includes contribution from CapitaMall Xuefu, CapitaMall Yuhuating and CapitaMall Aidemengdun which were acquired on 30 Aug 2019.
2. Operating lease rental expenses associated with the lease contracts in CapitaMall Qibao and CapitaMall Minzhongleyuan have been replaced with net changes in fair value of investment properties and interest expense on lease liabilities under the principles of FRS 116 Leases with effect from 1 Jan 2019.
3. This relates to 51% interest in Rock Square for YTD 2019 and for the period from 1 Feb 2018 to 30 Sep 2018 for YTD 2018.
4. Capital distribution arising from the gain from the divestment of the equity interest in the company which held CapitaMall Anzhen.
5. YTD 2019 DPU was based on 998.5 million Units from 1 Jan 2019 to 13 Aug 2019 and 1,205.2 million Units from 14 Aug 2019 to 30 Sep 2019. YTD 2018 DPU were based on 969.9 million from 1 Jan 2018 to 30 Jun 2018 and 980.5 million Units from 1 Jul 2018 to 30 Sep 2018.

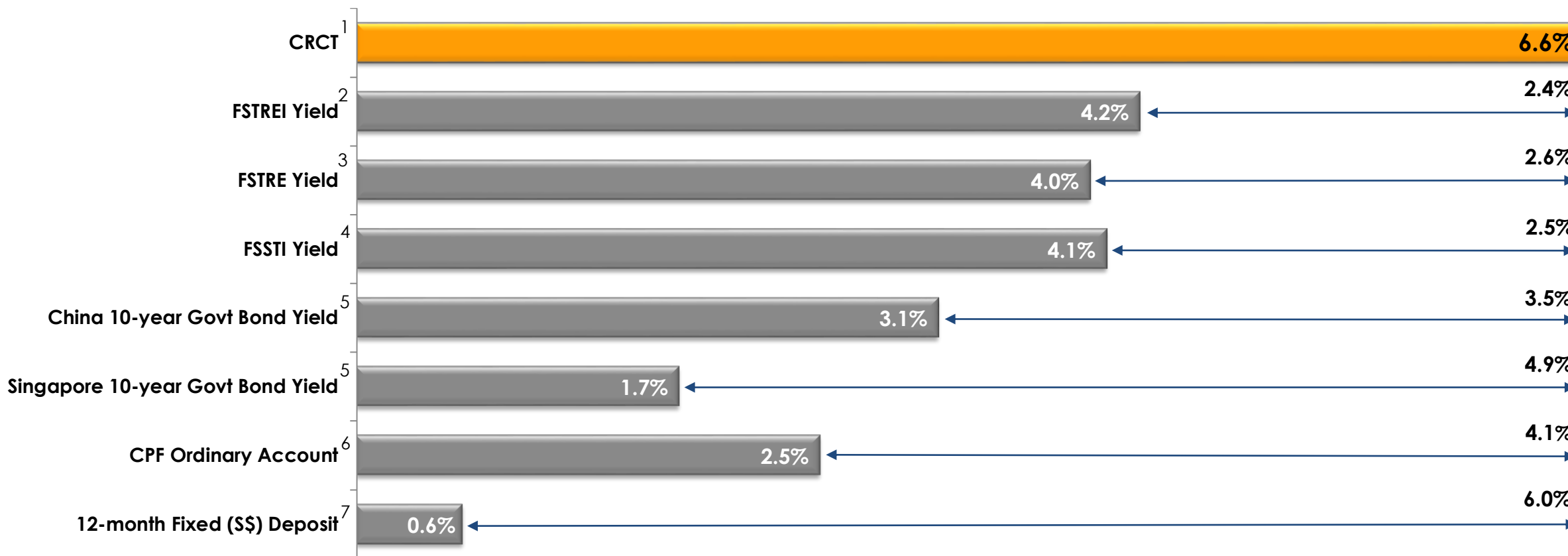


# Healthy Balance Sheet

| As at 30 Sep 2019                    | S\$'000          |
|--------------------------------------|------------------|
| Non-current assets                   | 3,279,913        |
| Current assets                       | 481,334          |
| <b>Total Assets</b>                  | <b>3,761,247</b> |
| Current liabilities                  | 370,025          |
| Non-current liabilities              | 1,522,856        |
| <b>Total Liabilities</b>             | <b>1,892,881</b> |
| <b>Net Assets/ Unitholders' Fund</b> | <b>1,868,366</b> |
| <b>Units In Issue ('000 units)</b>   | <b>1,205,224</b> |

|  |             |
|--|-------------|
| <b>Net Asset Value (NAV) per unit</b>              | <b>1.55</b> |
| <b>Adjusted NAV per unit (net of distribution)</b> | <b>1.54</b> |

# Attractive Yield Vs Comparative Investment Instruments



Notes:

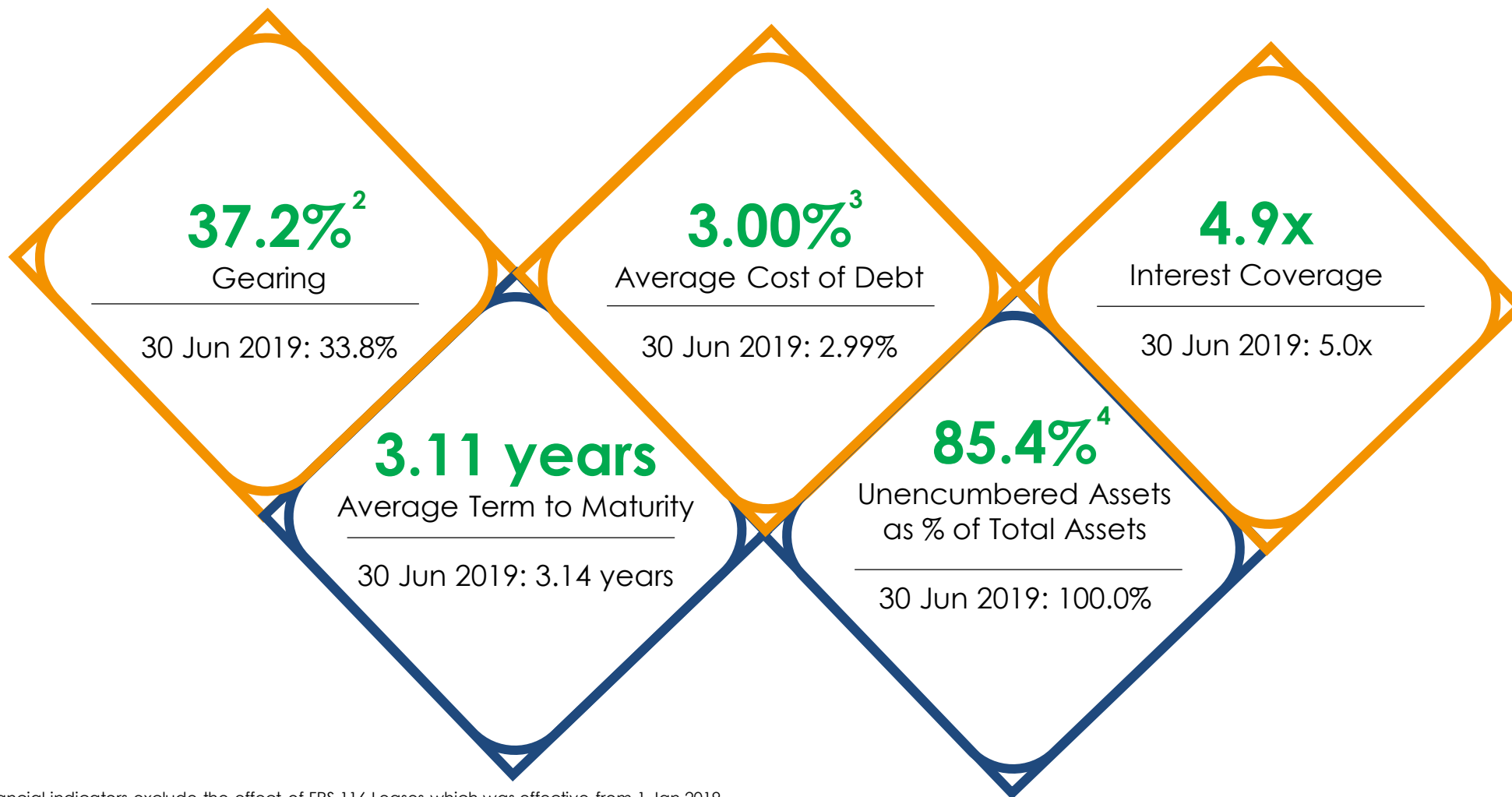
1. Based on YTD 2019 annualised distribution per unit of 10.11¢ and the unit closing price of S\$1.53 on 30 Sep 2019.
2. Average 12-month gross dividend yield of Straits Times REIT Index as at 30 Sep 2019.
3. Average 12-month gross dividend yield of Straits Times Real Estate Index as at 30 Sep 2019.
4. Average 12-month gross dividend yield of Straits Times Index stocks as at 30 Sep 2019.
5. Singapore Government 10-year and China Government 10-year bond yields as at 30 Sep 2019.
6. Prevailing CPF-Ordinary Account savings rate.
7. Average 12-month S\$ fixed deposit savings rate as at Sep 2019.

Sources: Bloomberg, CRCTML, Central Provident Fund (CPF) Board, Monetary Authority of Singapore.

# Capital Management



# Key Financial Indicators<sup>1</sup> as at 30 Sep 2019



Notes:

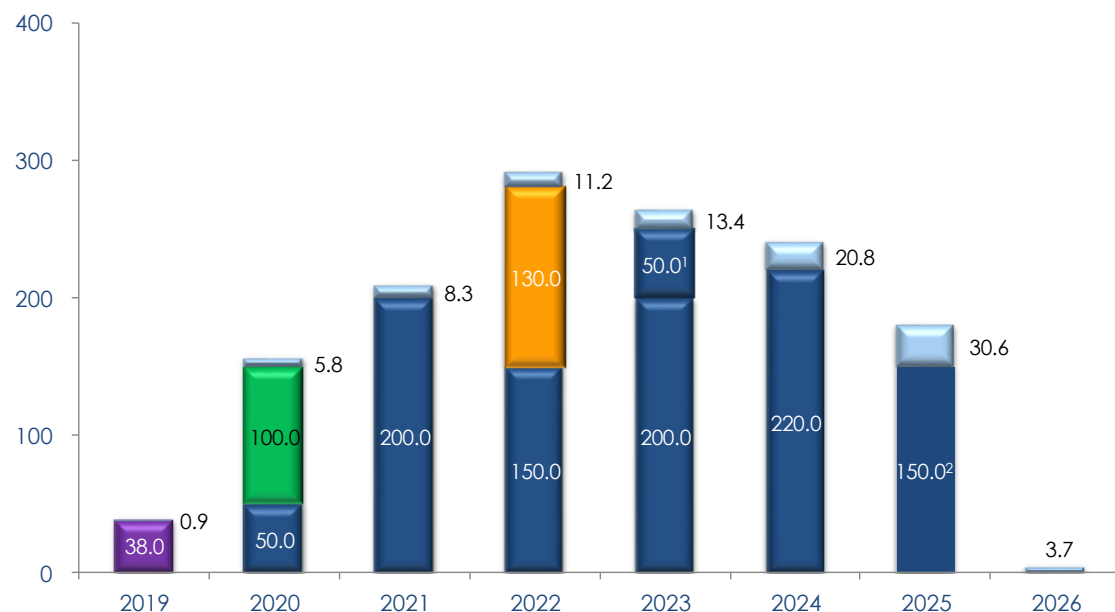
1. All key financial indicators exclude the effect of FRS 116 Leases which was effective from 1 Jan 2019.
2. Based on total borrowings over the deposited properties in accordance to Property Funds Appendix (includes CRCT's proportionate share of its Joint Venture's borrowing and deposited property). The higher gearing as at 30 Sep 2019 is due to the additional borrowings for acquisition purposes.
3. Ratio of the consolidated YTD 2019 interest expense reflected over weighted average borrowings on balance sheet.
4. Excludes CRCT's proportionate share of its Joint Venture assets.

# Proactive Capital Management

## Well-Staggered Debt Maturity

Debt Maturity Profile (30 Sep 2019)

S\$ million

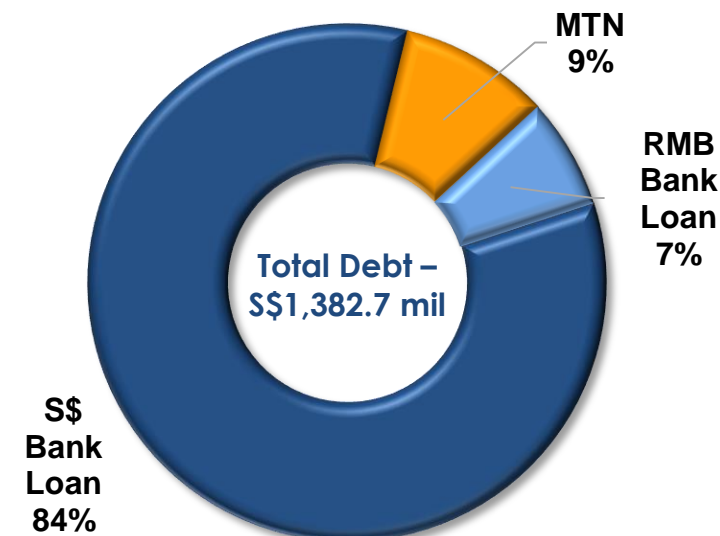


- Trust – Unsecured Offshore Term Loan
- Trust – Notes Issued Under Multicurrency Debt Issuance Programme
- Trust – Unsecured Money Market Line
- Trust – Floating Bridge Loan
- Secured Onshore RMB Term Loans

Notes:

1. Early refinanced S\$50 million term loan due Sep 2020 in 2Q 2019 and extended its maturity to Jun 2023.
2. Relates to acquisition of CapitaMall Xuefu, CapitaMall Yuhuating and CapitaMall Aidemengdun.
3. Excludes BL, MML, RMB denominated loans.

Based on 82.6%<sup>3</sup> fixed rate borrowings:



| Proforma impact on:           | Assuming +0.1% p.a. increase in interest rate |
|-------------------------------|---|
| Interest Expense <sup>3</sup> | S\$ +0.2 million p.a.                         |

# Portfolio Update



# Portfolio Occupancy Rate of 97.1%<sup>1</sup>

|                             |                                | 30-Sep-18    | 31-Dec-18    | 31-Mar-19    | 30-Jun-19    | 30-Sep-19    |
|-----------------------------|--------------------------------|--------------|--------------|--------------|--------------|--------------|
| <b>Multi-Tenanted Malls</b> | CapitaMall Xizhimen            | 99.9%        | 99.9%        | 99.9%        | 100.0%       | 99.8%        |
|                             | CapitaMall Wangjing            | 99.7%        | 99.4%        | 99.2%        | 99.6%        | 99.4%        |
|                             | CapitaMall Grand Canyon        | 97.7%        | 97.5%        | 99.3%        | 98.8%        | 99.0%        |
|                             | CapitaMall Xuefu               | -            | -            | -            | -            | 99.5%        |
|                             | Rock Square                    | 98.7%        | 98.4%        | 98.5%        | 96.8%        | 99.0%        |
|                             | CapitaMall Xinnan              | 99.5%        | 99.5%        | 99.7%        | 98.7%        | 98.1%        |
|                             | CapitaMall Yuhuating           | -            | -            | -            | -            | 95.6%        |
|                             | CapitaMall Aidemengdun         | -            | -            | -            | -            | 97.6%        |
|                             | CapitaMall Saihan              | 99.9%        | 100.0%       | 99.9%        | 99.9%        | 99.8%        |
|                             | CapitaMall Qibao               | 94.9%        | 95.3%        | 96.1%        | 95.0%        | 92.8%        |
| CapitaMall Minzhongleyuan   | 72.1%                          | 70.3%        | 62.7%        | 61.2%        | 58.4%        |              |
| <b>Master-Leased Malls</b>  | CapitaMall Shuangjing and Erqi | 100.0%       | 100.0%       | 100.0%       | 100.0%       | 100.0%       |
| <b>Total CRCT Portfolio</b> |                                | <b>97.7%</b> | <b>97.5%</b> | <b>97.4%</b> | <b>97.0%</b> | <b>97.1%</b> |

Note:

1. Based on all committed leases as at 30 Sep 2019.

# Portfolio Rental Reversion in 3Q 2019

From 1 Jul to 30 Sep 2019

| Property                           | No. of new leases/renewals | Area (sq m)   | % of Total Net Lettable Area | Var. over last rental rate <sup>1,2</sup> |
|------------------------------------|----------------------------|---------------|------------------------------|---|
| CapitaMall Xizhimen                | 30                         | 2,268         | 4.5%                         | 10.8%                                     |
| CapitaMall Wangjing                | 35                         | 1,714         | 3.3%                         | 0.3%                                      |
| CapitaMall Grand Canyon            | 18                         | 2,052         | 4.5%                         | 1.4%                                      |
| CapitaMall Xinnan                  | 22                         | 1,336         | 3.7%                         | 4.7%                                      |
| <i>(With mini anchor included)</i> | <b>24</b>                  | <b>2,103</b>  | <b>5.8%</b>                  | <b>(5.9)%</b>                             |
| CapitaMall Qibao                   | 17                         | 2,093         | 4.1%                         | (10.9)%                                   |
| CapitaMall Saihan                  | 3                          | 127           | 0.4%                         | 4.3%                                      |
| Rock Square                        | 12                         | 1,507         | 2.8%                         | 54.0%                                     |
| CapitaMall Minzhongleyuan          | 6                          | 141           | 0.6%                         | (2.9)%                                    |
| <b>Portfolio<sup>3,4</sup></b>     | <b>143</b>                 | <b>11,238</b> | <b>3.3%</b>                  | <b>7.4%</b>                               |

Notes:

1. Excludes gross turnover component, newly created units leased, short term renewals (< 1 year) and units vacant for >=1 year.
2. Includes re-configured units.
3. Excludes mini anchor in Xinnan. If included, portfolio variance over last rental rate will be 5.9%
4. Excludes newly acquired assets – CapitaMall Xuefu, CapitaMall Aidemengdun, CapitaMall Yuhuating – as the information is only for one month (Sep).



# Portfolio Rental Reversion in YTD 2019

From 1 Jan to 30 Sep 2019

| Property                       | No. of new leases/renewals | Area (sq m)   | % of Total Net Lettable Area | Var. over last rental rate <sup>1,2</sup> |
|--------------------------------|----------------------------|---------------|------------------------------|---|
| CapitaMall Xizhimen            | 92                         | 5,462         | 10.8%                        | 13.0%                                     |
| CapitaMall Wangjing            | 91                         | 5,394         | 10.4%                        | 3.7%                                      |
| CapitaMall Grand Canyon        | 53                         | 5,197         | 11.4%                        | 2.6%                                      |
| CapitaMall Xinnan              | 85                         | 8,713         | 24.0%                        | 4.7%                                      |
| CapitaMall Qibao               | 54                         | 6,358         | 12.6%                        | (5.3)%                                    |
| CapitaMall Saihan              | 90                         | 4,809         | 15.5%                        | 8.1%                                      |
| Rock Square                    | 49                         | 4,789         | 9.0%                         | 25.4%                                     |
| CapitaMall Minzhongleyuan      | 32                         | 1,963         | 8.8%                         | (5.1)%                                    |
| <b>Portfolio<sup>3,4</sup></b> | <b>546</b>                 | <b>42,685</b> | <b>12.5%</b>                 | <b>7.5%</b>                               |

Notes:

1. Excludes gross turnover component, newly created units leased, short term renewals (< 1 year) and units vacant for >=1 year.
2. Includes re-configured units.
3. Excludes introduction of new concepts, mini anchor and area reconfiguration. If included, portfolio variance over last rental rate will be 4.7%.
4. Excludes newly acquired assets – CapitaMall Xuefu, CapitaMall Aidemengdun, CapitaMall Yuhuating – as the information is only for one month (Sep).

# Portfolio Lease Expiry Profile

## Lease Expiry Profile for 2019

| Property                  | No. of Leases <sup>1</sup> | % of total Gross Rental Income <sup>2,3</sup> | % of total Net Lettable Area <sup>4</sup> |
|---------------------------|----------------------------|---|---|
| CapitaMall Xizhimen       | 41                         | 8.7%  | 5.5%                                      |
| CapitaMall Wangjing       | 45                         | 15.8%   | 10.2%                                     |
| CapitaMall Grand Canyon   | 24                         | 12.6%   | 5.3%                                      |
| CapitaMall Xinnan         | 52                         | 15.6%   | 8.6%                                      |
| CapitaMall Qibao          | 22                         | 10.7%   | 6.0%                                      |
| CapitaMall Saihan         | 42                         | 16.1%   | 10.0%                                     |
| Rock Square               | 17                         | 4.1%  | 2.4%                                      |
| CapitaMall Xuefu          | 67                         | 11.5%   | 8.5%                                      |
| CapitaMall Aidemengdun    | 24                         | 6.2%  | 3.7%                                      |
| CapitaMall Yuhuating      | 58                         | 15.4%   | 6.2%                                      |
| CapitaMall Shuangjing     | 2                          | 2.7%  | 0.3%                                      |
| CapitaMall Minzhongleyuan | 3                          | 7.4%  | 2.8%                                      |

Notes:

1. Based on all committed leases as of 30 Sep 2019.

2. Excludes gross turnover rent.

3. As a percentage of each mall's gross rental income as at 30 Sep 2019.

4. As a percentage of each mall's committed net lettable area as at 30 Sep 2019.

# Portfolio Lease Expiry Profile

## Lease Expiry Profile By Year

| Year        | No. of Leases <sup>1</sup> | % of total Gross Rental Income <sup>1,2,3</sup> |
|-------------|----------------------------|---|
| 2019        | 397                        | 10.6%   |
| 2020        | 1,167                      | 30.9%   |
| 2021        | 436                        | 19.6%   |
| 2022        | 214                        | 12.4%   |
| 2023        | 92                         | 6.8%  |
| Beyond 2023 | 144                        | 19.7%   |

Weighted Average Lease Expiry (years)<sup>1</sup>

**2.5**

By Gross Rental Income<sup>2</sup>

**4.4**

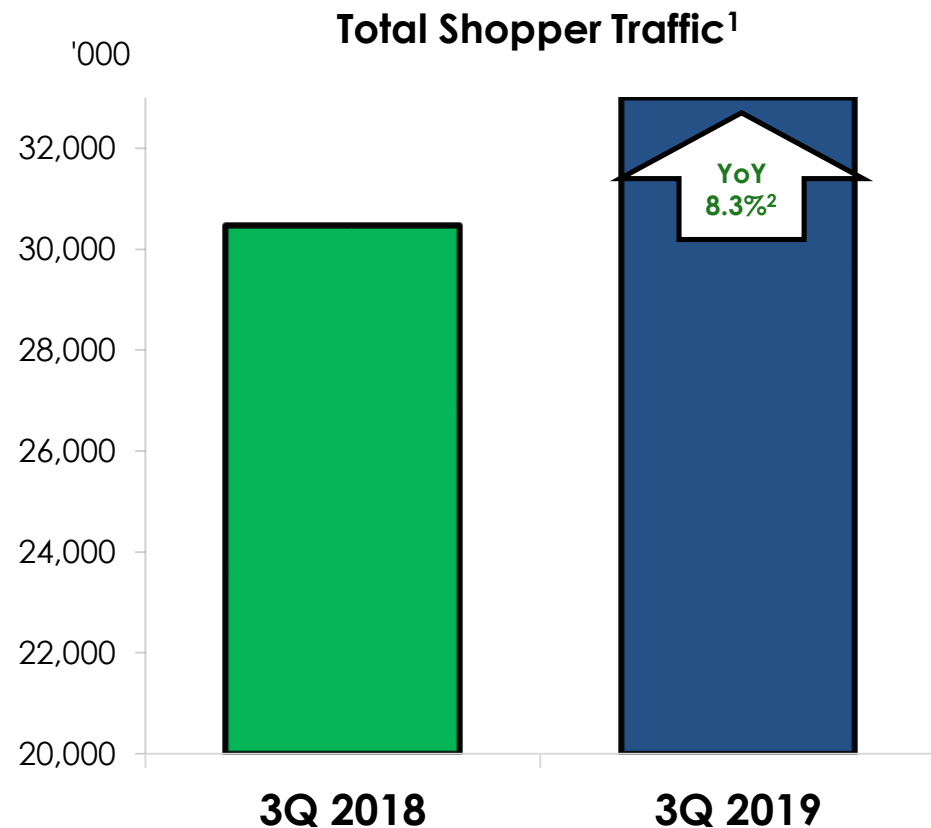
By Net Lettable Area

Notes:

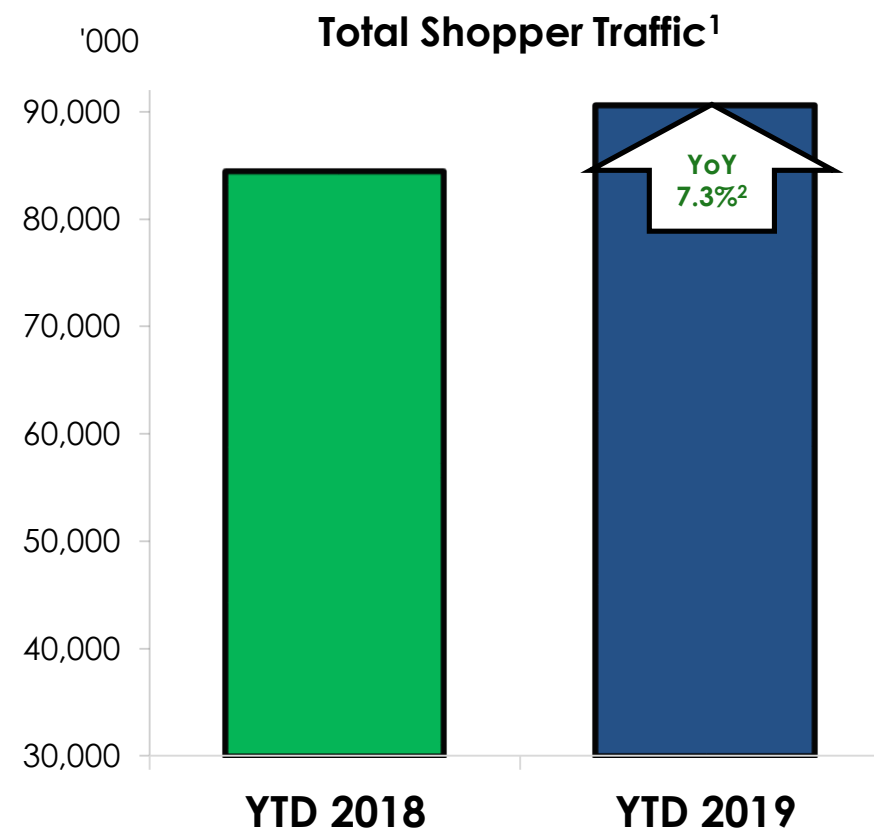
1. Based on all committed leases as of 30 Sep 2019.
2. Excludes gross turnover rent.
3. As a percentage of total gross rental income as at 30 Sep 2019.

# Portfolio Shopper Traffic

3Q 2018 vs 3Q 2019



YTD 2018 vs YTD 2019

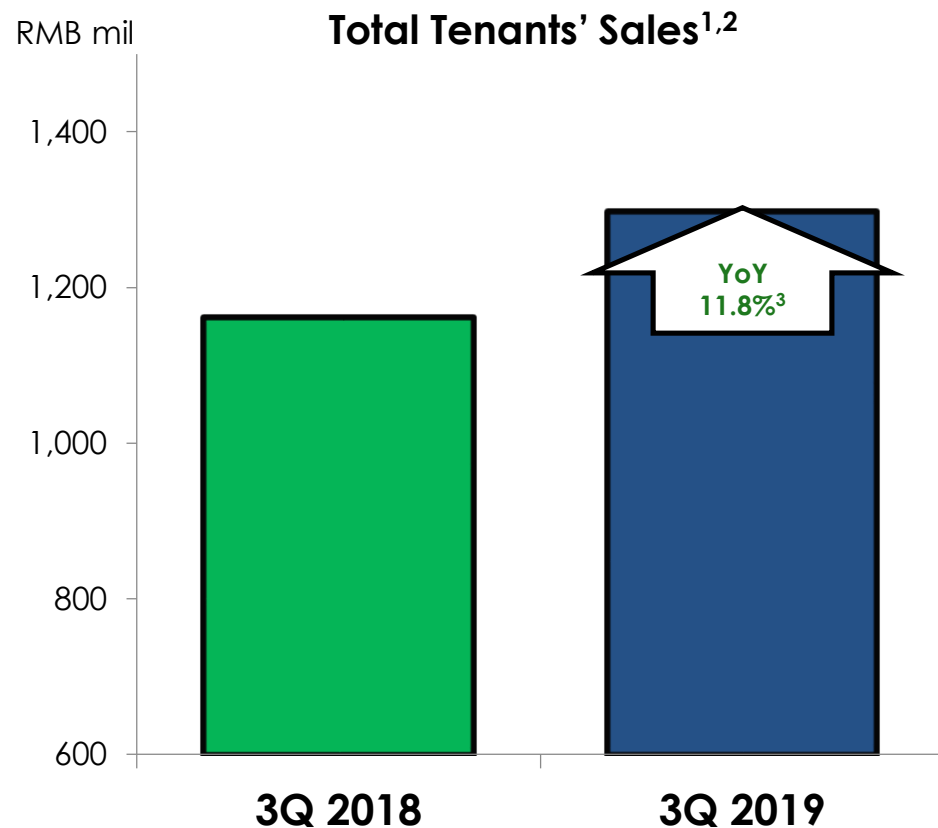


Notes:

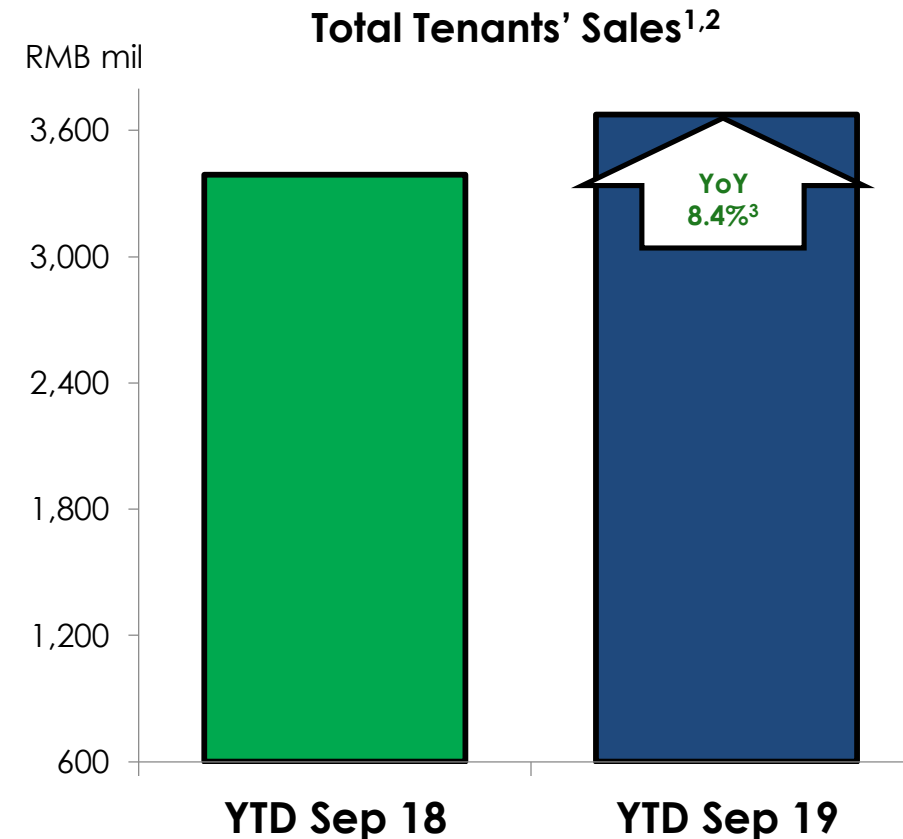
1. Excludes master-leased malls.
2. On same portfolio and holding period basis (excluding CapitaMall Xuefu, CapitaMall Aidemengdun, CapitaMall Yuhuating and Rock Square's Jan 2019 Traffic):
  - a. 3Q 2019 Shopper Traffic: -1.6%
  - b. YTD 2019 Shopper Traffic: 1.3%

# Portfolio Tenants' Sales

## 3Q 2018 vs 3Q 2019



## YTD 2018 vs YTD 2019



Notes:

1. Excludes master-leased mall.
2. Excludes tenants' sales from Supermarket and Department Store.
3. On same portfolio and holding period basis (excluding CapitaMall Xuefu, CapitaMall Aidemengdun, CapitaMall Yuhuating and Rock Square's Jan 2019 Tenant Sales):
  - a. 3Q 2019 Tenant Sales: 2.0%
  - b. YTD 2019 Tenant Sales: 2.7%

# Proactive Asset Management

The image is a composite of two scenes. The background is a large crowd of people at night, likely at an outdoor event. In the foreground, there is a birthday party scene. A woman in a red dress is speaking into a microphone. A woman in a grey jacket is holding a pink balloon. A young girl in a white dress and blue tiara is looking towards the woman in red. A three-tiered pink and white cake is on a table. Other children are sitting at the table, and a large crowd is visible in the background.

# 1 Introduce Omnichannel Retail Concepts

## Proactive Strategy to Ride on New Retailing Trend

### CapitaMall Aidemengdun

#### Next-Ten – Providing Convenience

- Pilot new generation retail concept integrating online-and-offline shopping to provide convenience to shoppers
- Created an interactive self-checkout kiosk, allowing shoppers to select and purchase their items at the touch of a button



#### Vipshop – Bringing in new Offerings

- Attracted Vipshop, leading online discount retailer for brands in China, to establish physical presence at our mall
- Lack of offline outlet stores in China<sup>1</sup> presents opportunities for CRCT to capitalize and bring in these interesting, crowd pulling concepts



唯品会  
vip.com

### Rock Square

#### NetEase Kaola – Creating New Consumer Touchpoints

- Partnered China's second-largest cross-border e-commerce platform<sup>2</sup> to set up the first offline store in Guangzhou city
- Part of the online retailer's strategy to be closer to the consumers through the "Online plus Offline" model to enhance brand loyalty<sup>3</sup>



Alibaba acquired NetEase Kaola in Sep 2019

#### Notes:

1. Vipshop Holdings Limited Investor Presentation, Aug 2019.
2. Barron's, Alibaba Bulks Up Import Ecommerce Operations With Buy of Netease Unit, 6 Sep 2019.
3. Inside Retail Hong Kong, NetEase Kaola opens Hangzhou flagship, 23 Jan 2019.

## 2 Execute Effective Space Reconfigurations

### Capture Upside and Expand Product Offerings

#### CapitaMall Xizhimen

- Actively reconfigured bigger ground floor unit into 3 specialty units
- Introduced higher quality brands across different trade categories from Fashion & Accessories to Shoes & Bags
- Strong rental reversion of >20% from this area



#### CapitaMall Xinnan

- Recovered prime ground floor unit from pure GTO tenant
- Successfully converted and leased to tenants with fixed rental structure
- Total rental income expected to more than double in this space



#### Rock Square

- Successfully recovered large unit on ground floor and reconfigured into smaller and higher-yielding domestic designer brands
- Strong rental upside from this area with an expansion of brand offerings

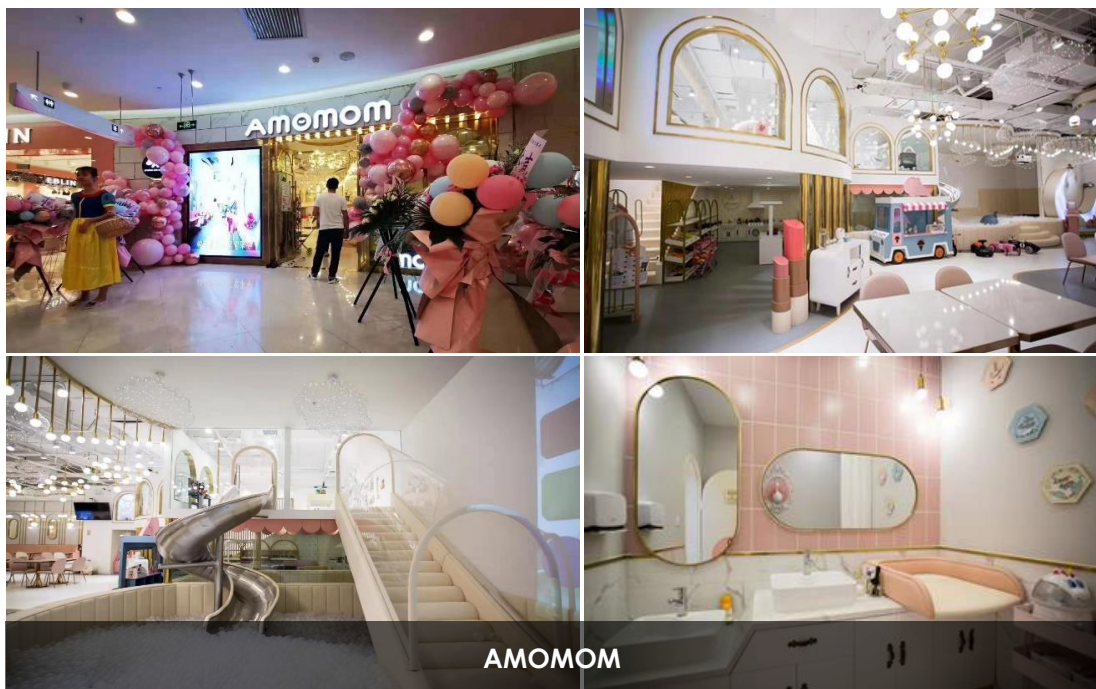




# 3 Refresh Offerings with New Stores Opening

Continuously Engage Shoppers with Fresh Offerings

## CapitaMall Xuefu



- Newly opened family-friendly restaurant is packed with interesting toys and play areas for children, making it ideal for family gatherings
- Further enhances the positioning of Level 3, which focuses on family and children-related brands



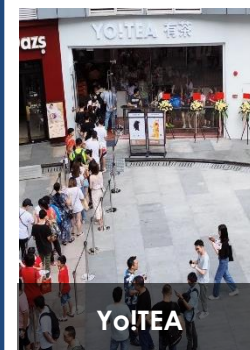
6IXTY8IGHT - First store in Harbin



fiona chen

- Collaborate with popular fashion brands to rejuvenate offerings targeted at millennials from nearby university cluster
- Continuously upgrade brands to refresh content through active leasing strategy

## Rock Square



Yo!TEA

- Long queues inject vibrancy to the Square with the introduction of Yo!Tea, the latest "internet celebrity" Fruit Tea in 3Q 2019 and Bao Shi Fu, a popular "Internet celebrity" pastry shop that opened in 2Q 2019
- First Yo!Tea store in Guangzhou

# 4 Connecting with the Local Community

Organised Novel Marketing Efforts that Intertwines with Consumer's Habits and Lives

Mall Anniversary Celebrations



CapitaMall Wangjing –  
13th Year Anniversary



CapitaMall Qibao –  
13th Year Anniversary



CapitaMall Aidemengdun –  
9th Year Anniversary

Plogging Event at CapitaMall Xuefu



Rooftop Farm Event at CapitaMall Yuhuating



FLYING Sneaker Carnival at Rock Square



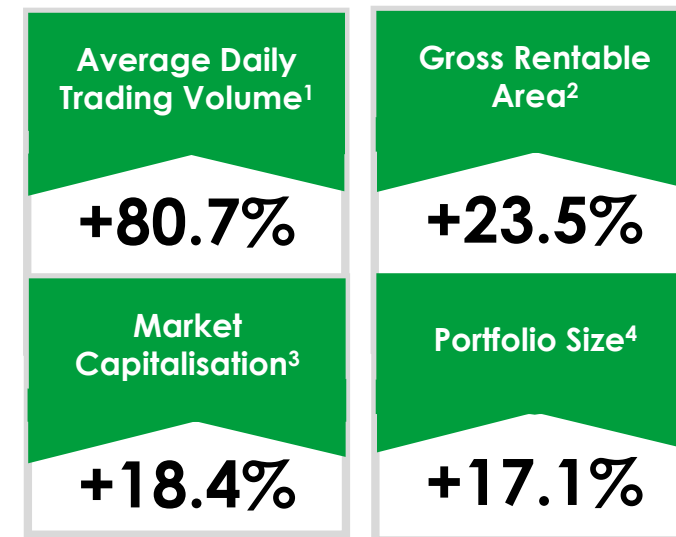
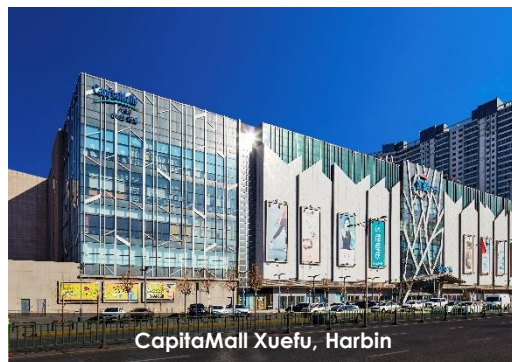
# Looking Ahead



# Completed Acquisition

## CapitaMall Xuefu, CapitaMall Aidemengdun and CapitaMall Yuhuating in Aug 2019

- Announced the acquisition of CapitaMall Xuefu, CapitaMall Aidemengdun and CapitaMall Yuhuating on 11 Jun 2019. The acquisition was **completed on 30 Aug 2019**, after obtaining unitholders' approval at an Extraordinary General Meeting that was convened on 1 Aug 2019.
- Raised gross proceeds of approximately **S\$279.4 million** from equity fund raising through the issuance of 191.9 million new units comprising private placement of 105.0 million new units at S\$1.469 per unit and non-renounceable preferential offering of 86.9 million units at S\$1.440 per unit.



Notes:

- YTD 2019 vs YTD 2018.
- 2Q 2019 vs 3Q 2019.
- Market Capitalisation is calculated based on 998,517,317 units at S\$1.56 on 30 Jun 2019 and 1,205,224,110 units at S\$1.53 on 30 Sep 2019 respectively.
- Portfolio size for Jun 2019 is based on 100% valuation of Rock Square and CapitaMall Wuhu. Portfolio size for Sep 2019 is based on 100% valuation of Rock Square, agreed value of CapitaMall Xuefu, CapitaMall Aidemengdun and CapitaMall Yuhuating and excludes CapitaMall Wuhu.

# Strengthening our Footprint and Portfolio

**9 cities**

Mainly in Tier 1 and Tier 2 cities

**13 Malls**

Geographically Diversified

**S\$3.8 billion**




Total Assets

**862,000 sq m**

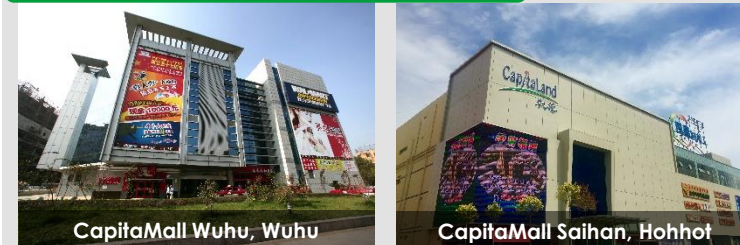
GRA



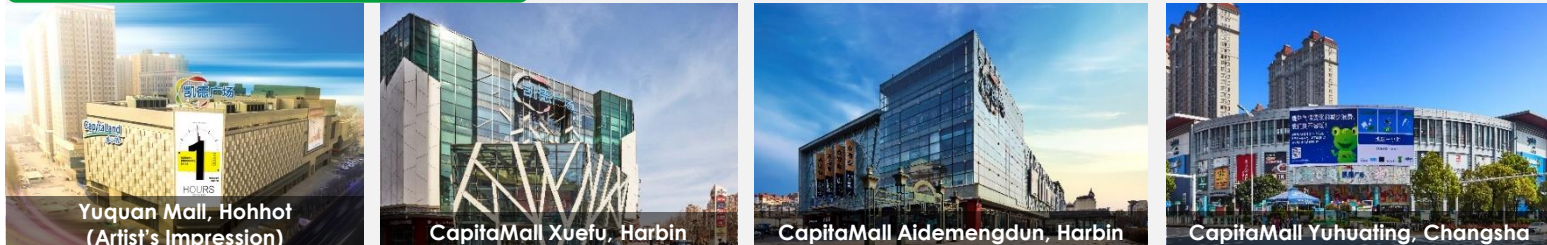
# Quality Growth Through Multi-Pronged Strategy

|  <b>Drive Organic Growth</b>  |  <b>Innovative Value Enhancement</b>   |  <b>Disciplined Portfolio Reconstitution</b>  |
|--|--|--|
| <ul style="list-style-type: none"> <li>✓ <b>Mall of choice:</b> Best-in-class operating performance</li> <li>✓ <b>Curate retail experience</b> by continuously engaging both retailers and shoppers</li> </ul> | <ul style="list-style-type: none"> <li>✓ <b>Successfully completed Asset Enhancement Initiative (AEI) at level 4 of CapitaMall Wangjing in 2018</b> <ul style="list-style-type: none"> <li>• Recovered space of approximately 4,700 square metre from anchor tenant and transformed area to higher-yielding specialty stores</li> <li>• Drove positive footfall drive and income contribution to the new zone</li> </ul> </li> <li>✓ <b>Plan to embark on AEI at Rock Square to</b> <ul style="list-style-type: none"> <li>• Optimise leasing space to generate additional revenue</li> <li>• Create better shopper circulation</li> <li>• Enhance façade</li> </ul> </li> </ul> | <ul style="list-style-type: none"> <li>✓ <b>Achieved acquisition size of approximately RMB3.8 billion year-to-date</b></li> <li>✓ <b>Actively rejuvenated portfolio:</b> <ul style="list-style-type: none"> <li>• <b>Addition of 4 quality assets in 3 cities</b> that the Sponsor has strong operating and management track record</li> </ul> </li> <li>✓ <b>Divested 2 non-core assets</b> and unlocked value</li> </ul> |

## YTD 2019 Divestment



## YTD 2019 Acquisition



# Awards and Recognition

In Recognition of CRCT's Good Practices



**SIAS 20<sup>th</sup> Investors' Choice Awards 2019**  
REITs and Business Trusts category  
**Shareholder Communications Excellence Award 2019 (Runner Up)**



**6<sup>TH</sup> Annual Asia Pacific Best of the Breeds REITs Awards 2019**  
Best Retail REIT category  
**Market Capitalisation of USD 1 Billion and above (Gold)**

# Appendix

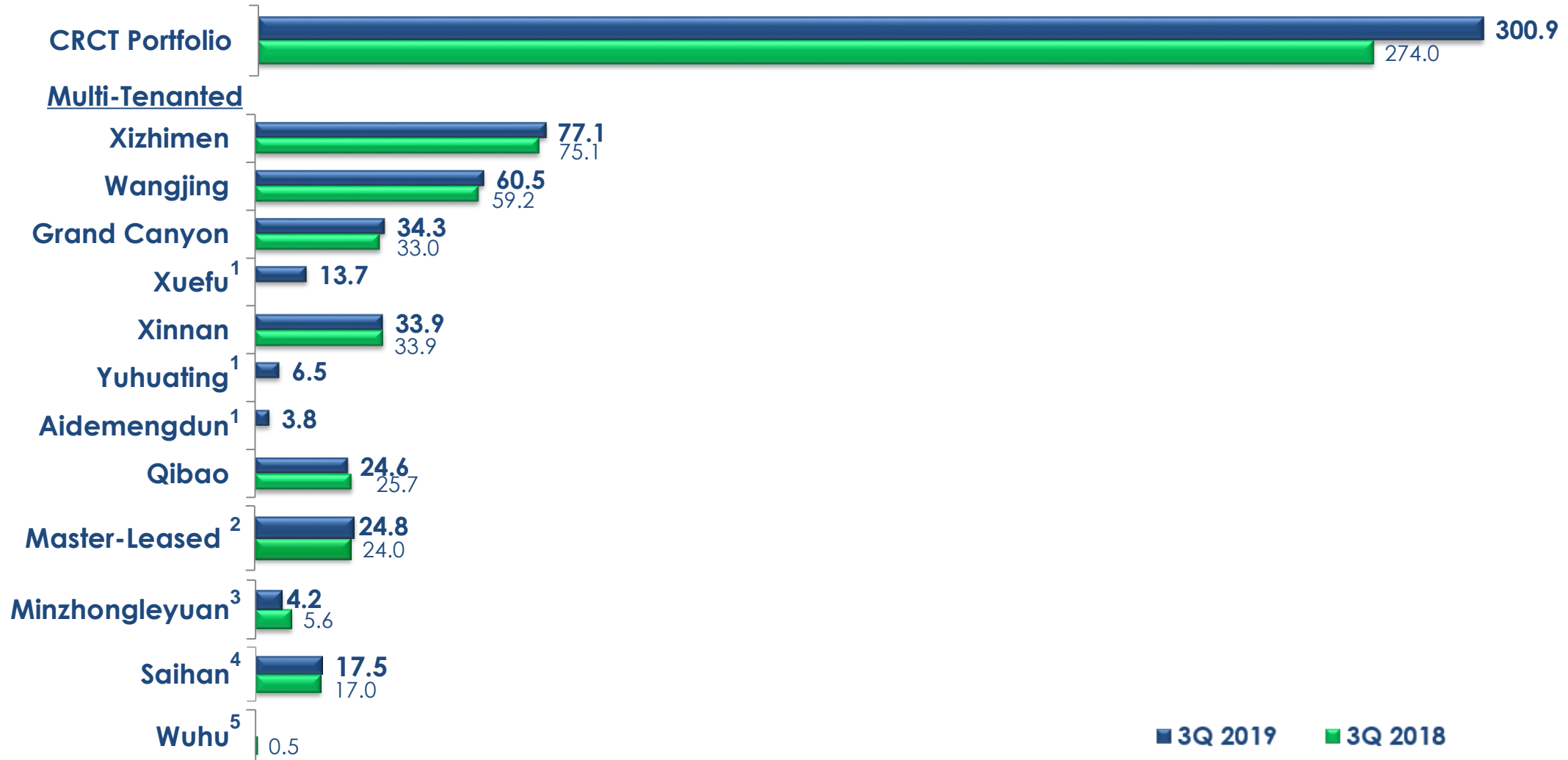
仙鹅下凡

十六米大鹅  
惊现凯德埃德蒙顿



# Property Gross Revenue (in RMB'mil):

3Q 2019 vs 3Q 2018

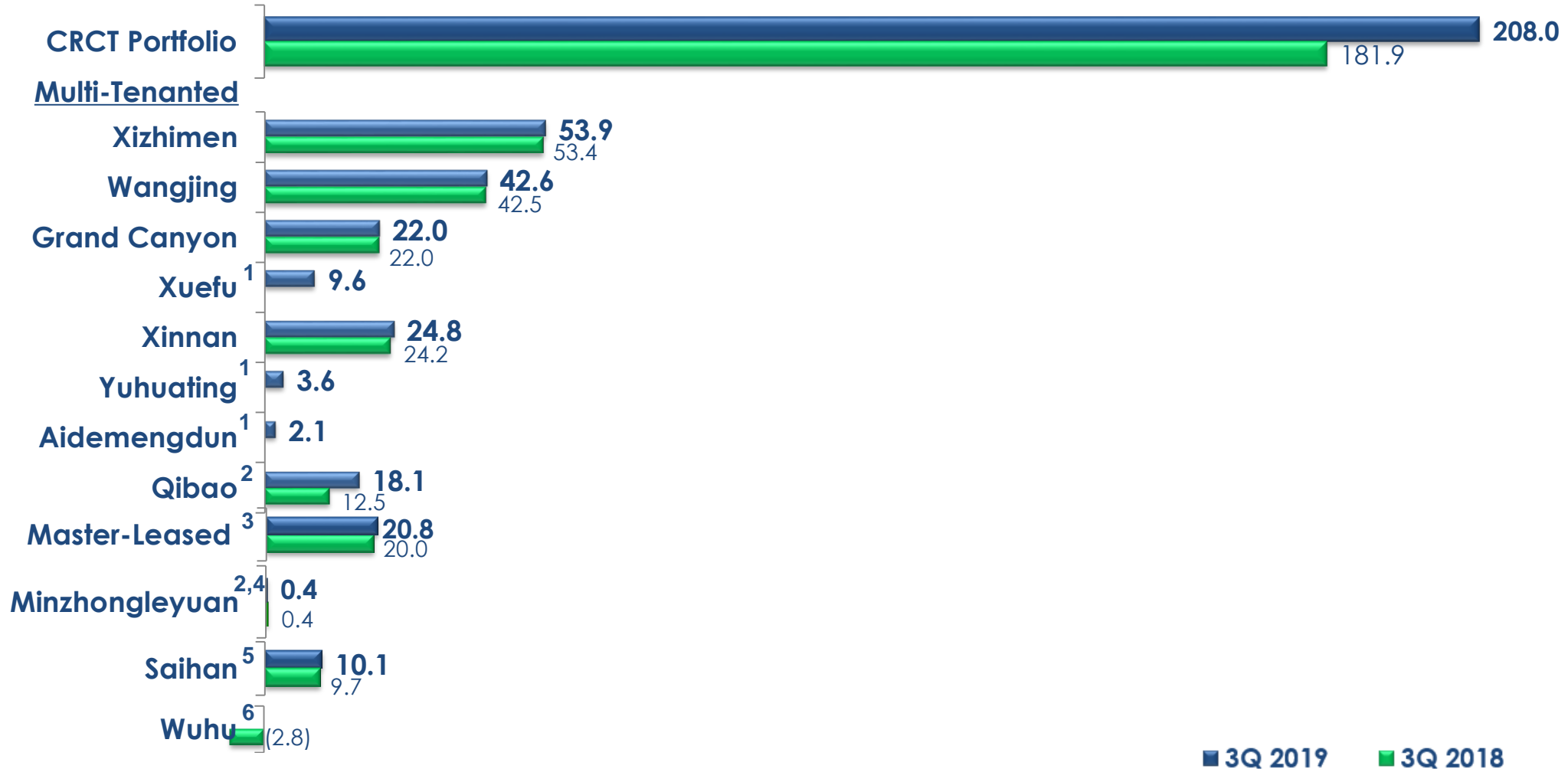


Notes:

1. The acquisition was completed on 30 Aug 2019.
2. Refers to CapitaMall Shuangjing and CapitaMall Erqi.
3. The mall is undergoing tenant mix adjustments.
4. The mall is still in operation and is classified under assets held for sale.
5. The completion of the divestment of CapitaMall Wuhu was announced on 10 Jul 2019.

# Net Property Income (in RMB'mil):

3Q 2019 vs 3Q 2018

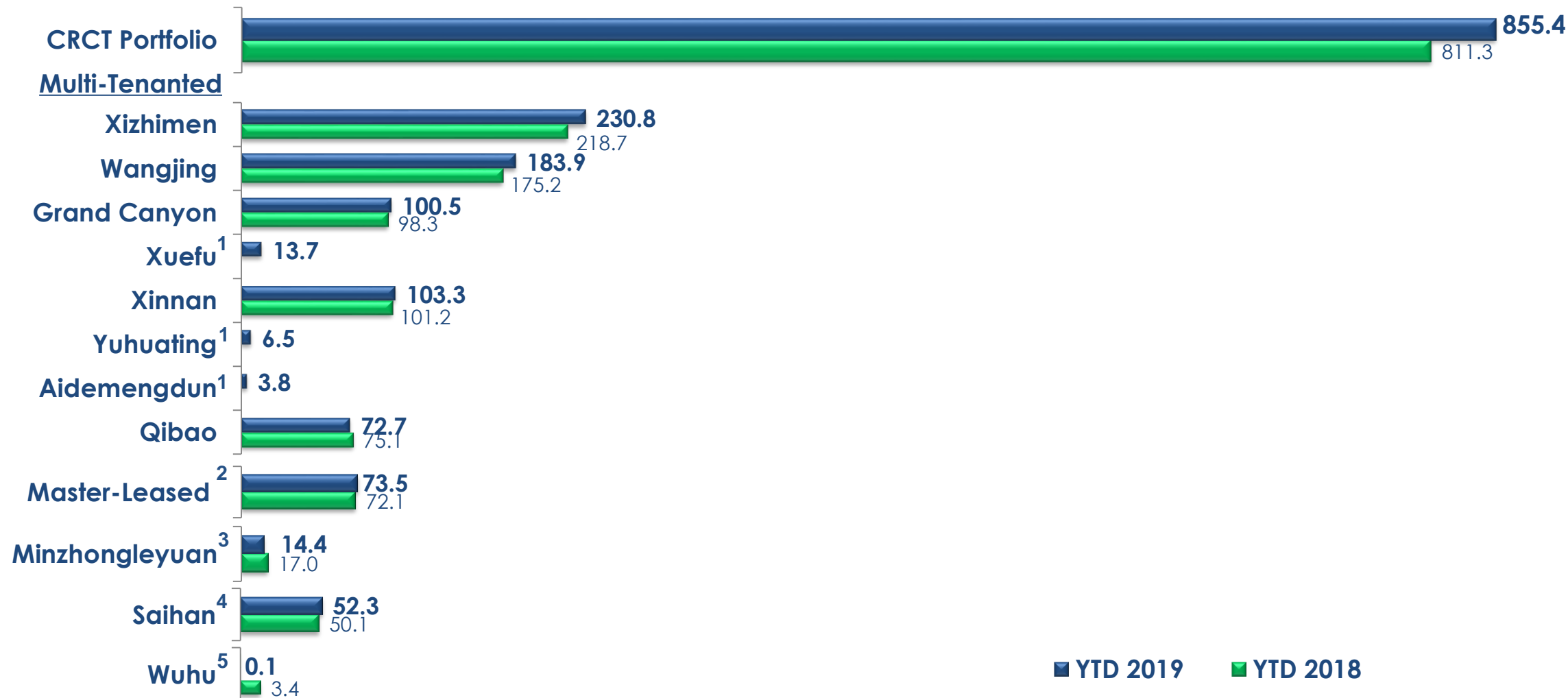


Notes:

- The acquisition was completed on 30 Aug 2019.
- Included the impact of FRS 116, where lease expenses associated with the operating leases have been replaced with net changes in fair value of investment properties and interest expense on lease liabilities.
- Refers to CapitaMall Shuangjing and CapitaMall Erqi.
- The mall is undergoing tenant mix adjustments.
- The mall which is still in operation and is classified under assets held for sale.
- The completion of the divestment of CapitaMall Wuhu was announced on 10 Jul 2019.

# Property Gross Revenue (in RMB'mil):

YTD 2019 vs YTD 2018

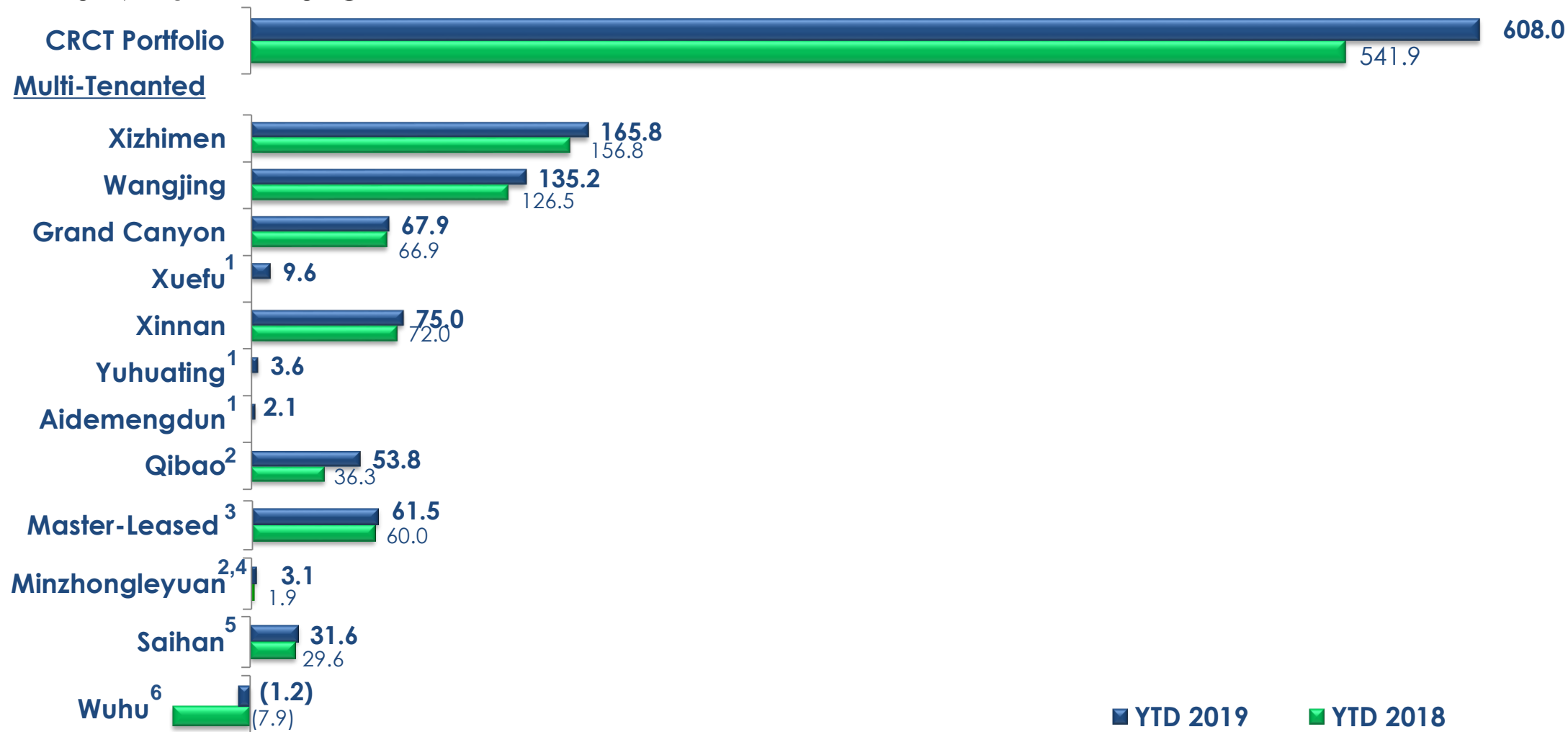


Notes:

1. The acquisition was completed on 30 Aug 2019.
2. Refers to CapitaMall Shuangjing and CapitaMall Erqi.
3. The mall is undergoing tenant mix adjustments.
4. The mall is still in operation and is classified under assets held for sale.
5. The completion of the divestment of CapitaMall Wuhu was announced on 10 Jul 2019.

# Net Property Income (in RMB'mil):

YTD 2019 vs YTD 2018

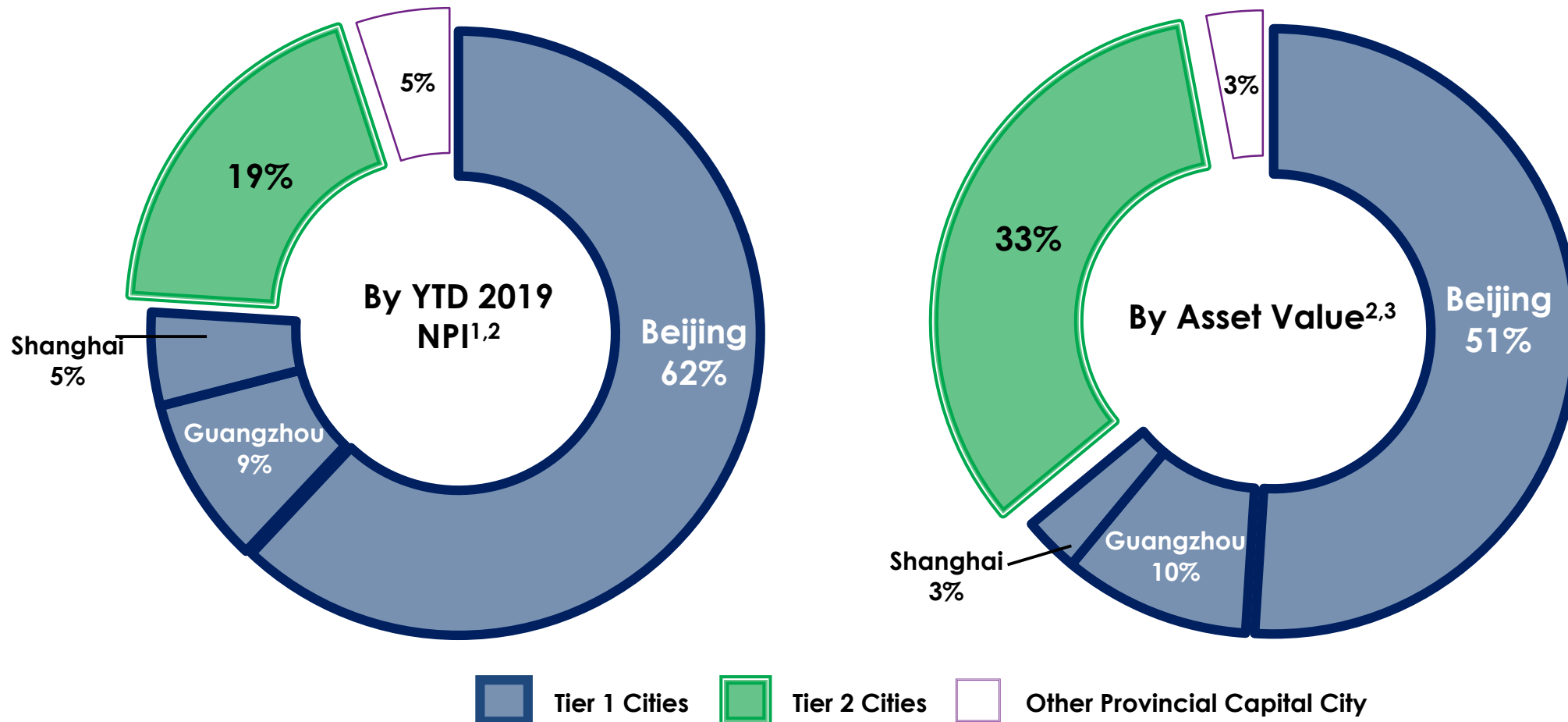


Notes:

1. The acquisition was completed on 30 Aug 2019.
2. Included the impact of FRS 116, where lease expenses associated with the operating leases have been replaced with net changes in fair value of investment properties and interest expense on lease liabilities.
3. Refers to CapitaMall Shuangjing and CapitaMall Erqi.
4. The mall is undergoing tenant mix adjustments.
5. The mall is still in operation and is classified under assets held for sale.
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# Breakdown of Portfolio Contribution

Portfolio Income and Value is Derived Predominantly from Malls in Tier 1 and Tier 2 Cities



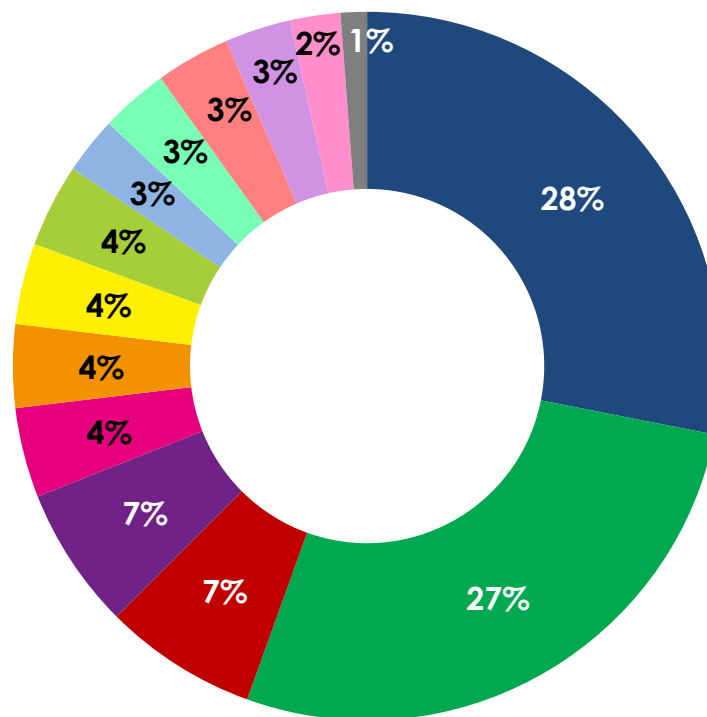
Notes:

1. Excludes the impact of FRS 116.
2. Includes CRCT's 51% interest in Rock Square and excludes CapitaMall Wuhu as the divestment has been completed.
3. Based on the valuation of the investment properties as at 30 Jun 2019. The valuation of CapitaMall Saihan is based on the latest divestment price, and the valuation of CapitaMall Xuefu, CapitaMall Aidemengdun and CapitaMall Yuhuating is based on the latest agreed acquisition price.

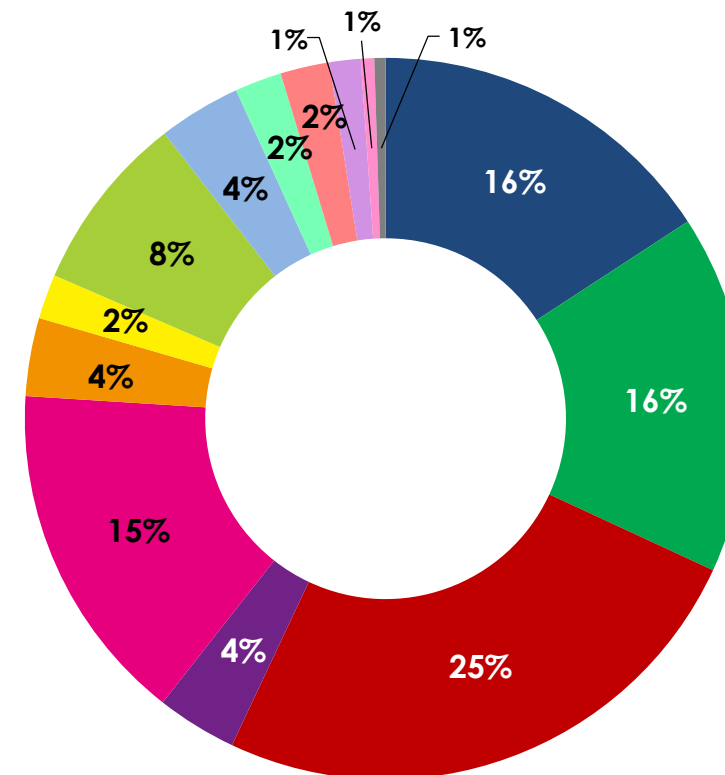
# Breakdown of Portfolio Contribution<sup>1</sup>

- Fashion & Accessories
- Food & Beverage
- Supermarket
- Beauty & Healthcare
- Department Stores
- Education
- Sundry & Services
- Leisure & Entertainment
- Houseware & Furnishings
- Sporting Goods & Apparel
- Others
- Shoes & Bags
- Jewellery/Watches/Pens
- Information & Technology

By Gross Rental Income<sup>1,2</sup>



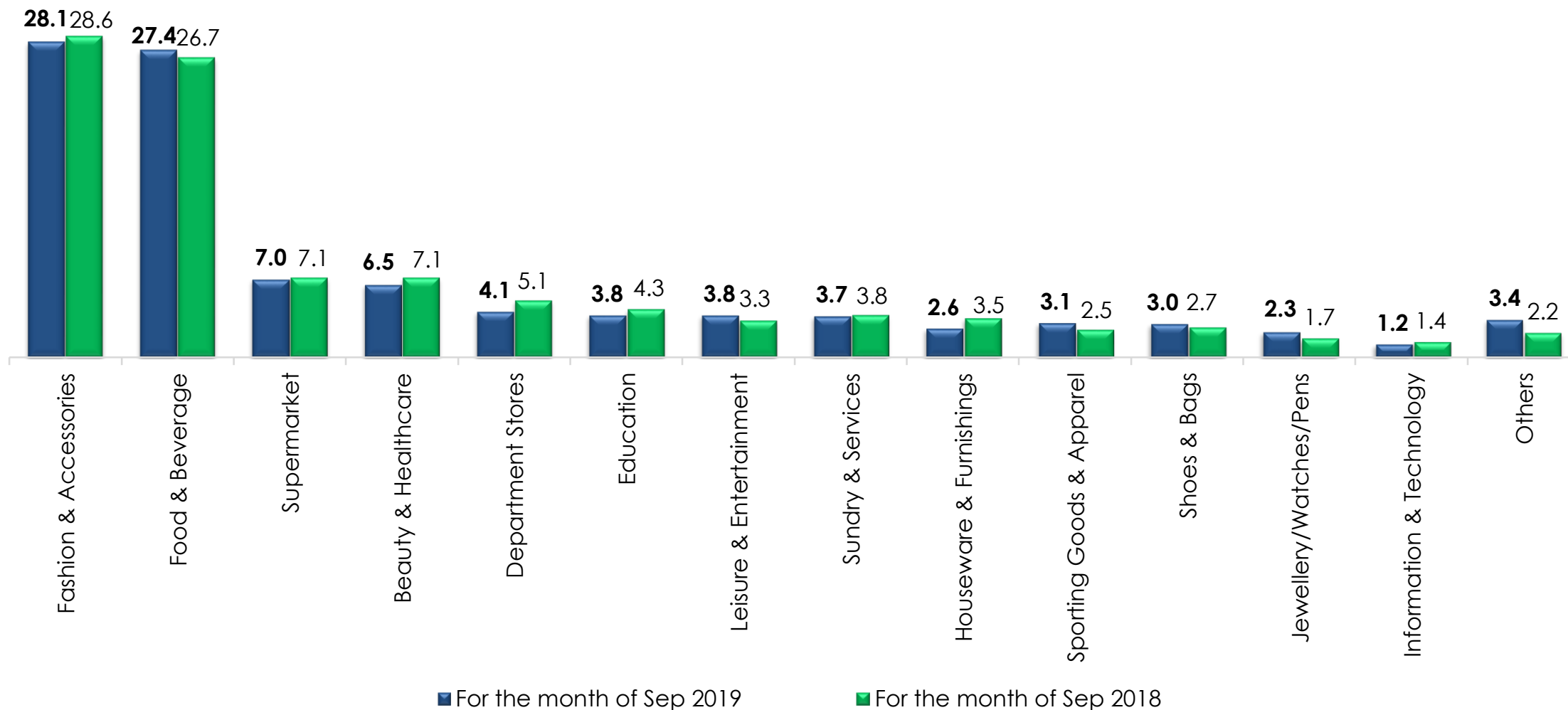
By Net Lettable Area<sup>1,3</sup>



Notes:

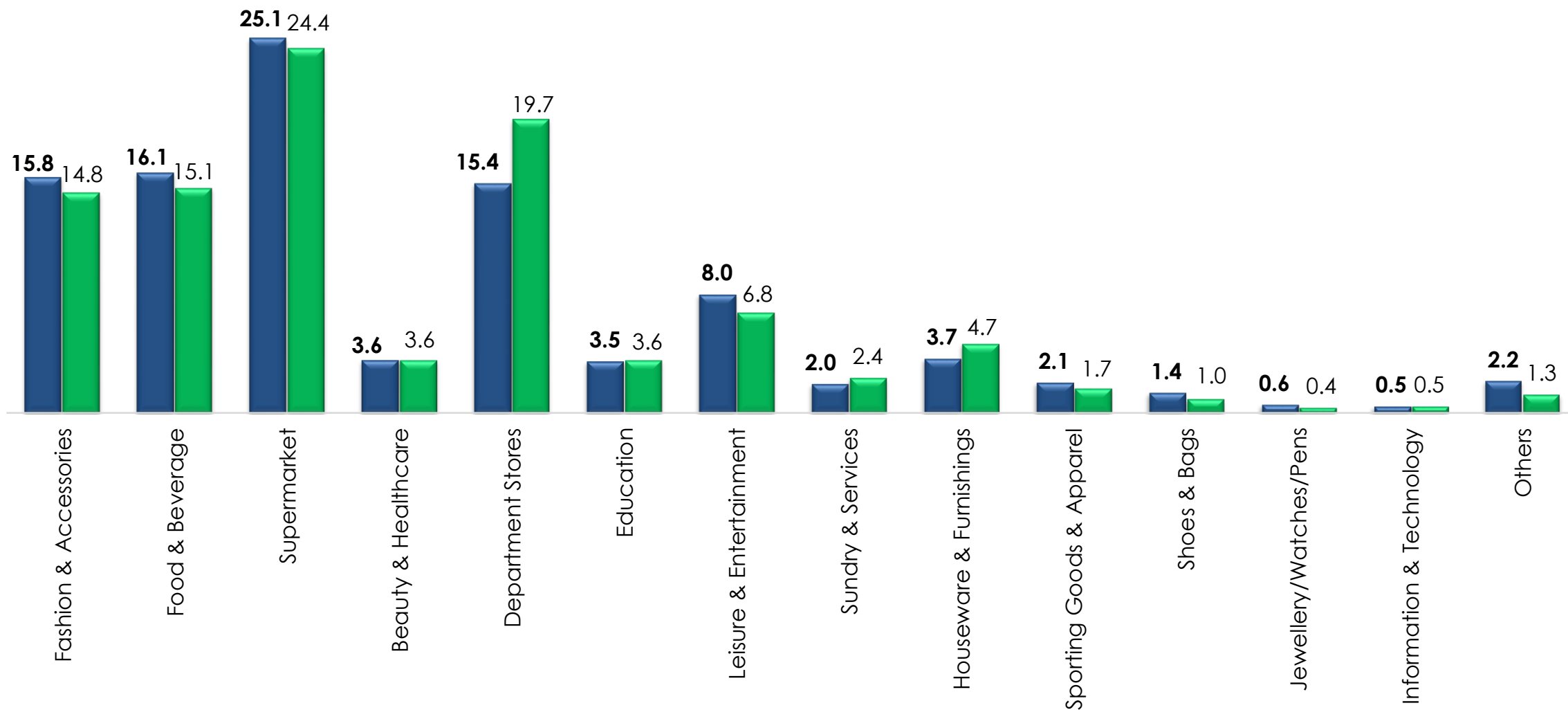
1. Includes master-leased malls.
2. Percentage of committed gross rental income as at 30 Sep 2019, excluding gross turnover rent.
3. Percentage of committed NLA as at 30 Sep 2019.

# Trade Mix By Gross Rental Income<sup>1</sup> (%)



Note:  
1. Includes master-leased malls.

# Trade Mix By Net Lettable Area<sup>1</sup> (%)



Note:

1. Includes master-leased malls.

■ For the month of Sep 2019

■ For the month of Sep 2018



# Portfolio at a Glance

|   | CapitaMall Xizhimen<br>凯德MALL·西直门 | CapitaMall Wangjing<br>凯德MALL·望京 | CapitaMall Grand Canyon<br>凯德MALL·大峡谷 | CapitaMall Xuefu<br>凯德广场·学府 | Rock Square <sup>1</sup><br>乐峰广场 |
|---|-----------------------------------|----------------------------------|---------------------------------------|-----------------------------|----------------------------------|
| <b>Location</b>                           | Beijing                           | Beijing                          | Beijing                               | Harbin                      | Guangzhou                        |
| <b>GFA<sup>2</sup> (sq m)</b>             | 83,075                            | 83,768                           | 92,918                                | 123,811                     | 88,279                           |
| <b>GRA<sup>2</sup> (sq m)</b>             | 83,075                            | 68,010                           | 69,967                                | 104,294                     | 83,591                           |
| <b>NLA<sup>2</sup> (sq m)</b>             | 50,634                            | 51,900                           | 45,485                                | 64,517                      | 53,088                           |
| <b>Land Use Right Expiry</b>              | 23 Aug 2044<br>23 Aug 2054        | 15 May 2043<br>15 May 2053       | 29 Aug 2044<br>29 Aug 2054            | 15 Dec 2045                 | 17 Oct 2045                      |
| <b>Valuation<sup>3</sup> (RMB mil)</b>    | 3,453.0                           | 2,677.0                          | 2,111.0                               | 1,745.0                     | 3,403.0                          |
| <b>Number of Leases<sup>2</sup></b>       | 279                               | 253                              | 189                                   | 417                         | 206                              |
| <b>Committed Occupancy<sup>2</sup></b>    | 99.8%                             | 99.4%                            | 99.0%                                 | 99.5%                       | 99.0%                            |
| <b>Shopper Traffic for YTD 2019 (mil)</b> | 27.7                              | 9.5                              | 7.2                                   | 1.6                         | 18.4                             |

Notes:

1. CRCT has a 51.0% interest in Rock Square. All information are presented based on 100% ownership.
2. As at 30 Sep 2019.
3. Based on the valuation of the investment properties as at 30 Jun 2019, except for CapitaMall Xuefu. The property value for CapitaMall Xuefu is based on the latest agreed purchased price.

# Portfolio at a Glance

|   | CapitaMall Xinnan<br>凯德广场·新南 | CapitaMall Yuhuating<br>凯德广场·雨花亭 | CapitaMall Aidemengdun<br>凯德广场·埃德蒙顿 | CapitaMall Saihan<br>凯德MALL·赛罕 |
|---|------------------------------|----------------------------------|-------------------------------------|--------------------------------|
| <b>Location</b>                           | Chengdu                      | Changsha                         | Harbin                              | Hohhot                         |
| <b>GFA<sup>1</sup> (sq m)</b>             | 91,816                       | 75,431                           | 49,040                              | 41,938                         |
| <b>GRA<sup>1</sup> (sq m)</b>             | 53,619                       | 62,080                           | 43,394                              | 41,938                         |
| <b>NLA<sup>1</sup> (sq m)</b>             | 36,299                       | 48,321                           | 28,426                              | 31,098                         |
| <b>Land Use Right Expiry</b>              | 17 Oct 2047                  | 03 Mar 2044                      | 07 Sep 2042                         | 11 Mar 2041<br>20 Mar 2041     |
| <b>Valuation<sup>2</sup> (RMB mil)</b>    | 1,586.0                      | 746.0                            | 469.0                               | 460.0                          |
| <b>Number of Leases<sup>1</sup></b>       | 257                          | 239                              | 176                                 | 194                            |
| <b>Committed Occupancy<sup>1</sup></b>    | 98.1%                        | 95.6%                            | 97.6%                               | 99.8%                          |
| <b>Shopper Traffic for YTD 2019 (mil)</b> | 5.9                          | 0.9                              | 0.6                                 | 6.7                            |

Notes:

1. As at 30 Sep 2019.
2. Based on the valuation of the investment properties as at 30 Jun 2019, except for CapitaMall Yuhuating, CapitaMall Aidemengdun and CapitaMall Saihan. The property value for CapitaMall Yuhuating and CapitaMall Aidemengdun is based on latest agreed purchased price, while the property value for CapitaMall Saihan is based on latest divestment price.

# Portfolio at a Glance

|   | CapitaMall Qibao<br>凯德七宝购物广场 | CapitaMall Minzhongleyuan<br>凯德新民众乐园    | CapitaMall Erqi<br>凯德广场·二七 | CapitaMall Shuangjing<br>凯德MALL·双井 |
|---|------------------------------|---|----------------------------|------------------------------------|
| <b>Location</b>                           | Shanghai                     | Wuhan                                   | Zhengzhou                  | Beijing                            |
| <b>GFA<sup>1</sup> (sq m)</b>             | 83,986                       | 41,717                                  | 92,356                     | 49,463                             |
| <b>GRA<sup>1</sup> (sq m)</b>             | 72,729                       | 37,472                                  | 92,356                     | 49,463                             |
| <b>NLA<sup>1</sup> (sq m)</b>             | 50,569                       | 22,246                                  | 92,356                     | 51,193 <sup>2</sup>                |
| <b>Land Use Right Expiry</b>              | 10 Mar 2043 <sup>3</sup>     | 30 Jun 2044 <sup>4</sup><br>15 Sep 2045 | 31 May 2042                | 10 Jul 2042                        |
| <b>Valuation<sup>5</sup> (RMB mil)</b>    | 459.0                        | 515.0                                   | 645.0                      | 593.0                              |
| <b>Number of Leases<sup>1</sup></b>       | 169                          | 61                                      | 2                          | 9                                  |
| <b>Committed Occupancy<sup>1</sup></b>    | 92.8%                        | 58.4%                                   | 100.0%                     | 100.0%                             |
| <b>Shopper Traffic for YTD 2019 (mil)</b> | 10.0                         | 2.1                                     | N.M.                       | N.M.                               |

Notes:

1. As at 30 Sep 2019.
  2. Included the area zoned for civil defense but is certified for commercial use.
  3. CapitaMall Qibao is indirectly held by CRCT under a master lease which expires in January 2024, with the right to renew for a further term of 19 years and 2 months.
  4. The conserved building is under a lease from the Wuhan Cultural Bureau.
  5. Based on the valuation of the investment properties as at 30 Jun 2019.
- N.M. Not meaningful



# Thank you

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Tel: (65) 6713 2888, Fax: (65) 6713 2999