

Speech by Ms Teo Swee Lian, Chairman, CapitaLand Mall Trust, at Funan's Official Opening Ceremony, on Friday 27 December 2019 at 11am

Mr Heng Swee Keat, Deputy Prime Minister and Minister for Finance

Mr Ng Kee Choe, Chairman of CapitaLand Limited

Distinguished Guests, Ladies and Gentlemen,

1. Good morning! On behalf of CapitaLand Mall Trust and Funan, a very warm welcome to the official opening ceremony of Funan. Thank you, Deputy Prime Minister, for joining us today in our celebrations.

Funan's raison d'être

2. Every generation has its own stories and memories of Funan. In 1985, Funan Centre was erected on this site as a general shopping centre. Those who remember the air-conditioned food court on the seventh floor will recall that it was a crowd-puller and home to some of the hawkers from the former Hock Lam Street.
3. 34 years on, after three rounds of revamp, Funan has undergone a complete transformation and given a new lease of life. More than just dining, Funan is now a place where consumers shop, work, bond, live, play and believe it or not, sweat together. Millennials come here to create their own memories, take OOTD (short for "Outfit Of The Day") photos and post Instagram stories of their experiences at Funan.
4. We're told that, for cyclists, the mall's indoor cycling path and end-of-trip amenities is a great convenience. Funan is also where climbing enthusiasts gather with friends. So now you know what's meant by "sweat". Shutterbugs checkout the newest camera gear at Funan and exchange

tips with shop owners who have become friends. Families also come on weekends to soak up the atmosphere and explore the urban farm.

5. Having been in the public sector for almost 30 years, I am happy to see some familiar faces when I visit as the twin office blocks not only house MNCs and startups but also public agencies – the Attorney-General's Chambers, Singapore Department of Statistics and Smart Nation and Digital Government Office. With Funan setting the stage for professionals from private and public sectors to work side by side, we can look forward to the exchanging of ideas and unlocking of new synergies.

Reception since Funan's opening

6. We are heartened that the reimagined Funan has been well-received by retailers, office tenants and shoppers since its opening. Retail and office occupancy levels are close to full. Monthly average shopper traffic is some 70% higher than before the redevelopment. The coliving property, lyf Funan Singapore, has seen strong demand with occupancy as high as 98% since its opening on 1 September 2019.
7. Funan has also received international and industry recognition for retail innovation, trendsetting architecture as well as its inclusive and sustainable design.
8. Consumers tell us that they want not just convenience but also memorable experiences and emotional connections when they purchase goods and services.
9. Of the 133 retail stores at Funan, more than 40% or over 50 brands have both online and offline presence, meeting the lifestyle needs of today's tech savvy shoppers. The mall houses more than 200 brands, 60% of these are homegrown brands, more than 30% are new-to-market names, concepts or flagships stores. Hence Funan is not only a showcase for local talent but also a launchpad for the latest ideas and retail concepts.

The reimagined Funan

10. The CapitaLand Mall Trust team took a bold step to redevelop Funan in 2016 even though the mall was profitable at that time. It is this anticipation of changing consumer trends that has resulted in crowds, in particular young people, who have once again returned to Funan.

11. It is now a vibrant integrated development. It is not just a mall but a space for discovery, learning and shopping, underpinned by a digital layer of customer experience. As Singapore's largest retail real estate investment trust, CapitaLand Mall Trust will continue to identify areas for reinvention to better serve present and future generations of shoppers as well as help our tenants stay ahead of the curve.

Conclusion

12. On behalf of CapitaLand Mall Trust and the Funan team, I would like to thank our retailers and partners, including government agencies, bankers, unitholders, consultants and contractors, for joining us on this journey as we reimagined and redefined the possibilities of retail.

13. The successful launch of Funan would not have been possible without the hard work of the staff. I would like to extend our appreciation to the Funan team, who has been working tirelessly behind the scenes to curate lively community events and ensure the smooth operations.

14. Once again, thank you Deputy Prime Minister for gracing today's event. It has been more than a year since you joined us at Funan's topping out celebrations in September 2018 and we hope you will enjoy visiting the new Funan. Thank you everyone and have a pleasant day ahead!
