



CAPITALAND COMMERCIAL TRUST

Proposed Acquisition of 94.9% Interest in Main Airport Center, Frankfurt, Germany

17 July 2019

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Terms not defined herein have the meanings given to them in the announcement in relation to the Acquisition dated 17 July 2019

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- 2. Rationale and benefits of the Proposed Acquisition**
- 3. Conclusion**
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Overview



Transaction Overview – 2nd Acquisition in Frankfurt, Germany



- ✓ Opportunity to acquire 94.9%⁽¹⁾ interest in Main Airport Center (the “Proposed Acquisition”), a high quality, multi-tenanted office building in Frankfurt, within the Frankfurt airport office submarket
- ✓ Strategically located close to Europe's 3rd busiest international airport⁽²⁾ – an established office location for both international and domestic companies
- ✓ Agreed property value of €265.0 million⁽³⁾; 94.9% interest translates to €251.5 million (~\$387.1 million)⁽³⁾
- ✓ Transaction expected to be DPU accretive; Proposed Acquisition to be fully funded by debt or a combination of debt and equity
- ✓ Proposed Acquisition from CapitaLand subject to CCT Unitholders' approval

Notes:

(1) Main Airport Center is currently owned by CapitaLand International “CLI” (94.9%) and Lum Chang (5.1%). CCT to acquire 94.9% stake from Vendors (CLI and Lum Chang) and CapitaLand will retain the remaining 5.1% post transaction.

(2) In terms of passengers and aircraft movements. According to CBRE's valuation report dated 30 June 2019.

(3) Based on exchange rate of €1.00 = \$1.539 as at 28 June 2019

Overview of Main Airport Center

Property	Main Airport Center ("MAC") 11 storeys and 2 basement levels
Total number of tenants	32 tenants
Address	Unterschweinstiege 2-14, 60549 Frankfurt
Tenure	Freehold
Year of completion	2004, by Tishman Speyer
Net lettable area ("NLA")	~60,200 sqm <ul style="list-style-type: none"> Office: ~53,900 sqm (89.5%) Ancillary: ~6,300 sqm (10.5%)
Carpark lots	1,510
Agreed property value	€265.0 million
Independent valuations	<ul style="list-style-type: none"> CBRE⁽¹⁾: €265.0 million Cushman & Wakefield⁽²⁾: €267.3 million
Weighted average lease expiry⁽³⁾	4.7 years
Top tenants	IQVIA, Dell, Miles & More
Committed occupancy⁽⁴⁾	~90%
NPI yield⁽⁵⁾	4.0%



All information on a 100% basis

Notes:

(1) Manager's valuer

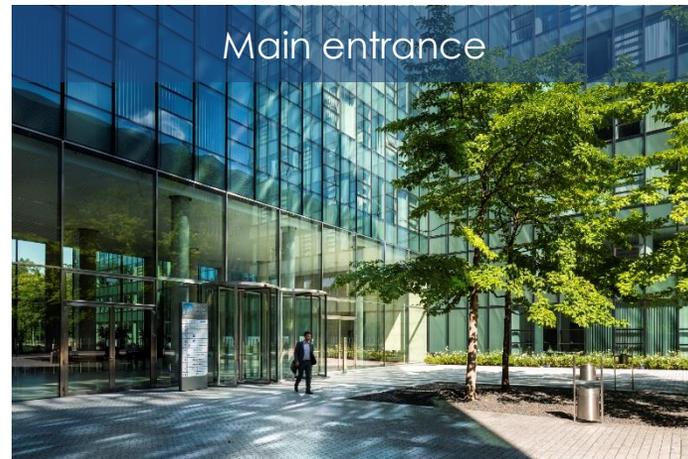
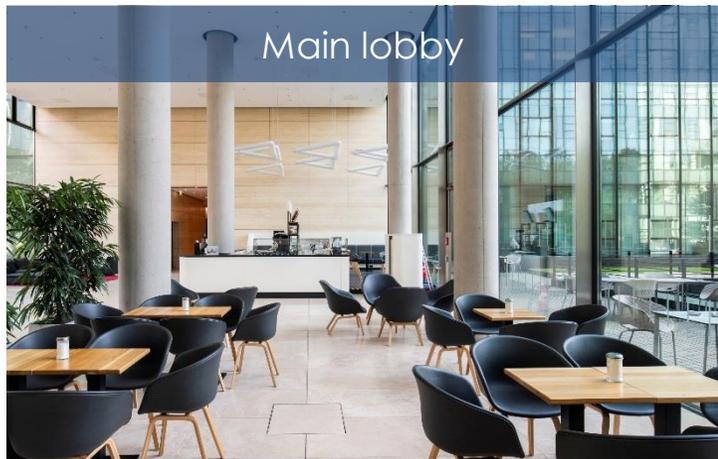
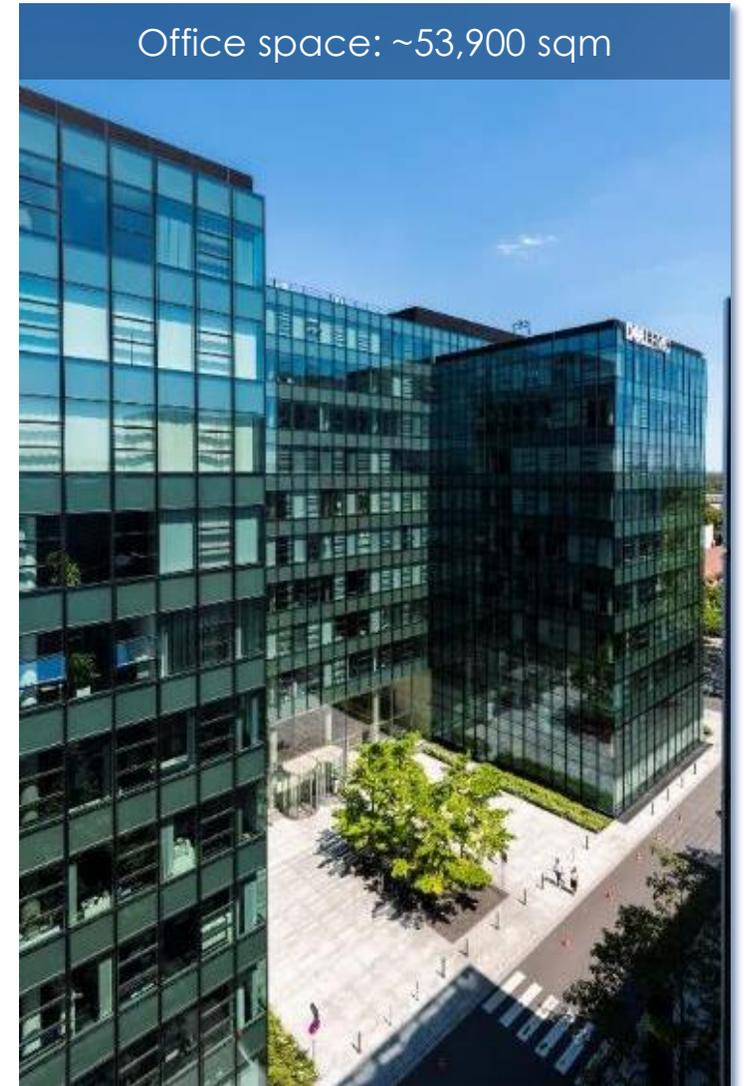
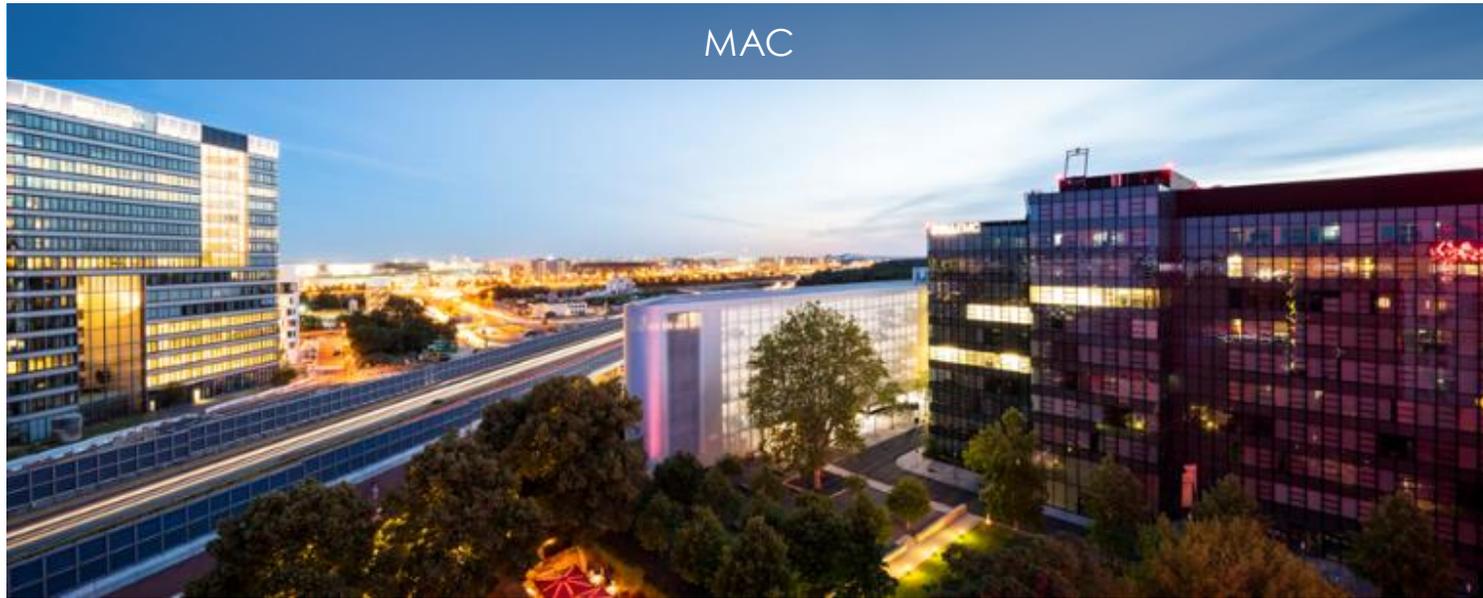
(2) Trustee's valuer

(3) As at 30 June 2019, based on NLA

(4) Committed occupancy as at 30 June 2019 after adjusting for expired leases and inclusion of newly committed leases

(5) Based on agreed property value of €265.0 million, 1H 2019 annualised adjusted NPI of €10.6 million and committed occupancy of approximately 90%

Overview of MAC (cont'd)



Strategically located close to Frankfurt Airport and within a short distance to Frankfurt CBD

Frankfurt airport office submarket is an established market with excellent connectivity to Frankfurt city centre via a comprehensive transportation infrastructure network

Close proximity to city centre

20 mins by Car

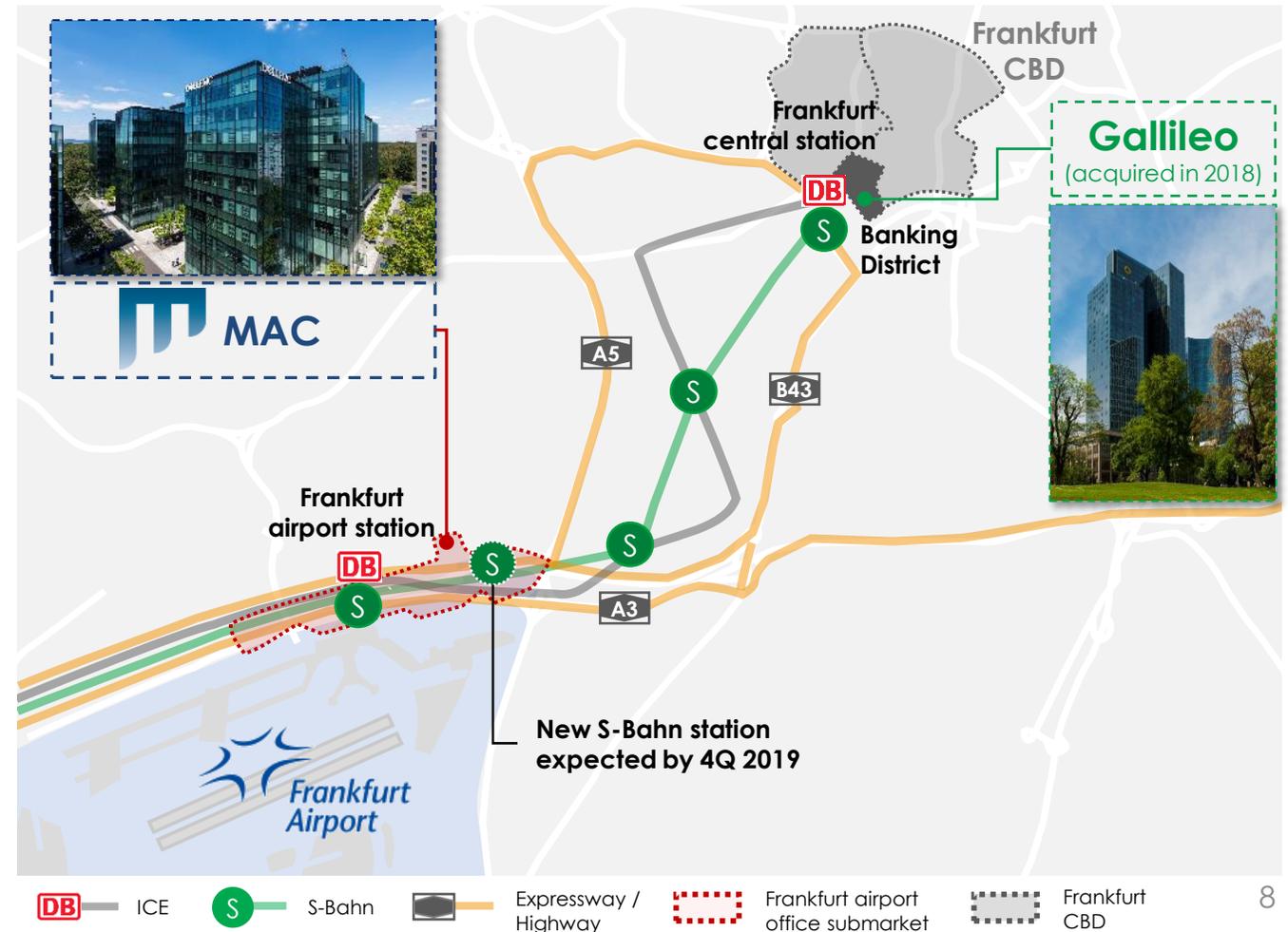
- Via A3 / A5 motorways

11 mins by Train

- Inter City Express (ICE) high speed trains offer 204 domestic and regional connections

15 mins by S-Bahn commuter railway

- 3 stops to city centre (Frankfurt central station)



Total acquisition outlay

94.9% interest in target companies which hold MAC	S\$ million
Agreed property value ⁽¹⁾	387.1
Acquisition fee (payable in CCT units)	3.8
Other adjustments ⁽²⁾	(0.9)
Total acquisition outlay	390.0

- Total acquisition outlay may be financed through debt or a combination of debt and equity
- Further information relating to the actual financial effects of the transaction, including its impact on DPU, NAV and pro forma leverage will be disclosed in the Circular to be issued to Unitholders

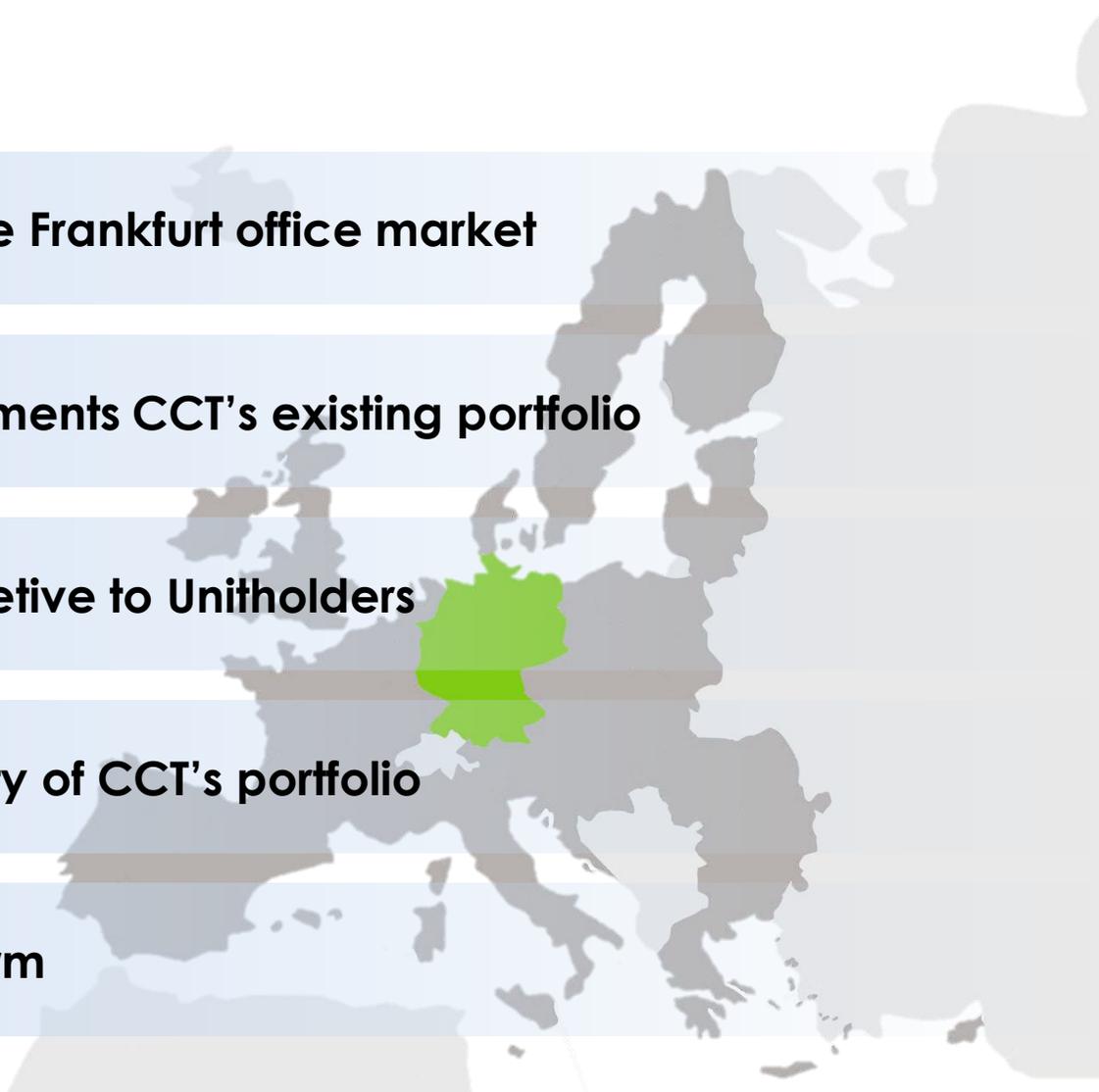
Notes:

(1) Being 94.9% of the agreed property value: €251.5 million (S\$387.1 million)

(2) Subject to adjustments to the target companies' net asset value after completion

Rationale and benefits of the Proposed Acquisition

Rationale and benefits of the Proposed Acquisition

- 
- 1** Deepens strategic presence in attractive Frankfurt office market
 - 2** High quality freehold asset that complements CCT's existing portfolio
 - 3** Transaction is expected to be DPU accretive to Unitholders
 - 4** Enhances resilience, diversity and quality of CCT's portfolio
 - 5** Leveraging Sponsor's established platform

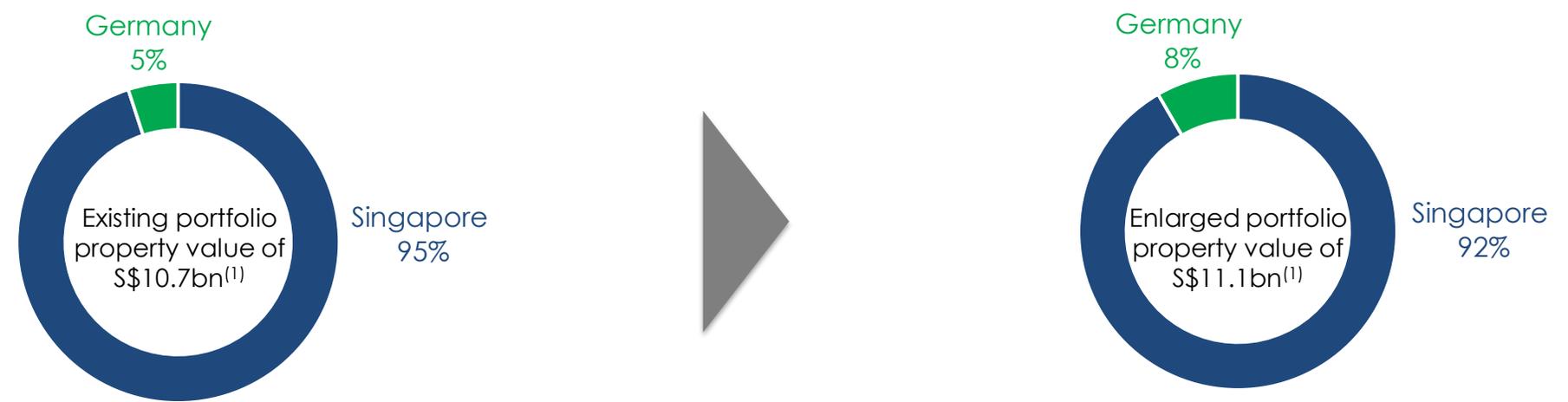
1 Deepens CCT's strategic presence in attractive Frankfurt office market

Increases geographical exposure to Germany from 5% to 8%

- ✓ Proposed transaction represents CCT's second acquisition in Frankfurt
- ✓ Frankfurt is the largest financial centre in Germany and continental Europe with an attractive office market underpinned by strong fundamentals
- ✓ Rental and capital value growth expected to continue upward trajectory

Source: Based on CBRE's valuation report dated 30 June 2019

Geographic composition of CCT's portfolio



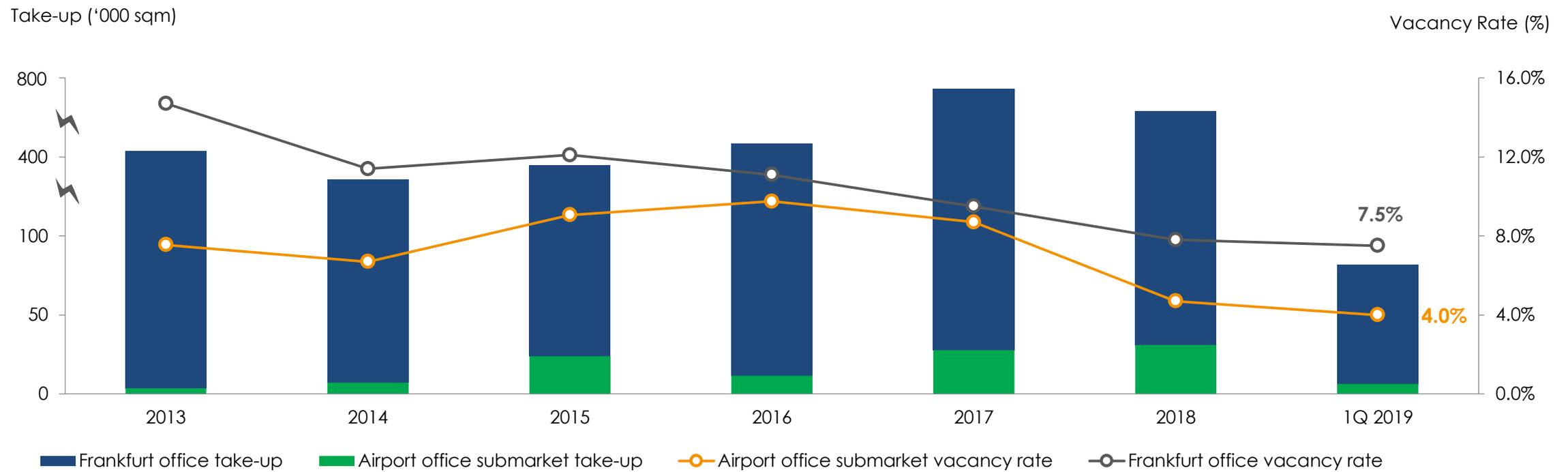
Note:
(1) As at 30 June 2019

1

Deepens CCT's strategic presence in attractive Frankfurt office market



Overall office vacancy remains tight with Frankfurt airport office submarket vacancy at 10-year low



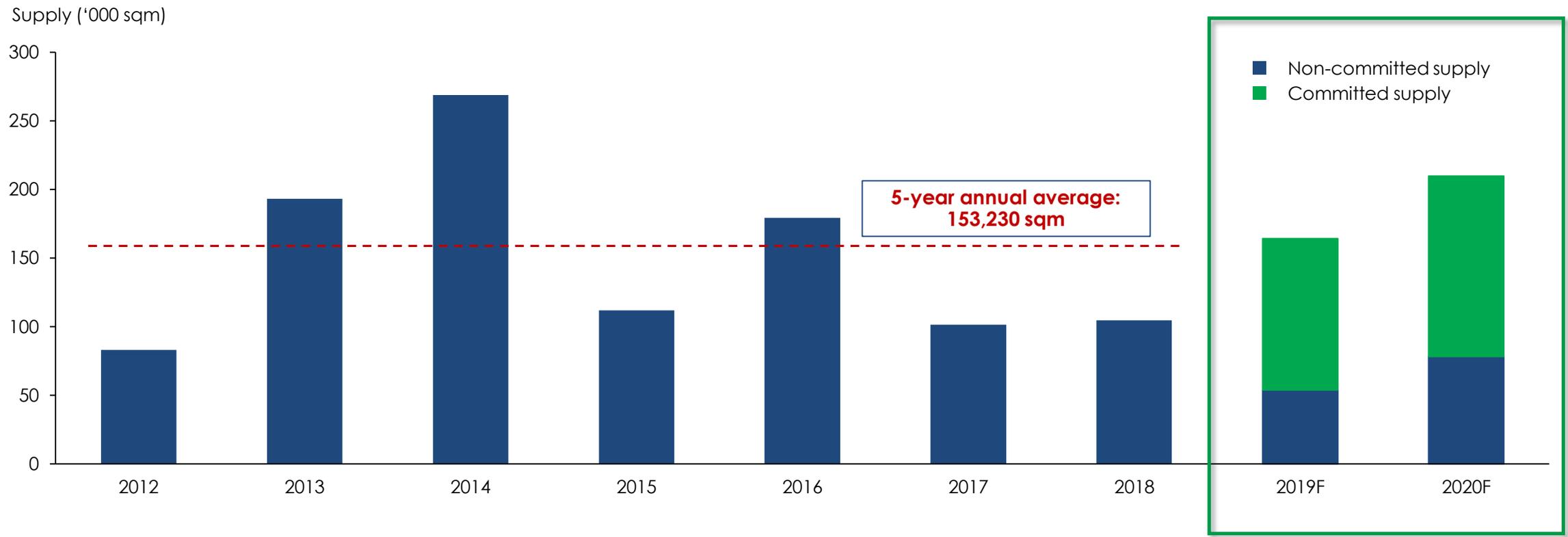
Frankfurt airport office submarket vacancy consistently lower than broader Frankfurt office market

Source: CBRE Research, 1Q 2019

1

Deepens CCT's strategic presence in attractive Frankfurt office market

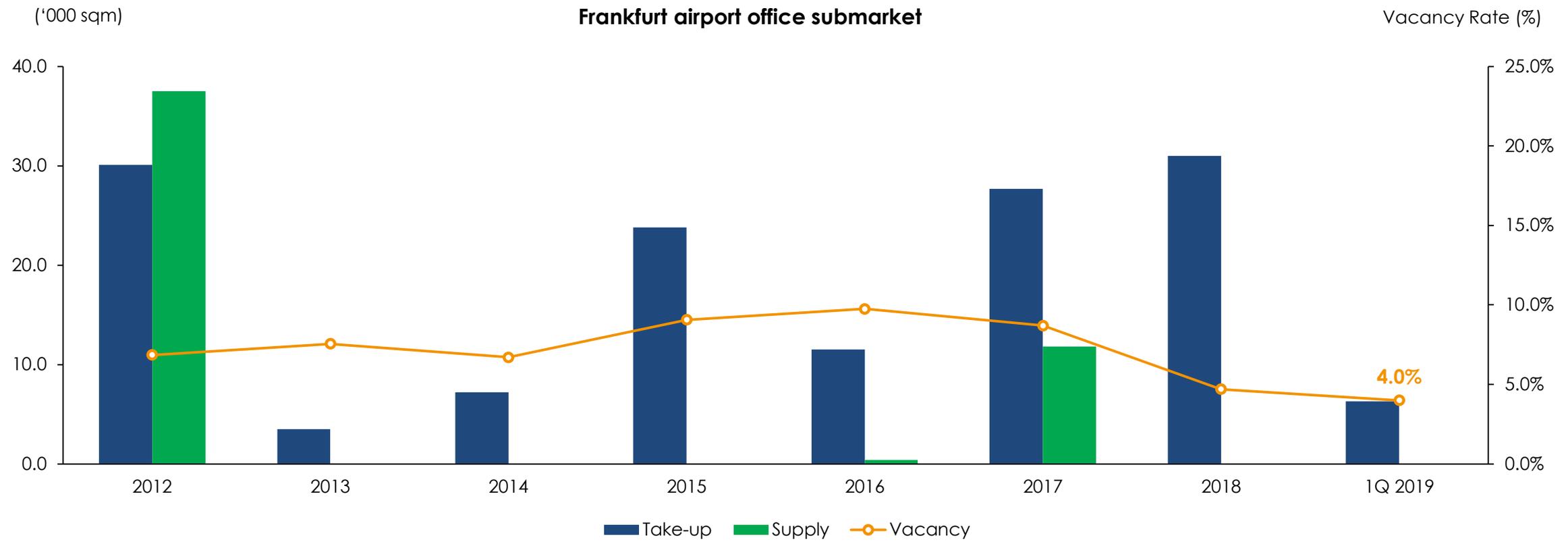
About 65% of new supply in Frankfurt office market in 2019F and 2020F has been committed



Source: CBRE Research, 1Q 2019

1 Deepens CCT's strategic presence in attractive Frankfurt office market

Growing occupier base of the Frankfurt airport office submarket has led to vacancy rates declining to a 10-year low

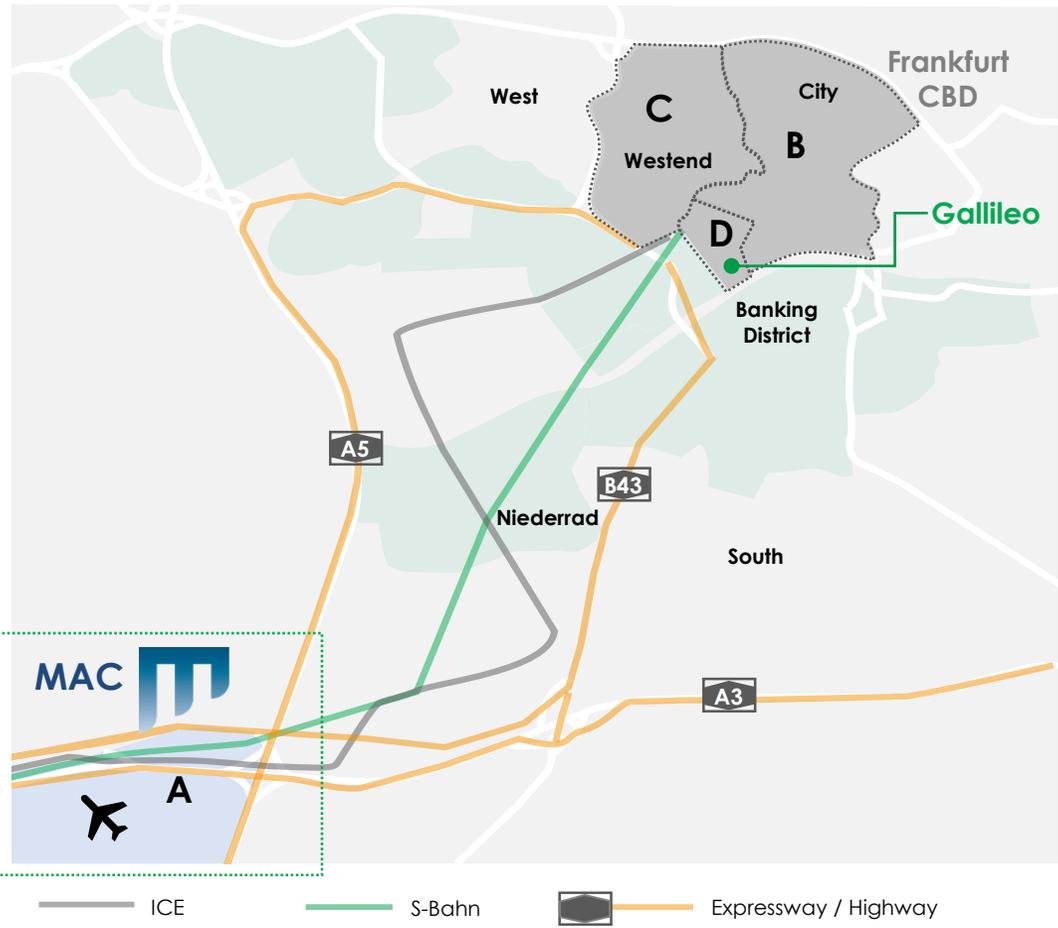


Source: CBRE Research, 1Q 2019

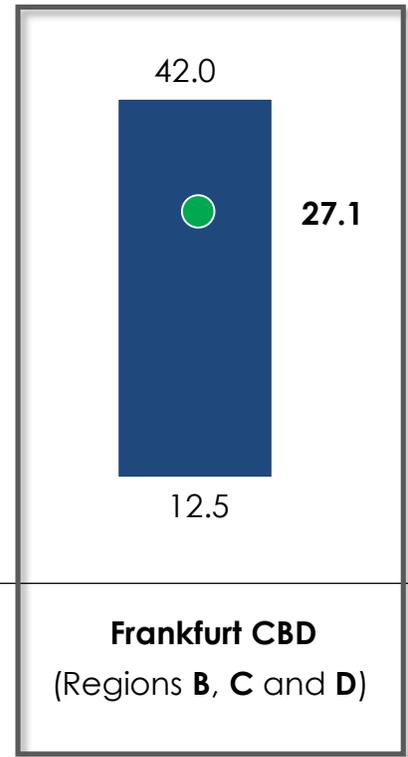
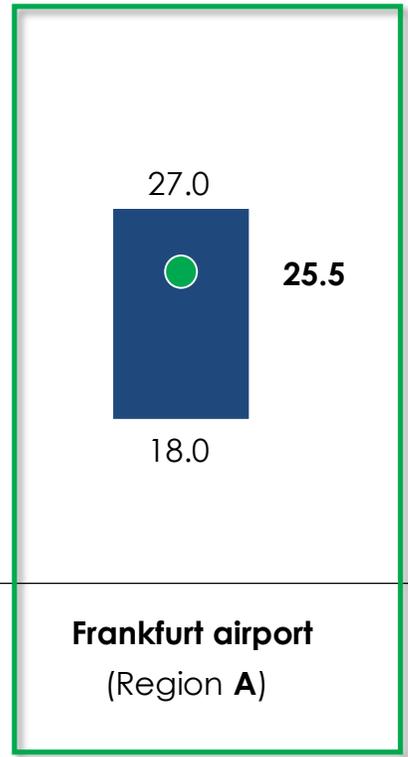
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Deepens CCT's strategic presence in attractive Frankfurt office market

Frankfurt airport office submarket rent is competitive relative to CBD districts



Rental range by submarket (€ / square metre / month)



● Weighted average

Source: CBRE Research, 1Q 2019

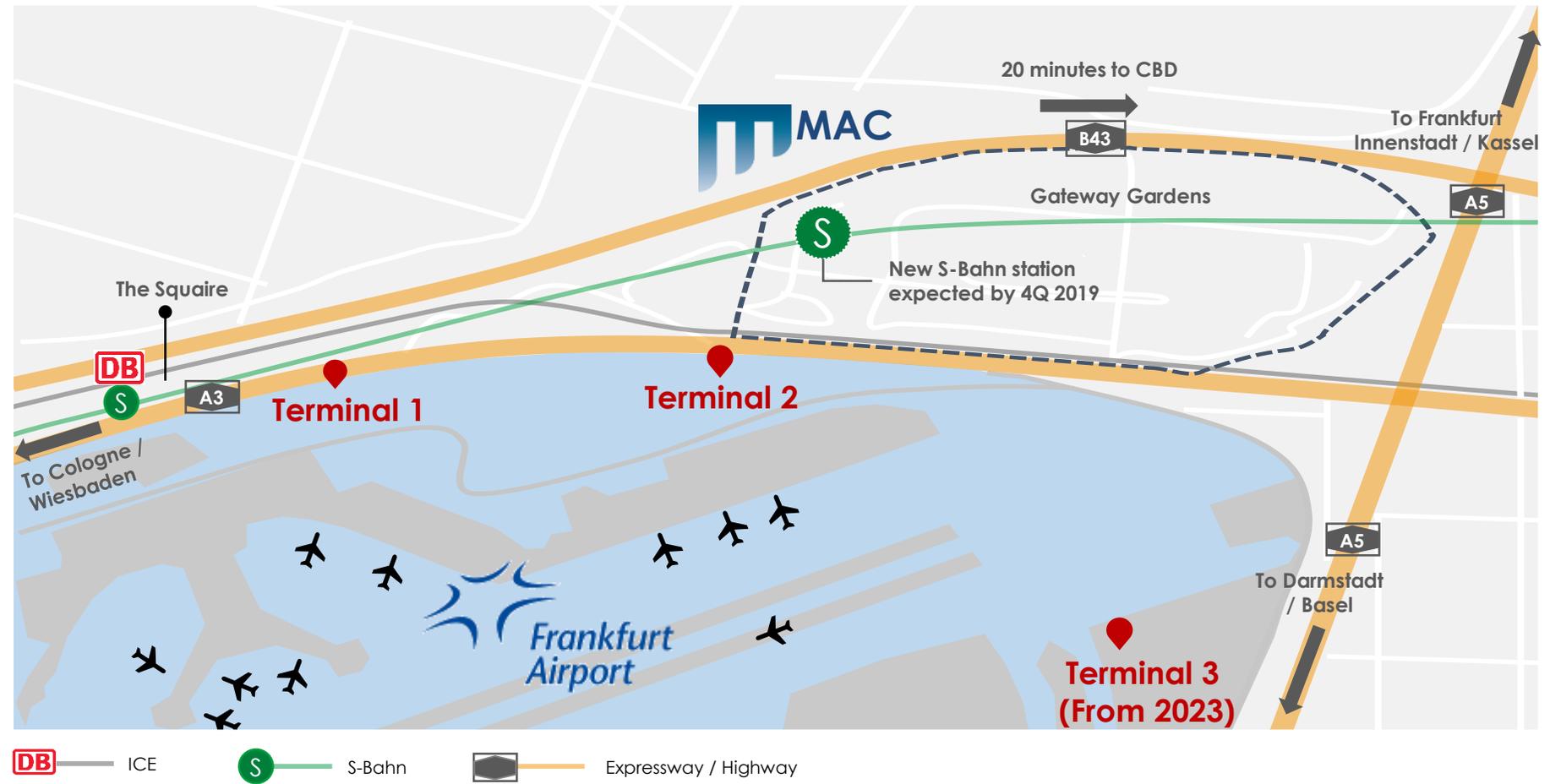
1 Deepens CCT's strategic presence in attractive Frankfurt office market

Frankfurt airport office submarket is a thriving business cluster with excellent domestic and international connectivity via air, rail and road transportation hubs

- ✓ 81,000 employees
- ✓ 450 companies

Key tenants in Frankfurt airport office submarket

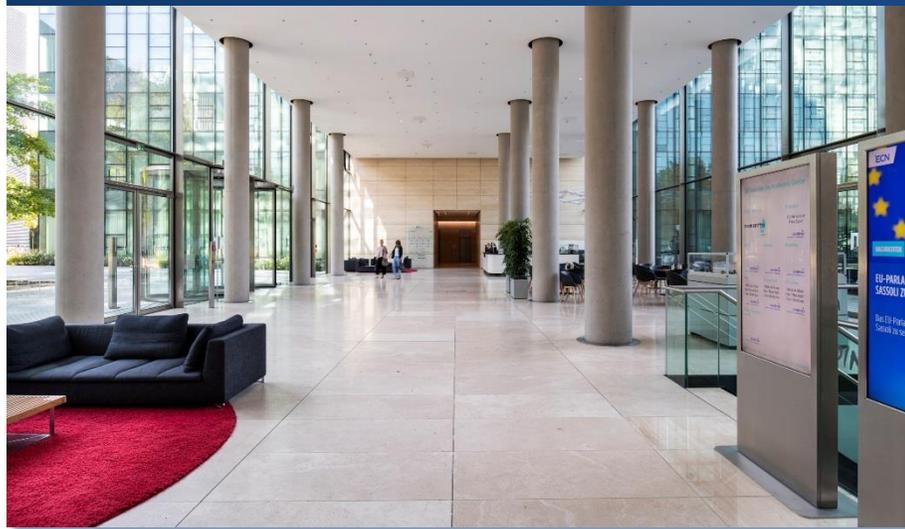
- SCHENKER**
(Headquarters)
- KPMG**
(Global office)
- SunExpress**
(Country office)
- mundi pharma**
(Major office)
- Condor**
(Headquarters)



2 High quality freehold asset that complements CCT's existing portfolio

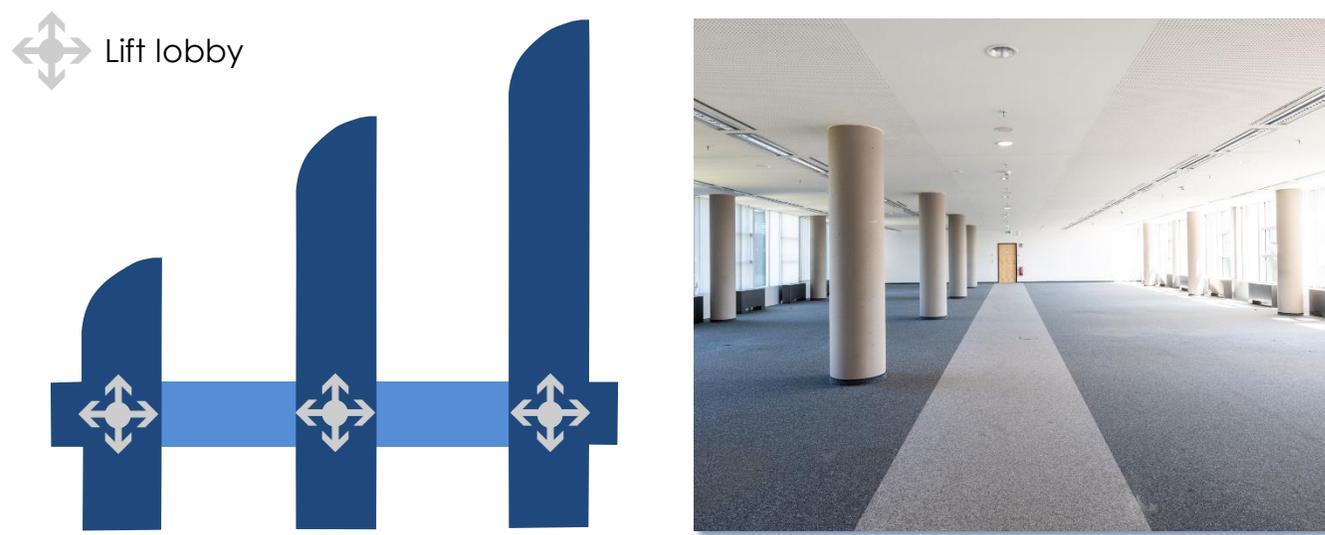
Modern office tower with high quality fit-out, conference centre, dining facilities and other amenities

Main lobby



- ✓ Double volume lobby with 4.3 metres height
- ✓ Metal and glass façade with heat and noise protective glazing

Typical office floor plan⁽¹⁾



- ✓ Flexible floor plate sizes (from ~490 to ~2,300 square metres) cater to different tenants' requirements
- ✓ 2.9 metres raised floor-to-ceiling height and well-designed floor plates which allow natural light to permeate the building
- ✓ Three separate lift lobbies offer exclusive access and privacy

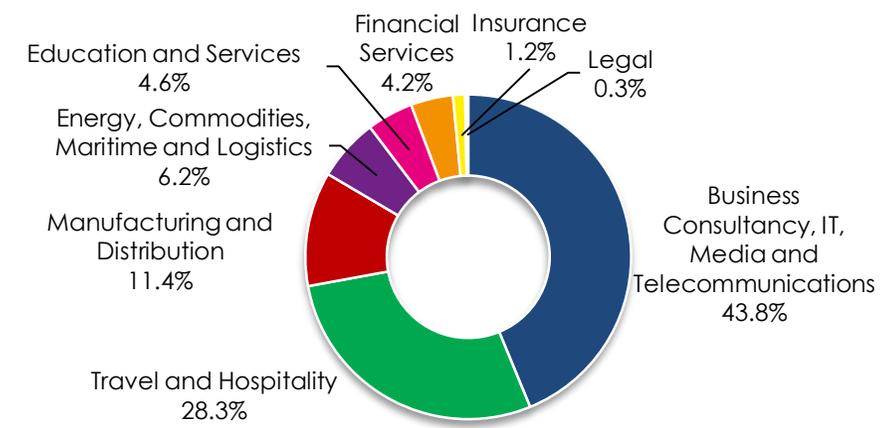
Note:
(1) Floor plan not drawn to scale

2 High quality freehold asset that complements CCT's existing portfolio

Anchored by blue-chip tenant base

Tenant	Key highlights	Contribution to monthly gross rental income ⁽¹⁾
IQVIA	✓ Country office of a Fortune 500 company providing integrated healthcare services (Business Consultancy, IT, Media and Telecommunications)	16.6%
	✓ Regional corporate headquarters (Business Consultancy, IT, Media and Telecommunications)	16.2%
Miles & More 	✓ Corporate office of Europe's leading frequent flyer and awards programme (Travel and Hospitality)	14.4%
Sub-total		47.2%

Trade mix⁽¹⁾



Other key tenants



Note:

(1) Based on committed monthly gross rental income as at 30 June 2019 after adjusting for expired leases and inclusion of newly committed leases

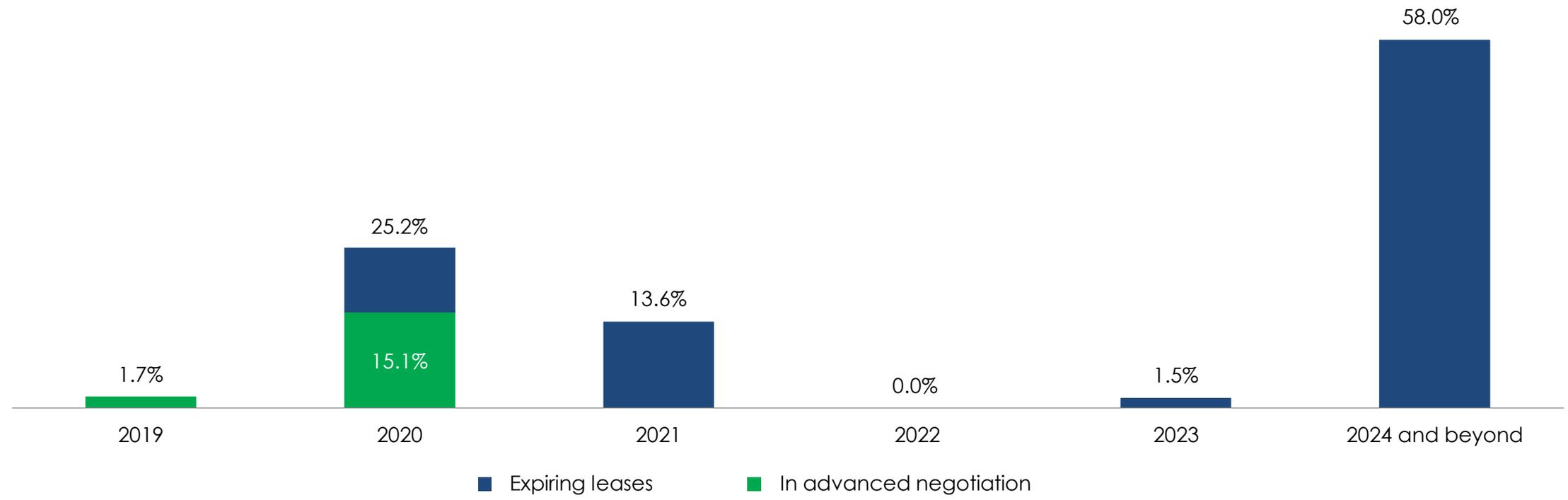
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High quality freehold asset that complements CCT's existing portfolio



Lease expiry profile⁽¹⁾ provides opportunity for active lease management; bulk of the leases are due 2024 and beyond

Weighted average lease term to expiry ("WALE") of 4.7 years⁽²⁾

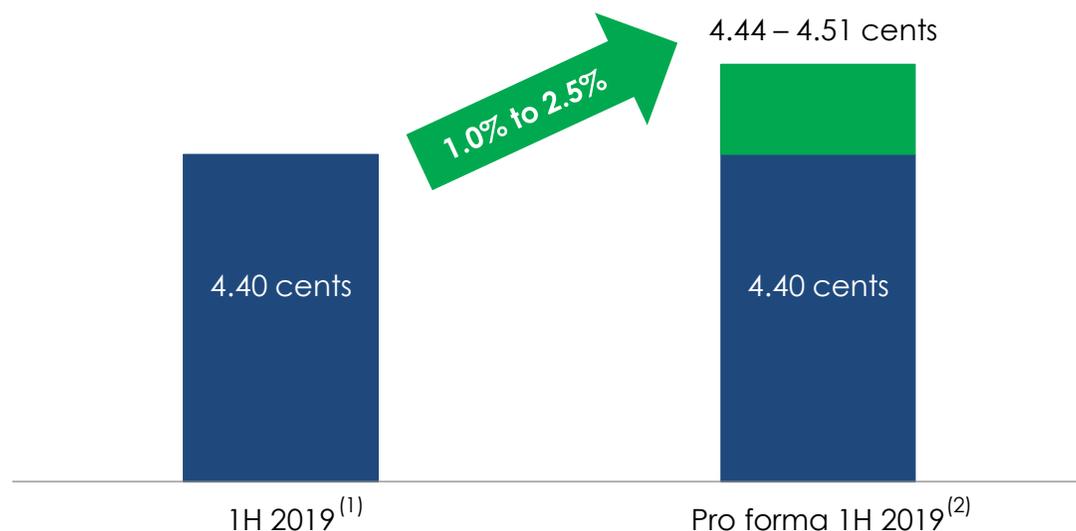


Notes:
 (1) Property lease expiry profile based on monthly gross rental income as at 30 June 2019 after adjusting for expired leases and inclusion of newly committed leases
 (2) WALE by NLA as at 30 June 2019 after adjusting for expired leases and inclusion of newly committed leases

3 Transaction is expected to be DPU accretive to Unitholders

The Proposed Acquisition is expected to be DPU accretive to Unitholders

Pro forma 1H 2019 DPU for Enlarged Portfolio



Key drivers

- ✓ Attractive NPI yield of 4.0%⁽³⁾ at committed occupancy of approximately 90%
- ✓ Potential upside from higher occupancy due to active lease management

Capital management

- ✓ Borrowings in EUR to achieve natural hedge
- ✓ Net distributions to be hedged on four quarters rolling basis

Notes:

(1) Based on CCT's financial statements as at 30 June 2019

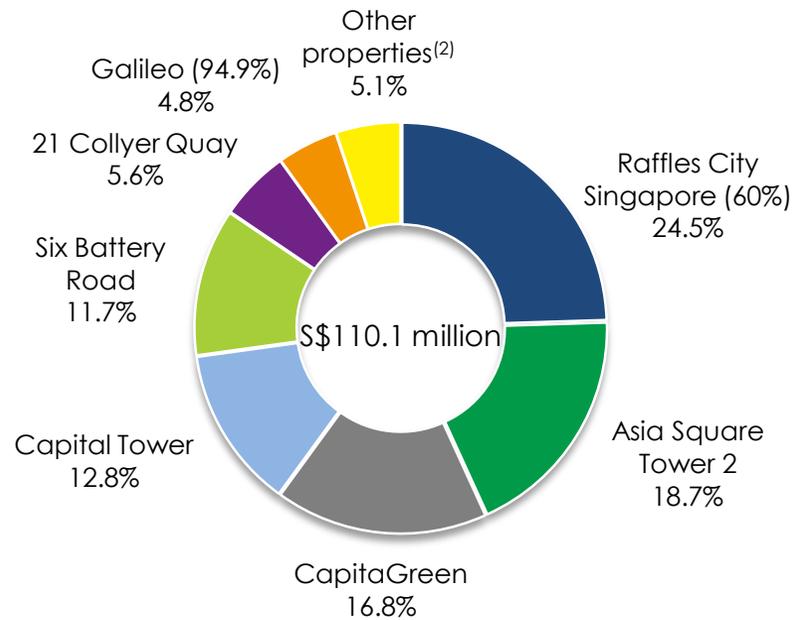
(2) Based on illustrative LTV range of 40% -100% for the acquisition and indicative interest costs of 1.1% p.a. for Euro denominated borrowings. Pro forma leverage to be 35.0% - 37.0% based on the illustrative LTV range

(3) Based on agreed property value of €265.0 million, 1H 2019 annualised adjusted NPI of €10.6 million and committed occupancy of approximately 90% as at 30 June 2019 after adjusting for expired leases and inclusion of newly committed leases

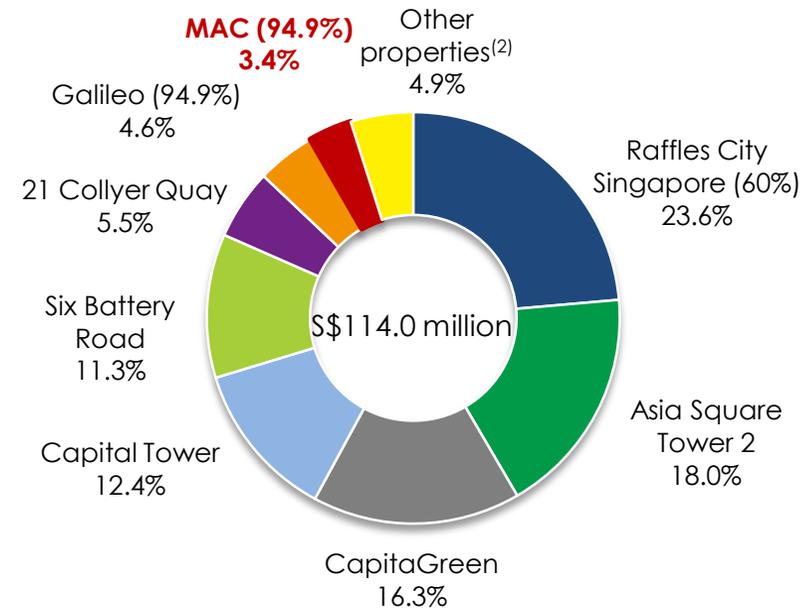
4 Enhances resilience, diversity and quality of CCT's portfolio

Improves asset diversification; NPI contribution by any single property decreases from 24.5% to 23.6%

Existing Portfolio: 2Q 2019 NPI⁽¹⁾



Enlarged Portfolio: Pro forma 2Q 2019 NPI^{(1), (3)}



Notes:

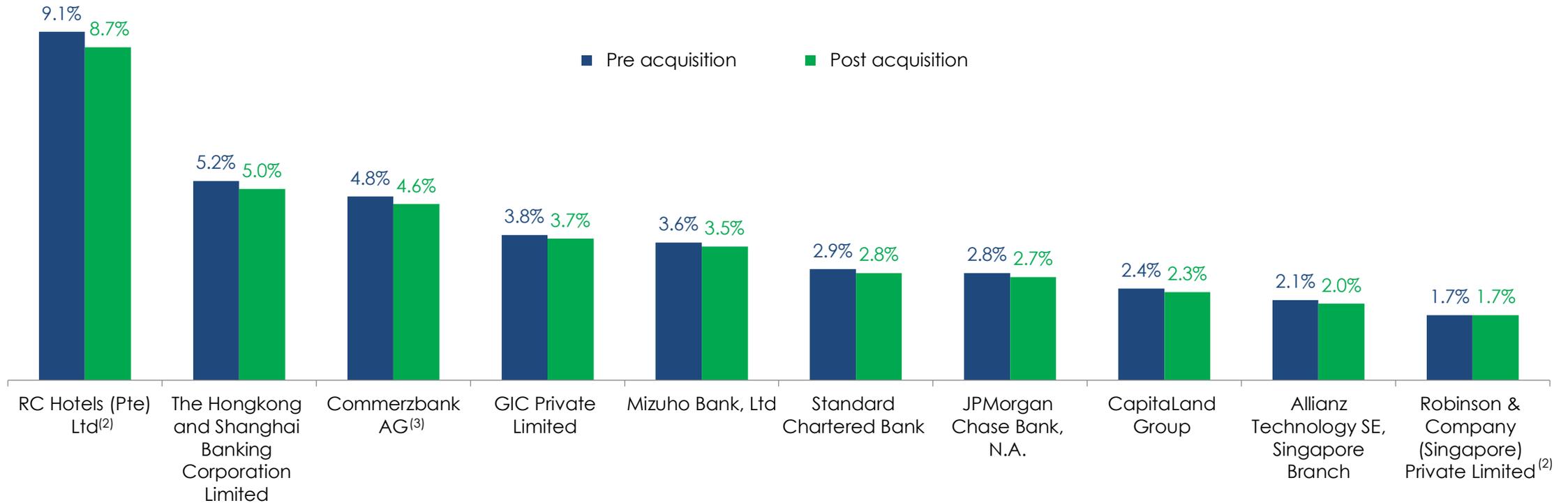
(1) Based on NPI from 1 April 2019 to 30 June 2019 including NPI from CCT's 60.0% interest in Raffles City Singapore and 50.0% interest in One George Street; and excluding retail turnover rent

(2) 50.0% interest in One George Street, and Bugis Village

(3) Pro forma NPI ~\$3.9 million contribution from MAC assuming CCT owns the property from 1 April 2019 to 30 June 2019 and after adjusting for expired leases and inclusion of newly committed leases

4 Enhances resilience, diversity and quality of CCT's portfolio

Top 10 tenants contribute 37% of monthly gross rental income⁽¹⁾ post acquisition; largest tenant contribution reduced from 9.1% to 8.7% post acquisition



Notes:

- (1) As at 30 June 2019, excluding retail turnover rent and after adjusting for expired leases and inclusion of newly committed leases
- (2) Based on CCT's 60.0% interest in Raffles City Singapore
- (3) Based on CCT's 94.9% interest in Gallileo, Frankfurt

5 Leveraging Sponsor's established platform

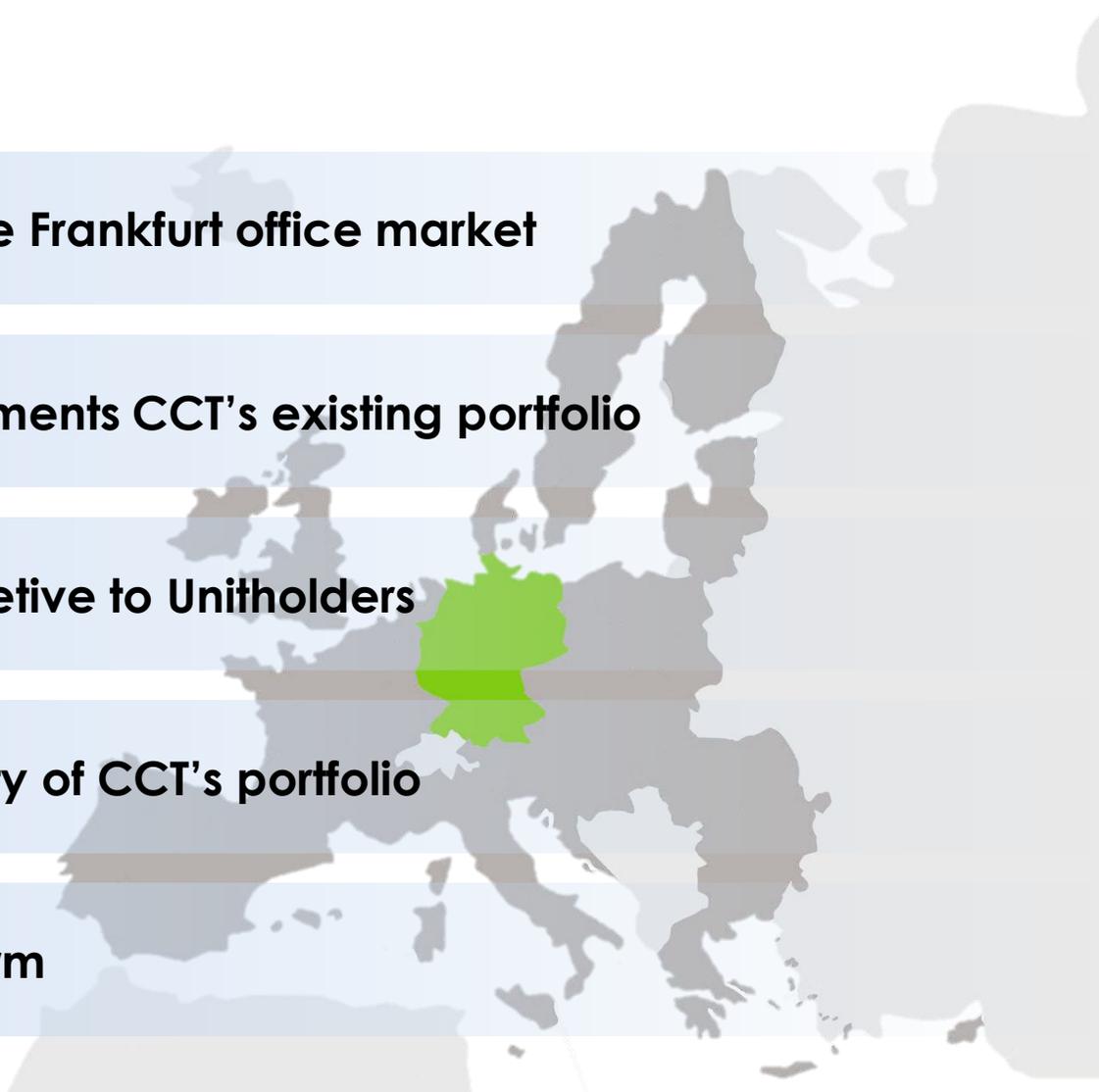
Leveraging CapitaLand's strong presence and platform in Europe which has been established since 2000



Conclusion

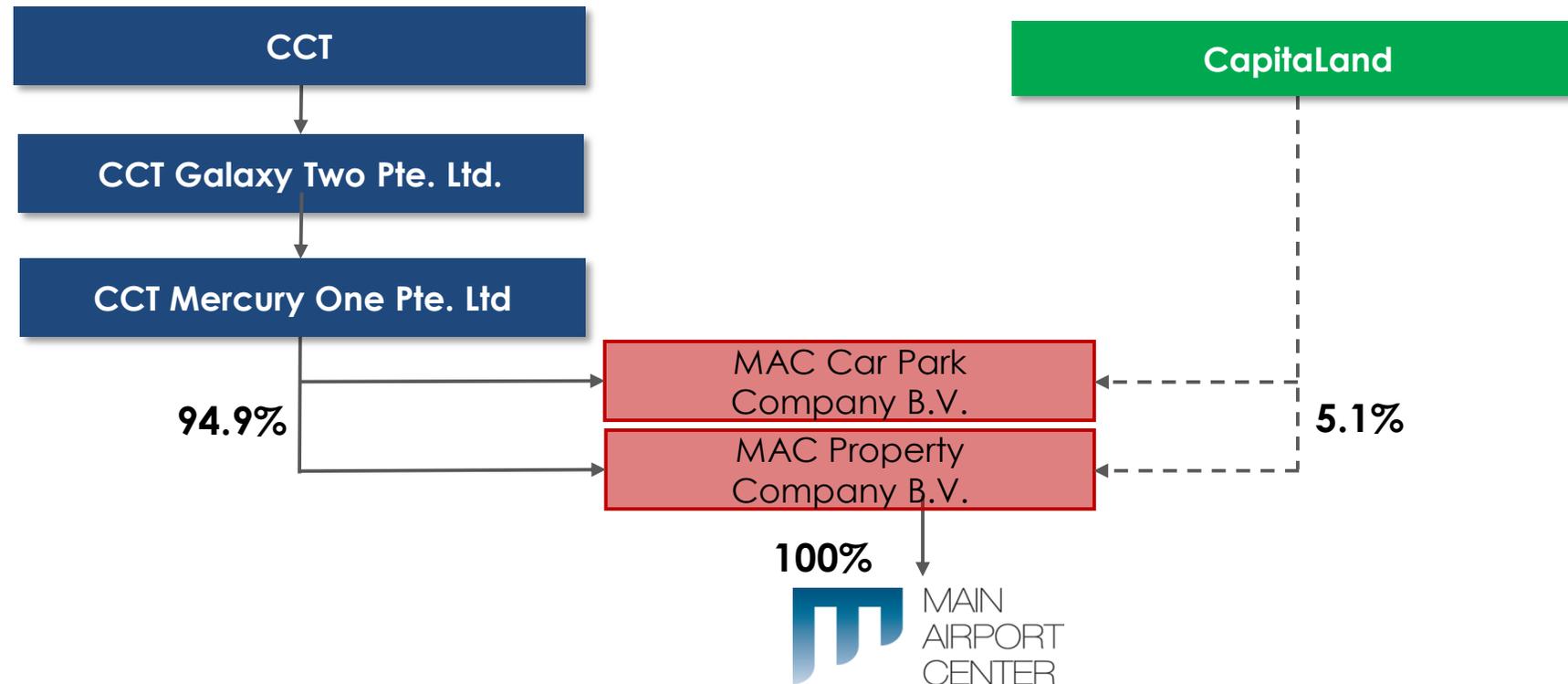


Rationale and benefits of the Proposed Acquisition

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- 1** Deepens strategic presence in attractive Frankfurt office market
 - 2** High quality freehold asset that complements CCT's existing portfolio
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Unitholders Approval to be sought for the Proposed Acquisition of 94.9% stake in Main Airport Center from Interested Persons by way of an Ordinary Resolution⁽¹⁾

CCT to acquire 94.9% stake from Vendors (CLI and Lum Chang)



Note:

(1) Proposed Acquisition will constitute an "interested person transaction" under Chapter 9 of the Listing Manual as well as an "interested party transaction" under the Property Funds Appendix, in respect of which the approval of Unitholders by way of an Ordinary Resolution is required. Ordinary Resolution means a resolution proposed and passed as such by a majority being greater than 50.0% or more of the total number of votes cast for and against such resolution at a meeting of Unitholders convened in accordance with the provisions of the Trust Deed. CapitaLand and Temasek Holdings Private Limited and their associates will abstain from voting on the resolution relating to the Proposed Acquisition given that the Property will be acquired from indirect wholly owned subsidiaries of CapitaLand.

Indicative timeline⁽¹⁾

Events	Indicative Dates
Dispatch of circular and notice of Extraordinary General Meeting (EGM)	August 2019
EGM	September 2019
Completion of the Proposed Acquisition (assuming Unitholders' approval is obtained)	By 4Q 2019

Note:

(1) Subjected to changes by the Manager without prior notice.

CCT's portfolio post acquisition

\$S8.2 billion⁽¹⁾ Market Capitalisation	10 8 properties in Singapore and two in Germany	\$S11.7 billion Deposited Property	Approx. 5.2 million sq ft⁽²⁾ NLA (100% basis)	30% Owned by CapitaLand Group	97.6% Occupancy	5.5 years WALE
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Notes:
 (1) Market Capitalisation based on closing price of \$S2.18 per unit as at 16 July 2019
 (2) Excludes CapitaSpring, currently under development and targeted for completion in 1H 2021
 (3) Portfolio post acquisition based on pro forma information as at 30 June 2019



Thank you

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