















CAPITALAND MALL TRUST

Third Quarter 2020 Financial Results 22 October 2020

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- Driving omnichannel retailing
- Going forward

Business overview





Business overview

Update



Merger of CapitaLand Mall Trust (CMT) and CapitaLand Commercial Trust (CCT) by way of a trust scheme of arrangement (Merger)

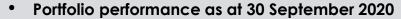
Tuesday, 29 September 2020 Merger was approved by Unitholders at the Extraordinary General

Meeting convened and held by way of electronic means

Tuesday, 20 October 2020, 5 p.m. Record date to determine entitlements to the CMT Cumulative

Distributions⁽¹⁾

Wednesday, 21 October 2020, 5 p.m. Effective Date of the trust scheme



- Almost all tenants have resumed operations, save for those restricted from trading
- Suburban malls continued to outperform downtown malls
- Portfolio shopper traffic recovered to about 60% of the level a year ago for 3Q 2020 and YTD Sep 2020
- Portfolio tenants' sales recovered to about 89% and 86% of the level a year ago for 3Q 2020 and YTD Sep 2020 respectively
- Occupancy was stable at 98.0%

Tenant support as at 30 September 2020

- A S\$183.4 million rental relief package comprising rental waivers from CMT, property tax rebates and cash grants was disbursed to qualifying tenants for YTD Sep 2020
- Waiver of turnover rent for qualifying tenants
- About 2% of tenants based on YTD Sep 2020 gross rental income⁽²⁾ have requested for rental relief in accordance with the COVID-19 (Temporary Measures) Act 2020

Asset update

- Lot One asset enhancement is expected to complete in 2H 2021

⁽¹⁾ Refers to entitlements of the CMT Unitholders to the CMT Permitted Distributions in respect of the period from 1 July 2020 up to the day immediately before the Effective Date. For the avoidance of doubt, the CMT Cumulative Distribution includes the clean-up distribution to the CMT Unitholders in respect of the period from 1 October 2020 up to the day immediately before the Effective Date (Clean-up Distribution).

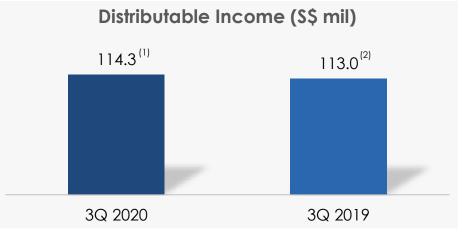
⁽²⁾ Includes base rent, service charge and A&P charge, and excludes rental rebates.

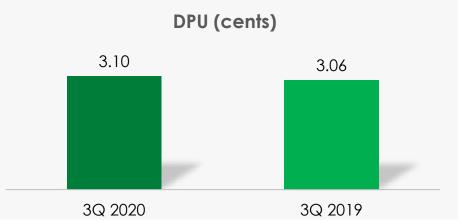


3Q 2020 distributable income up 1.2% Y-o-Y









⁽¹⁾ In 3Q 2020, CMT released \$\$36.4 million, part of the \$\$46.4 million of taxable income available for distribution retained in 1H 2020 to Unitholders. Tax-exempt income distribution of \$\$4.0 million for the period from 1 January 2020 to 30 June 2020 received from CapitaLand Retail China Trust (CRCT) was retained for general corporate and working capital purposes.

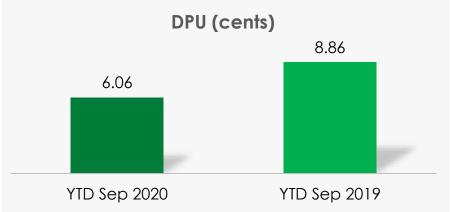
⁽²⁾ In 3Q 2019, CMT released \$\$1.5 million of its taxable income available for distribution retained in 1H 2019 to Unitholders. Capital distribution and tax-exempt income distribution of \$\$7.7 million for the period from 1 January 2019 to 13 August 2019 received from CRCT in 3Q 2019 was retained for general corporate and working capital purposes. CMT also received \$\$6.7 million of capital distribution from Infinity Office Trust (IOT) which was also retained for general corporate and working capital purposes.



YTD Sep 2020 distribution per unit at 6.06 cents

Distributable Income	Distribution Per Unit (DPU)
\$\$224.0 ⁽¹⁾ million	6.06 cents
▼ 31.5% Y-o-Y	▼ 31.6% Y-o-Y





⁽¹⁾ For YTD Sep 2020, in view of the challenging operating environment due to COVID-19 pandemic, CMT had retained \$\$10.0 million of its taxable income available for distribution to Unitholders. In addition, capital distribution of \$\$4.8 million for the period from 14 August 2019 to 31 December 2019 received from CRCT in 1Q 2020 and tax-exempt income distribution of \$\$4.0 million for the period from 1 January 2020 to 30 June 2020 received from CRCT in 3Q 2020 had been retained for general corporate and working capital purposes.

⁽²⁾ For YTD Sep 2019, CMT retained \$\$7.7 million of its taxable income available for distribution to Unitholders for distribution in FY 2019. Capital distribution and tax-exempt income distribution of \$\$13.6 million received from CRCT in YTD Sep 2019 was retained for general corporate and working capital purposes. CMT also received \$\$6.7 million of capital distribution from IOT which was also retained for general corporate and working capital purposes.

3Q 2020 financial performance





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YTD Sep 2020 financial performance





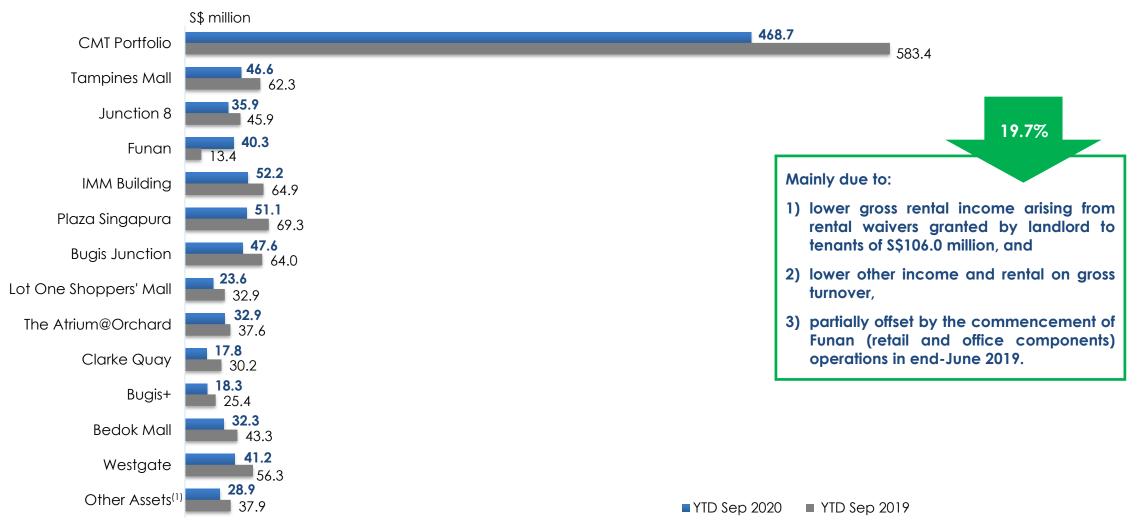
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YTD Sep 2020 gross revenue



- decreased by 19.7% versus YTD Sep 2019

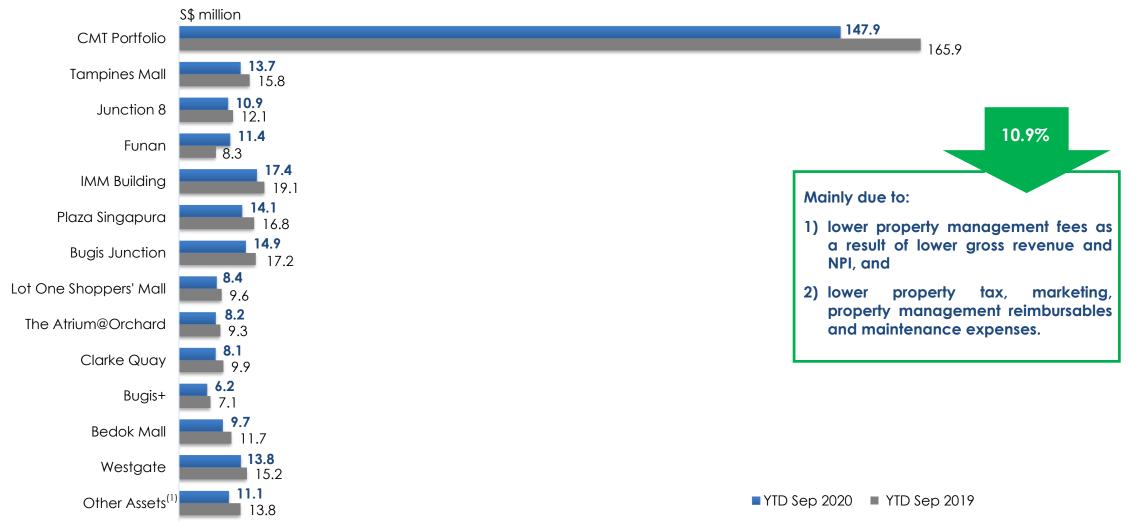


⁽¹⁾ Includes JCube and Bukit Panjang Plaza.

YTD Sep 2020 operating expenses



- decreased by 10.9% versus YTD Sep 2019

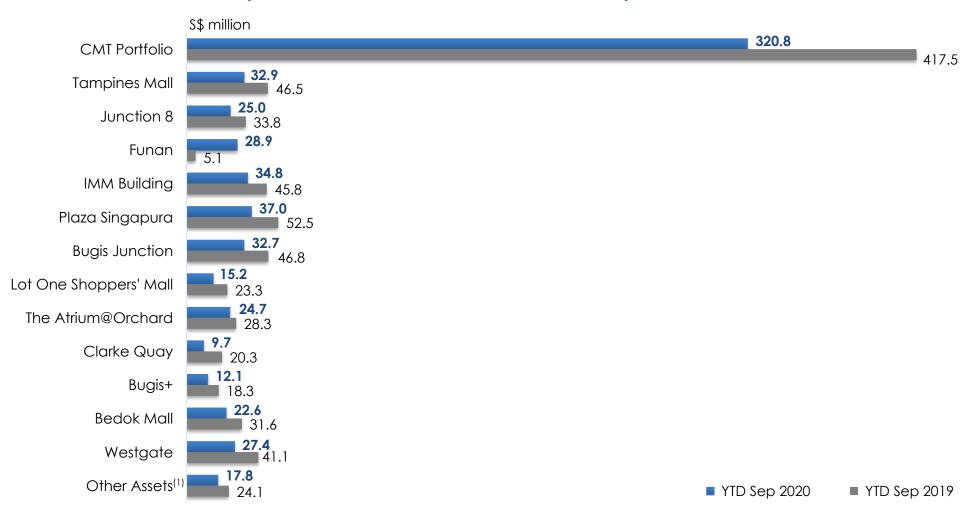


⁽¹⁾ Includes JCube and Bukit Panjang Plaza.

YTD Sep 2020 net property income



- decreased by 23.2% versus YTD Sep 2019

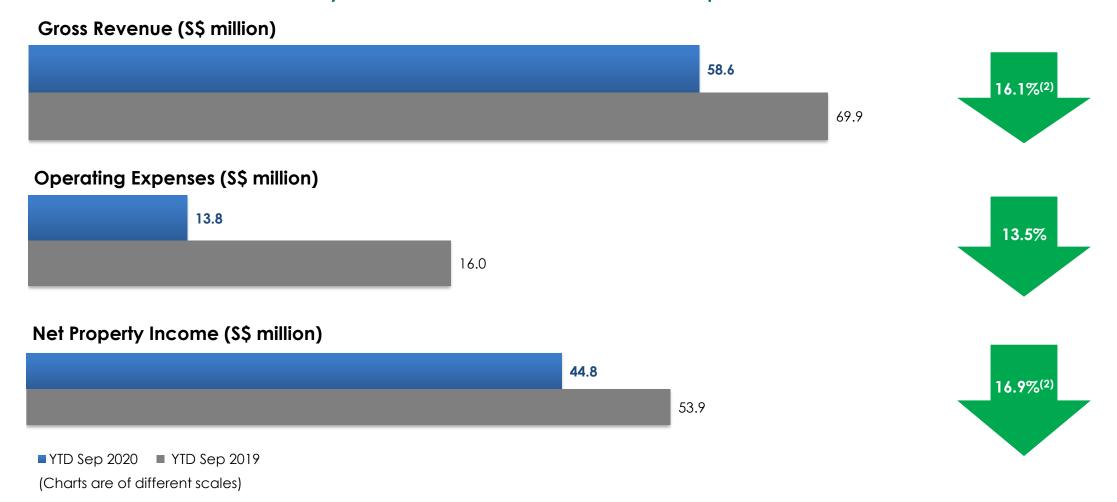


⁽¹⁾ Includes JCube and Bukit Panjang Plaza.

YTD Sep 2020 performance of joint venture⁽¹⁾



- NPI decreased by 16.9% versus YTD Sep 2019



⁽¹⁾ Relates to CMT's 40.0% interest in Raffles City Singapore.

⁽²⁾ Lower gross revenue and net property income mainly due to rental waivers granted to tenants affected by COVID-19 of \$\$6.1 million (CMT Group's 40.0% interest), decline in gross turnover revenue especially from the hotels, lower office occupancy and car park income.

Debt maturity profile⁽¹⁾ as at 30 September 2020

Bank facilities in place for refinancing of debt due in 2020 and 2021





- Unsecured Bank Loans 40.0% interest in RCS Trust
- Unsecured Bank Loans
- Notes issued under Multicurrency Medium Term Note ('MTN') Programme (Unsecured)
- Includes CMT's share of borrowings in RCS Trust (40.0%).
- \$\$1.218 billion unsecured bank loans and notes by RCS Trust. CMT's 40.0% share thereof is \$\$487.2 million.
- ¥10.0 billion 1.039% fixed rate notes ('MTN Series 10') were swapped to \$\$126.0 million at a fixed rate of 3.119% p.a. in November 2013.
- ¥5.0 billion floating rate (at 3 months JPY LIBOR + 0.48% p.a.) notes ('MTN Series 12') were swapped to \$\$62.0 million at a fixed rate of 3.148% p.a. in February 2014.
- HK\$1.15 billion 3.76% fixed rate notes ('EMTN Series 3') were swapped to \$\$190.1 million at a fixed rate of 3.45% p.a. in June
- ¥8.6 billion floating rate (at 3 months JPY LIBOR + 0.25% p.a.) notes ('MTN Series 16') were swapped to \$\$100.0 million at a fixed rate of 2.85% p.a. in February 2015.

- Notes issued under RCS Trust EMTN Programme (Unsecured) 40.0% interest in RCS Trust
- Retail Bonds due 2021 at fixed rate of 3.08% p.a. (Unsecured)
- Notes issued under Euro-Medium Term Note ('EMTN') Programme (Unsecured)
- HK\$885.0 million 3.28% fixed rate notes ('EMTN Series 5') were swapped to \$\$140.0 million at a fixed rate of 3.32% p.a. in November
- HK\$555.0 million 3.836% fixed rate notes ('MTN Series 24') were swapped to \$\$98.8 million at a fixed rate of 3.248% p.a. in November
- HK\$650.0 million 3.25% fixed rate notes ('MTN Series 14') were swapped to \$\$108.3 million at a fixed rate of 3.25% p.a. in November
- (10) HK\$560.0 million 2.71% fixed rate notes ('MTN Series 18') were swapped to \$\$99.0 million at a fixed rate of 2.928% p.a. in July 2016.
- HK\$1.104 billion 2.77% fixed rate notes ('MTN Series 15') were swapped to \$\$192.8 million at a fixed rate of 3.25% p.a. in February 2015.
- (12) US\$300.0 million 3.609% fixed rate notes ('MTN Series 26') were swapped to \$\$407.1 million at a fixed rate of 3.223% p.a. in April 2019.

Key financial indicators



	As at 30 September 2020	As at 30 June 2020
Unencumbered Assets as % of Total Assets	100.0%	100.0%
Aggregate Leverage ⁽¹⁾	34.4%	34.4%
Net Debt / EBITDA ⁽²⁾	7.6x	7.1x
Interest Coverage ⁽³⁾	4.0x	4.3x
Average Term to Maturity (years)	4.3	4.5
Average Cost of Debt ⁽⁴⁾	3.1%	3.1%
CMT's Issuer Rating ⁽⁵⁾	'A3' by Moody's 'A-' by S&P	'A2' by Moody's

⁽¹⁾ In accordance with Property Funds Appendix, CMT's proportionate share of its joint ventures' borrowings and deposited property values are included when computing aggregate leverage. Correspondingly, the ratio of total gross borrowings to total net assets is 54.8%.

⁽²⁾ Net Debt comprises Gross Debt less temporary cash intended for refinancing and capital expenditure and EBITDA refers to earnings of CMT Group, before interest, tax, depreciation and amortisation (excluding effects of any fair value changes of derivatives and investment properties, foreign exchange translation and non-operational gain/loss), on a trailing 12-month basis.

⁽³⁾ Ratio of earnings of CMT Group, before interest, tax, depreciation and amortisation (excluding effects of any fair value changes of derivatives and investment properties, foreign exchange translation and non-operational gain/loss) over interest expense and borrowing-related costs, on a trailing 12-month basis.

⁽⁴⁾ Ratio of interest expense over weighted average borrowings.

⁽⁵⁾ Moody's Investors Service downgraded CMT's issuer rating to 'A3' on 1 October 2020. S&P Global Ratings assigned 'A-' issuer rating to CMT on 30 September 2020.





As at 30 September 2020

	\$\$'000
Non-current Assets	11,158,970
Current Assets	145,069
Total Assets	11,304,039
Current Liabilities	828,535
Non-current Liabilities	3,080,121
Total Liabilities	3,908,656
Net Assets	7,395,383
Unitholders' Funds	7,395,383
Units in Issue ('000 units)	3,690,155

Net Asset Value/Unit (as at 30 September 2020)	\$\$2.00
Adjusted Net Asset Value/Unit (excluding distributable income)	S\$1.97

Distribution details



Distribution Period 1 July to 30 September 2020

Distribution Per Unit 3.10 cents

Distribution Payment Date Thursday, 19 November 2020

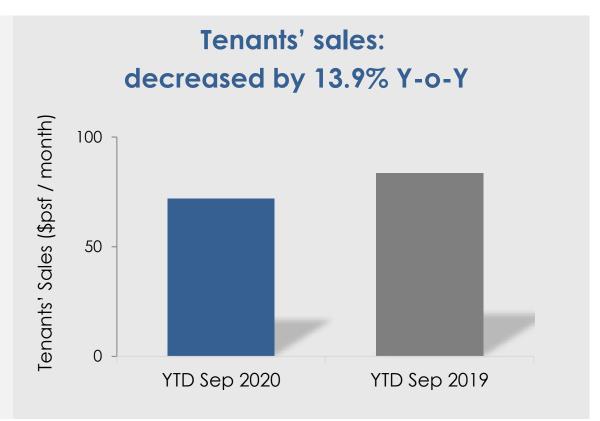


YTD Sep 2020 portfolio shopper traffic and tenants' sales performance⁽¹⁾



Tenants' sales showed signs of recovery post circuit breaker amidst slower recovery in shopper traffic



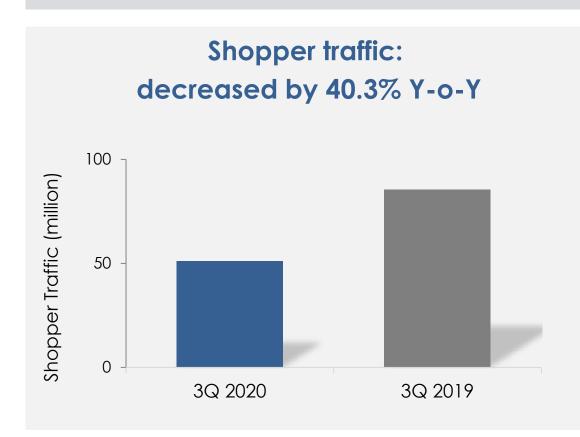


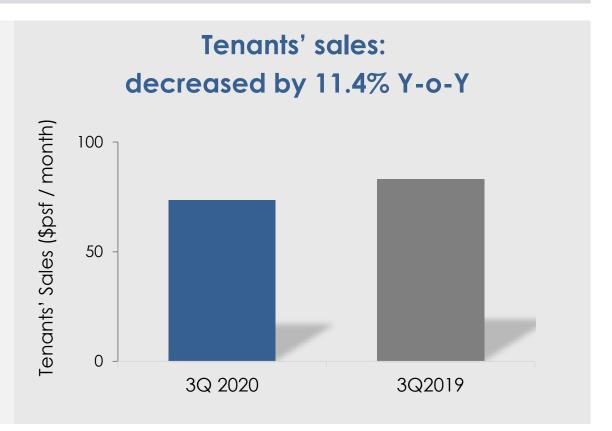
⁽¹⁾ For comparable basis, CMT portfolio excludes Funan which was closed in July 2016 for redevelopment and reopened in June 2019.

3Q 2020 portfolio shopper traffic and tenants' CapitaLand sales performance⁽¹⁾



Tenants' sales recovery gained momentum in 3Q 2020 amidst cautious consumer sentiments



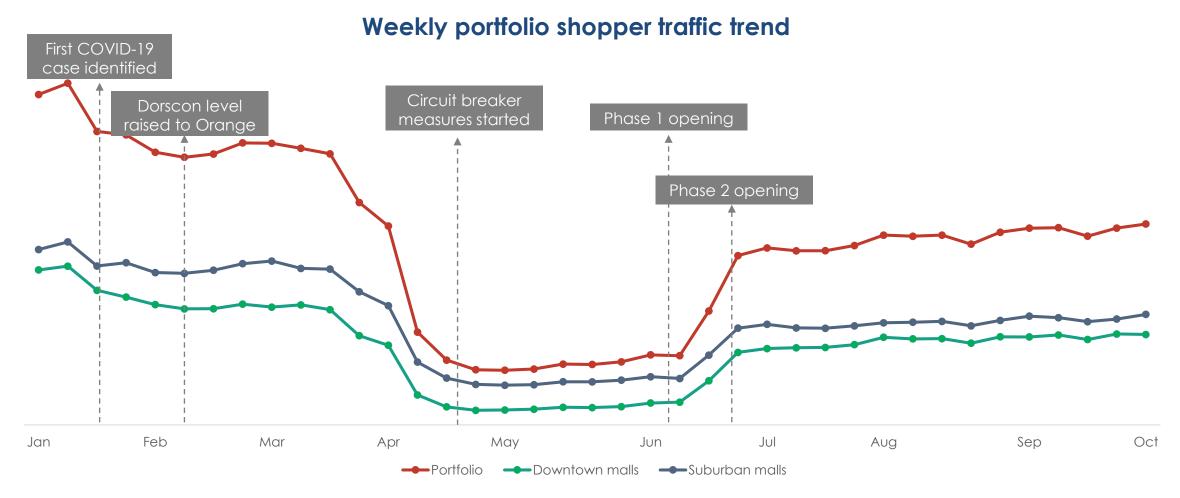


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Shopper traffic performance (Jan – Sep 2020) Cap/taland



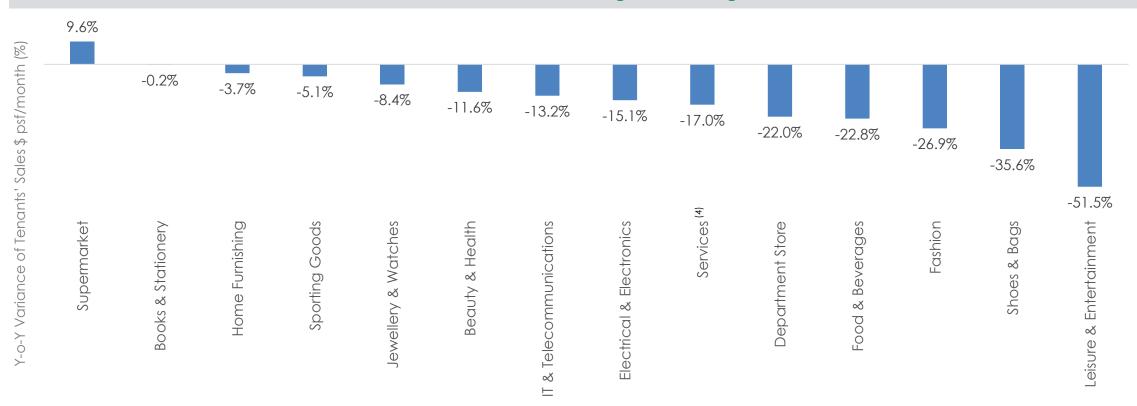
Gradual recovery to about 60% (1st week of January vs last week of September) amidst safe management measures



YTD Sep 2020 tenants' sales by trade categories Capitaland







- (1) The top five trade categories include Food & Beverage, Fashion, Beauty & Health, Department Store and Supermarket.
- (2) For comparable basis, CMT portfolio excludes Funan which was closed in July 2016 for redevelopment and reopened in June 2019.
- (3) For the period YTD September 2020. Excludes gross turnover rent.
- (4) Includes convenience stores, bridal shops, optical shops, film processing shops, florists, magazine stores, pet shops, travel agencies, cobblers/locksmiths, laundromats and clinics.

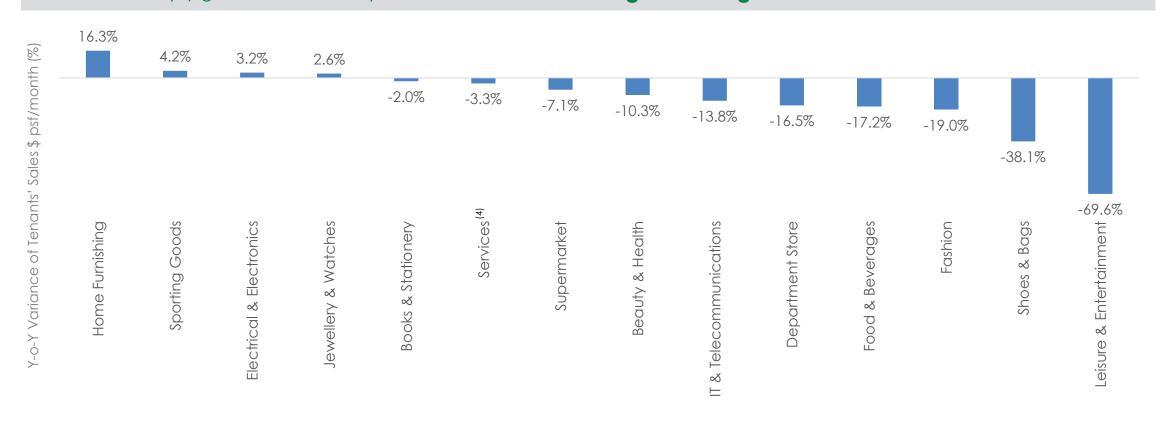
3Q 2020 tenants' sales by trade categories





(by gross rental income)

YTD tenants' sales \$ psf / month⁽²⁾ ▼ 12.7% Y-o-Y Percentage of total gross rental income⁽³⁾ > 70%



- (1) The top five trade categories include Food & Beverage, Fashion, Beauty & Health, Department Store and Supermarket.
- (2) For comparable basis, CMT portfolio excludes Funan which was closed in July 2016 for redevelopment and reopened in June 2019.
- (3) For the period July to September 2020. Excludes gross turnover rent.
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YTD Sep 2020 rental reversions



From 1 January to 30 September 2020 (Excluding Newly Created and Reconfigured Units)							
Property	No. of Renewals / New Leases	Retention Rate (%)	Net Letto	able Area	Increase in Current Rental		
			Area (sq ft)	Percentage of Mall (%)	Rates vs Preceding Rental Rates (typically committed three years ago) (%)		
Tampines Mall	29	82.8	53,536	15.0	(5.1)		
Junction 8	26	69.2	43,488	17.1	(4.1)		
Funan ⁽¹⁾	4	75.0	2,228	0.7	(4.2)		
IMM Building (1)	43	86.0	39,189	9.2	0.4		
Plaza Singapura	42	78.6	144,945	29.9	0.3		
Bugis Junction	38	89.5	53,450	13.5	(6.4)		
Raffles City Singapore (1)	32	84.4	46,517	10.9	(15.9)		
Lot One Shoppers' Mall	41	85.4	29,117	12.8	(5.7)		
The Atrium@Orchard (1)	5	100.0	3,950	2.9	(3.9)		
Clarke Quay	4	100.0	9,832	3.5	2.5		
Bugis+	11	72.7	12,788	6.0	(4.7)		
Bedok Mall	34	94.1	27,196	12.2	(3.6)		
Westgate	41	97.6	34,409	8.4	(0.7)		
Other Assets (2)	47	85.1	35,810	9.7	(6.4)		
CMT Portfolio	397	85.6	536,455	11.9	(4.4)		

⁽¹⁾ Based on retail leases only.

⁽²⁾ Includes JCube and Bukit Panjang Plaza.





Weighted Average Expiry by Gross Rental Income

2.0 Years

		Gross Rental Income per Month ⁽²⁾			
As at 30 September 2020	Number of Leases	\$\$'000	% of Total		
2020	92	1,029	1.6		
2021	1,045	18,710	29.0		
2022	1,018	21,647	33.6		
2023	634	14,187	22.0		
2024	98	5,381	8.3		
2025 and beyond	51	3,563	5.5		
Total	2,938 ⁽³⁾	64,517	100.0		

⁽¹⁾ Based on committed leases. Includes CMT's 40.0% interest in Raffles City Singapore (excluding hotel lease).

⁽²⁾ Based on the month in which the lease expires and excludes gross turnover rent.

⁽³⁾ Of which 2,526 leases are retail leases.

Portfolio lease expiry profile for 2020⁽¹⁾



		Net Lettable Area	Gross Rental Income		
As at 30 September 2020	No. of Leases	% of Property NLA ⁽²⁾	% of Property Income ⁽³⁾		
Tampines Mall	2	0.6	0.8		
Junction 8	0	0.0	0.0		
Funan ⁽⁴⁾	3	0.3	0.2		
IMM Building ⁽⁵⁾	33	7.2	4.6		
Plaza Singapura	6	0.8	1.4		
Bugis Junction	3	0.3	0.3		
Raffles City Singapore ⁽⁵⁾	10	2.9	1.9		
Lot One Shoppers' Mall	3	0.2	0.5		
The Atrium@Orchard(5)	4	2.0	3.1		
Clarke Quay	1	0.6	0.9		
Bugis+	1	0.6	0.6		
Bedok Mall	5	1.4	1.7		
Westgate	7	1.7	2.2		
Other assets ⁽⁶⁾	14	2.4	3.3		
Portfolio	92 ⁽⁷⁾	2.1	1.6		

⁽¹⁾ Based on committed leases. Includes CMT's 40.0% interest in Raffles City Singapore (excluding hotel lease).

⁽²⁾ As a percentage of net lettable area for each respective property as at 30 September 2020.

⁽³⁾ As a percentage of gross rental income for each respective property and excludes gross turnover rent.

⁽⁴⁾ Funan reopened in June 2019 after a three-year redevelopment and includes both office and retail leases.

⁽⁵⁾ Includes non-retail leases for IMM Building, Raffles City Singapore and The Atrium@Orchard.

⁽⁶⁾ Includes JCube and Bukit Panjang Plaza.

⁽⁷⁾ Of which 68 leases are retail leases.

Stable Occupancy



(%, As at)	31 Dec 2011	31 Dec 2012	31 Dec 2013	31 Dec 2014	31 Dec 2015	31 Dec 2016	31 Dec 2017	31 Dec 2018	31 Dec 2019	30 Sep 2020
Tampines Mall	100.0	100.0	100.0	99.5	100.0	99.2	100.0	100.0	100.0	100.0
Junction 8	100.0	99.6	99.4	100.0	100.0	99.9	100.0	100.0	100.0	100.0
Funan ⁽¹⁾	100.0	100.0	98.2	97.9	95.3	N.A. ⁽²⁾	N.A. ⁽²⁾	N.A. ⁽²⁾	99.0 ⁽³⁾	98.7 ⁽³⁾
IMM Building ⁽⁴⁾	100.0	98.1	99.0	96.0 ⁽⁵⁾	96.0	97.9	99.5	99.7	99.4	98.8
Plaza Singapura	100.0	91.3	100.0	100.0	99.7	100.0	100.0	99.9	100.0	98.3
Bugis Junction	100.0	100.0	100.0	100.0	99.7	99.9	99.3	99.8	100.0	99.3
Other assets ⁽⁶⁾	80.9 ⁽⁵⁾	99.8	100.0	98.1	92.6	95.3	96.4	94.8	95.6	96.8
Raffles City Singapore ⁽⁴⁾	100.0	100.0	100.0	100.0	99.6	99.7	99.9	99.4	98.9	97.1
Lot One Shoppers' Mall	99.7	99.8	100.0	100.0	99.8	99.9	100.0	99.8	99.3	99.2
The Atrium@Orchard ⁽³⁾	65.5 ⁽⁵⁾	95.3	99.5	99.9	98.2	97.6	98.6	99.1	99.6	97.5
Clarke Quay	100.0	97.9	100.0	95.9	88.2	90.7	98.8	98.3	100.0	92.3
Bugis+		99.5	100.0	100.0	99.2	100.0	100.0	100.0	100.0	99.9
Westgate			85.8	97.7	97.6	99.6	98.0	99.4	99.9	98.6
Bedok Mall					99.9	100.0	99.2	100.0	99.5	97.6
CMT Portfolio	94.8	98.2	98.5	98.8	97.6	98.5	99.2	99.2	99.3	98.0

- (1) Funan reopened in June 2019 after a three-year redevelopment.
- (2) Not applicable as Funan was closed on 1 July 2016 for redevelopment.
- (3) Includes retail and office leases.
- (4) Based on retail leases only.
- (5) Lower occupancy rates were mainly due to Asset Enhancement Initiatives (AEI).
- (6) Other assets include:
 - a) Sembawang Shopping Centre, until it was divested in 2018;
 - b) Rivervale Mall, until it was divested in 2015;
 - c) Hougang Plaza, until it was divested in 2012;
 - d) JCube, except from 2008 to 2011 when it underwent an AEI and from 2012 to 2015 when it was classified separately;
 - e) Bugis+, which was acquired in 2011 and subsequently underwent an AEI from November 2011 to July 2012. The asset was classified separately from 2012 onwards; and
 - f) Bukit Panjang Plaza, from 2018 onwards.



Partnering retailers looking to grow and expand footprint











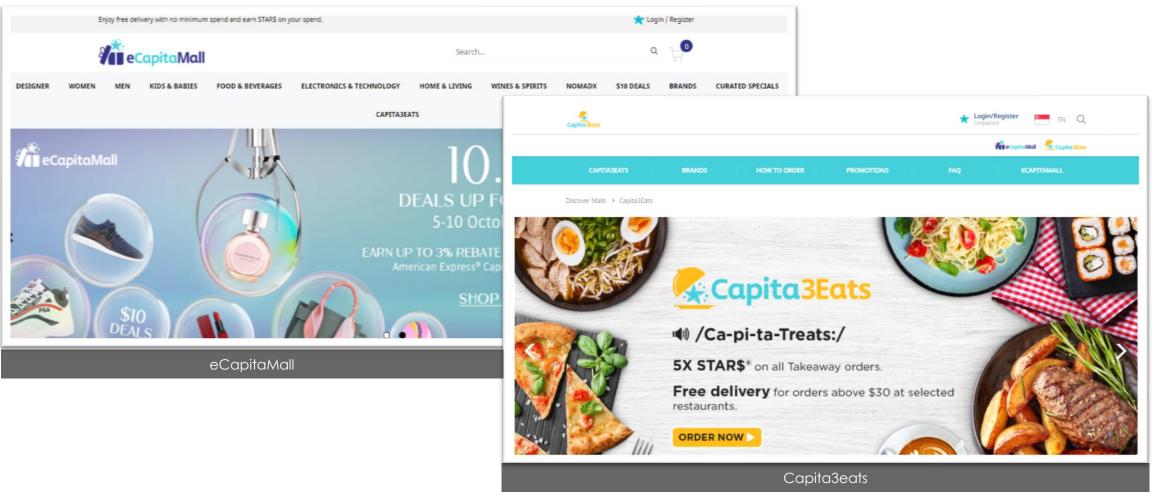




Capturing consumers and complementing tenants' sales via twin digital platforms



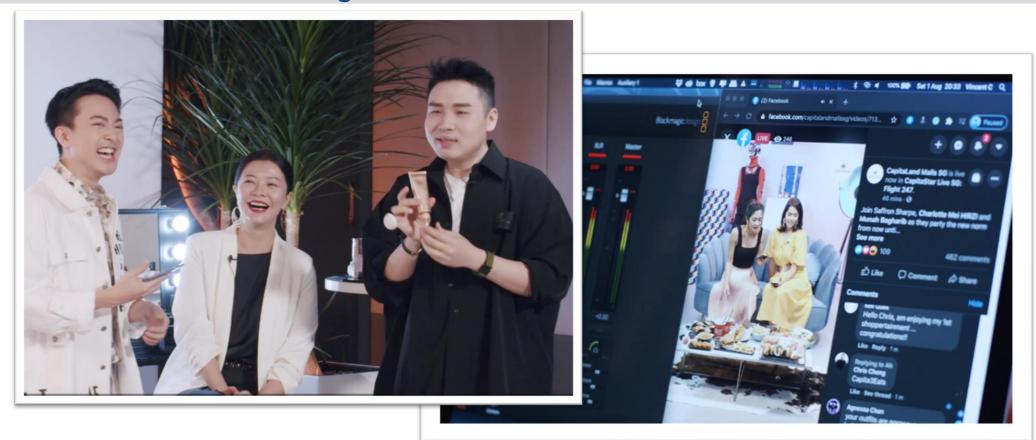
Tapping on CapitaLand's CapitaStar platform and its membership base of around 1.1 million; on track to onboard 500 tenants by end of 2020



Venturing beyond physical retail with new social retail experience



- Held first shoppertainment show "CapitaStar Live SG: Flight 24/7" with close to 90,000 views
- Showcased more than 50 brands from CapitaLand malls during the three-day six-hour livestream extravaganza





Pursue operational recovery and continue to Cap/taland stay vigilant in the next phase of reopening



Retail environment

Retail headwinds remain in FY 2020 contributed by several factors:

- Broad-based economic weakness;
- Cautious consumer sentiment evidenced by the muted retail sales in August;
- Online sales as a proportion of total retail sales was 10.9% in August; and
- Pace of tourism recovery and easing of safe management measures continue to pose operational challenges ahead.

Near-term pressure on rental reversion and occupancy as demand for retail space remains soft; impact may be mitigated by limited new retail supply⁽¹⁾ in the next five years

Easing of safe management measures by the Ministry of Health has been gradual and calibrated to ensure a safer living and working environment:

- Facilitating essential travel through business travel pilot pass;
- Enabling more employees to return to workplace safely;
- Increasing limits for worship services and marriage solemnizations and wedding receptions; and
- Gradual expansion of cinema capacities.

Transition to Phase Three of reopening of economy with potential additional support and relaxation of more safe management measures is expected to have a positive impact on the retail sector.

Stay the course



Future proof the retail ecosystem

Key focus areas as the economy transitions into Phase Three of reopening:

- Ensuring stakeholder health, safety and well-being;
- Strengthening the retail ecosystem through omnichannel retailing;
- Engaging tenants regularly and render more targeted relief support, where appropriate;
- Sustaining healthy occupancy levels through proactive lease management and extending consumer outreach by leveraging technology; and
- Maintaining financial resilience and flexibility through prudent capital management.

Complete the Merger

Indicative timetable for Merger:

Wednesday, 28 October 2020 - Payment of the Cash Consideration to the CCT Unitholders

- Crediting and issuance of the Consideration Units

- Commencement of trading of the Consideration Units; the Consideration Units, together with the existing CMT Units, will trade under SGX Code: C38U

Friday, 30 October 2020 Announcement of the amount and payment date of the Clean-up

Distribution to the CMT Unitholders in respect of the period from 1 October 2020 up to the day immediately before the Effective Date i.e. 20 October

2020

Tuesday, 3 November 2020 Delisting of CCT and renaming of CMT to CapitaLand Integrated

Commercial Trust

By Monday, 30 November 2020 Payment of the Clean-up Distribution to CMT Unitholders

















Thank you

For enquiries, please contact: Ms Lo Mun Wah, Vice President, Investor Relations Direct: (65) 6713 3667 Email: lo.munwah@capitaland.com

CapitaLand Mall Trust Management Limited (http://www.cmt.com.sg)

168 Robinson Road, #30-01 Capital Tower, Singapore 068912

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