

## MISCELLANEOUS

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\* Asterisks denote mandatory information

|                                                    |                          |
|----------------------------------------------------|--------------------------|
| <b>Name of Announcer *</b>                         | CAPITAMALLS ASIA LIMITED |
| <b>Company Registration No.</b>                    | 200413169H               |
| <b>Announcement submitted on behalf of</b>         | CAPITAMALLS ASIA LIMITED |
| <b>Announcement is submitted with respect to *</b> | CAPITAMALLS ASIA LIMITED |
| <b>Announcement is submitted by *</b>              | Tan Lee Nah              |
| <b>Designation *</b>                               | Company Secretary        |
| <b>Date &amp; Time of Broadcast</b>                | 20-Jun-2013 17:57:02     |
| <b>Announcement No.</b>                            | 00081                    |

## &gt;&gt; ANNOUNCEMENT DETAILS

The details of the announcement start here ...

|                             |                                                                                                                                                                                                                                                      |
|-----------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Announcement Title *</b> | CapitaMall Trust - "Presentation Slides for SGX Sector Connect Seminar - 20 June 2013"                                                                                                                                                               |
| <b>Description</b>          | CapitaMalls Asia Limited's subsidiary, CapitaMall Trust Management Limited, the manager of CapitaMall Trust, has today issued an announcement on the above matter, as attached for information.                                                      |
| <b>Attachments</b>          |  CMTSGXSectorConnectSeminar.pdf<br>Total size = <b>2326K</b><br>(2048K size limit recommended)<br><b>Total attachment size has exceeded the recommended value</b> |

# CAPITAMALL TRUST

*Singapore's First & Largest REIT*



**SGX Sector Connect Seminar**  
**20 June 2013**



# Disclaimer

This presentation may contain forward-looking statements that involve assumptions, risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from other developments or companies, shifts in expected levels of occupancy rate, property rental income, charge out collections, changes in operating expenses (including employee wages, benefits and training costs), governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of management on future events.

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The past performance of CapitaMall Trust (“CMT”) is not indicative of the future performance of CMT. Similarly, the past performance of the Manager is not indicative of the future performance of the Manager.

The value of units in CMT (“Units”) and the income derived from them may fall as well as rise. Units are not obligations of, deposits in, or guaranteed by, the Manager or any of its affiliates. An investment in Units is subject to investment risks, including the possible loss of the principal amount invested.

Investors have no right to request that the Manager redeem or purchase their Units while the Units are listed. It is intended that holders of Units (“Unitholders”) may only deal in their Units through trading on Singapore Exchange Securities Trading Limited (the “SGX-ST”). Listing of the Units on the SGX-ST does not guarantee a liquid market for the Units.

This presentation is for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for Units.



# Contents

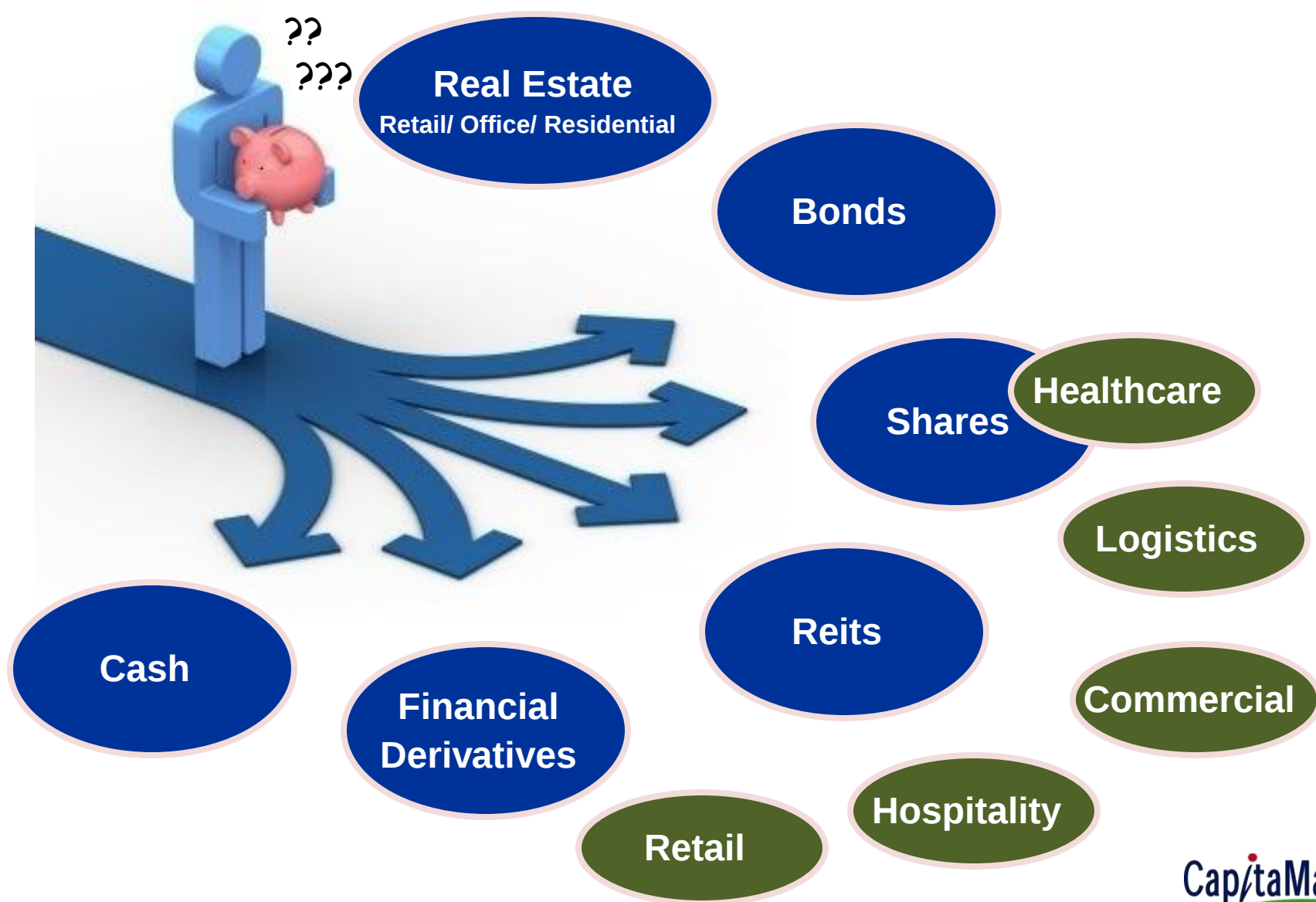
**Introduction to CapitaMall Trust (CMT)**

**Key Attributes**

**Looking Forward**



# Investment Options





Capita Mall



THE DARK KNIGHT RISES.

Bugis+

Introduction to CMT



# CMT's Established Track Record

## Total Assets

As at 31 December

2012: **S\$9.9 billion**

2003: **S\$1.4 billion**

## Gross Revenue

For financial year

2012: **S\$661.6 million**

2003: **S\$117.0 million**

## Net Property Income

For financial year

2012: **S\$445.3 million**

2003: **S\$78.4 million**

## Distributable Income

For financial year

2012: **S\$316.9 million**

2003: **S\$64.9 million**

## Distribution Per Unit

For financial year

2012: **9.46¢**

2003: **8.03¢**

## Market Capitalisation

As at 31 December

2012: **S\$7.4 billion**

2003: **S\$1.3 billion**

# Key Attributes

**Stability**



**Sustainability**

**Safety**



# CMT Offers Safety, Stability and Sustainability





The Atrium@Orchard

Safety



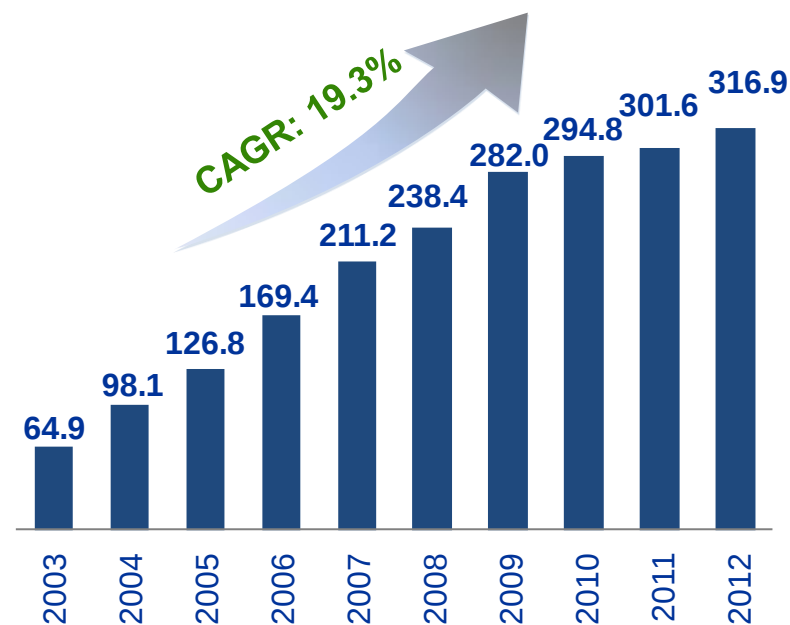
# CMT's Healthy Total Return Since Listing

As at 31 December 2012

Total Return: **218.5%**<sup>(1)</sup> (Since Inception of CMT in Jul 2002)



Source: Bloomberg



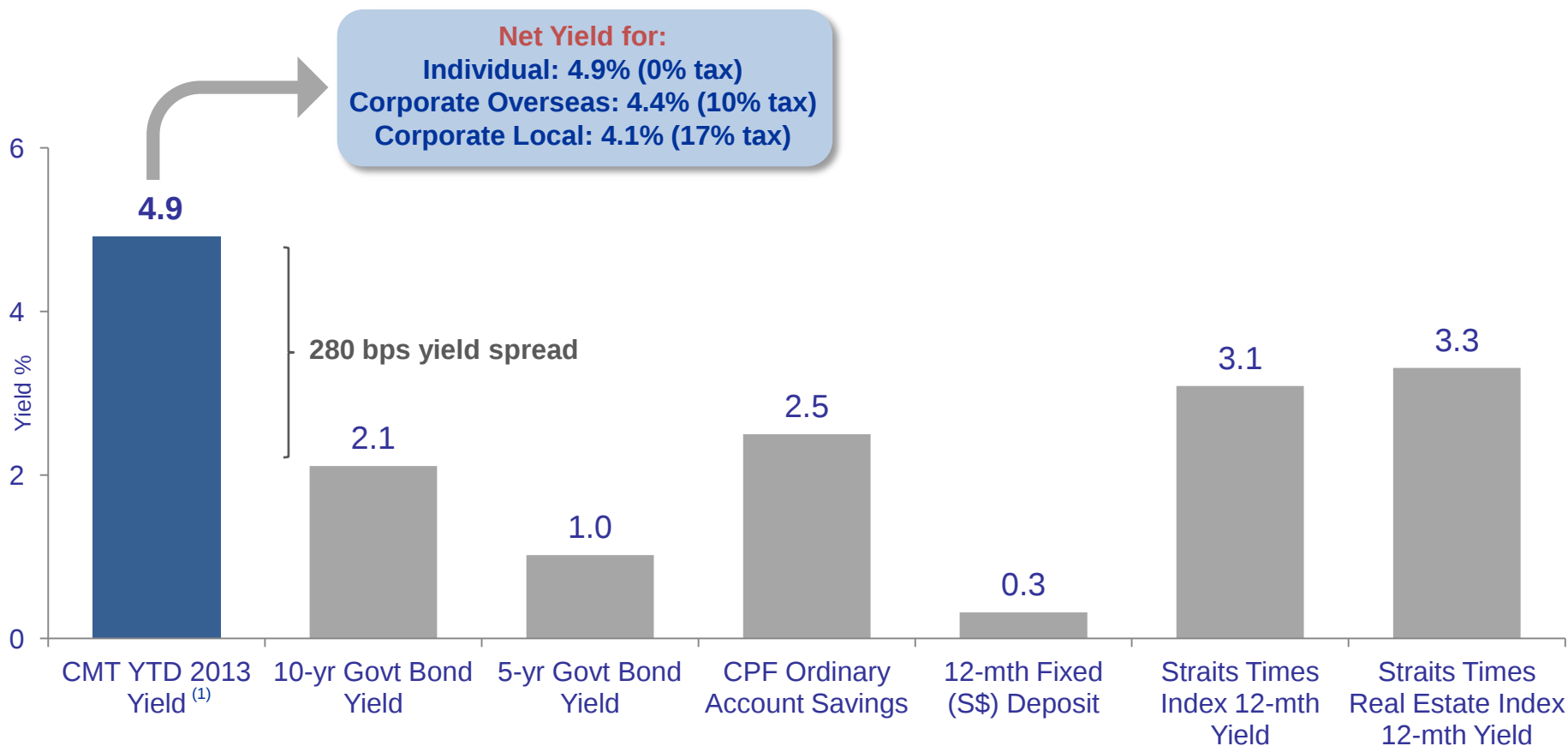
Distributable Income (S\$ million)

(1) Sum of distribution yield and capital appreciation, taking into account the effects of the underwritten renounceable rights issue in 2009.



# Attractive Yield versus Other Investments

As at 19 June 2013



Sources: Bloomberg, CapitaMall Trust Management Limited ("CMTML"), CPF Board, Monetary Authority of Singapore

(1) Based on the annualised DPU of 9.98 cents for the period of 1 January 2013 to 31 March 2013 and the unit closing price of S\$2.03 on 19 June 2013.



JUNCTION 8

Junction 8

Stability



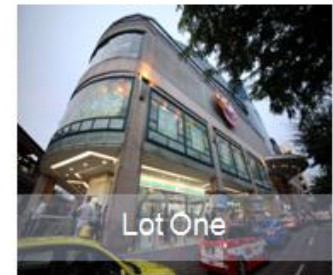
- 1 15 quality retail properties**
  - \* Strategically located across Singapore
  - \* Mainly catered towards necessity shopping

- 2 Stable cash flows**
  - \* Underpinned by long-term leases (typically 3-year leases)
  - \* High portfolio occupancy maintained for past decade
  - \* Well diversified trade mix

- 3 Solid credit profile**
  - \* 'A2' issuer rating by Moody's – *Highest among S-REITs*
  - \* Cost of debt predominantly fixed and minimal foreign exchange exposure
  - \* Gearing of 35.2%

# 1 Market Leadership in Singapore Retail

- **15** properties
- **S\$9.6** billion asset size
- **5.2** million sq ft NLA
- **2,700** leases estimated
- **20** million mall visitors each month
- **10**-year track record



(1) Above information as at 31 March 2013.



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# Strategically Located Portfolio

Close to MRT Stations/Bus Interchanges and Population Catchments

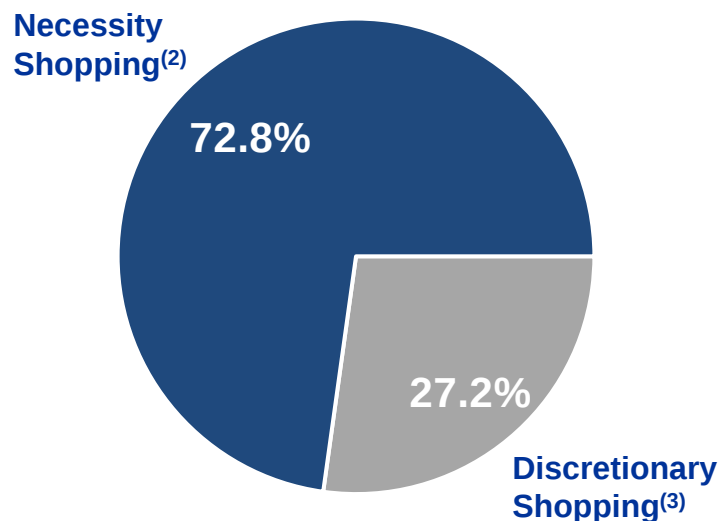




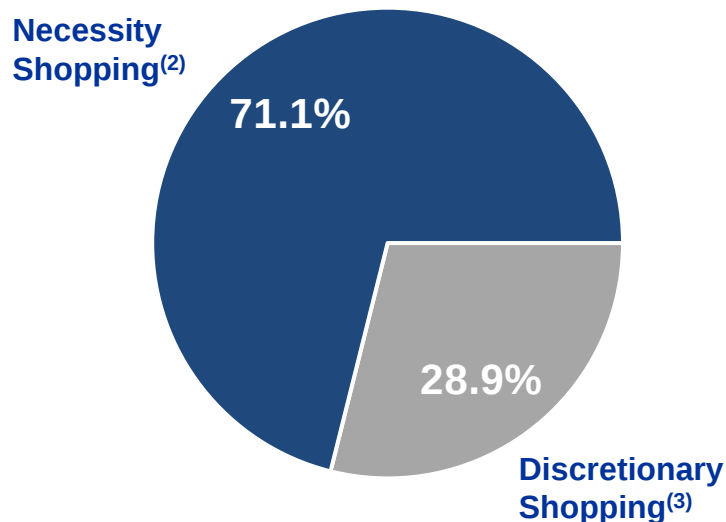
# 1 Defensive Portfolio

More than 70.0% of Malls in Portfolio Cater to Necessity Shopping

Portfolio<sup>(1)</sup> By Gross Revenue  
for Year 2012



Portfolio<sup>(1)</sup> By Asset Valuation  
as at 31 December 2012

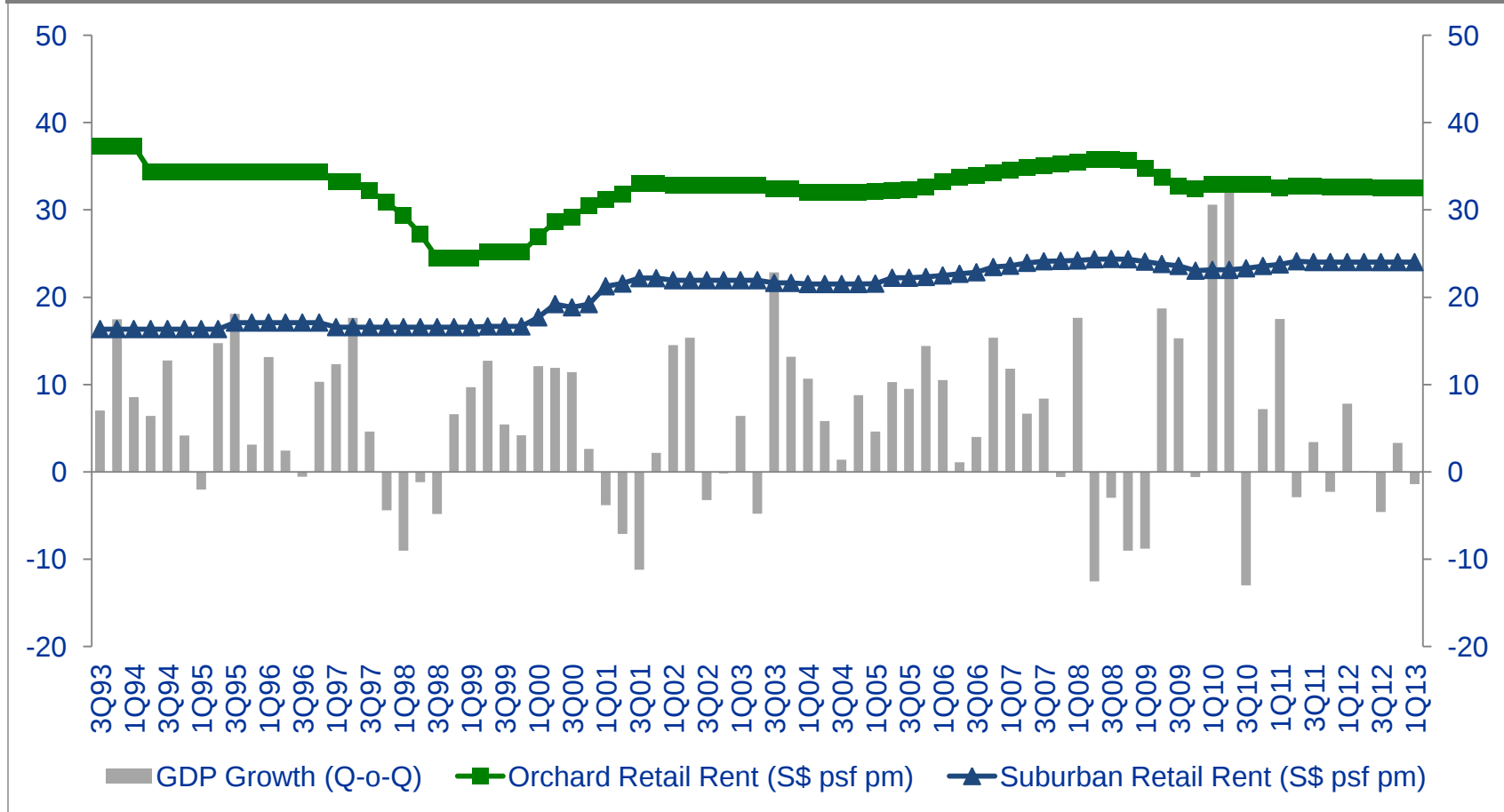


- (1) Excludes The Atrium@Orchard which used to comprise primarily office space until the completion of its asset enhancement in October 2012.
- (2) Includes Tampines Mall, Junction 8, IMM Building, Plaza Singapura, Bugis Junction, Sembawang Shopping Centre, Lot One Shoppers' Mall, Bukit Panjang Plaza, Rivervale Mall and JCube.
- (3) Includes Funan DigitalLife Mall, Clarke Quay, Bugis+ and 40.0% interest in Raffles City Singapore.

# Fairly Resilient Retail Rentals

Suburban Retail Rentals Are Especially Resilient to Economic Downturns

Singapore Retail Rentals and Quarterly GDP Growth



Source: Jones Lang LaSalle and DTZ Research



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## Key Financial Indicators

|                                                         | As at<br>31 March 2013 | As at<br>31 December 2012 |
|---------------------------------------------------------|------------------------|---------------------------|
| Unencumbered Assets as % of Total Assets <sup>(1)</sup> | 76.7%                  | 77.5%                     |
| Gearing Ratio <sup>(2,3)</sup>                          | 35.2%                  | 36.7%                     |
| Net Debt / EBITDA <sup>(4)</sup>                        | 6.1 x                  | 6.9 x                     |
| Interest Coverage <sup>(5)</sup>                        | 4.3 x                  | 3.2 x                     |
| Average Term to Maturity (years)                        | 4.0                    | 3.9                       |
| Average Cost of Debt <sup>(6)</sup>                     | 3.3%                   | 3.3%                      |
| <b>CMT's Issuer Rating <sup>(7)</sup></b>               | <b>"A2"</b>            |                           |

- (1) Total Assets exclude non-eliminated portion of CMT's loan to Infinity Trusts and CMT's share of interest expense on the loans from joint venture partners, capitalised under property under development, arising from proportionate accounting.
- (2) The issuances of the EMTN Series 4 and 5 were raised ahead of the maturity of the existing borrowings of CMT which will become due in 2013. The remaining funds raised are excluded from both borrowings and total deposited property for the purpose of computing the gearing ratio as the funds have been set aside for the redemption of the S\$98.3 million 1.0% CBs due 2013 at 109.31% of the principal amount.
- (3) Ratio of borrowings (including S\$400.0 million (CMT's 40.0% share) of borrowings of RCS Trust and S\$223.9 million (CMT's 30.0% share) of borrowings of Infinity Trusts), over total deposited property for CMT Group (exclude non-eliminated portion of CMT's loan to Infinity Trusts and CMT's share of interest expense on the loans from joint venture partners, capitalised under property under development, arising from proportionate accounting).
- (4) Net Debt comprises Gross Debt less temporary cash intended for refinancing and capital expenditure and EBITDA refers to earnings before interest, tax, depreciation and amortisation.
- (5) Ratio of net investment income at CMT Group before interest and tax over interest expense from 1 January 2013 to 31 March 2013 (In computing the ratio, cost of raising debt is excluded from interest expense).
- (6) Ratio of interest expense over weighted average borrowings.
- (7) Moody's has assigned an "A2" issuer rating to CMT in March 2013.



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## Active Lease Management

- \* Strive for positive rental reversions
- \* Improve occupancy rate and tenant mix

2

## Asset Enhancements Initiatives

- \* Enhance retail environment and improve appeal of the malls
- \* Increase the yield and productivity of retail space
- \* Reposition a mall and change tenant/trade mix

3

## Acquisitions

- \* Investment criteria:
  - (i) potential for growth in yield
  - (ii) rental sustainability and
  - (iii) potential for value creation
- \* Sources: 3<sup>rd</sup> party, Sponsor (CapitaMalls Asia Limited) and Greenfield developments



# Active Lease Management

## High Occupancy Maintained Over Time and Across Economic Cycles

| As at                                 | 31 Dec 2004  | 31 Dec 2005  | 31 Dec 2006  | 31 Dec 2007          | 31 Dec 2008  | 31 Dec 2009  | 31 Dec 2010  | 31 Dec 2011          | 31 Dec 2012  | 31 Mar 2013  |
|---------------------------------------|--------------|--------------|--------------|----------------------|--------------|--------------|--------------|----------------------|--------------|--------------|
| Tampines Mall                         | 100.0%       | 100.0%       | 100.0%       | 100.0%               | 100.0%       | 100.0%       | 100.0%       | 100.0%               | 100.0%       | 100.0%       |
| Junction 8                            | 99.8%        | 100.0%       | 100.0%       | 100.0%               | 100.0%       | 100.0%       | 100.0%       | 100.0%               | 99.6%        | 100.0%       |
| Funan DigitaLife Mall                 | 100.0%       | 99.4%        | 99.6%        | 99.7%                | 99.8%        | 99.3%        | 100.0%       | 100.0%               | 100.0%       | 100.0%       |
| IMM Building <sup>(1)</sup>           | 99.4%        | 99.0%        | 99.0%        | 99.9%                | 100.0%       | 99.7%        | 100.0%       | 100.0%               | 98.1%        | 97.5%        |
| Plaza Singapura                       | 100.0%       | 100.0%       | 100.0%       | 100.0%               | 99.8%        | 100.0%       | 100.0%       | 100.0%               | 91.3%        | 91.6%        |
| Bugis Junction                        |              | 100.0%       | 100.0%       | 100.0%               | 100.0%       | 100.0%       | 100.0%       | 100.0%               | 100.0%       | 100.0%       |
| Other assets <sup>(2)</sup>           |              | 99.8%        | 100.0%       | 100.0%               | 100.0%       | 99.8%        | 99.8%        | 80.9% <sup>(3)</sup> | 100.0%       | 100.0%       |
| Raffles City Singapore <sup>(4)</sup> |              |              | 99.3%        | 100.0%               | 100.0%       | 100.0%       | 99.6%        | 100.0%               | 100.0%       | 99.5%        |
| Lot One Shoppers' Mall                |              |              |              | 92.7% <sup>(3)</sup> | 99.3%        | 99.9%        | 99.6%        | 99.7%                | 99.8%        | 100.0%       |
| Bukit Panjang Plaza                   |              |              |              | 99.9%                | 100.0%       | 99.8%        | 100.0%       | 100.0%               | 100.0%       | 99.9%        |
| The Atrium@Orchard <sup>(5)</sup>     |              |              |              |                      | 98.0%        | 99.1%        | 93.5%        | 65.5% <sup>(3)</sup> | 95.3%        | 97.4%        |
| Clarke Quay                           |              |              |              |                      |              |              | 100.0%       | 100.0%               | 97.9%        | 97.9%        |
| JCube                                 |              |              |              |                      |              |              |              |                      | 99.6%        | 99.5%        |
| Bugis+                                |              |              |              |                      |              |              |              |                      | 99.5%        | 99.5%        |
| <b>CMT Portfolio</b>                  | <b>99.8%</b> | <b>99.7%</b> | <b>99.5%</b> | <b>99.6%</b>         | <b>99.7%</b> | <b>99.8%</b> | <b>99.3%</b> | <b>94.8%</b>         | <b>98.2%</b> | <b>98.3%</b> |

(1) Based on IMM Building's retail leases.

(2) Other assets include:

- a) Sembawang Shopping Centre, except for years 2007 and 2008 when it underwent an AEI;
- b) Rivervale Mall;
- c) Hougang Plaza, until it was sold in 2012;
- d) JCube, except from 2008 to 2011 when it underwent an AEI. The asset was classified separately from 2012 onwards; and
- 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.

(3) Lower occupancy rate was due to asset enhancement works.

(4) Based on Raffles City Singapore's retail leases.

(5) Includes retail and office leases.



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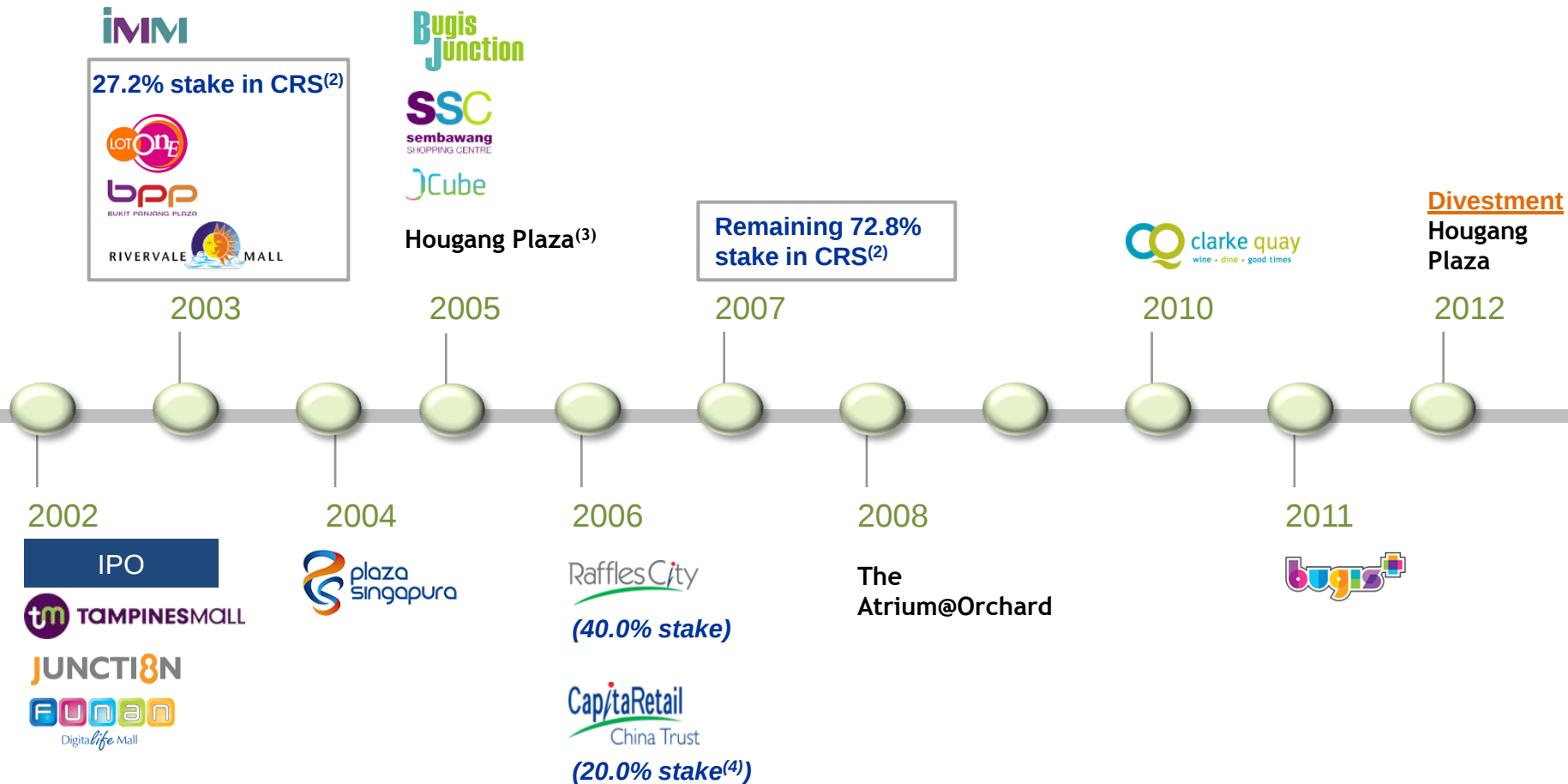
# Asset Enhancements Initiatives

Average S\$100.0 million Spent on Asset Enhancement Initiatives (AEI) Per Year



# Acquisition History – From 3 to 16 Assets<sup>(1)</sup>

13 Acquisitions and 1 Divestment Since IPO; 3 Acquisitions Were From Sponsor



(1) 15 assets, after divestment of Hougang Plaza in June 2012.

(2) Acquisition of Class "E" bonds issued by CapitaRetail Singapore Limited ("CRS") which owned Lot One Shoppers' Mall, Bukit Panjang Plaza (90 out of 91 strata lots) and Rivervale Mall.

(3) 92.4% stake purchase; 100% of the strata area was acquired in June 2006.

(4) 16.4% stake as at 31 March 2013.

# Acquisitions: Greenfield and Others

## 30.0% Stake in Joint Venture to Develop Prime Site at Jurong Gateway

- First foray into greenfield developments in May 2011
- Total development cost: approximately S\$1,565 million, including land cost of S\$969.0 million



Perspective of mall<sup>(1)</sup>



Perspective of office building<sup>(1)</sup>

(1) Artist's impression.



# Looking Forward

## Support from Healthy Underlying Property Fundamentals

- **Active Lease Management**

- Focus on the remaining 680 leases up for renewal in 2013

- **Asset Enhancements Initiatives and**

- Asset enhancement works for Bugis Junction expected to commence in 2Q 2013; target completion by 3Q 2014

- Explore phase 2 of IMM Building's repositioning exercise to house more outlet stores

- **Westgate Greenfield Project**

- Focus on active leasing for Westgate and open mall by end-2013



Thank You!