General Announcement for PLC (v12)

Reference No. GA1-31032016-00124

RELEASED

Created by TMF GLOBAL SERVICES (MALAYSIA) SDN BHD on 31 Mar 2016 at 5:31:04 PM
Submitted by TMF GLOBAL SERVICES (MALAYSIA) SDN BHD on 31 Mar 2016 at 5:33:54 PM

COMPANY INFORMATION SECTION			
Announcement Type	◉ New Announcement ○ Amended Announcement		
Company Name	CAPITALAND MALAYSIA MALL TRUST		
Stock Name	CMMT		
Stock Code	5180		
Board	Main Market		
Submitting Secretarial Firm	TMF GLOBAL SERVICES (MALAYSIA) SDN BHD		

CONTACT DETAIL

Contact Person	**Designation**	**Contact No**	**Email Address**
TMF GLOBAL SERVICES (MALAYSIA) SDN BHD			ShiowFang.Soo@TMF-Group.com
Lee Seet Yee	Assistant Secretary	603-23824356	Seet.Yee.Lee@tmf-group.com

MAIN

Type	Announcement
Subject	OTHERS
Description	Presentation Slides for the Annual General Meeting held on 31 March 2016
Shareholder Approval	No

Announcement Details/Table Section

The annoucement is dated 31 March 2016

Attachment

No	File Name	Size
1	CMMT AGM 31 March 2016 (BURSA VERSION).pdf	1.9MB




CapitaLand
Malaysia Mall Trust

CapitaLand Malaysia Mall Trust
Malaysia's shopping mall-focused REIT with an income and geographically-diversified portfolio

Annual General Meeting
31 March 2016

Disclaimer

These materials 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, shifts in expected levels of property rental income, changes in operating expenses, including reimbursable staff costs, benefits and training, property expenses and governmental and public policy changes. 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.

The information contained in these materials has not been independently verified. No representation or warranty expressed or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in these materials. Neither CapitaLand Malaysia Mall REIT Management Sdn. Bhd. (formerly known as CapitaMalls Malaysia REIT Management Sdn. Bhd.) (the “Manager”) or any of its affiliates, advisers or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising, whether directly, from any use, reliance or distribution of these materials or its contents or otherwise arising in connection with these materials.

The past performance of CMMT is not indicative of the future performance of CMMT. Similarly, the past performance of the Manager is not indicative of the future performance of the Manager.

The value of units in CMMT (“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 the Manager to redeem their Units while the Units are listed. It is intended that holders of Units may only deal in their Units through trading on Bursa Securities. Listing of the Units on Bursa Securities does not guarantee a liquid market for the Units.

These materials are for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for Units.

CapitaLand Malaysia Mall Trust

Contents

- Year in Review
- Financial Highlights
- Portfolio Highlights
- New Initiatives & Improvement Works
- Tenant Engagement & Community Initiatives
- Sustainability Management
- Awards & Recognition
- Looking Forward

Year in Review

Gurney Plaza, Penang, Malaysia

Year in Review

Operating Environment

- Decline in oil prices, implementation of Goods and Services Tax and weakening of RM dominated news headlines throughout year 2015
- Such challenging environment resulted in consumer spending and business expansion on cautious mode

Steady Operational Performance

- Occupancy remained high at 96.0%
  - Net lettable area increased to 3.1 million sq ft
  - No of committed leases increased to 1,382
- 1.7% increase in renewal/new lease rental rate for 2015 lease expiries[1]

Acquisition of Tropicana City Mall and Tropicana City Office Tower

- Further increase CMMT's market presence in the Klang Valley and provide greater income diversification
- To achieve stronger positioning and better trade mix for Tropicana City Mall , the asset is currently undergoing tenant mix adjustments
- Expect to grow income contribution upon its next tenancy renewal cycle

Note (1) Based on the rental of the first year of the renewed/new lease term compared to the preceding rate (last year's rental of the preceding term).

Year in Review (cont'd)

Upgrading Works

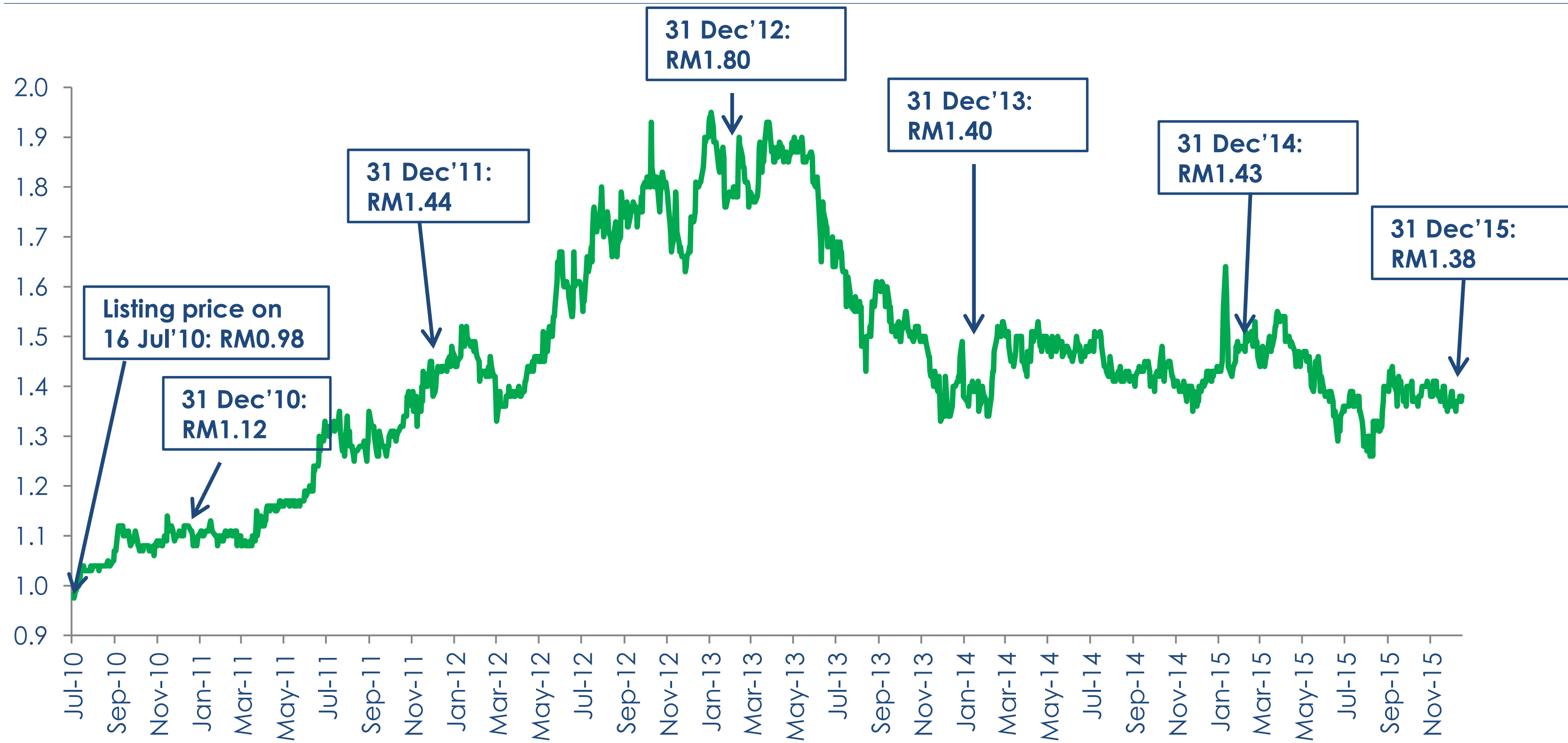
- Completed reconfiguration works for Gurney Plaza's Level 3 and The Mines' Level 1 secondary entrance to widen dining options for shoppers

Optimal Capital Management

- The credit margins of some of the existing floating-rate credit facilities were tightened by up to 10 basis points
- The maturity of some of the existing credit facilities were extended which resulted in an increase in the average term to maturity for outstanding debts to above 7 years

Unit Price Performance Since IPO to 31 December 2015

Unit Price up by 40.8% since IPO
Total Returns since IPO: 87.8%



Source: Bloomberg as at 31 December 2015.
Note (1) Total returns based on:
(a) Capital appreciation of 40 sen from listing price of RM0.98 to 31 December 2015 closing price of RM1.38, and
(b) Total distribution of 46.07 sen from 14 July 2010 to 31 Dec 2015.

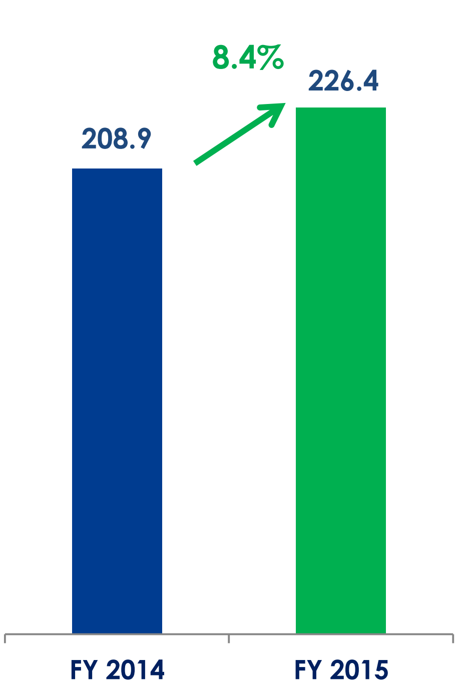
Financial Highlights

Sungei Wang Plaza, Kuala Lumpur, Malaysia

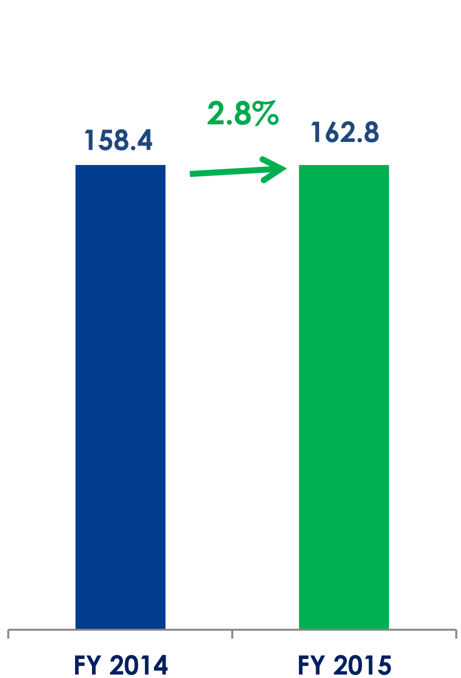
Financial Highlights

Delivering Sustainable Income Distribution & Potential Capital Growth

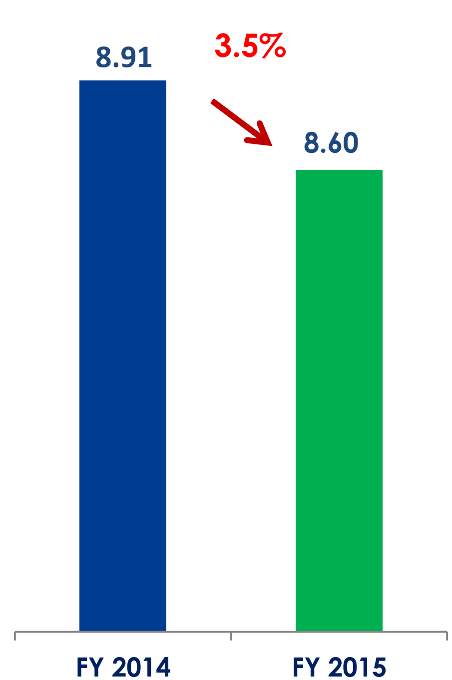
Net Property Income (RM million)



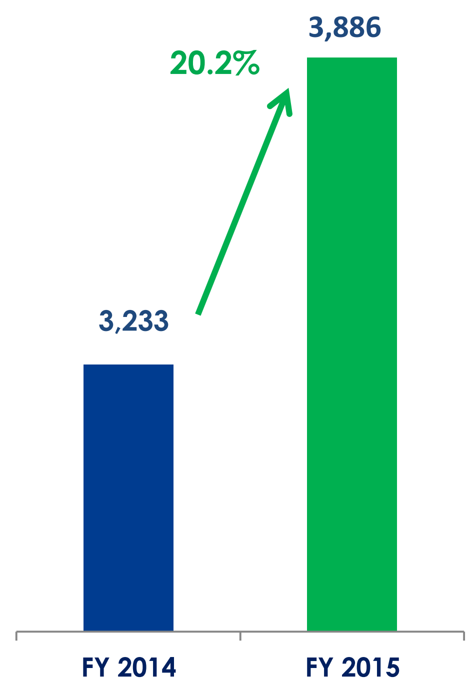
Distributable Income (RM million)



Distribution Per Unit (sen)



Portfolio Valuation (RM million)



FY 2014: Financial Year ended 31 December 2014.
FY 2015: Financial Year ended 31 December 2015.

Distribution Policy

Payout policy ratio: at least 90.0% of CMMT's total distributable income in each financial year.

Distribution payment: semi-annual basis for each six-month period ending 30 June and 31 December of each year.

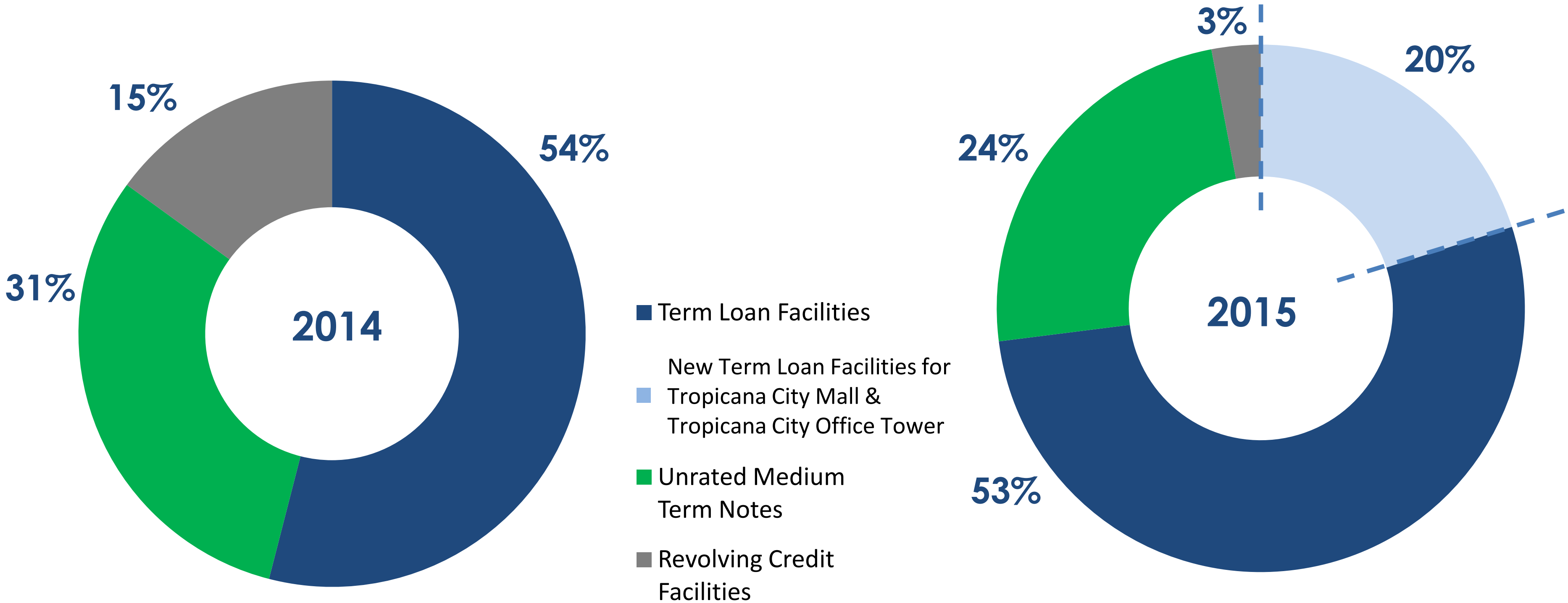
Financial Highlights (cont'd)

Balance Sheet

As at 31 December 2015	RM'mil
Non-current Assets	3,889
Current Assets	203
Total Assets	**4,092**
Current Liabilities	408
Non-current Liabilities	1,009
Total Liabilities	**1,417**
Net Assets	**2,675**
Total Unitholders' Funds	**2,675**
Number of Units in Circulation (in million units)	**2,025**

NAV (RM'mil)	
- before income distribution	2,675
- after income distribution	2,594
NAV per unit (RM)	
- before income distribution	1.32
- after income distribution	1.28

Diversified Sources of Funding

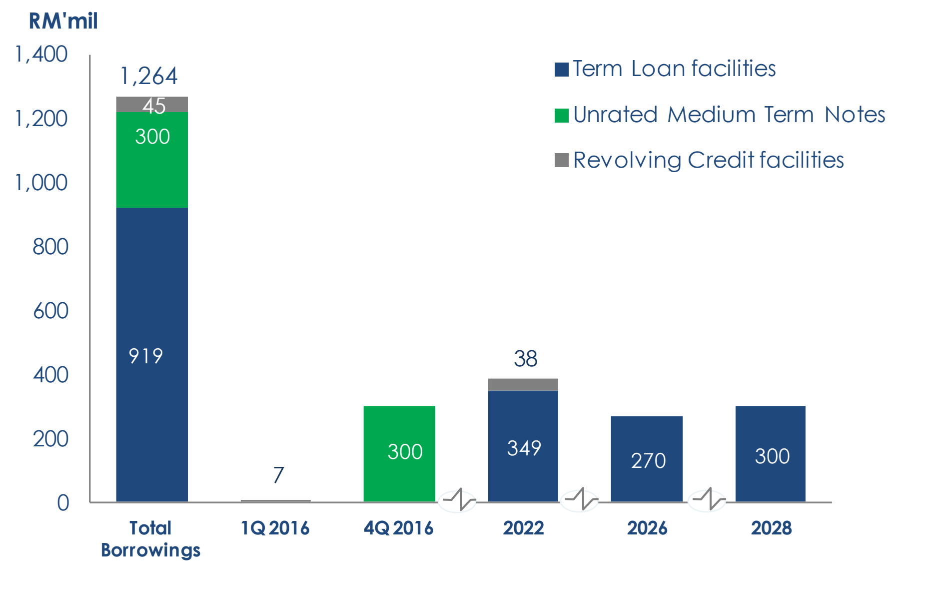


	2014	2015
Total Borrowings (RM million)	965.2	1,264.1
Gearing Ratio	29.0%	31.5%
Average Cost of Debt	4.3%	4.5%
Unencumbered Assets as a % of Total Assets	40.4%	34.1%

Debt Profile as at 31 December 2015

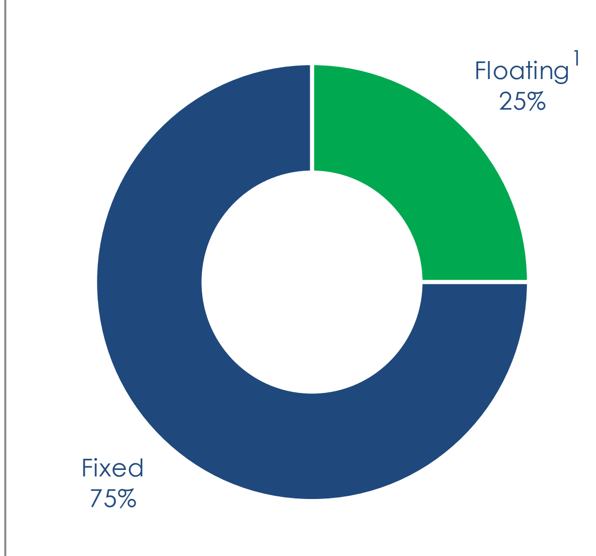
Well-Spread Debt Maturity Profile

Debt Maturity Profile



Prudent Interest Rate Risk Management

Interest Rate Profile



1. Includes short and long term revolving credit facilities of RM45 million

Portfolio Highlights

The Mines, Selangor, Malaysia

Portfolio Highlights

FY 2015 Operating Metrics Remain Stable

- Occupancy Remained High
- Positive Rental Reversions of 1.7% [1,2]
- High Shopper Traffic of 49.8 Million

Occupancy History

As at 31 December	2011	2012	2013	2014	2015
Gurney Plaza	98.5%	98.1%	98.1%	97.3%	98.3%
The Mines	98.8%	98.8%	100.0%	98.5%	96.3%
Tropicana City Mall [3]	N/A [3]	N/A [3]	N/A [3]	N/A [3]	91.5%
East Coast Mall [4]	98.9%	99.7%	100.0%	99.5%	99.7%
Sungei Wang Plaza	98.2%	97.7%	98.0%	95.4%	90.4%
CMMT (Retail)	**98.6%**	**98.5%**	**99.0%**	**97.7%**	**95.8%**
Tropicana City Office Tower [3]	N/A [3]	N/A [3]	N/A [3]	N/A [3]	100.0%
CMMT Portfolio (Retail & Office)	**N/A [3]**	**N/A [3]**	**N/A [3]**	**N/A [3]**	**96.0%**

Note

(1) Rental reversion of CMMT portfolio remains the same at +1.7% including Tropicana City Office Tower (TCOT) due to no lease expiry for TCOT in 2015.

(2) Rental reversion of CMMT portfolio (excluding Sungei Wang Plaza) is 7.9%.

(3) Not applicable as the acquisition of Tropicana City Mall and Tropicana City Office Tower was completed on 10 July 2015.

(4) East Coast Mall was acquired on 14 November 2011.

New Initiatives & Improvement Works

East Coast Mall, Kuantan, Malaysia

New Initiatives

Gurney Plaza – New Brands in Penang

Din Tai Fung – new to market

Bell & Ross

Mido

Adidas Performance

Adidas Originals

Savour Bakery

CapitaLand Malaysia Mall Trust

New Initiatives

East Coast Mall – New Brands in Kuantan

Charles & Keith

Ms Read

Akemi Uchi

Skechers

Little Ninos

Joy & Mario

New Initiatives

Tropicana City Mall – New Tenants

Mama Jo Launderette,
the first laundry services provider using drop off and pickup locker system

MFruits, the first conceptual fruit popsicle vending machine operation in Malaysia

S.Wine

Mr. Dakgalbi

TBM

CapitaLand Malaysia Mall Trust

New Initiatives

The Mines – New Tenants

Spotlight – the largest outlet in Malaysia

Mr & Mrs Hair Gallery

WhatsBag

Sepiring

Dubuyo

O.W.L

New Initiatives

Sungei Wang Plaza – New Tenants

Mr D.I.Y.

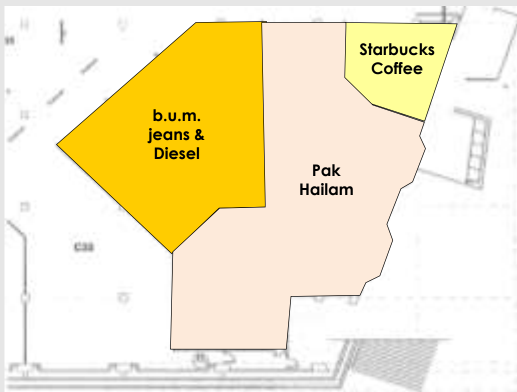
Boundlezz – Fashion store carrying unique range of street-wear brands

New Initiatives

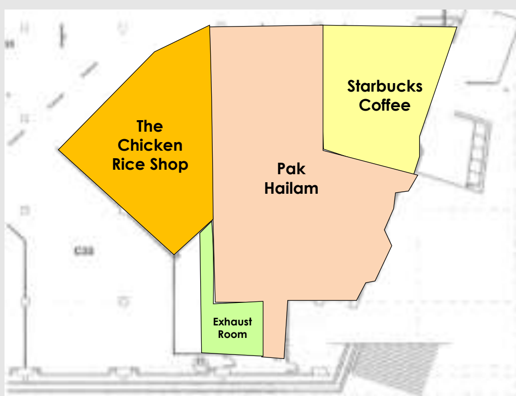
Sungei Wang Plaza - Reconfiguration Works on Concourse

- Reconfigured Fashion and F&B units to 3 F&B units on Concourse to offer shoppers more dining options

BEFORE



AFTER



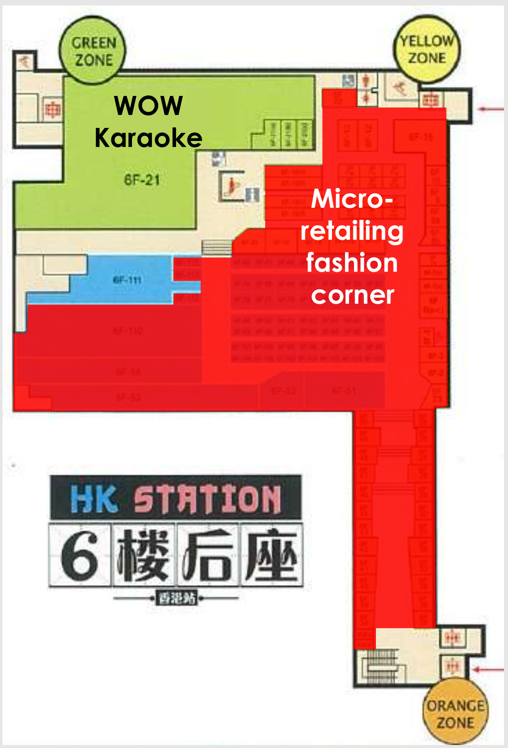
CapitaLand Malaysia Mall Trust

New Initiatives

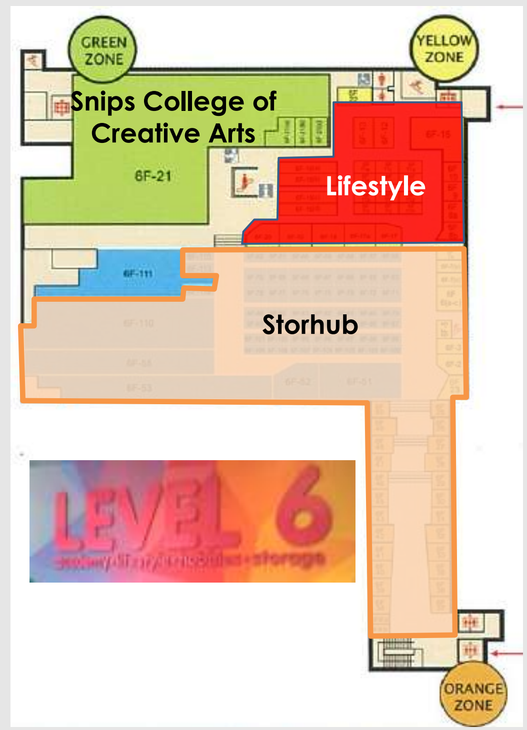
Sungei Wang Plaza - Reconfiguration and Repositioning of Level 6

- Repositioned Level 6 from "Hong Kong Station" to a new concept which comprises a creative arts academy and a self-storage service

BEFORE



AFTER



Snips College of Creative Arts

Storhub

CapitaLand Malaysia Mall Trust

New Initiatives

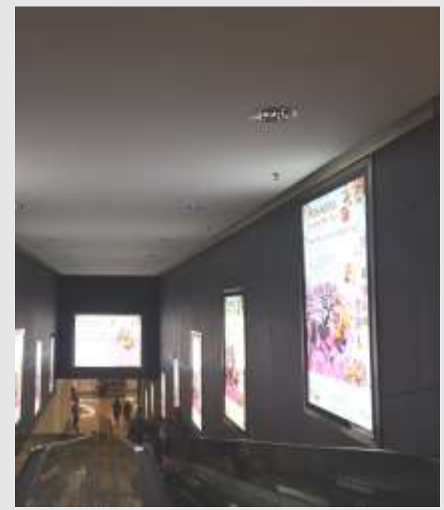
New Digital Directories and Digital Advertising Panels

- To improve shoppers' convenience and enhance shopping experience

Gurney Plaza – Digital Directories

The Mines – Digital Directories

Sungei Wang Plaza – LED Advertising Panels



East Coast Mall – Light Boxes

Improvement Works

Gurney Plaza - Upgrading of Existing Landscape Garden

- Improved existing landscape garden and created an amphitheatre at Gurney Park area to provide an avenue for events and performances
- Construction of bicycle bays to support and promote cycling as a healthy choice for the community

Garden and Amphitheatre

Construction of bicycle bays

Improvement Works

The Mines - Refurbishment of Building Facade

- Repainting of building facade and upgrading of light boxes
- Removal of 7 units of pagoda structure to modernise the building facade

BEFORE

AFTER

Improvement Works

Upgrading of Chillers

- For better operational efficiency and temperature control in the malls

Gurney Plaza - Installation of New Fan Coil Unit

The Mines – Replacement of Cooling Towers

East Coast Mall – Replacement of AHU Cooling Coil

Tropicana City Mall – Replacement of Chiller

Improvement Works

Car Park Upgrading Work

Gurney Plaza – Upgrading of car park directional signages

Gurney Plaza – Installation of LED lights at roof top car park

The Mines – Upgrading of car park autopay system

Sungei Wang Plaza – Replacement of flood gates

East Coast Mall – Repainting works at car park

CapitaLand Malaysia Mall Trust

Improvement Works

Upgrading of Lifts

- **The Mines:** Upgraded to energy efficient lifts
- **Gurney Plaza:** Replacement of main sheave and main hoist rope for lifts for greater safety measure

The Mines

BEFORE	AFTER

Gurney Plaza

BEFORE	AFTER

Improvement Works

Energy and Water Savings Measures

- **Gurney Plaza and East Coast Mall:** Installation of energy-efficient lighting
- **Gurney Plaza:** Installation of additional water harvesting filter and pump to improve the efficiency of water usage

New LED lights at Gurney Plaza

New energy-efficient down lights at East Coast Mall

Tenant Engagement & Community Initiatives

Gurney Plaza, Penang, Malaysia

East Coast Mall

Rebranding Celebration

- In May 2015, more than 150 guests including retailers and media representatives attended East Coast Mall's rebranding celebration

Artist performance and fashion shows during the launch event

CAPITASTAR

Launch of Shopper Loyalty Programme

- CAPITASTAR, a multi-mall, multi-store, card-less rewards programme by CapitaLand is now available in Gurney Plaza in Penang

- More than 14,000 shoppers signed up as CAPITASTAR member since the programme launched in Oct 2015

- The rewards programme will be rolled out to The Mines, Tropicana City Mall and East Coast Mall in 2016

CapitaLand Malaysia Mall Trust

CapitaLand Malls Grand Draw

Joint collaboration with CapitaLand to reward shoppers

- CapitaLand Malls Grand Draw was held between 1 August and 31 October 2015
- More than 8,000 entries were received for prizes worth a total of RM80,000
- 26 shoppers were rewarded. Grand Prize winner walked home with total prizes worth RM40,000 inclusive of RM20,000 cash and travel vouchers worth RM20,000

Grand Prize Winner

CapitaLand Malaysia Mall Trust

CapitaLand Malls Digi Collaboration

Portfolio-wide Marcom Initiative

- A portfolio-wide partnership with DiGi Telecommunication was held from 1 Sep to 30 Nov 2015 at Gurney Plaza, Sungei Wang Plaza, The Mines and East Coast Mall
- More than 130 participating tenants offered exclusive discounts to shoppers and rewarded them with premium items
- Over 1,700 shoppers took part in the redemption programme

CapitaLand Malaysia Mall Trust

2015 Biz+ Seminar

"Letting Social Media Listening, Analytics & Content Drive Footfall"

- 2015 Biz+ Seminar titled "Letting Social Media Listening, Analytics & Content Drive Footfall" was held on 18 August 2015 by Hootsuite
- Attended by 180 tenants and 60 staff

CapitaLand Malaysia Mall Trust

Sustainability Management

Economically, Socially and Environmentally Sustainable Operational Manner

ISO9001
ISO14001
OHSAS18001

Certified in all CMMT malls

All CMMT malls participated in **Earth Hour 2015**

Achieved Singapore's Building & Construction Authority (BCA) **Green Mark Gold Certification** at Gurney Plaza, The Mines and East Coast Mall

RM5.7 million cost avoidance for utilities since 2009

10.7% reduction in energy usage in KWh/sq m

22.2% reduction in water usage in cubic metre/sq m

Sustainability Management

Corporate Social Responsibility (CSR) – My Schoolbag 2015

- A key annual CSR programme of CapitaLand
- Held between 27 November and 11 December 2015 and benefited 720 underprivileged children from 27 charity homes in Kulim, Kedah; Penang, Klang Valley and Kuantan, Pahang
- 160 volunteers from the malls and the Manager



Awards and Recognition

Gurney Plaza

<u>10 February 2015</u> The BrandLaureate Product Branding Awards 2014/15 (Best Brands in Retail - Shopping Mall)	<u>10 December 2015</u> Penang State Clean Toilet Competition Awards 2015 (Shopping Mall Category)
	 

CapitaLand Malaysia Mall Trust

Looking Forward

Tropicana City Mall & Tropicana City Office Tower, Selangor, Selangor

Looking Forward

CMMT's Malls Should Continue to Prove Resilient Through Economic Cycles

- Retail Outlook
  - GDP growth 2016 (forecast): 4.0% to 4.5%[1]
  - Retail sales growth 2015: 1.4%[2]
  - Expect consumer and business sentiment to remain cautious due to rising costs and weakening Ringgit

- While the on-going Mass Rapid Transit construction works in Bukit Bintang are affecting shopper traffic at the moment, Sungei Wang Plaza will stand to be a long-term beneficiary when the Bukit Bintang Central MRT station, which is located close to the mall, opens in 2H 2017.

- Rolling out CAPITASTAR – a multi-mall, multi-stores cardless shopper loyalty reward program to The Mines, Tropicana City Mall and East Coast Mall and a signature portfolio-wide sales driven Marcom initiative.

Note (1) Source: Bank Negara Malaysia
Note (2) Source: Malaysia Retail Industry Report, March 2016 (Retail Group Malaysia).

CapitaLand Malaysia Mall Trust

Looking Forward

CMMT's Malls Should Continue to Prove Resilient Through Economic Cycles (cont'd)

- Asset Enhancement Initiatives[3]

	Gurney Plaza	Tropicana City Mall
2016 AEI plan	• Creation of new areas on B1 and L7	• Creation of new areas, ie new F&B lots in front of Tropicana City Office Tower • Reconfiguration of existing areas on Level 1 and Level 2 to improve circulation and line of sight
Cost (est)	Approximately RM10.0 mil	Approximately RM14.0 mil
Timeline of completion	4Q 2016	3Q 2016

Note (3) Subject to obtaining regulatory approvals and market conditions.

CapitaLand Malaysia Mall Trust

CapitaLand
Malaysia Mall Trust

Thank You

For enquiries, please contact:

Jasmine Loo
(Investor Relations)
Tel: +60 3 2279 9873
Fax: +60 3 2279 9889
Email: jasmine.loo@capitaland.com

www.cmmt.com.my