



# CAPITALAND MALL TRUST

## Singapore's First & Largest Retail REIT

Macquarie ASEAN Conference 2017

21 August 2017



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- **Portfolio Updates**
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# Key Highlights and Financial Results





# Review of 1H 2017

## Operational Performance

▼ **1.6%**

Rental reversion

**98.6%**  
as at end-Jun 2017

Portfolio  
occupancy rate

▲ **0.4%**  
Y-o-Y

Shopper traffic

**0.0%**  
Y-o-Y

Tenants' sales  
per square foot

## Asset Enhancement Initiatives



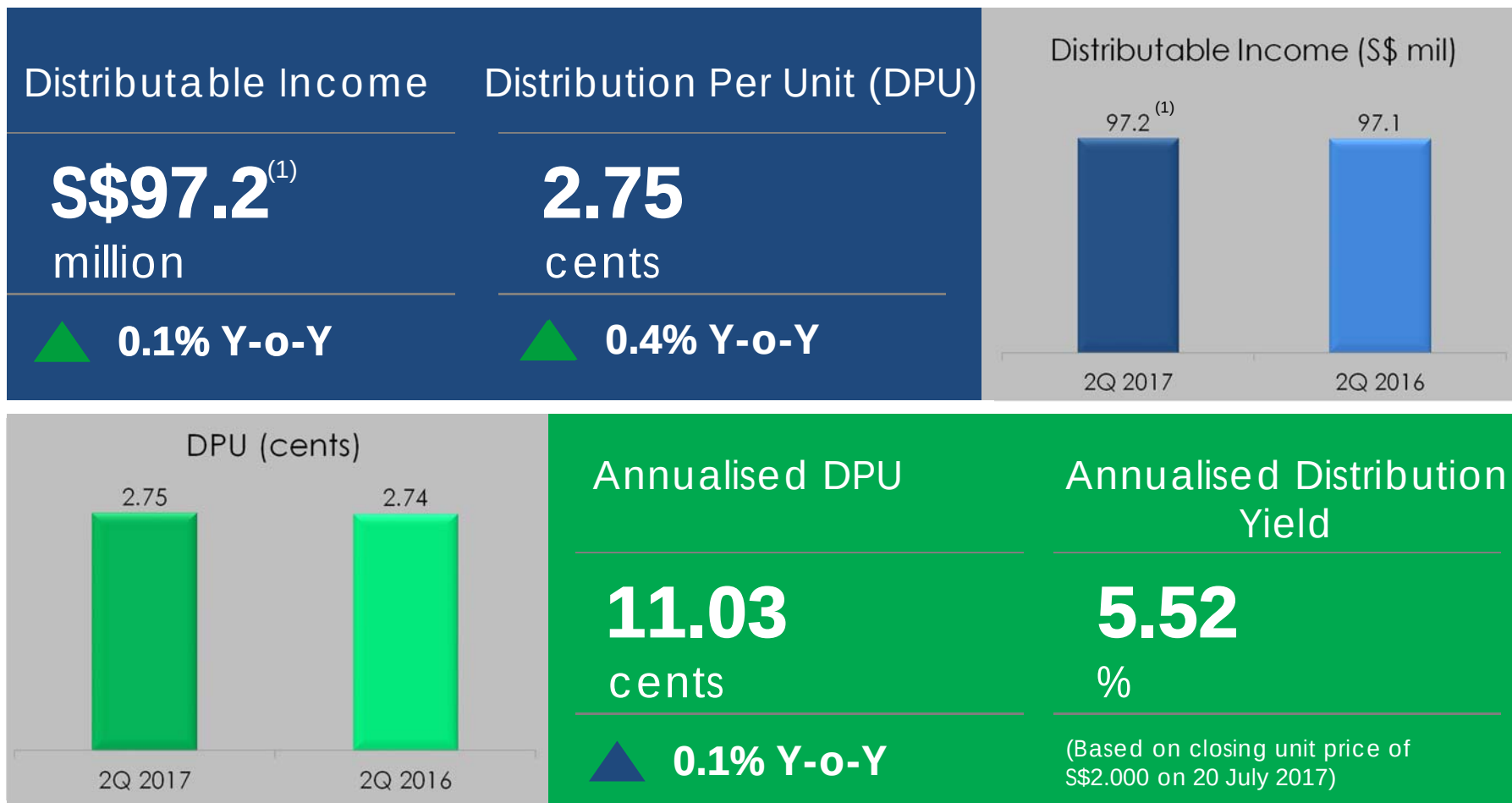
- Completed its rejuvenation works with the new public library on Level 4

Funan

- Funan gathers momentum with high retail leasing interest
- Construction works are on schedule



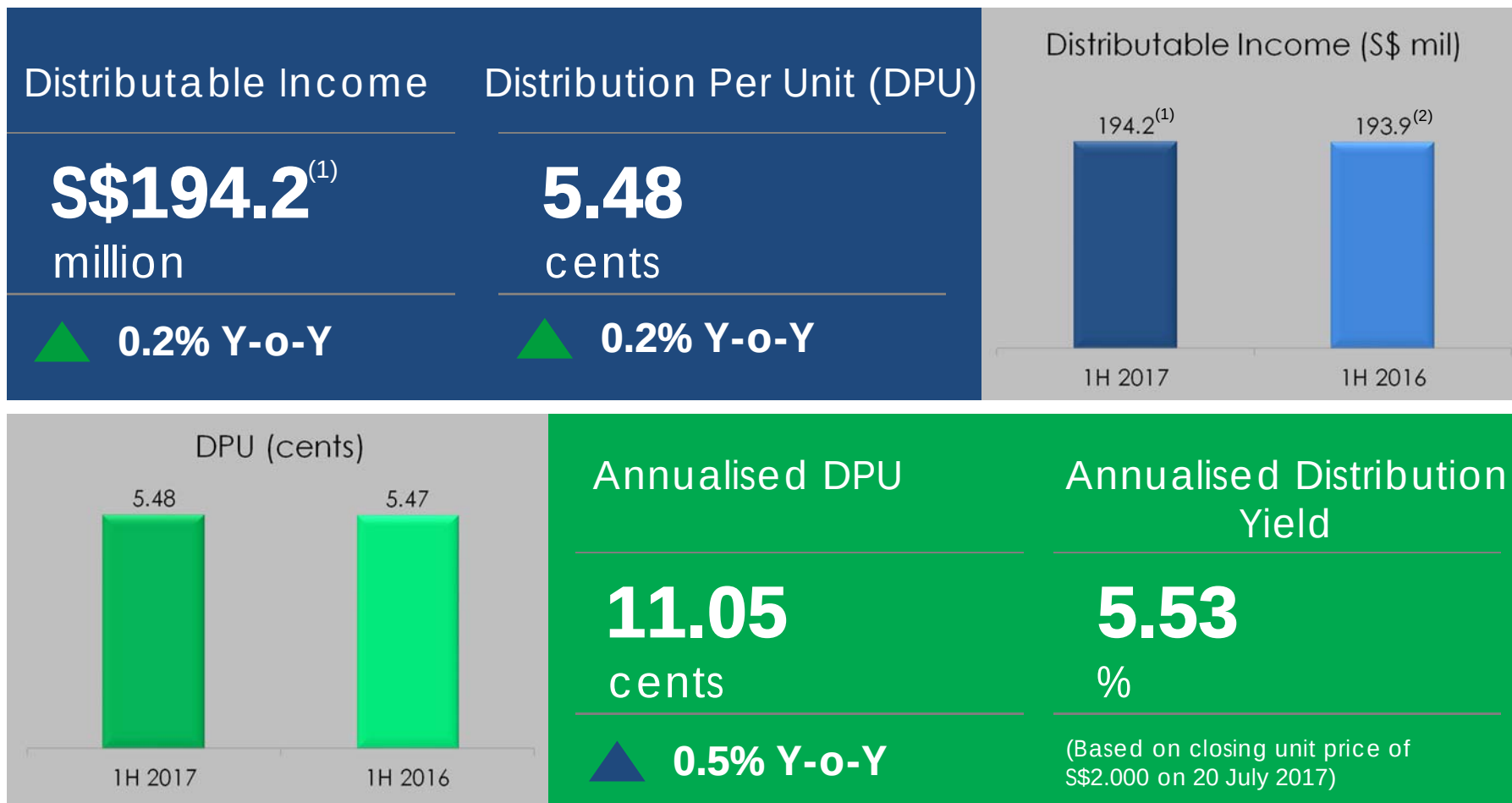
# 2Q 2017 Distributable Income Up 0.1% Y-o-Y



(1) For 2Q 2017, CMT had retained S\$2.6 million of its taxable income available for distribution to Unitholders for distribution in FY 2017.



# 1H 2017 Distributable Income Up 0.2% Y-o-Y



- (1) For 1H 2017, CMT had retained S\$7.6 million of its taxable income available for distribution to Unitholders for distribution in FY 2017. Capital distribution and tax exempt income distribution of S\$5.8 million received from CapitaLand Retail China Trust ('CRCT') in 1Q 2017 had also been retained for general corporate and working capital purposes.
- (2) For 1H 2016, CMT had retained S\$12.0 million of its taxable income available for distribution to Unitholders for distribution in 4Q 2016. Capital distribution and tax exempt income distribution of S\$6.4 million received from CRCT in 1Q 2016 had also been retained for general corporate and working capital purposes.



# 2Q 2017 Financial Performance

Gross Revenue

**S\$168.6**

million

▼ **1.3%<sup>(2)</sup> Y-o-Y**

Net Property Income

**S\$117.5**

million

▲ **1.2% Y-o-Y**

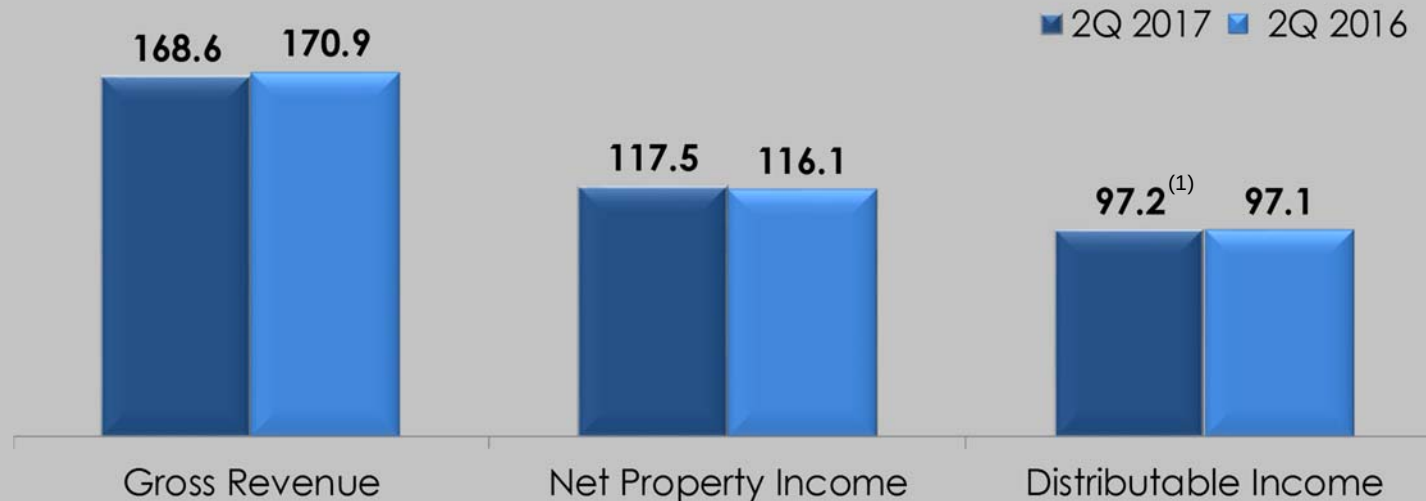
Distributable Income

**S\$97.2<sup>(1)</sup>**

million

▲ **0.1% Y-o-Y**

S\$ million



(1) For 2Q 2017, CMT had retained S\$2.6 million of its taxable income available for distribution to Unitholders for distribution in FY 2017.

(2) The decrease was mainly due to Funan which was closed in July 2016 for redevelopment.





# 1H 2017 Financial Performance

Gross Revenue

**S\$340.6**

million

▼ **2.9%<sup>(2)</sup> Y-o-Y**

Net Property Income

**S\$237.6**

million

▼ **2.6%<sup>(2)</sup> Y-o-Y**

Distributable Income

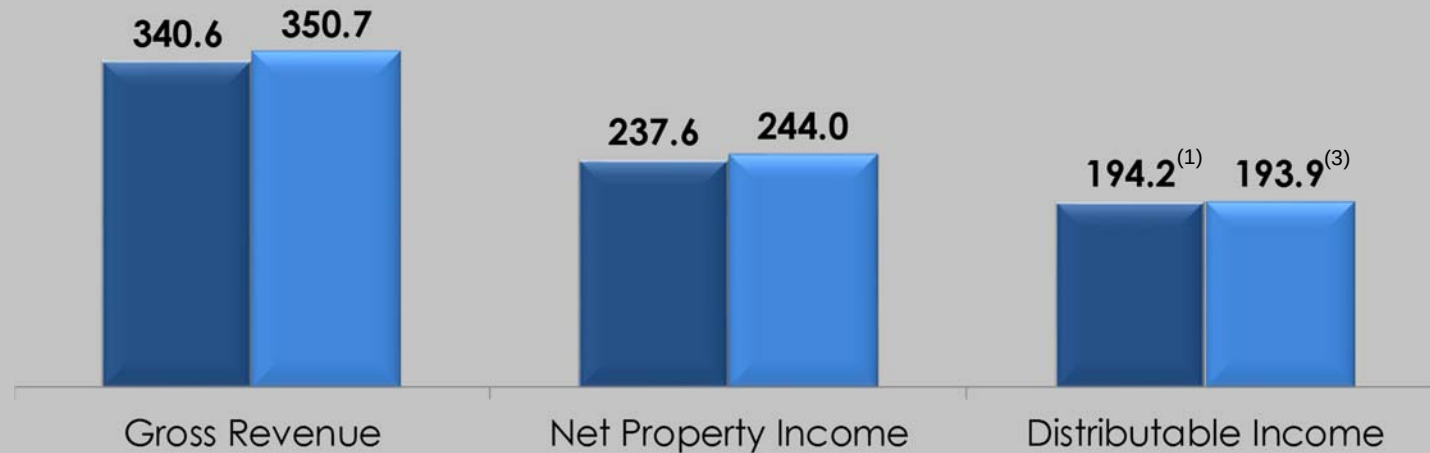
**S\$194.2<sup>(1)</sup>**

million

▲ **0.2% Y-o-Y**

S\$ million

■ 1H 2017 ■ 1H 2016

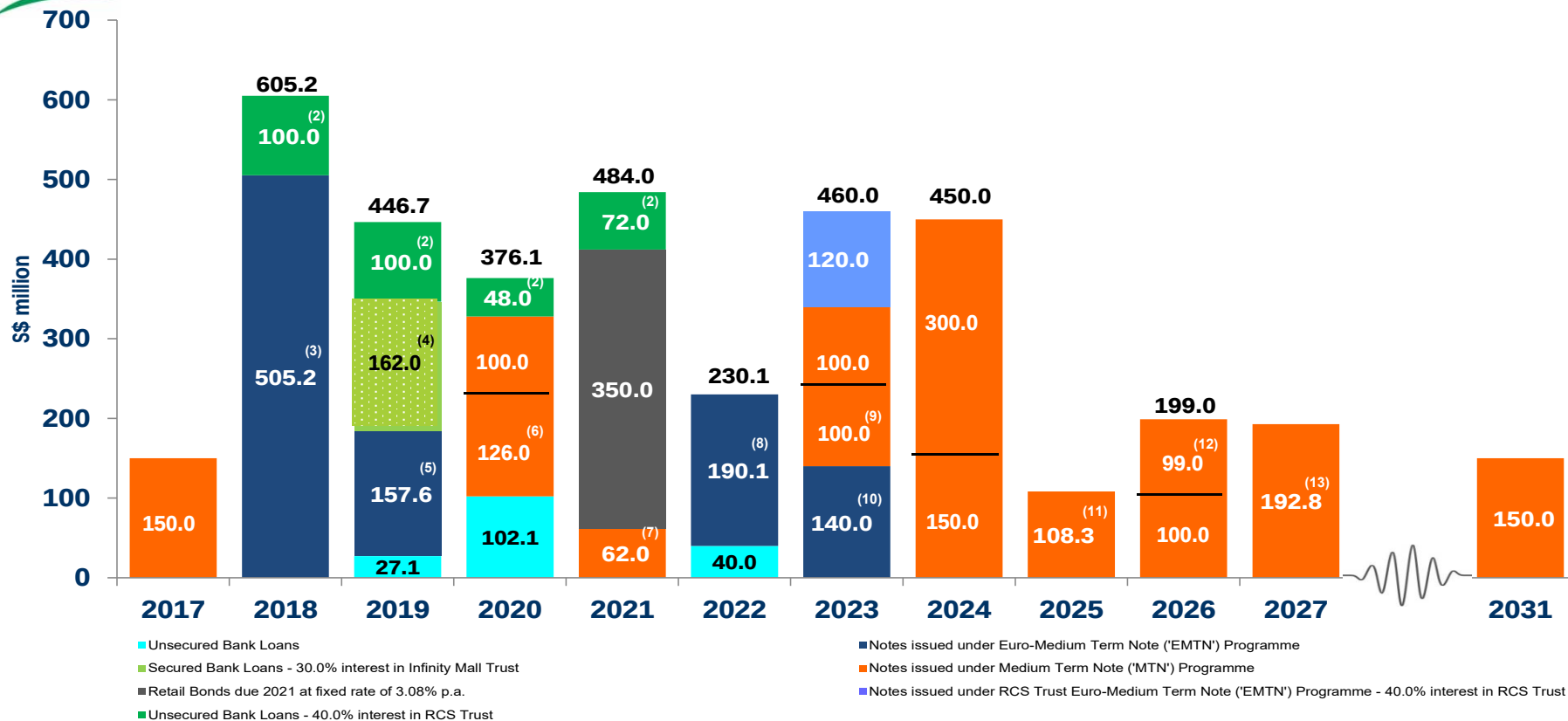


(1) For 1H 2017, CMT had retained S\$7.6 million of its taxable income available for distribution to Unitholders for distribution in FY 2017. Capital distribution and tax exempt income distribution of S\$5.8 million received from CRCT in 1Q 2017 had also been retained for general corporate and working capital purposes.

(2) The decrease was mainly due to Funan which was closed in July 2016 for redevelopment.

(3) For 1H 2016, CMT had retained S\$12.0 million of its taxable income available for distribution to Unitholders for distribution in 4Q 2016. Capital distribution and tax exempt income distribution of S\$6.4 million received from CRCT in 1Q 2016 had also been retained for general corporate and working capital purposes.

# **Debt Maturity Profile<sup>(1)</sup> as at 30 June 2017**



- (1) Includes CMT's share of borrowings in RCS Trust (40.0%) and Infinity Mall Trust (30.0%).
- (2) S\$800.0 million unsecured bank loans by RCS Trust. CMT's 40.0% share thereof is S\$320.0 million.
- (3) US\$400.0 million 3.731% fixed rate notes ('EMTN Series 2') were swapped to S\$505.2 million at a fixed rate of 3.29% p.a. in March 2012.
- (4) S\$540.0 million secured bank loans by Infinity Mall Trust due in October 2019. CMT's 30.0% share thereof is S\$162.0 million.
- (5) ¥10.0 billion 1.309% fixed rate notes ('EMTN Series 4') were swapped to approximately S\$157.6 million at a fixed rate of 2.79% p.a. in October 2012.
- (6) ¥10.0 billion 1.039% fixed rate notes ('MTN Series 10') were swapped to S\$126.0 million at a fixed rate of 3.119% p.a. in November 2013.
- (7) ¥5.0 billion floating rate (at 3 months JPY LIBOR + 0.48% p.a.) notes ('MTN Series 12') were swapped to S\$62.0 million at a fixed rate of 3.148% p.a. in February 2014.
- (8) HK\$1.15 billion 3.76% fixed rate notes ('EMTN Series 3') were swapped to S\$190.1 million at a fixed rate of 3.45% p.a. in June 2012.
- (9) ¥8.6 billion floating rate (at 3 months JPY LIBOR + 0.25% p.a.) notes ('MTN Series 16') were swapped to S\$100.0 million at a fixed rate of 2.85% p.a. in February 2015.
- (10) HK\$885.0 million 3.28% fixed rate notes ('EMTN Series 5') were swapped to S\$140.0 million at a fixed rate of 3.32% p.a. in November 2012.
- (11) HK\$650.0 million 3.25% fixed rate notes ('MTN Series 14') were swapped to S\$108.3 million at a fixed rate of 3.25% p.a. in November 2014.
- (12) HK\$560.0 million 2.71% fixed rate notes ('MTN Series 18') were swapped to S\$99.0 million at a fixed rate of 2.928% p.a. in July 2016.
- (13) HK\$1.104 billion 2.77% fixed rate notes ('MTN Series 15') were swapped to S\$192.8 million at a fixed rate of 3.25% p.a. in February 2015.



# Key Financial Indicators

|                                          | As at<br>30 June 2017 | As at<br>31 March 2017 |
|------------------------------------------|-----------------------|------------------------|
| Unencumbered Assets as % of Total Assets | 100.0%                | 100.0%                 |
| Aggregate Leverage <sup>(1)</sup>        | 34.7%                 | 35.3%                  |
| Net Debt / EBITDA <sup>(2)</sup>         | 6.5x                  | 6.4x                   |
| Interest Coverage <sup>(3)</sup>         | 4.8x                  | 5.0x                   |
| Average Term to Maturity (years)         | 5.0                   | 5.2                    |
| Average Cost of Debt <sup>(4)</sup>      | 3.2%                  | 3.2%                   |
| <b>CMT's Issuer Rating<sup>(5)</sup></b> | <b>'A2'</b>           |                        |

- (1) In accordance to Property Funds Appendix, CMT's proportionate share of its joint ventures borrowings and total deposited property are included when computing the aggregate leverage. Funds raised ahead of the maturity of the existing borrowings of CMT are excluded from both borrowings and total deposited property for the purpose of computing the aggregate leverage as the funds are set aside solely for the purpose of repaying the existing borrowings of CMT.
- (2) Net Debt comprises gross debt less temporary cash intended for refinancing and capital expenditure. EBITDA refers to earnings before interest, tax, depreciation and amortisation.
- (3) Ratio of net investment income at CMT Group before interest and tax over interest expense from 1 January 2017 to 30 June 2017.
- (4) Ratio of interest expense over weighted average borrowings.
- (5) Moody's Investors Service has affirmed the 'A2' issuer rating of CMT on 16 July 2015.



# Valuations and Valuation Cap Rates

|                                                                                                                                | Valuation<br>as at 30 Jun 17<br>S\$ million | Valuation<br>as at 31 Dec 16<br>S\$ million | Variance<br>S\$ million | Valuation<br>as at 30 Jun 17<br>S\$ per sq ft NLA | Valuation Cap Rate<br>as at 30 Jun 17<br>%              | Valuation Cap Rate<br>as at 31 Dec 16<br>%              |
|--------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------|---------------------------------------------|-------------------------|---------------------------------------------------|---------------------------------------------------------|---------------------------------------------------------|
| Tampines Mall                                                                                                                  | 1,039.0                                     | 994.0                                       | 45.0                    | 2,930                                             | 4.85                                                    | 5.35                                                    |
| Junction 8                                                                                                                     | 732.0                                       | 703.0                                       | 29.0                    | 2,891                                             | 4.85                                                    | 5.35                                                    |
| IMM Building                                                                                                                   | 640.0                                       | 624.0                                       | 16.0                    | 666 <sup>(1)</sup>                                | Retail: 6.25<br>Warehouse: 7.25                         | Retail: 6.50<br>Warehouse: 7.50                         |
| Plaza Singapura                                                                                                                | 1,279.0                                     | 1,257.0                                     | 22.0                    | 2,655                                             | 4.50                                                    | 5.00                                                    |
| Bugis Junction                                                                                                                 | 1,062.0                                     | 1,014.0                                     | 48.0                    | 2,678                                             | 4.85                                                    | 5.35                                                    |
| Sembawang Shopping Centre                                                                                                      | 126.0                                       | 118.0                                       | 8.0                     | 882                                               | 5.05                                                    | 5.55                                                    |
| JCube                                                                                                                          | 288.0                                       | 288.0                                       | -                       | 1,392                                             | 5.00                                                    | 5.50                                                    |
| Lot One Shoppers' Mall                                                                                                         | 531.0                                       | 512.0                                       | 19.0                    | 2,415                                             | 4.85                                                    | 5.35                                                    |
| Bukit Panjang Plaza                                                                                                            | 322.0                                       | 310.0                                       | 12.0                    | 1,970                                             | 4.95                                                    | 5.45                                                    |
| The Atrium@Orchard                                                                                                             | 747.0                                       | 735.0                                       | 12.0                    | 1,926 <sup>(1)</sup>                              | Retail: 4.75<br>Office: 3.75                            | Retail: 5.25<br>Office: 4.00                            |
| Clarke Quay                                                                                                                    | 389.0                                       | 389.0                                       | -                       | 1,326                                             | 5.00                                                    | 5.50                                                    |
| Bugis+                                                                                                                         | 344.0                                       | 340.0                                       | 4.0                     | 1,602                                             | 5.30                                                    | 5.70                                                    |
| Bedok Mall                                                                                                                     | 780.0                                       | 780.0                                       | -                       | 3,506                                             | 4.75                                                    | 5.20                                                    |
| <b>Total CMT Portfolio excluding Funan, Raffles City Singapore and Westgate</b>                                                | <b>8,279.0</b>                              | <b>8,064.0</b>                              | <b>215.0</b>            |                                                   |                                                         |                                                         |
| Funan <sup>(2)</sup>                                                                                                           | 422.0 <sup>(3)</sup>                        | 421.0 <sup>(3)</sup>                        | 1.0                     | N.M.                                              | Retail: 4.85<br>Office: 4.10<br>SR: 5.00 <sup>(4)</sup> | Retail: 5.15<br>Office: 4.15<br>SR: 5.00 <sup>(4)</sup> |
| <b>Total CMT Portfolio including Investment Properties Under Development and excluding Raffles City Singapore and Westgate</b> | <b>8,701.0</b>                              | <b>8,485.0</b>                              | <b>216.0</b>            |                                                   |                                                         |                                                         |
| Less additions during the period                                                                                               |                                             |                                             | (8.5)                   |                                                   |                                                         |                                                         |
| <b>Net increase in valuations</b>                                                                                              |                                             |                                             | <b>207.5</b>            |                                                   |                                                         |                                                         |
| Raffles City Singapore (40.0% interest)                                                                                        | 1,300.0                                     | 1,267.6                                     | 32.4                    | N.M. <sup>(5)</sup>                               | Retail: 4.85<br>Office: 4.10<br>Hotel: 4.75             | Retail: 5.25<br>Office: 4.25<br>Hotel: 5.11             |
| Westgate (30.0% interest)                                                                                                      | 289.5                                       | 319.2                                       | (29.7) <sup>(6)</sup>   | 2,344                                             | 4.75                                                    | 5.20                                                    |
| <b>Share of Joint Ventures' investment properties</b>                                                                          | <b>1,589.5</b>                              | <b>1,586.8</b>                              | <b>2.7</b>              |                                                   |                                                         |                                                         |
| Less additions during the period                                                                                               |                                             |                                             | (6.8)                   |                                                   |                                                         |                                                         |
| <b>Net decrease in valuations</b>                                                                                              |                                             |                                             | <b>(4.1)</b>            |                                                   |                                                         |                                                         |

(1) Reflects valuation of the property in its entirety.

(2) Funan, which is undergoing redevelopment into an integrated development, has been reclassified from Investment Properties to Investment Properties Under Development in 2016.

(3) As the property is undergoing redevelopment into an integrated development, the value reflected is the total land value of the integrated development.

(4) SR – serviced residences.

(5) Not meaningful because Raffles City Singapore comprises retail units, office units, hotels and convention centre.

(6) The decrease in the valuation of Westgate was largely due to lower rent reversions as well a lower market rental forecast in view of the increased competition in the western region of Singapore.



# Healthy Balance Sheet

As at 30 June 2017

|                                    | S\$'000           |
|------------------------------------|-------------------|
| Non-current Assets                 | 9,934,531         |
| Current Assets                     | 588,484           |
| <b>Total Assets</b>                | <b>10,523,015</b> |
| Current Liabilities                | 893,685           |
| Non-current Liabilities            | 2,748,877         |
| <b>Total Liabilities</b>           | <b>3,642,562</b>  |
| <b>Net Assets</b>                  | <b>6,880,453</b>  |
| <b>Unitholders' Funds</b>          | <b>6,880,453</b>  |
| <b>Units in Issue ('000 units)</b> | <b>3,545,380</b>  |

|                                                                   |         |
|-------------------------------------------------------------------|---------|
| Net Asset Value/Unit<br>(as at 30 June 2017)                      | S\$1.94 |
| Adjusted Net Asset Value/Unit<br>(excluding distributable income) | S\$1.91 |



# Portfolio Updates

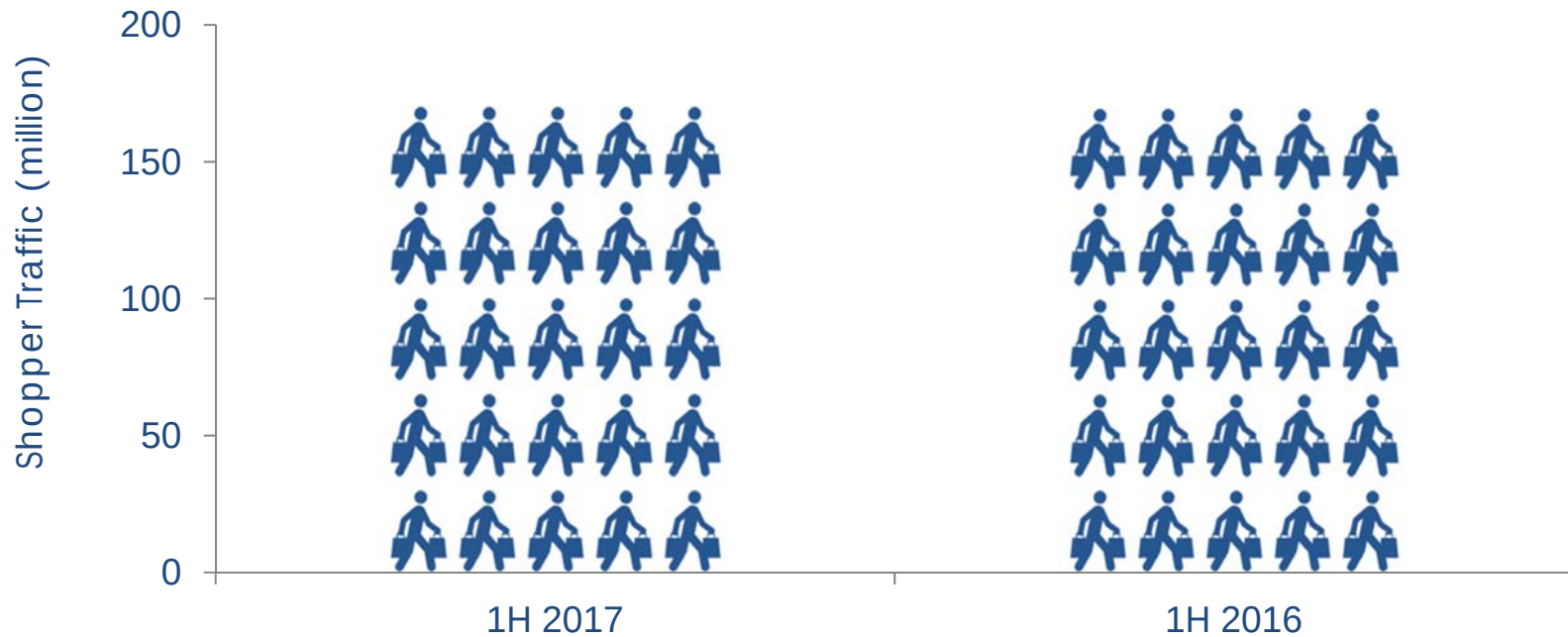






# Shopper Traffic<sup>(1)</sup>

**1H 2017 Increased by 0.4% Y-o-Y**



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



# Tenants' Sales Psf Per Month<sup>(1)</sup>

1H 2017 Held Steady Y-o-Y

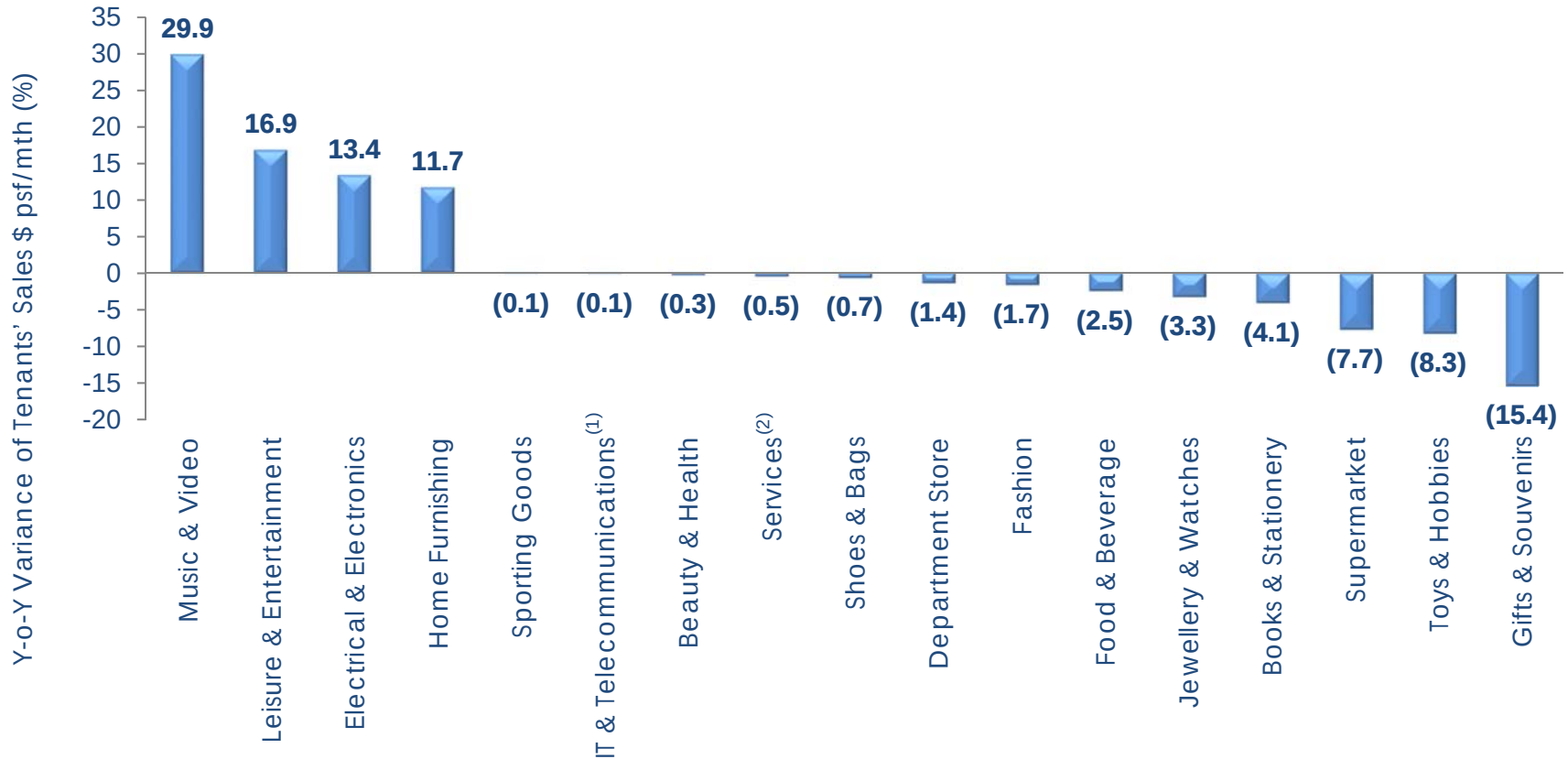


(1) For comparable basis, CMT portfolio excludes Funan which was closed in July 2016 for redevelopment.



# Tenants' Sales by Trade Categories in 1H 2017

## Cautious Consumer Spending

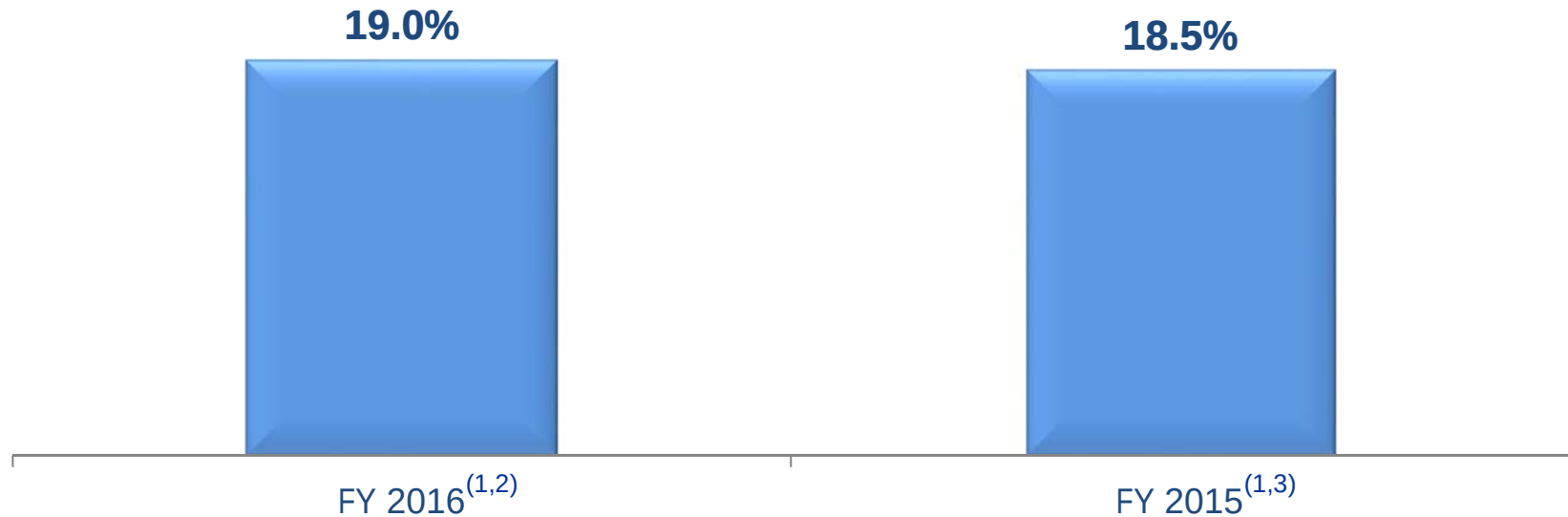


(1) 'Information Technology' and 'Telecommunications' have been reclassified into 'IT & Telecommunications' due to similar product offerings.

(2) Includes convenience stores, bridal shops, optical shops, film processing shops, florists, magazine stores, pet shops, travel agencies, cobblers/ locksmiths, laundromats and clinics.



# Average Occupancy Cost <sup>(1)</sup>



- (1) Occupancy cost is defined as a ratio of gross rental (inclusive of service charge, advertising & promotional charge and gross turnover rent) to tenants' sales.
- (2) FY 2016 includes the entire portfolio and excludes Funan.
- (3) FY 2015 includes the entire portfolio including Bedok Mall; and excludes Bugis Junction as well as Rivervale Mall. On a comparable mall basis (includes Bugis Junction and excludes Funan), the occupancy cost was 19.2% for FY 2015.



# Rental Reversions

| From 1 January to 30 June 2017 (Excluding Newly Created and Reconfigured Units) |                                 |                    |                   |                            |                                                                                                      |
|---------------------------------------------------------------------------------|---------------------------------|--------------------|-------------------|----------------------------|------------------------------------------------------------------------------------------------------|
| Property                                                                        | Number of Renewals / New Leases | Retention Rate (%) | Net Lettable Area |                            | Increase in Current Rental Rates vs Preceding Rental Rates (typically committed three years ago) (%) |
|                                                                                 |                                 |                    | Area (sq ft)      | Percentage of Property (%) |                                                                                                      |
| Tampines Mall                                                                   | 26                              | 84.6               | 45,151            | 12.7                       | 0.6                                                                                                  |
| Junction 8                                                                      | 42                              | 71.4               | 47,388            | 18.7                       | 0.7                                                                                                  |
| IMM Building <sup>(1)</sup>                                                     | 19                              | 84.2               | 88,828            | 21.0                       | 1.0                                                                                                  |
| Plaza Singapura                                                                 | 39                              | 89.7               | 83,103            | 17.3                       | 1.4                                                                                                  |
| Bugis Junction                                                                  | 46                              | 84.8               | 43,429            | 11.0                       | 2.8                                                                                                  |
| Raffles City Singapore <sup>(1)</sup>                                           | 33                              | 90.9               | 50,700            | 12.0                       | (1.2)                                                                                                |
| Lot One Shoppers' Mall                                                          | 41                              | 87.8               | 31,743            | 14.4                       | 0.4                                                                                                  |
| Bukit Panjang Plaza                                                             | 13                              | 84.6               | 13,917            | 8.5                        | 2.3                                                                                                  |
| The Atrium@Orchard <sup>(1)</sup>                                               | 6                               | 66.7               | 6,071             | 4.5                        | 5.7                                                                                                  |
| Clarke Quay                                                                     | 8                               | 100.0              | 22,027            | 7.5                        | 2.8                                                                                                  |
| Bugis+                                                                          | 8                               | 87.5               | 21,550            | 10.0                       | 0.4                                                                                                  |
| Westgate                                                                        | 65                              | 75.4               | 62,874            | 15.3                       | (10.0)                                                                                               |
| Bedok Mall                                                                      | 69                              | 75.4               | 69,118            | 31.1                       | (7.4)                                                                                                |
| Other assets <sup>(2)</sup>                                                     | 42                              | 76.2               | 25,145            | 7.2                        | (2.0)                                                                                                |
| <b>CMT Portfolio<sup>(3)</sup></b>                                              | <b>457</b>                      | <b>81.2</b>        | <b>611,044</b>    | <b>14.1</b>                | <b>(1.6)</b>                                                                                         |

(1) Based on retail leases only.

(2) Includes Sembawang Shopping Centre and JCube.

(3) Excludes Funan which was closed in July 2016 for redevelopment.





# Portfolio Lease Expiry Profile<sup>(1)</sup>

## as at 30 June 2017

**Weighted Average Expiry by Gross Rental Income**

**2.1 Years**

|                 | Number of Leases   | Gross Rental Income per Month <sup>(2)</sup> |              |
|-----------------|--------------------|----------------------------------------------|--------------|
|                 |                    | S\$'000                                      | % of Total   |
| 2017            | 327 <sup>(3)</sup> | 4,614                                        | 8.0          |
| 2018            | 976                | 17,060                                       | 29.6         |
| 2019            | 902                | 17,382                                       | 30.2         |
| 2020            | 591                | 11,946                                       | 20.8         |
| 2021            | 62                 | 2,629                                        | 4.6          |
| 2022 and beyond | 40                 | 3,938                                        | 6.8          |
| <b>Total</b>    | <b>2,898</b>       | <b>57,569</b>                                | <b>100.0</b> |

(1) Based on committed leases. Includes CMT's 40.0% interest in Raffles City Singapore (excluding hotel lease), CMT's 30.0% interest in Westgate and excludes Funan which was closed in July 2016 for redevelopment.

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

(3) Of which 275 leases are retail leases.



# Portfolio Lease Expiry Profile for 2017<sup>(1)</sup>

| As at 30 June 2017                          | Number of Leases         | Net Lettable Area                | Gross Rental Income                 |
|---------------------------------------------|--------------------------|----------------------------------|-------------------------------------|
|                                             |                          | % of Property NLA <sup>(2)</sup> | % of Property Income <sup>(3)</sup> |
| <b>Tampines Mall</b>                        | 7                        | 13.0                             | 6.7                                 |
| <b>Junction 8</b>                           | 15                       | 12.9                             | 9.9                                 |
| <b>IMM Building<sup>(4)</sup></b>           | 78                       | 10.4                             | 8.6                                 |
| <b>Plaza Singapura</b>                      | 30                       | 7.1                              | 9.9                                 |
| <b>Bugis Junction</b>                       | 12                       | 5.2                              | 5.4                                 |
| <b>Raffles City Singapore<sup>(4)</sup></b> | 20                       | 4.9                              | 5.9                                 |
| <b>Lot One Shoppers' Mall</b>               | 28                       | 15.9                             | 16.9                                |
| <b>Bukit Panjang Plaza</b>                  | 23                       | 8.7                              | 13.7                                |
| <b>The Atrium@Orchard<sup>(4)</sup></b>     | 9                        | 5.2                              | 6.7                                 |
| <b>Clarke Quay</b>                          | 3                        | 1.4                              | 2.3                                 |
| <b>Bugis+</b>                               | 3                        | 1.6                              | 2.4                                 |
| <b>Westgate</b>                             | 35                       | 12.8                             | 7.9                                 |
| <b>Bedok Mall</b>                           | 9                        | 14.4                             | 8.2                                 |
| <b>Other assets<sup>(5)</sup></b>           | 55                       | 6.5                              | 9.0                                 |
| <b>CMT Portfolio</b>                        | <b>327<sup>(6)</sup></b> | <b>8.3</b>                       | <b>8.0</b>                          |

(1) Based on committed leases. Includes CMT's 40.0% interest in Raffles City Singapore (excluding hotel lease), CMT's 30.0% interest in Westgate and excludes Funan which was closed in July 2016 for redevelopment.

(2) As a percentage of net lettable area for each respective property as at 30 June 2017.

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

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

(5) Includes Sembawang Shopping Centre and JCube.

(6) Of which 275 leases are retail leases.



# High Occupancy Maintained

| (%, As at)                                  | 31 Dec 2008 | 31 Dec 2009 | 31 Dec 2010 | 31 Dec 2011         | 31 Dec 2012 | 31 Dec 2013 | 31 Dec 2014         | 31 Dec 2015 | 31 Dec 2016       | 30 Jun 2017       |
|---------------------------------------------|-------------|-------------|-------------|---------------------|-------------|-------------|---------------------|-------------|-------------------|-------------------|
| <b>Tampines Mall</b>                        | 100.0       | 100.0       | 100.0       | 100.0               | 100.0       | 100.0       | 99.5                | 100.0       | 99.2              | 99.2              |
| <b>Junction 8</b>                           | 100.0       | 100.0       | 100.0       | 100.0               | 99.6        | 99.4        | 100.0               | 100.0       | 99.9              | 99.9              |
| <b>Funan</b>                                | 99.8        | 99.3        | 100.0       | 100.0               | 100.0       | 98.2        | 97.9                | 95.3        | NA <sup>(1)</sup> | NA <sup>(1)</sup> |
| <b>IMM Building<sup>(2)</sup></b>           | 100.0       | 99.7        | 100.0       | 100.0               | 98.1        | 99.0        | 96.0 <sup>(3)</sup> | 96.0        | 97.9              | 98.4              |
| <b>Plaza Singapura</b>                      | 99.8        | 100.0       | 100.0       | 100.0               | 91.3        | 100.0       | 100.0               | 99.7        | 100.0             | 99.8              |
| <b>Bugis Junction</b>                       | 100.0       | 100.0       | 100.0       | 100.0               | 100.0       | 100.0       | 100.0               | 99.7        | 99.9              | 100.0             |
| <b>Other assets<sup>(4)</sup></b>           | 100.0       | 99.8        | 99.8        | 80.9 <sup>(3)</sup> | 99.8        | 100.0       | 98.1                | 92.6        | 95.3              | 97.7              |
| <b>Raffles City Singapore<sup>(2)</sup></b> | 100.0       | 100.0       | 99.6        | 100.0               | 100.0       | 100.0       | 100.0               | 99.6        | 99.7              | 99.8              |
| <b>Lot One Shoppers' Mall</b>               | 99.3        | 99.9        | 99.6        | 99.7                | 99.8        | 100.0       | 100.0               | 99.8        | 99.9              | 99.8              |
| <b>Bukit Panjang Plaza</b>                  | 100.0       | 99.8        | 100.0       | 100.0               | 100.0       | 99.8        | 100.0               | 97.8        | 99.9              | 99.6              |
| <b>The Atrium@Orchard<sup>(5)</sup></b>     | 98.0        | 99.1        | 93.5        | 65.5 <sup>(3)</sup> | 95.3        | 99.5        | 99.9                | 98.2        | 97.6              | 98.3              |
| <b>Clarke Quay</b>                          |             |             | 100.0       | 100.0               | 97.9        | 100.0       | 95.9                | 88.2        | 90.7              | 93.4              |
| <b>Bugis+</b>                               |             |             |             |                     | 99.5        | 100.0       | 100.0               | 99.2        | 100.0             | 100.0             |
| <b>Westgate</b>                             |             |             |             |                     |             | 85.8        | 97.7                | 97.6        | 99.6              | 96.6              |
| <b>Bedok Mall</b>                           |             |             |             |                     |             |             |                     | 99.9        | 100.0             | 97.5              |
| <b>CMT Portfolio</b>                        | <b>99.7</b> | <b>99.8</b> | <b>99.3</b> | <b>94.8</b>         | <b>98.2</b> | <b>98.5</b> | <b>98.8</b>         | <b>97.6</b> | <b>98.5</b>       | <b>98.6</b>       |

(1) Not applicable because Funan was closed in July 2016 for redevelopment.

(2) Based on retail leases only.

(3) Lower occupancy rates were mainly due to AEI.

(4) Other assets include:

a) Sembawang Shopping Centre, except for 2007 and 2008 when it underwent an AEI;

b) Rivervale Mall, until it was sold in 2015;

c) Hougang Plaza, until it was sold in 2012;

d) JCube, except from 2008 to 2011 when it underwent an AEI; 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.

(5) Includes retail and office leases.

# Asset Enhancement Initiatives ('AEI')



IMM Building





# On-going AEI



| Malls                  | Raffles City Singapore                                                                                                                                                        | Funan                                                                                                                                                |
|------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------|
| Target Completion Date | 1Q 2018                                                                                                                                                                       | 4Q 2019                                                                                                                                              |
| Area of work           | Raffles City Singapore will embark on interior rejuvenation works. The improvements will cover the main entrance and mall interiors, including the Central Atrium at Level 3. | Funan will undergo three years of redevelopment work. The new integrated development will comprise retail, office and serviced residence components. |



# AEI – Bukit Panjang Plaza



Bukit Panjang Plaza



# AEI Completed in Bukit Panjang Plaza

Rejuvenation Works Include the Replacement of the Skylight and Upgrade of the Single File Escalators to Dual File Escalators to Improve Traffic Flow



# AEI Completed in Bukit Panjang Plaza



**Expansion of Community/Sports Facilities Scheme ('CSFS') Space on Level 4**  
**New Public Library Opened on 1 July 2017**



**New Rooftop Garden Relocated from Level 2 to Level 4**



# Bukit Panjang Plaza – Marketing Activities



Tsum Tsum Playland



Lulu the Movie Screening and Meet-and-Greet Session



Celebrate Mums Well-being and Happiness



SmartParents Family Fun



# AEI – Funan



\*Artist's impression of proposed integrated development

Funan





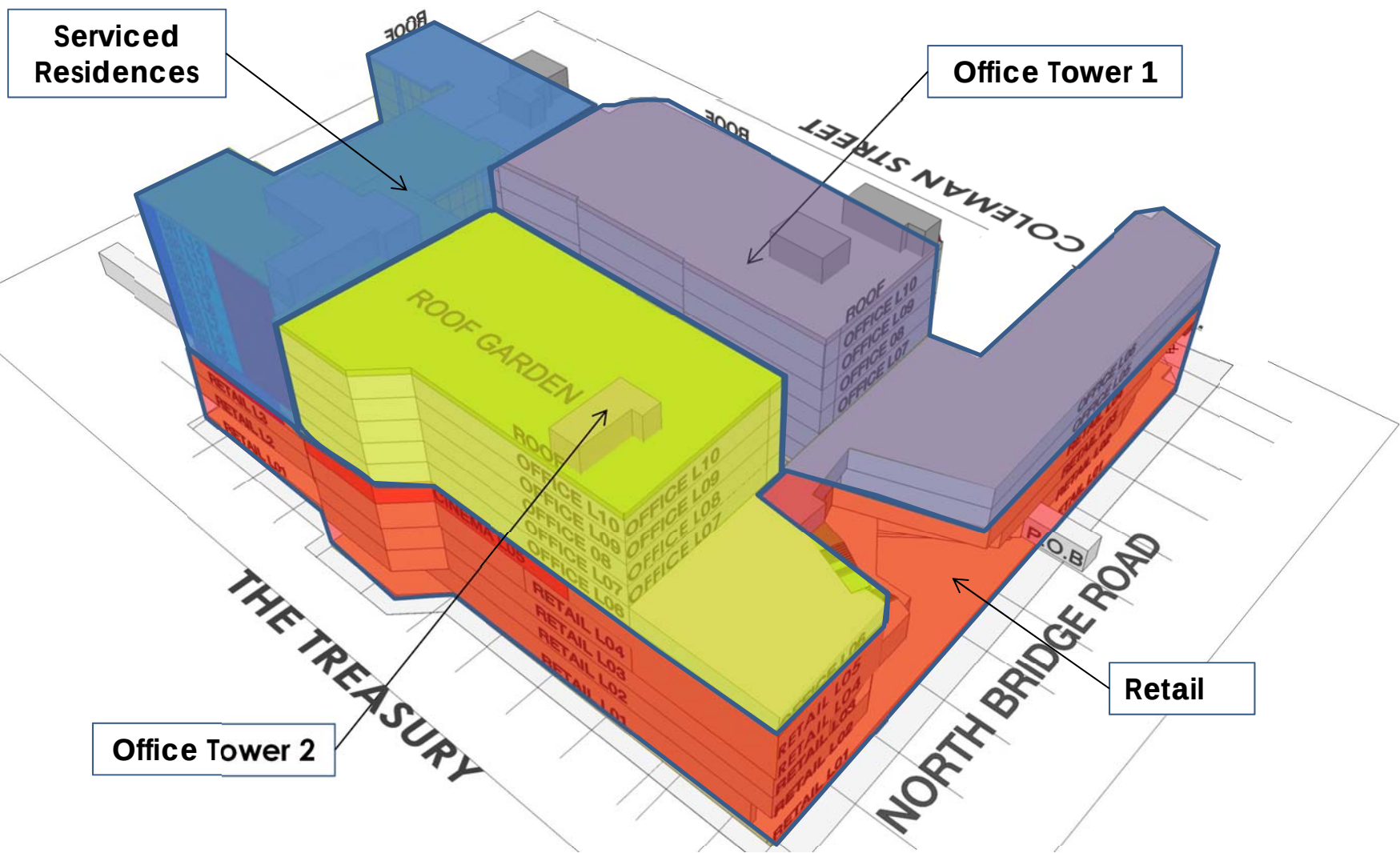
# Funan – A Creative Intersection

**This iconic landmark offers unparalleled connectivity and convenience, enabling Funan to actively host communities and catalyse creative collaborations**



Artist's impression of proposed integrated development.

# Proposed Integrated Development<sup>(1)</sup>



(1) Subject to final development plan and approvals.



# Redevelopment Details

|                                                | Existing | Proposed               |         |                     |                        |
|------------------------------------------------|----------|------------------------|---------|---------------------|------------------------|
|                                                | Retail   | Retail                 | Office  | Serviced Residences | Total                  |
| <b>Gross Plot Ratio</b>                        | 3.88     | 7.0                    |         |                     |                        |
| <b>Gross Floor Area (sq ft)<sup>(1)</sup></b>  | 482,097  | 503,900 <sup>(2)</sup> | 262,900 | 121,600             | 888,400 <sup>(2)</sup> |
| <b>Gross Floor Area Allocation</b>             | 100%     | 57%                    | 29%     | 14%                 | 100%                   |
| <b>Net Lettable Area (sq ft)<sup>(1)</sup></b> | 298,814  | 325,000 <sup>(2)</sup> | 204,000 | 80,000              | 609,000 <sup>(2)</sup> |
| <b>Efficiency</b>                              | 62%      | 65%                    | 78%     | 66%                 | 69%                    |

(1) Proposed areas are approximate figures.

(2) Includes Community/Sports Facilities Scheme ('CSFS') area of approximately 18,100 sq ft.





# Construction Progress on Schedule

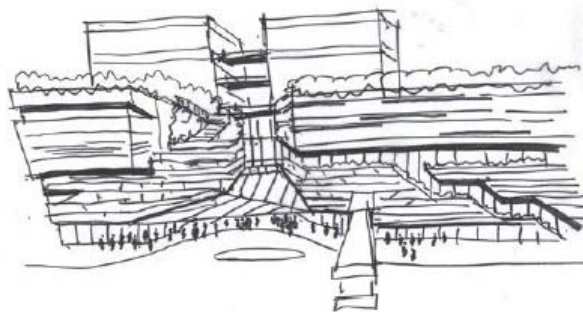
Piling Works on Schedule – 50% Completed



Overview of Site (from The Adelphi)



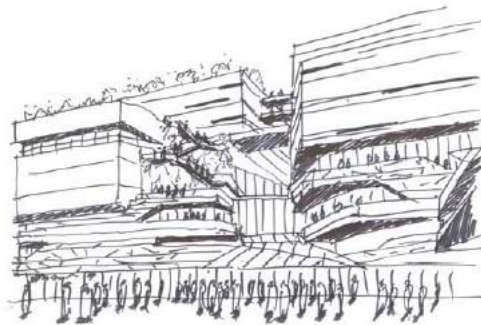
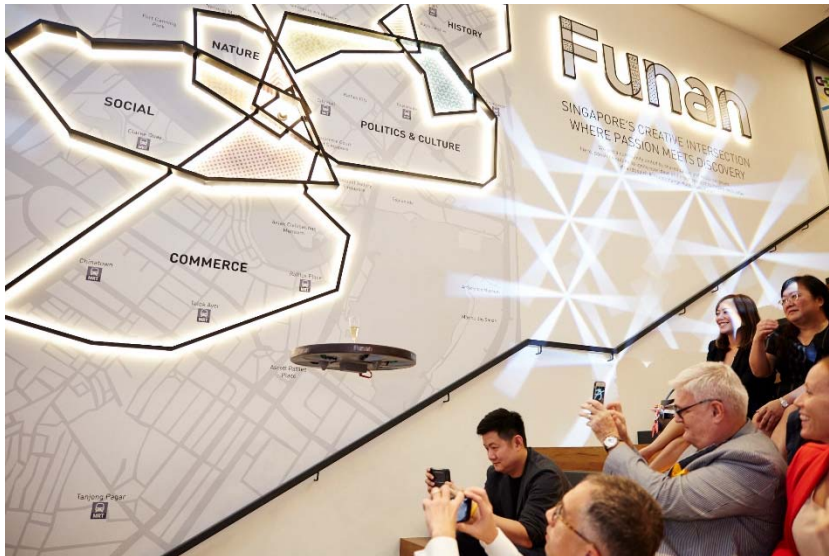
Overview of Site (from Peninsula Excelsior Hotel)





# Funan Showsuite Launch

One-of-a-Kind Experiential Showsuite Launched on 27 April 2017







# Funan Showsuite







# Funan Leasing Update

## – Strong Retail Leasing Interest

About 30% Committed Occupancy



Artist's impression.

Committed Tenants



肉骨茶 • 油条 • 豆浆



Ya Kun Kaya Toast  
Coffee stall since 1944





# AEI - Raffles City Singapore





# Rejuvenation of Raffles City Shopping Centre

Raffles City Shopping Centre will undergo interior rejuvenation works amounting S\$54.0 million from 3Q 2016 to 1Q 2018. Works include –

- Refreshing the main entrance
- Refurbishing the mall interiors and upgrading the lift lobbies
- Revamping the Central Atrium at Level 3

## **Rationale:**

**To refresh the mall and enhance the shopping experience, reinforcing Raffles City Shopping Centre's position as one of Singapore's top shopping destinations**





# Refresh the Main Entrance

Creating a Strong Sense of Arrival with New Entrance and Extended Canopy



Artist's impression.



# Refurbish Mall Interiors

A New Look with Enhanced Ceiling, Flooring



Artist's impression.





# Refurbish Mall Interiors

New Finishes at Momentum Court and Upgraded Water Feature at Vitality Court



Artist's impression.

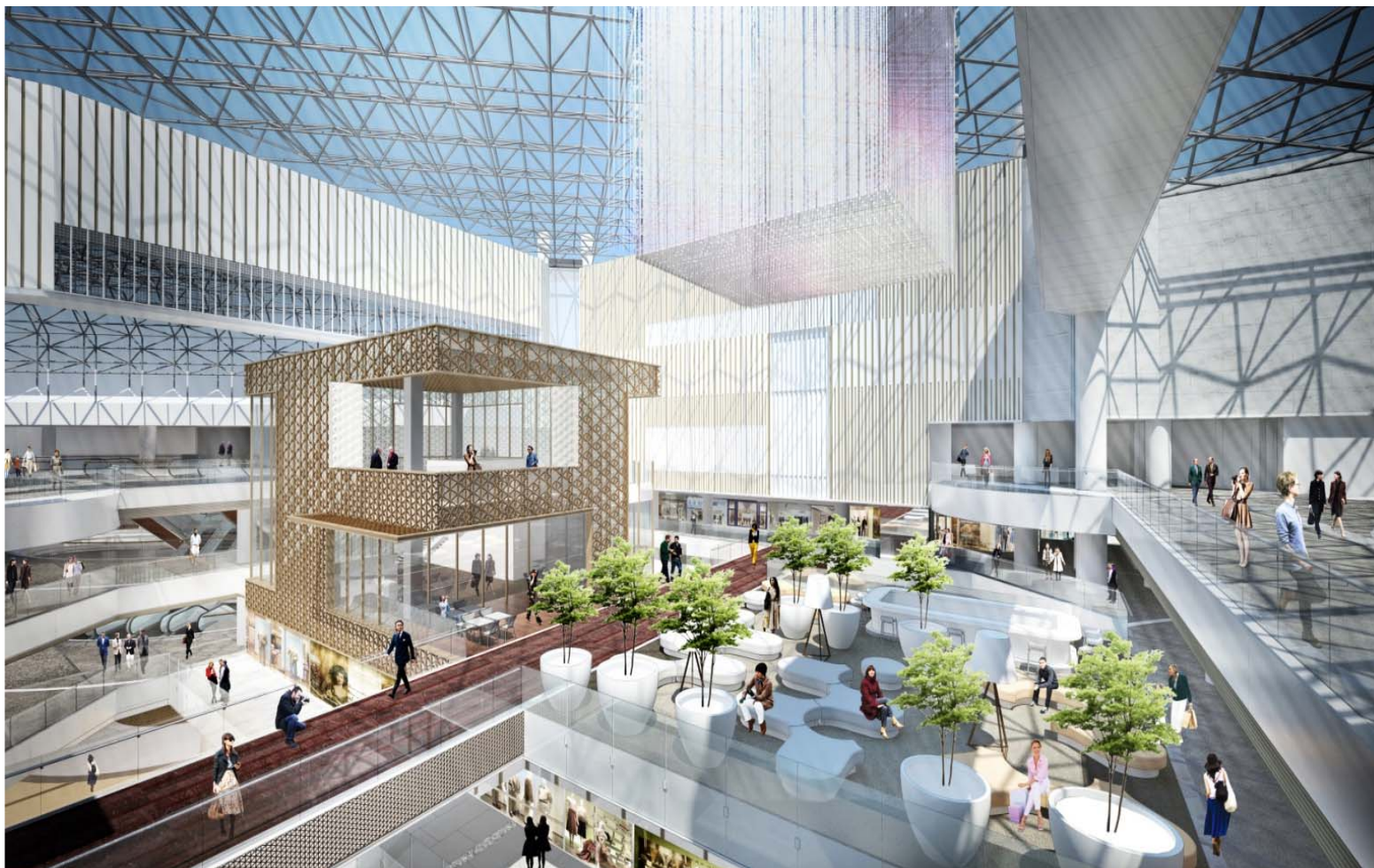






# Creation of Level 3 Centre-Piece

Revamp of Level 3 Central Atrium with New Centre-Piece as Focal Point



Artist's impression.



# New Retail Opening



Plaza Singapura





# MUJI Plaza Singapura

## – First Flagship Store in South East Asia

Features Exciting Concepts for a More Lifestyle and Experiential Retailing



**Café & Meal MUJI :**  
Dine with 'Simple Food' Gentle for Your Body, Kind to the World



**Open MUJI :**  
An Event Gallery Dedicated to Regular Exhibitions and Workshops



**Exclusive Embroidery Services**



**Found MUJI :**  
'Search and Find' Durable Daily Necessities and Re-tailoring Them into MUJI Goods that Fit the Modern Way of Life

Concepts only. Actual design may be subjected to change.

Macquarie ASEAN Conference 2017 \*August 2017\*



# Looking Forward

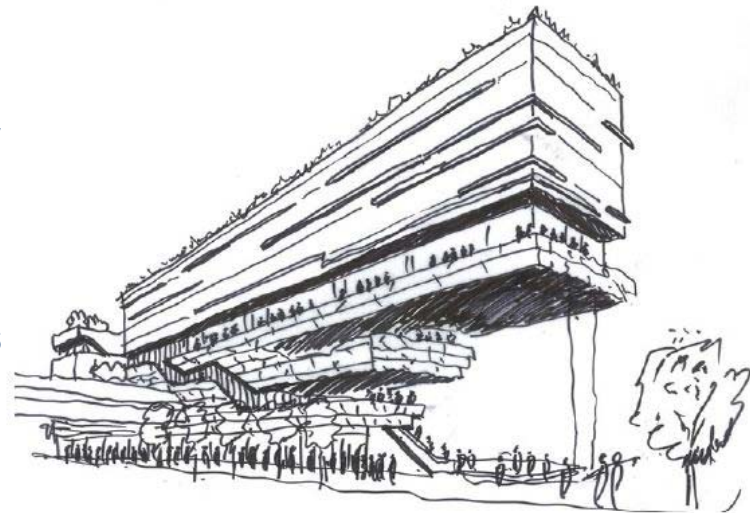


Bugis Junction



# Looking Forward

- The Singapore economy grew by 2.5%<sup>(1)</sup> on a year-on-year basis in 2Q 2017. Singapore Government maintained 2017 GDP growth forecast at 1.0% to 3.0%<sup>(2)</sup>
- Focus on the active lease management for the remaining 327 leases due for renewal in 2017 and operational excellence
- Unlock value through asset enhancement initiatives
  - Focus on the asset enhancement works in Raffles City Singapore and target completion in 1Q 2018
  - Focus on the redevelopment and leasing at Funan
  - Focus on asset planning and identifying opportunities to unlock value



(1) Based on advance estimates published by the Ministry of Trade and Industry Singapore on 14 July 2017.

(2) Based on 2017 GDP growth forecast published by the Ministry of Trade and Industry Singapore on 25 May 2017.





# Thank you

For enquiries, please contact: Ms Audrey Tan, Investor Relations,  
Direct: (65) 6713 1507 Email: [audrey.tan@capitaland.com](mailto:audrey.tan@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



# Annexes





# CapitaLand Mall Trust

– Major REIT in CapitaLand Group



**Group Managed Real Estate Assets\*** (as at 30 June 2017): S\$80.2 billion

(1) Include StorHub and businesses in Vietnam, Indonesia, Japan and others

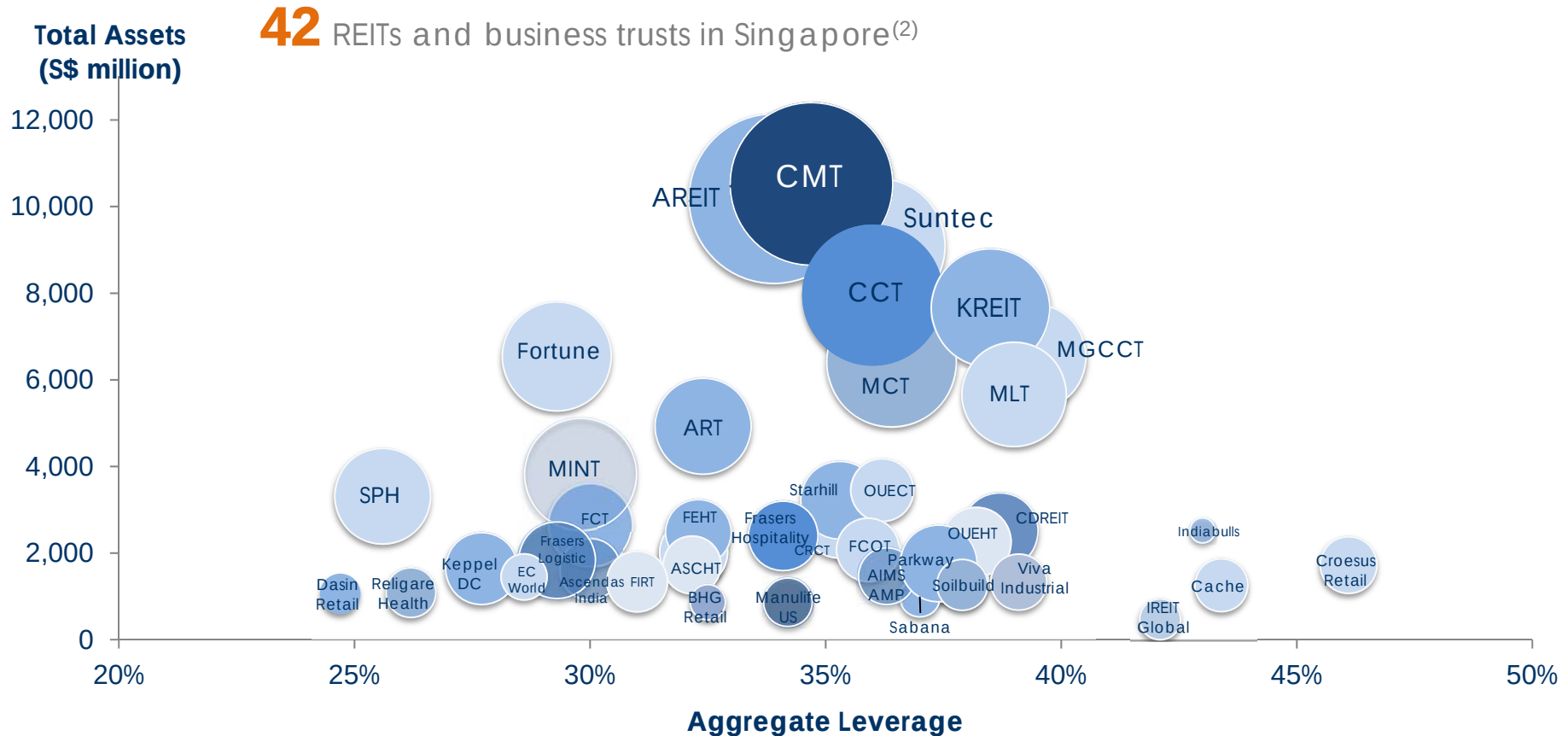
(2) Includes residential portfolio in Malaysia

\* Refers to total value of all real estate managed by CapitaLand Group entities stated at 100% of property carrying value



# Singapore REIT Landscape

**CMT: Largest Retail S-REIT by Market Capitalisation<sup>(1)</sup>; 'A2' Issuer Rating**



Source: Bloomberg and companies data

1) Size of bubble denotes market capitalisation and balance sheet data available as at 28 July 2017.

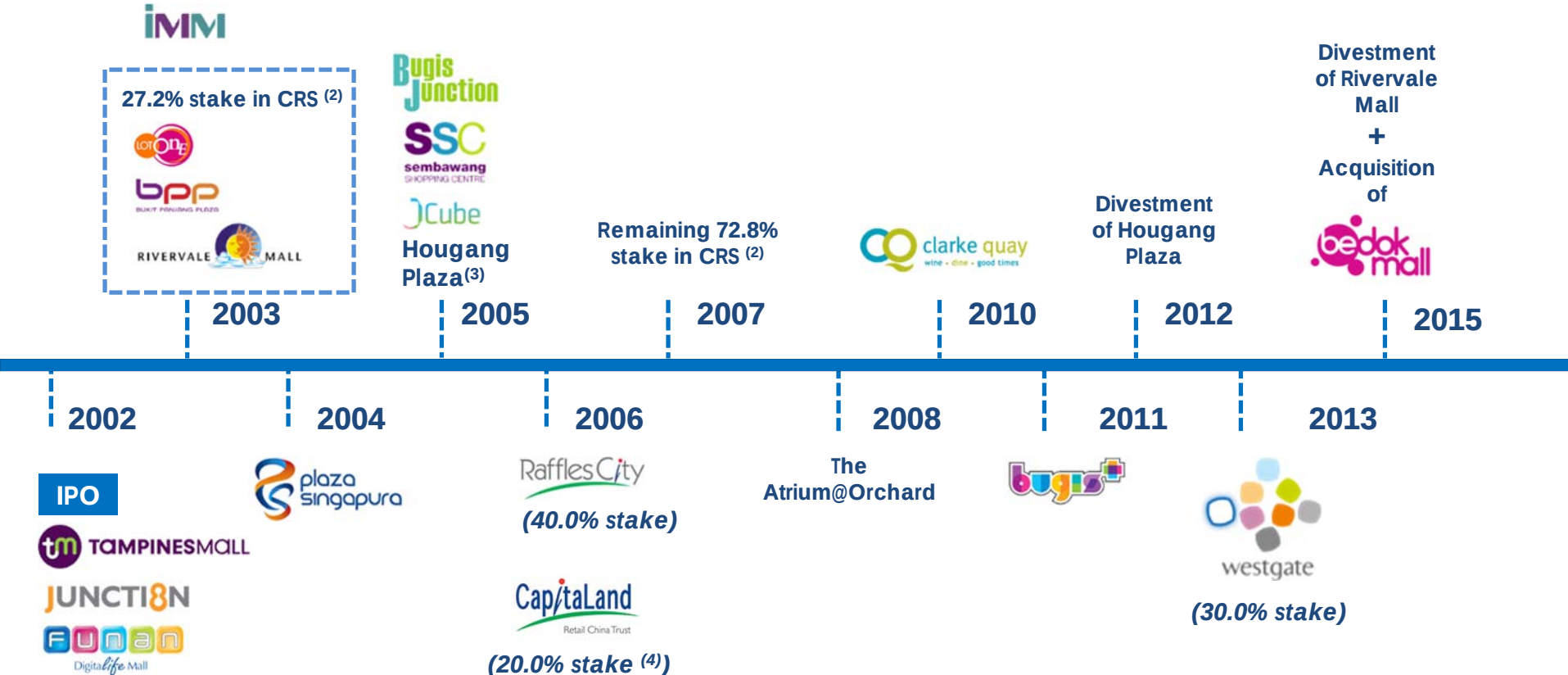
2) Based on UBS Singapore Property SREIT valuation guide as at 18 July 2017.





# Acquisitions & Development Track Record

– From 3 to 16 Assets<sup>(1)</sup>



(1) 16 assets, after acquisition of Bedok Mall in October 2015 and divestment of Rivervale Mall in December 2015.

(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; 100.0% of the strata area was acquired in June 2006.

(4) 13.8% stake as at 30 June 2017.



# Market Leadership in Singapore Retail

**S\$7.0b**

Market  
Capitalisation<sup>(1)</sup>

**16**

Properties in  
Singapore

**~2,900**

Extensive Network  
of Tenants

**5.5m**

sq ft NLA<sup>(2)</sup>

**15-year**

Track Record



Bedok Mall



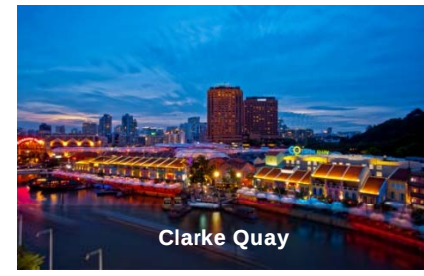
Bugis Junction



Bugis+



Bukit Panjang Plaza



Clarke Quay



Funan (3)



IMM Building



JCube



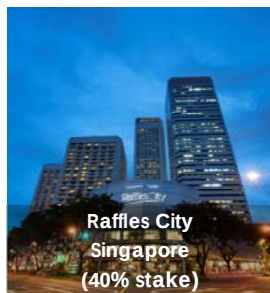
Junction 8



Lot One Shoppers' Mall



Plaza Singapura



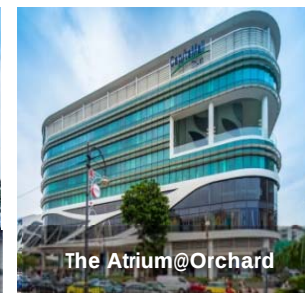
Raffles City  
Singapore  
(40% stake)



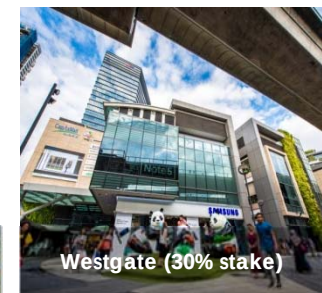
Sembawang SC



Tampines Mall



The Atrium@Orchard



Westgate (30% stake)

(1) Above information as at 30 June 2017.

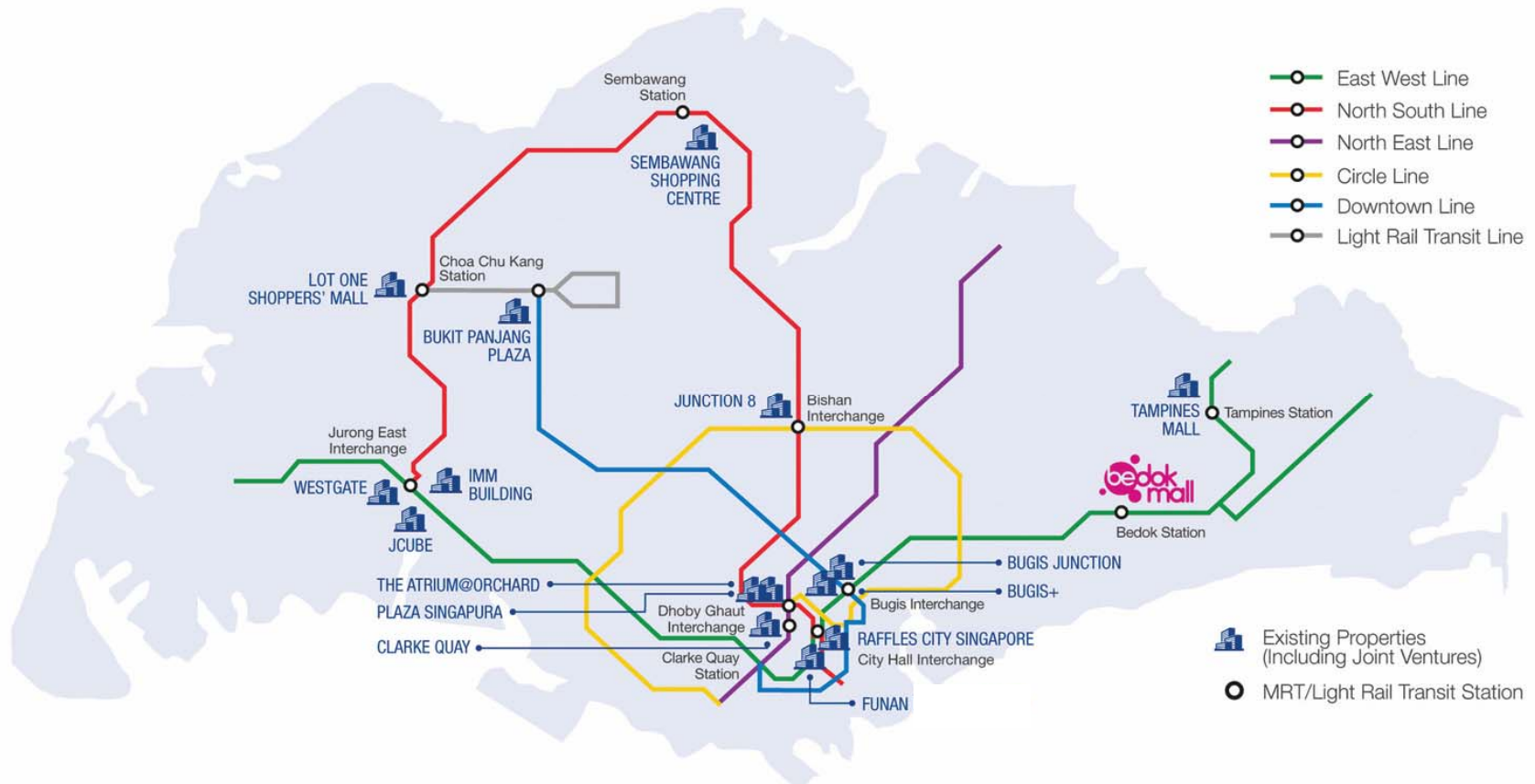
(2) Based on total NLA, including retail, office and warehouse.

(3) Artist's impression of proposed integrated development.



# Strategically Located Portfolio

- Close Proximity to Public Transport and Population Catchments
- Create and Offer Lifestyle Shopping Experiences



347.4 million annual shopper traffic<sup>(1)</sup>

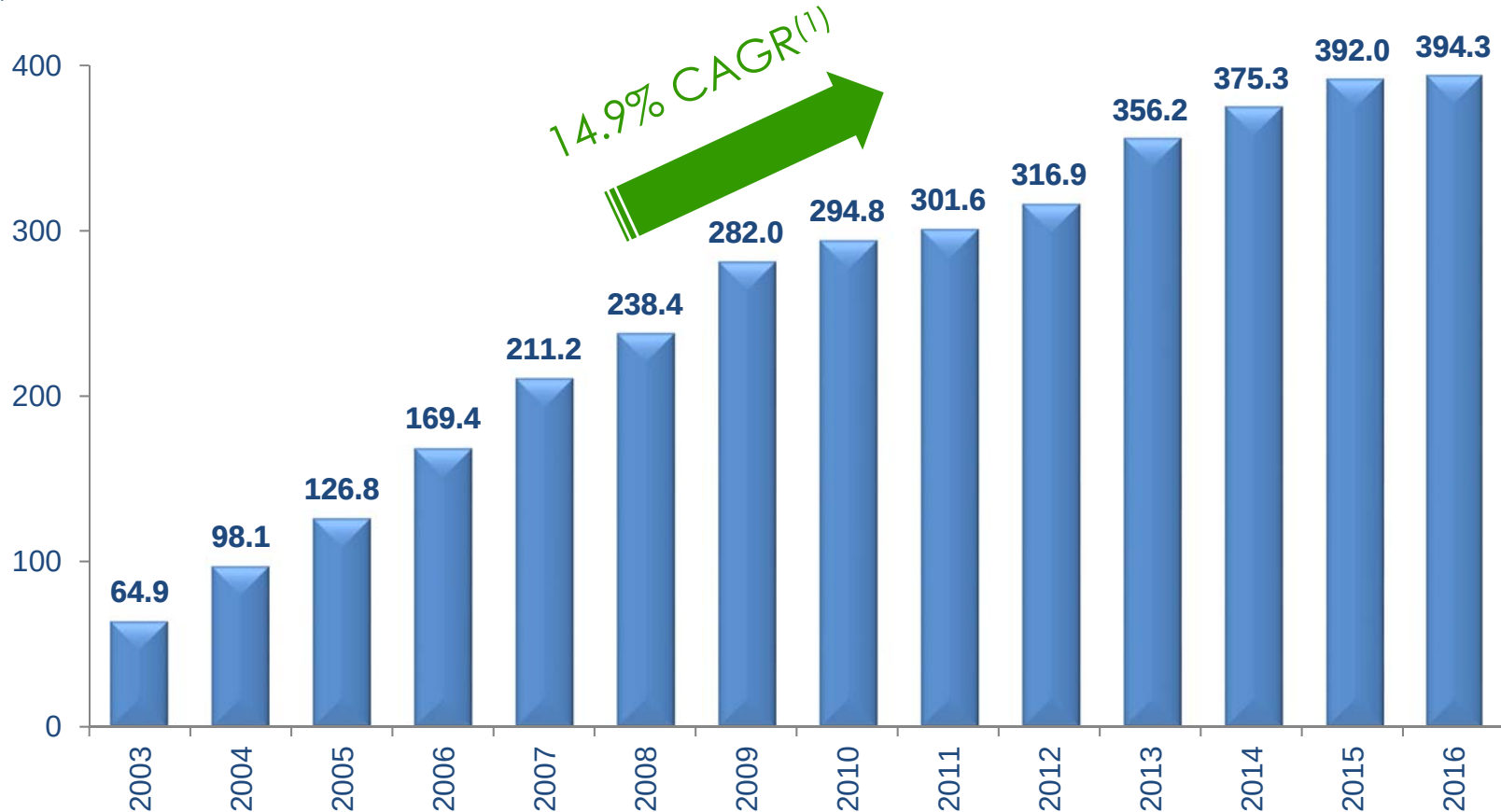
(1) For year ended 31 December 2016. This excludes Funan, which was closed for redevelopment on 1 July 2016.





# Steady Distributable Income Growth

S\$ million

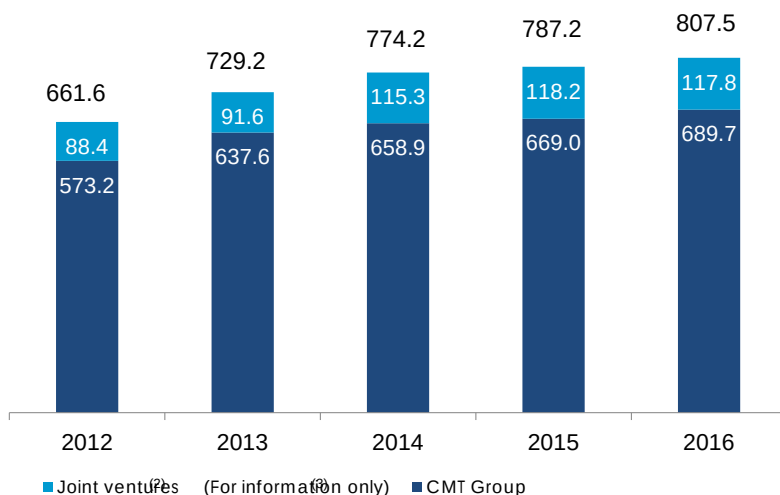


(1) Based on compounded annual growth rate ('CAGR').

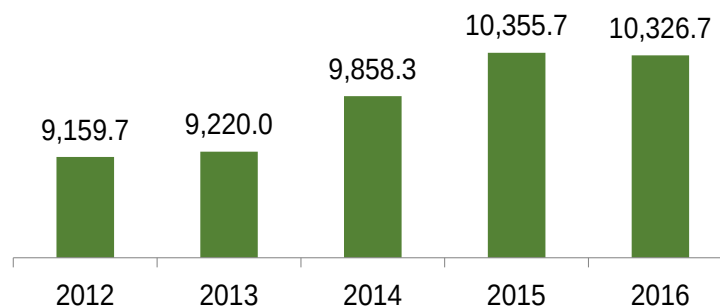


# Financial Highlights

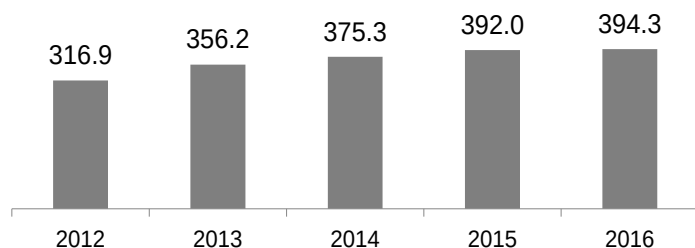
## Gross Revenue (\$\$ million)<sup>(1)</sup>



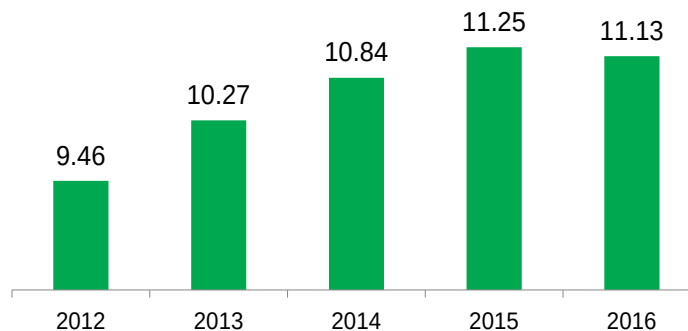
## Total Assets



## Distributable Income (\$\$ million)



## Distribution Per Unit (cents)



(1) With the adoption of Financial Reporting Standards 111 Joint Arrangements from 1 January 2014, CMT's 40.0% interest in RCS Trust and 30.0% interest in Infinity Mall Trust and Infinity Office Trust (collectively, the Infinity Trusts) are accounted for as investments in joint ventures using equity method. For comparison purpose, 2012 to 2013 have been restated to exclude CMT's 40.0% interest in RCS Trust and CMT's 30.0% interest in Infinity Trusts.

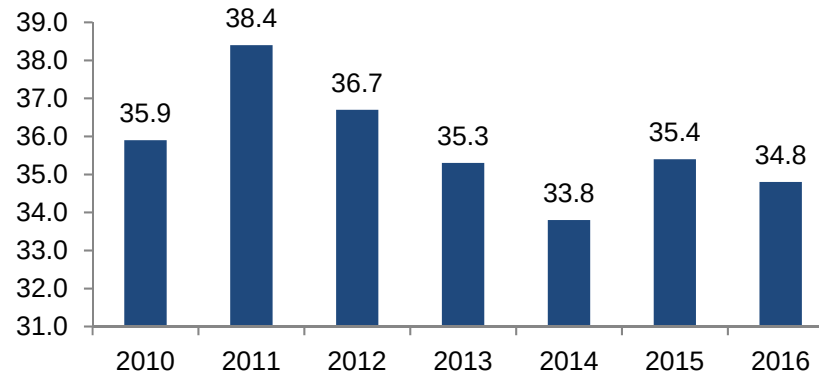
(2) On 1 October 2015, CMT acquired all the units in Brilliance Mall Trust (BMT) which holds Bedok Mall. Upon acquisition, BMT became a subsidiary. On 15 December 2015, the sale of Rivervale Mall was completed. On 30 August 2016, three private trusts namely Victory Office 1 Trust, Victory Office 2 Trust and Victory SR Trust (collectively, the Victory Trusts, each wholly owned by CMT) were constituted in relation to the redevelopment of Funan. CMT, together with the Victory Trusts jointly own and undertake to redevelop Funan which comprises a retail component (held through CMT), two office towers and serviced residences.

(3) Joint ventures refer to CMT's 40.0% interest in RCS Trust and CMT's 30.0% interest in Infinity Trusts. Westgate, which is owned by Infinity Mall Trust, commenced operations on 2 December 2013.

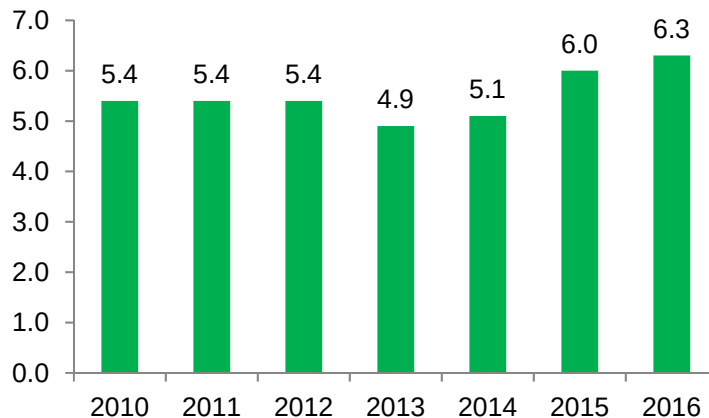


# Prudent Capital Management

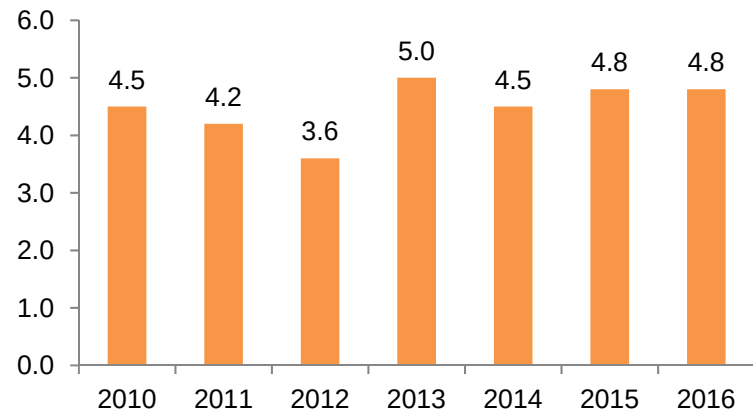
Aggregate Leverage (%)<sup>(1,2)</sup>



Net Debt / EBITDA (times)<sup>(3)</sup>



Interest Coverage (times)<sup>(4)</sup>



- (1) In accordance to Property Funds Appendix, CMT's proportionate share of its joint ventures borrowings and total deposited property are included when computing the aggregate leverage.
- (2) Funds raised ahead of the maturity of the existing borrowings of CMT are excluded from both borrowings and total deposited property for the purpose of computing the aggregate leverage as the funds are set aside solely for the purpose of repaying the existing borrowings of CMT.
- (3) Net Debt comprises gross debt less temporary cash intended for refinancing and capital expenditure. EBITDA refers to earnings before interest, tax, depreciation and amortisation.
- (4) Ratio of net investment income at CMT Group before interest and tax over interest expense.

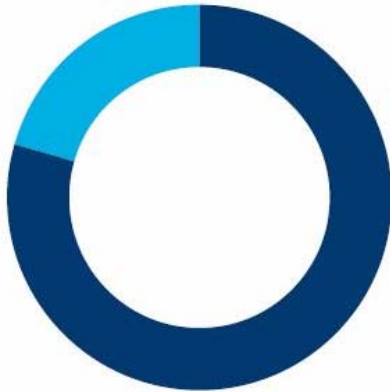




# Necessity Shopping vs Discretionary Shopping

CMT PORTFOLIO<sup>(1)</sup>

**By Gross Revenue**  
(For FY 2016)



|                                       |      |   |
|---------------------------------------|------|---|
| ● Necessity Shopping <sup>2</sup>     | 79.5 | % |
| ● Discretionary Shopping <sup>3</sup> | 20.5 | % |

**By Asset Valuation**  
(As at 31 December 2016)



|                                       |      |   |
|---------------------------------------|------|---|
| ● Necessity Shopping <sup>2</sup>     | 79.3 | % |
| ● Discretionary Shopping <sup>3</sup> | 20.7 | % |

(1) Excludes Funan which was closed on 1 July 2016 for redevelopment.

(2) Includes Tampines Mall, Junction 8, IMM Building, Plaza Singapura, Bugis Junction, Sembawang Shopping Centre, JCube, Lot One Shoppers' Mall, Bukit Panjang Plaza, The Atrium@Orchard, Bedok Mall and CMT's 30.0% interest in Westgate.

(3) Includes Clarke Quay, Bugis+ and CMT's 40.0% interest in Raffles City Singapore.



# Well-Diversified Trade Mix

## CMT PORTFOLIO<sup>(1)</sup>

|                                                                         | % of Gross Rental Income <sup>(2)</sup> |
|-------------------------------------------------------------------------|-----------------------------------------|
|                                                                         | For the month of December 2016          |
| Food & Beverage                                                         | 30.0                                    |
| Fashion                                                                 | 13.4                                    |
| Beauty & Health                                                         | 10.8                                    |
| Services                                                                | 6.4                                     |
| Department Store                                                        | 6.1                                     |
| Gifts & Souvenirs / Toys & Hobbies / Books & Stationery/ Sporting Goods | 5.4                                     |
| Leisure & Entertainment / Music & Video <sup>(3)</sup>                  | 4.6                                     |
| Shoes & Bags                                                            | 4.3                                     |
| Supermarket                                                             | 4.1                                     |
| Office                                                                  | 3.1                                     |
| Jewellery & Watches                                                     | 2.7                                     |
| Home Furnishing                                                         | 2.6                                     |
| Electrical & Electronics                                                | 1.8                                     |
| Education                                                               | 1.4                                     |
| Warehouse                                                               | 1.4                                     |
| Information Technology                                                  | 1.2                                     |
| Others <sup>(4)</sup>                                                   | 0.7                                     |
| <b>Total</b>                                                            | <b>100.0</b>                            |

(1) Includes CMT's 40.0% interest in Raffles City Singapore (excluding hotel lease), CMT's 30.0% interest in Westgate and excludes Funan (which was closed in July 2016 for redevelopment).

(2) Excludes gross turnover rent.

(3) Includes tenants approved as thematic dining, entertainment and a performance centre in Bugis+.

(4) Others include Art Gallery and Luxury.



# Gross Revenue by Property

## CMT PORTFOLIO<sup>(1)</sup>

|                             | % of Total Gross Revenue |
|-----------------------------|--------------------------|
|                             | For FY 2016              |
| Tampines Mall               | 9.8                      |
| Junction 8                  | 7.3                      |
| Funan <sup>(2)</sup>        | 1.4                      |
| IMM Building                | 10.0                     |
| Plaza Singapura             | 11.2                     |
| Bugis Junction              | 10.4                     |
| Lot One Shoppers' Mall      | 5.5                      |
| Bukit Panjang Plaza         | 3.5                      |
| The Atrium@Orchard          | 6.1                      |
| Clarke Quay                 | 4.5                      |
| Bugis+                      | 4.0                      |
| Bedok Mall                  | 7.2                      |
| Other assets <sup>(3)</sup> | 4.5                      |
| Raffles City Singapore      | 11.6                     |
| Westgate                    | 3.0                      |
| <b>Total</b>                | <b>100.0</b>             |

(1) Includes CMT's 40.0% interest in Raffles City Singapore and CMT's 30.0% interest in Westgate.

(2) Funan was closed in July 2016 for redevelopment.

(3) Includes Sembawang Shopping Centre and JCube.





# Top 10 Tenants

**10 Largest Tenants Contribute About 19.7% of Total Gross Rental Income<sup>(1)</sup>  
No Single Tenant Contributes More Than 4.0% of Total Gross Rental Income**

| Tenant                                | Trade Sector                                                 | % of Gross Rental Income |
|---------------------------------------|--------------------------------------------------------------|--------------------------|
| RC Hotels (Pte) Ltd                   | Hotel                                                        | 3.2                      |
| Temasek Holdings (Private) Limited    | Office                                                       | 2.6                      |
| Cold Storage Singapore (1983) Pte Ltd | Supermarket/ Beauty & Health /<br>Services/ Warehouse        | 2.5                      |
| Robinson & Co. (Singapore) Pte Ltd    | Department Store / Beauty & Health                           | 2.5                      |
| NTUC Enterprise                       | Supermarket / Beauty & Health /<br>Food & Beverage/ Services | 2.0                      |
| Wing Tai Clothing Pte Ltd             | Fashion / Sporting Goods                                     | 1.6                      |
| BHG (Singapore) Pte. Ltd              | Department Store                                             | 1.6                      |
| Auric Pacific Group Limited           | Food & Beverage                                              | 1.3                      |
| Isetan (Singapore) Limited            | Department Store / Supermarket                               | 1.2                      |
| BreadTalk Pte Ltd                     | Food & Beverage                                              | 1.2                      |
| <b>Total</b>                          |                                                              | <b>19.7</b>              |

(1) Based on gross rental income for the month of December 2016 and excludes gross turnover rent.



# Available Retail Floor Space

Retail Space at end-2016: 65.9 million sq ft, of which 49.1% is estimated to be shopping centre floor space

## Singapore Retail Floor Space Supply

(million sq ft)



Source: Cistri.

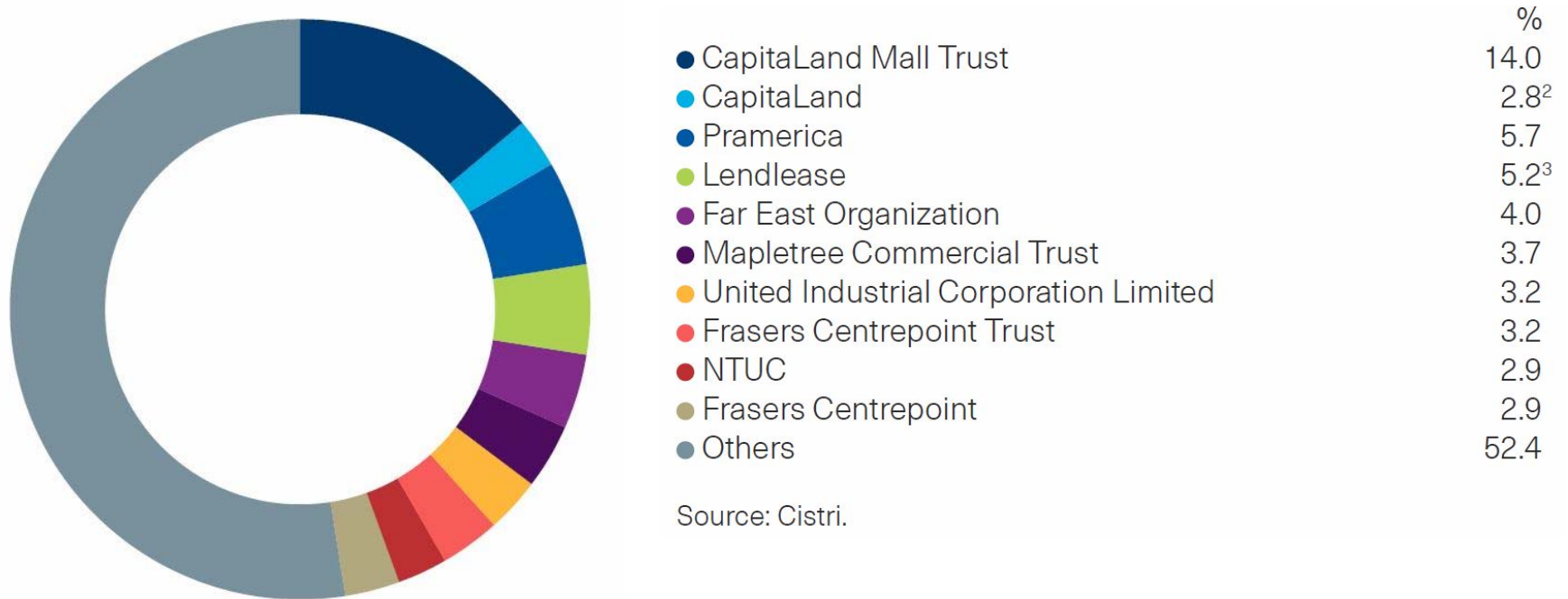
1 As at end of each year.

2 Others refer to other forms of retail space such as Housing Development Board's shop space.



# Share of Major Shopping Malls Floor Space by Owner<sup>(1)</sup>

**CMT is the largest shopping mall owner in Singapore owning 14.0% of malls greater than 100,000 sq ft NLA**



Source: Cistri.

(1) Malls greater than 100,000 sq ft NLA as at end-2016. Share of floor space takes into account ownership stake.

(2) CapitaLand's share only accounts for malls directly owned by CapitaLand and does not include those owned through CMT.

(3) Fund manager treated as a single owner.

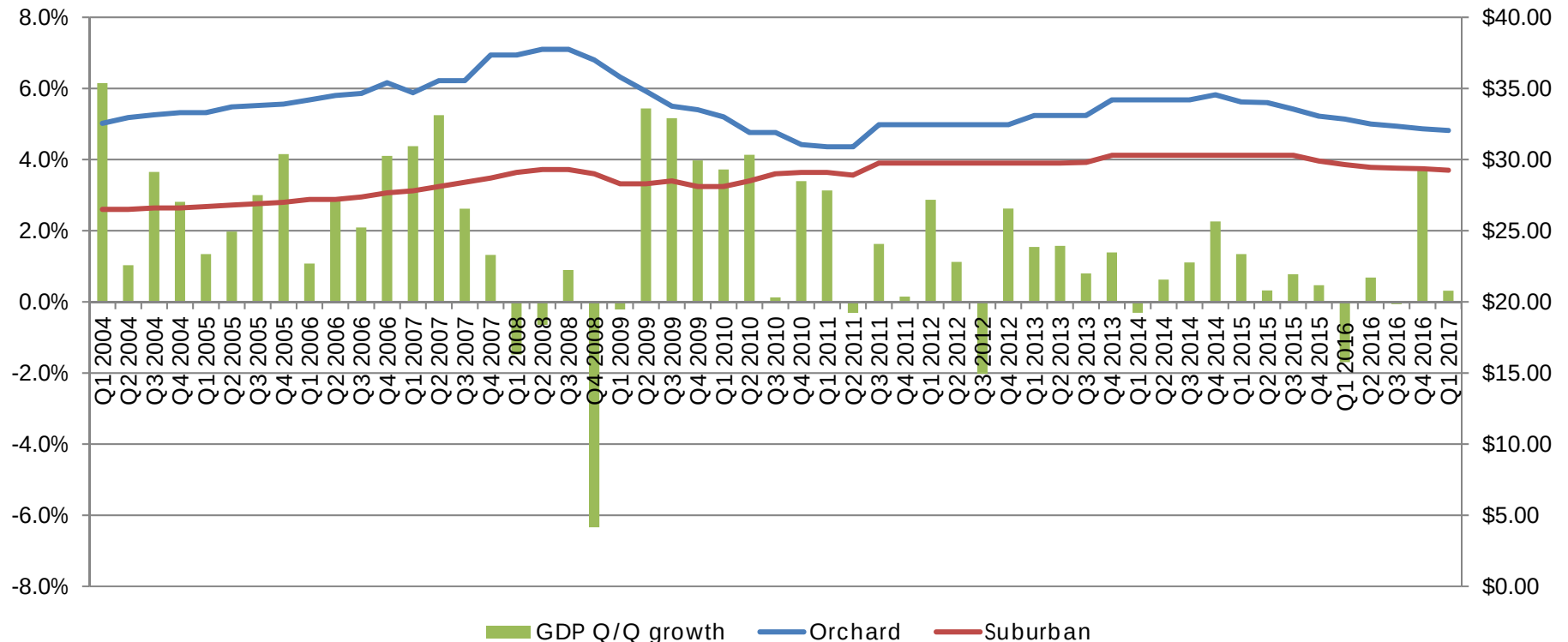




# Fairly Resilient Retail Rentals

Suburban Retail Rentals Are Especially Resilient to Economic Downturns

Singapore Retail Rentals and Quarterly GDP Growth

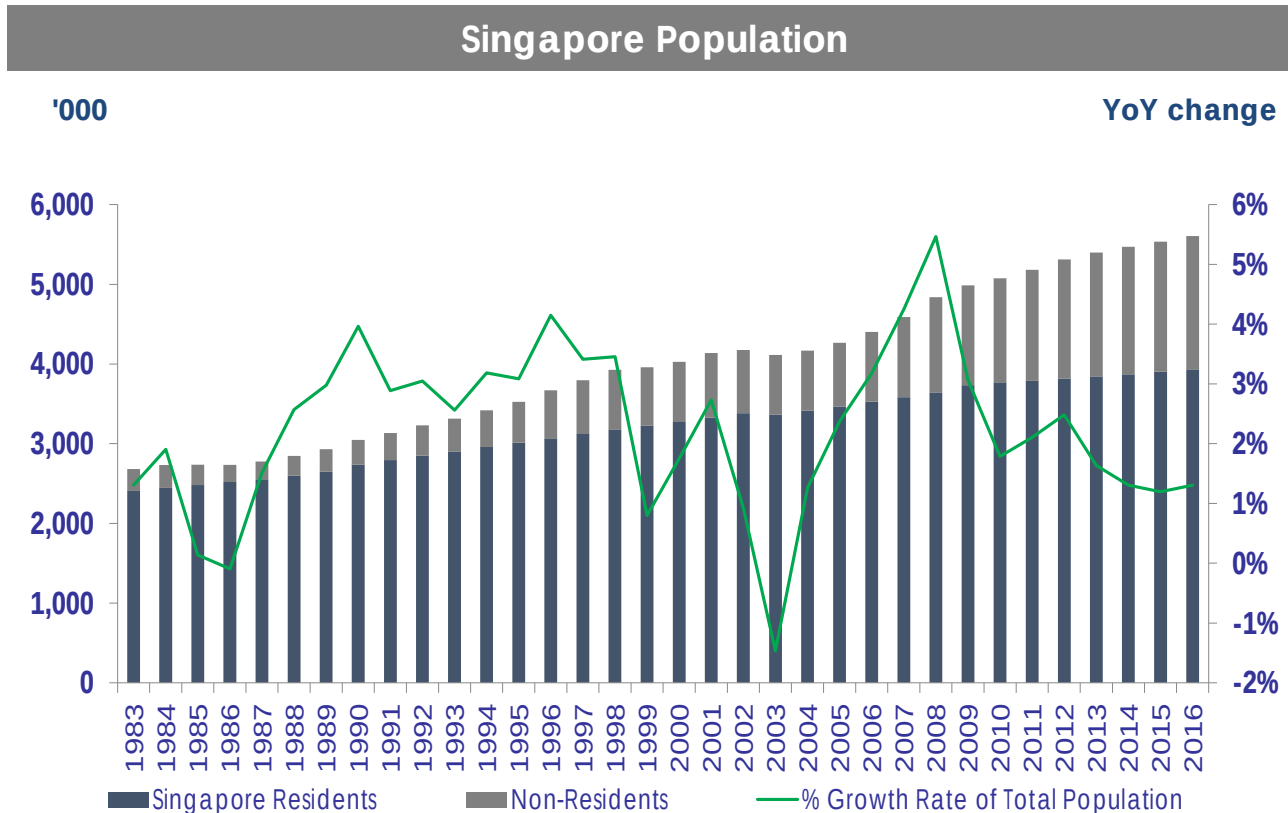


Sources: CBRE and Singapore Department of Statistics



# Population Growth Drives Local Consumption

Singapore's Population Estimated to Reach ~ 6.5 - 6.9 Million by 2030<sup>(1)</sup>



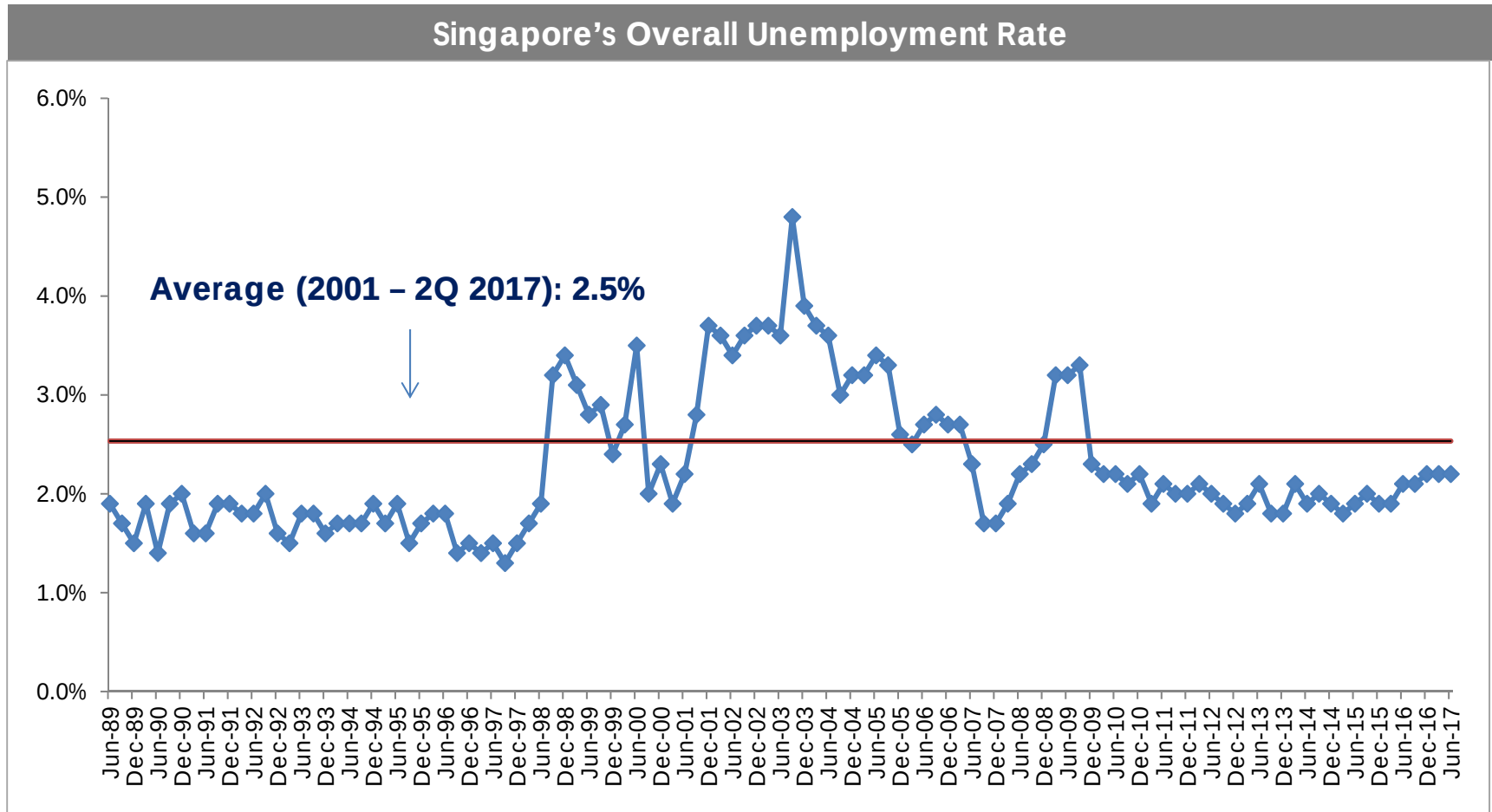
Source: Singapore Department of Statistics

(1) Singapore Population White Paper, January 2013



# Low Unemployment Rate

Singapore Has One of the Lowest Unemployment Rates Internationally



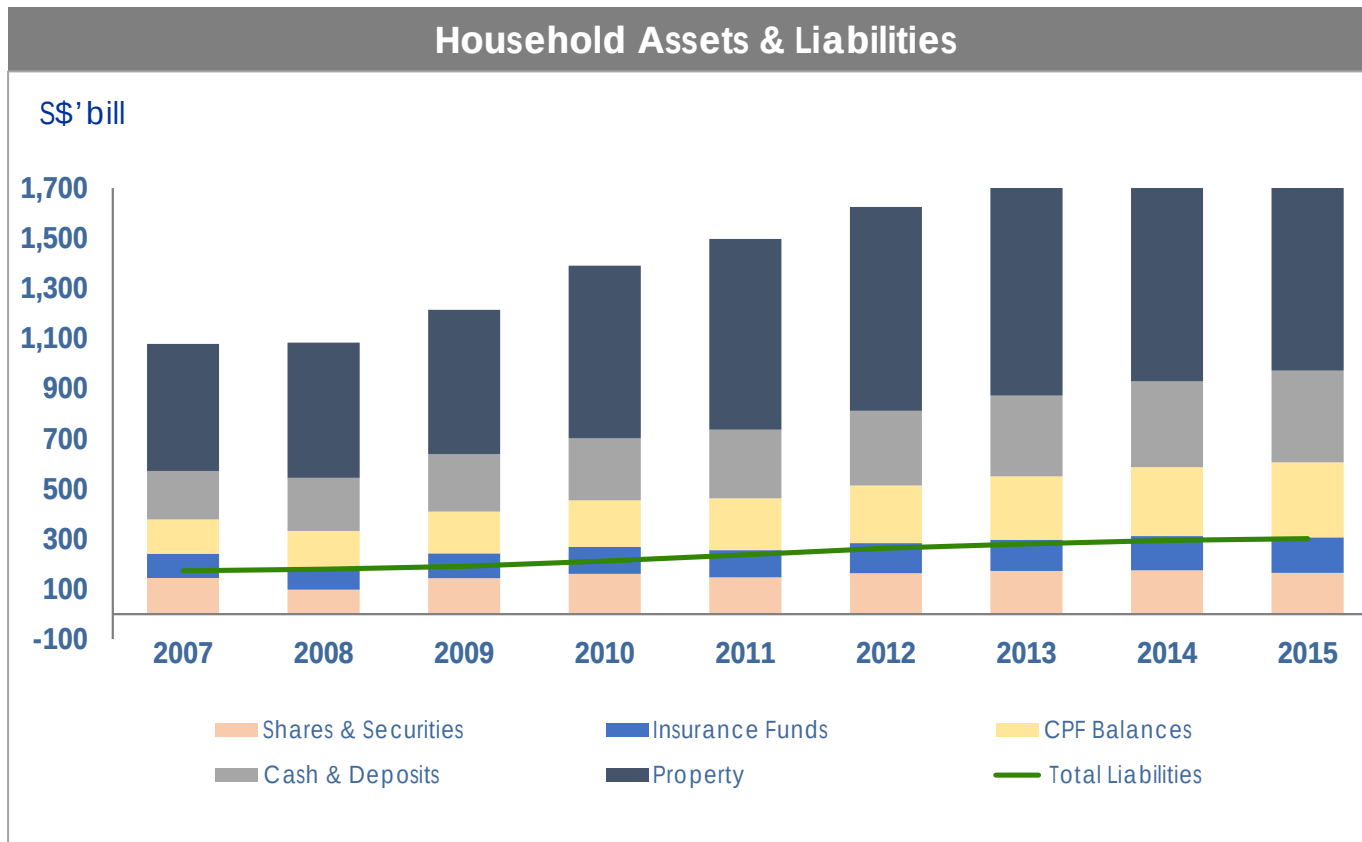
Source: Bloomberg





# Singapore Households Have Strong Balance Sheets

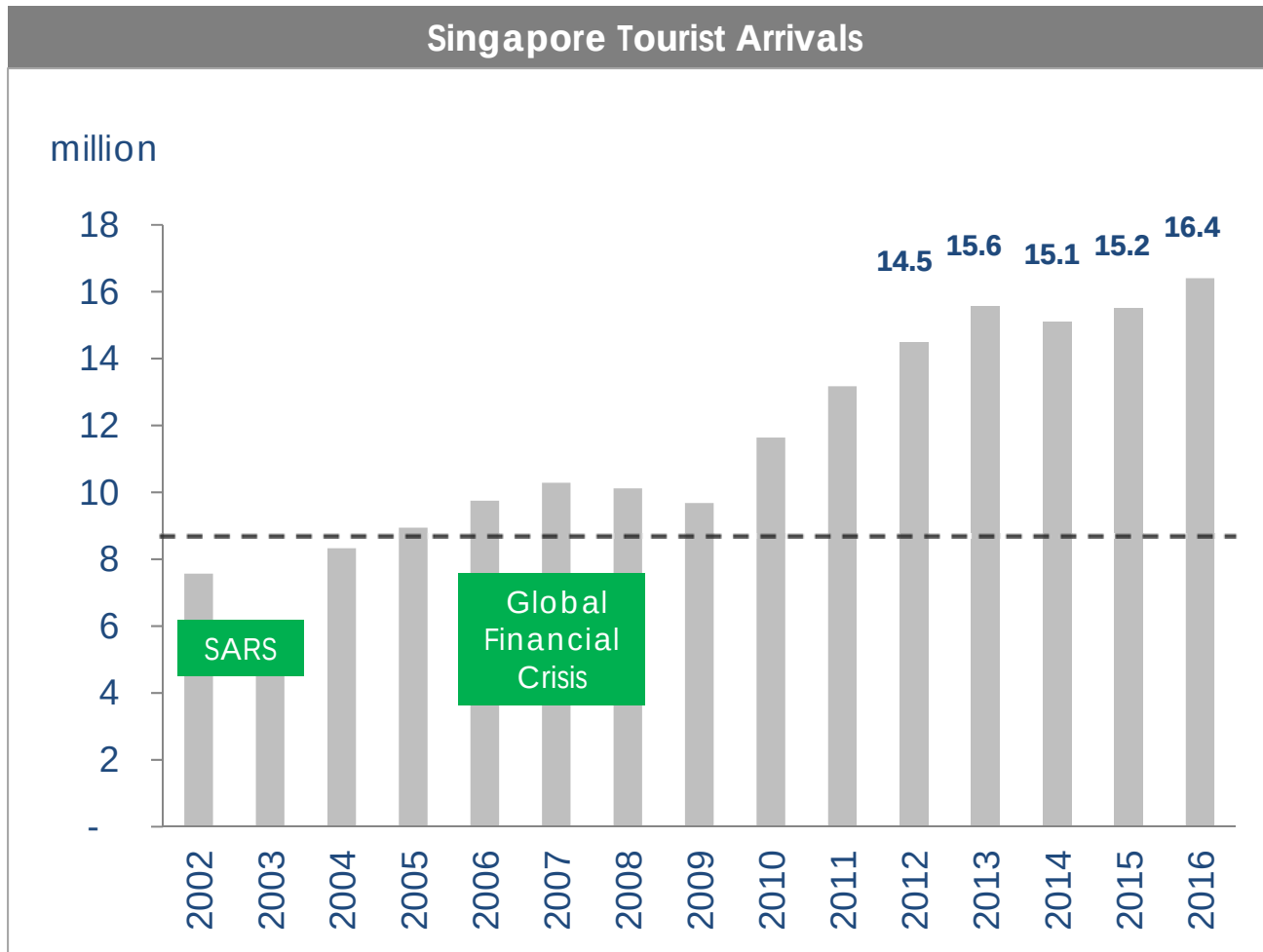
Singaporeans Have One of the Highest Percentages of Home Ownership in the World



Source: Yearbook of Statistics Singapore, 2016 by Department of Statistics, Ministry of Trade & Industry, Republic of Singapore



# Singapore Tourism Industry to get S\$700 million boost over next five years



Source: Singapore Tourism Board (STB).

\* Subject to change.

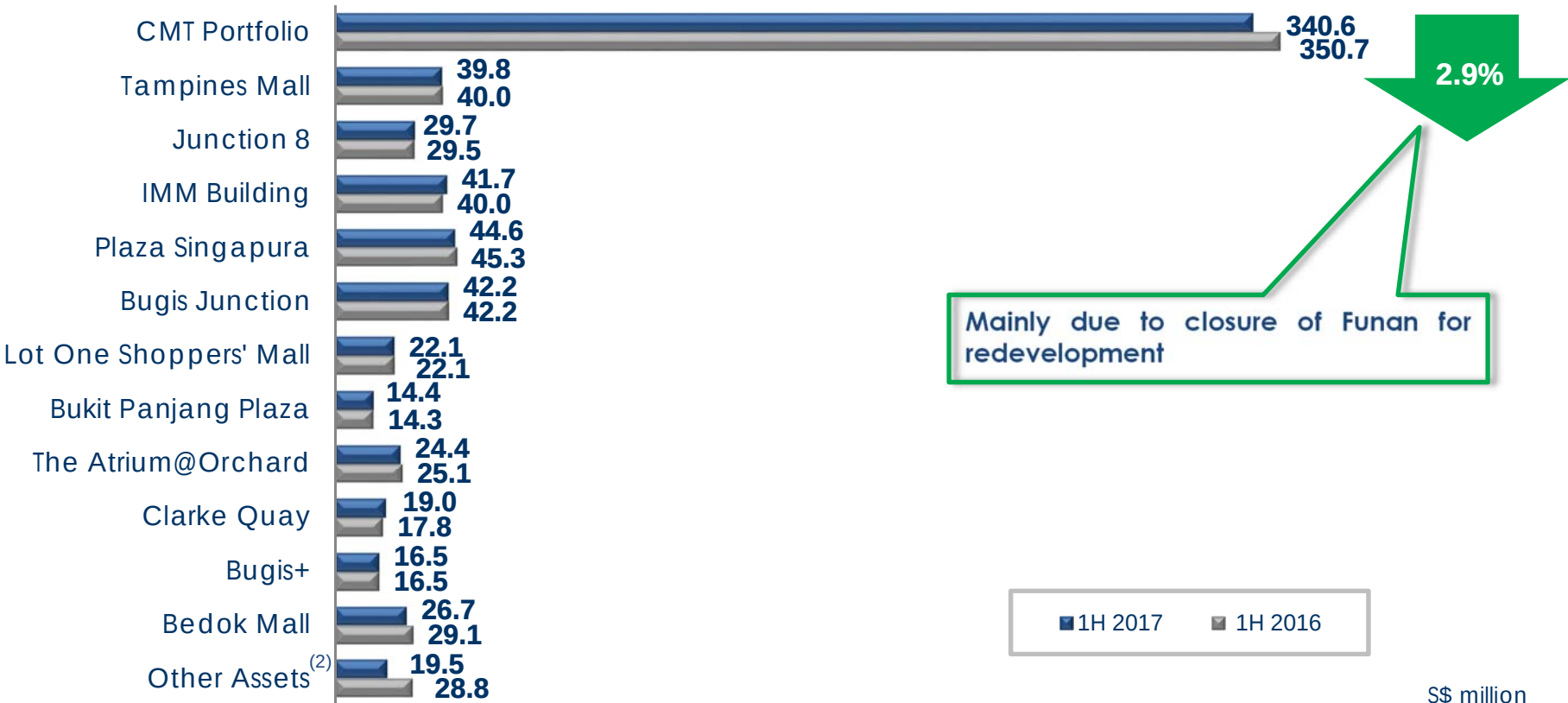




# 1H 2017 Gross Revenue

decreased by 2.9% versus 1H 2016

On Comparable Mall Basis<sup>(1)</sup>, 1H 2017 Gross Revenue Up 0.4% Y-o-Y



(1) Excludes Rivervale Mall which was sold in December 2015 and Funan which was closed in July 2016 for redevelopment.  
(2) Includes Sembawang Shopping Centre, JCube, Rivervale Mall which was sold in December 2015 and Funan which was closed in July 2016 for redevelopment.

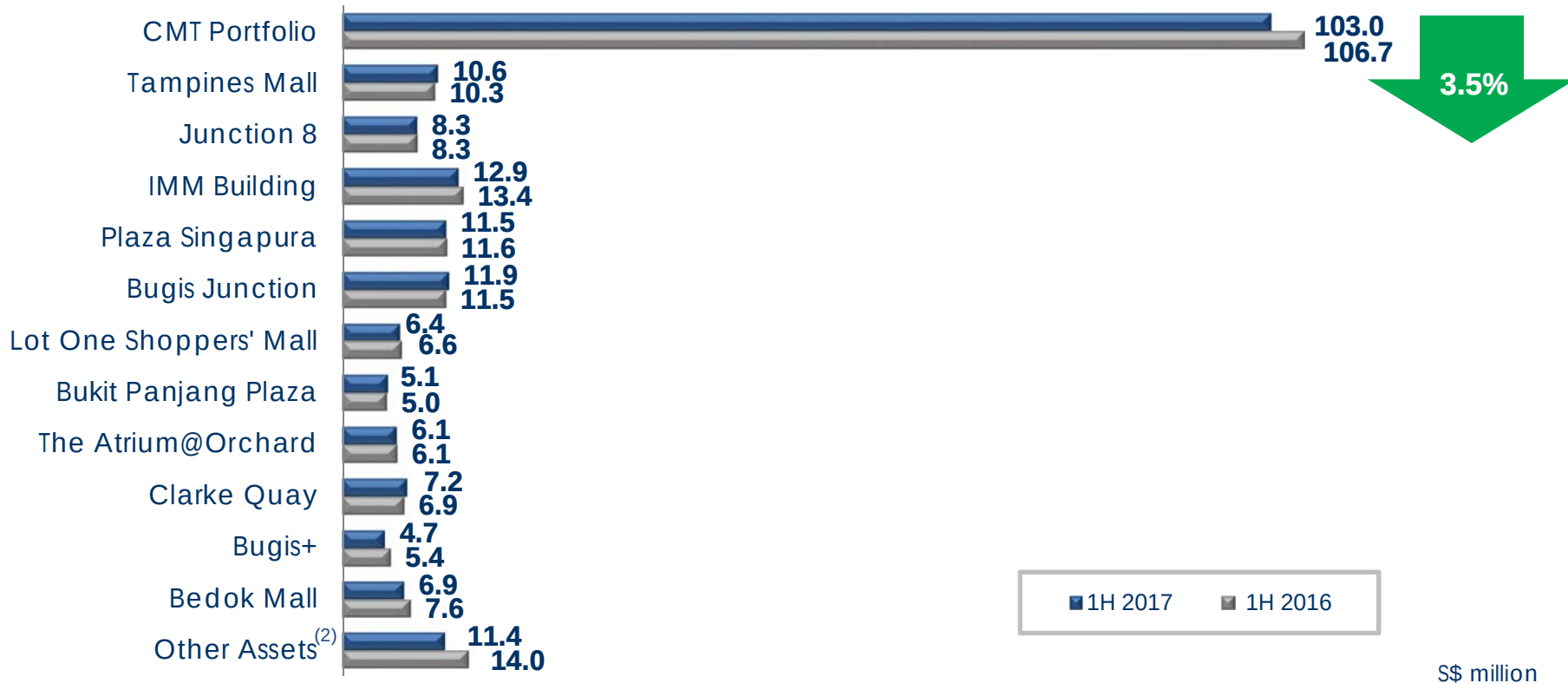




# 1H 2017 Operating Expenses

decreased by 3.5% versus 1H 2016

On Comparable Mall Basis<sup>(1)</sup>, 1H 2017 OPEX Down 0.8% Y-o-Y



(1) Excludes Rivervale Mall which was sold in December 2015 and Funan which was closed in July 2016 for redevelopment.

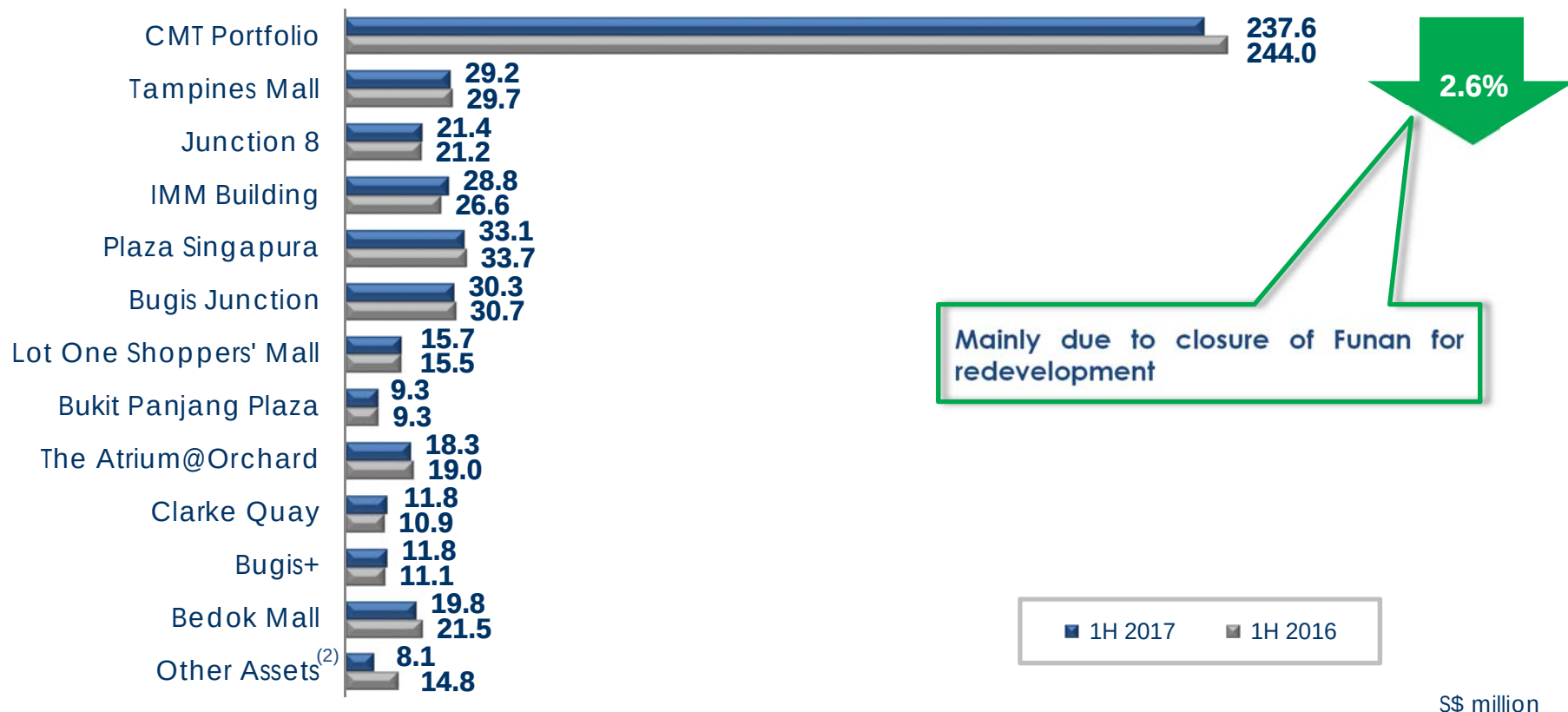
(2) Includes Sembawang Shopping Centre, JCube, Rivervale Mall which was sold in December 2015 and Funan which was closed in July 2016 for redevelopment.



# 1H 2017 Net Property Income

## decreased by 2.6% versus 1H 2016

On Comparable Mall Basis<sup>(1)</sup>, 1H 2017 NPI Up 0.9% Y-o-Y



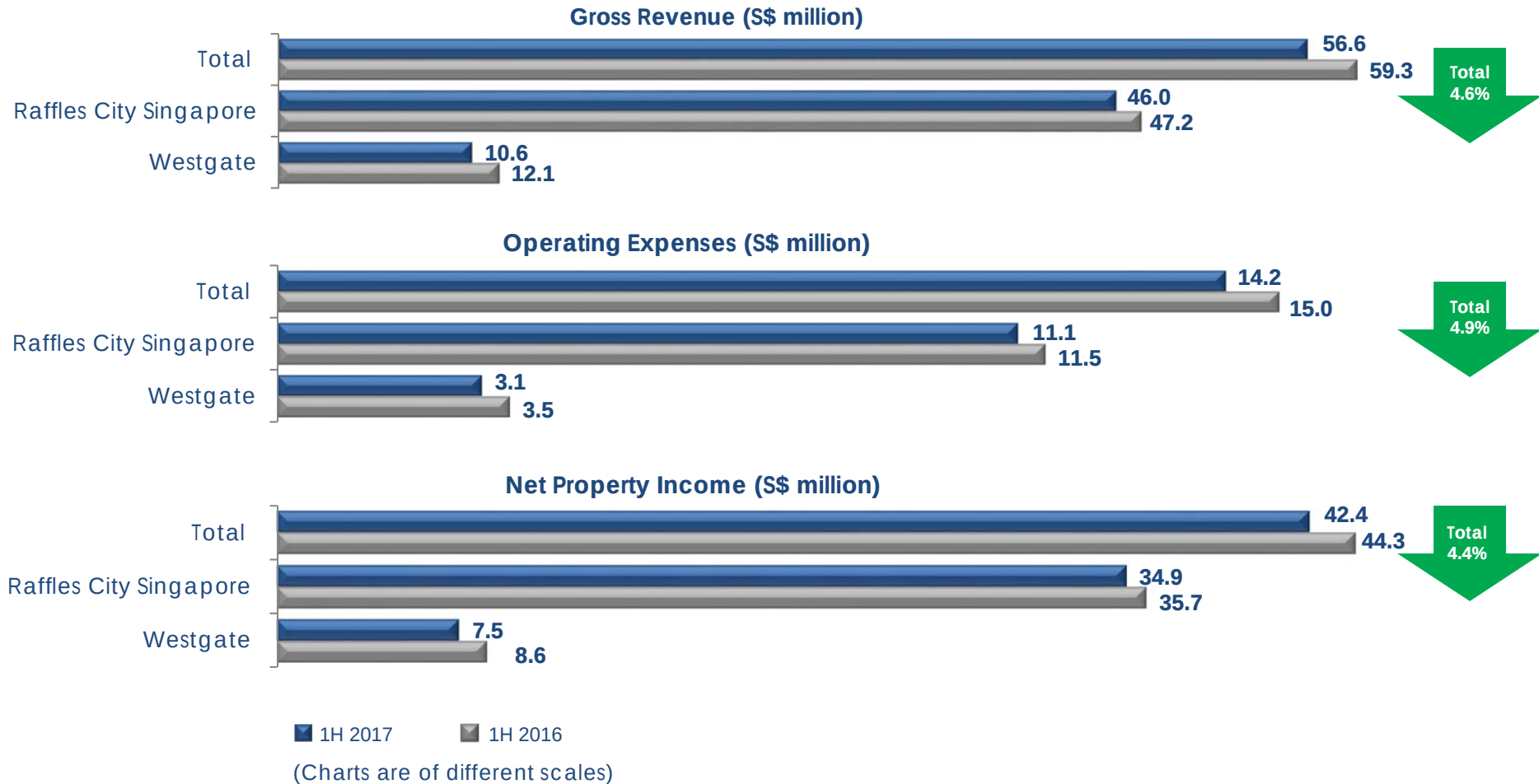
(1) Excludes Rivervale Mall which was sold in December 2015 and Funan which was closed in July 2016 for redevelopment.

(2) Includes Sembawang Shopping Centre, JCube, Rivervale Mall which was sold in December 2015 and Funan which was closed in July 2016 for redevelopment.



# 1H 2017 Performance of Joint Ventures<sup>(1)</sup>

1H 2017 Net Property Income Down 4.4% Y-o-Y



(1) This relates to CMT's 40.0% interest in Raffles City Singapore and 30.0% interest in Westgate.