

Frasers Centrepoint Trust

Investor Presentation at SGX REIT Day

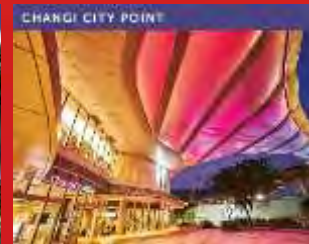
Imperial Hotel, Tokyo, Japan

27 October 2016

Presented by:

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CEO, Frasers Centrepoint Asset Management Ltd



Important notice

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This Presentation contains certain information with respect to the trade sectors of FCT’s tenants. The Manager has determined the trade sectors in which FCT’s tenants are primarily involved based on the Manager’s general understanding of the business activities conducted by such tenants. The Manager’s knowledge of the business activities of FCT’s tenants is necessarily limited and such tenants may conduct business activities that are in addition to, or different from, those shown herein.

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FCT Overview

Frasers Centrepoint Trust (FCT)

S\$2bn

Market
Capitalisation¹

6

Suburban Retail
Properties in Singapore,
total NLA 1.1 m sq ft

7.5%

DPU CAGR since IPO in
2006

CAUSEWAY POINT



NORTHPOINT



CHANGI CITY POINT



YEWTEE POINT



BEDOK POINT



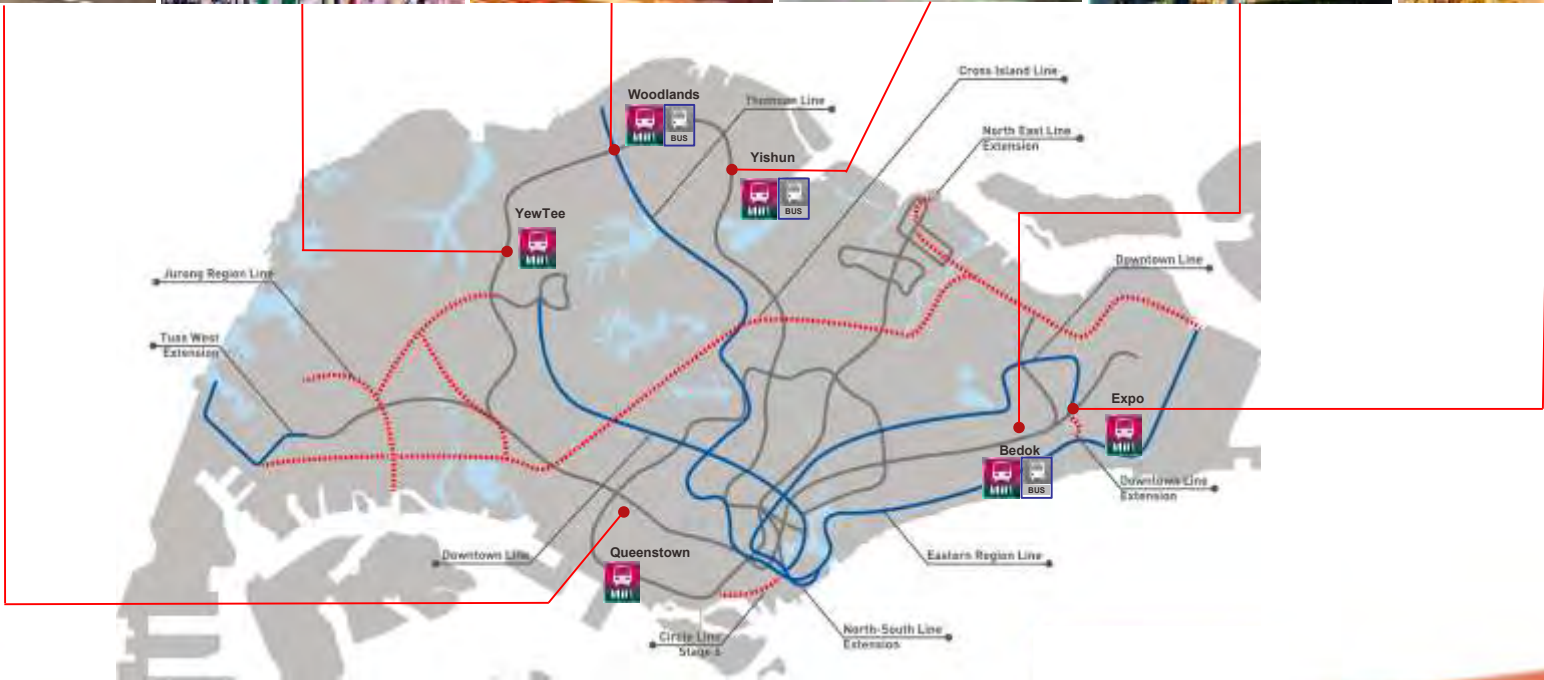
ANCHORPOINT



1. Based on closing price of \$2.20 on 30 Sep 2016
DPU: Distribution per Unit
CAGR: Compounded Annual Growth Rate

Located near MRT stations / Bus interchanges

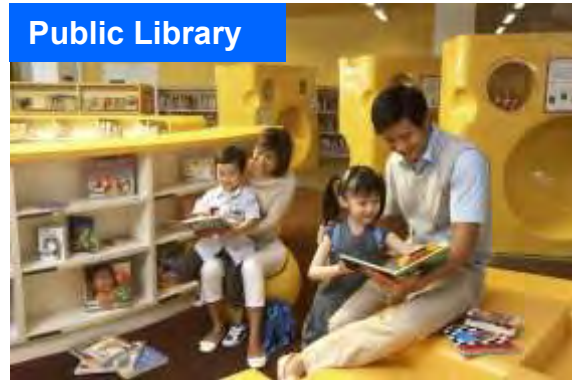
In high population residential areas in Singapore



Focused on daily shopping, dining and services

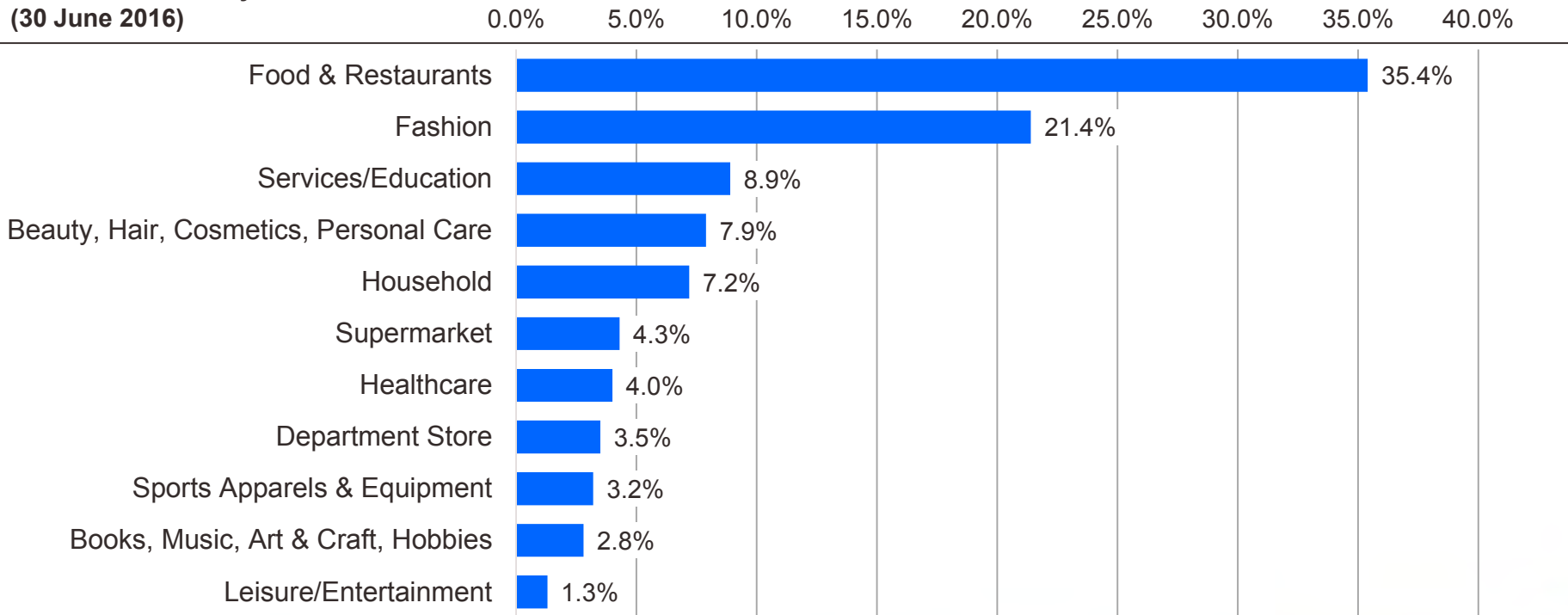


Destination for family, events and social activities



F&B, Fashion and Services accounts for 66% of total rental income

% of Total Rental By Trade Sector
(30 June 2016)



Healthy shopper traffic from local catchment

FY2015 Shopper Traffic at FCT's 3 largest malls



24.9m
shoppers per year
2.1m per month



41.3m
shoppers per year
3.4m per month

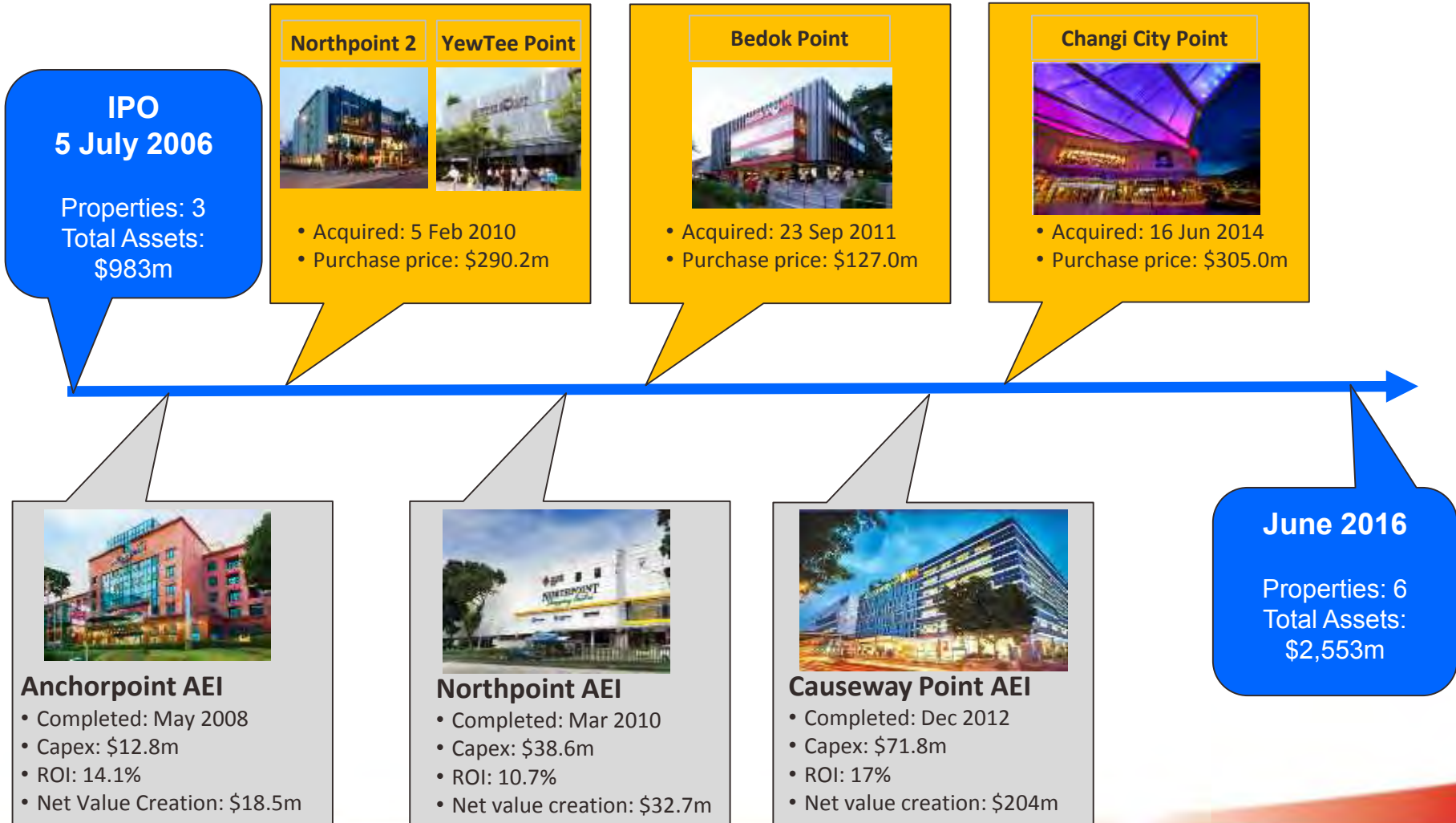


10.6m
shoppers per year
0.9m per month

Rest of 3 smaller malls: 20.4m

FY2015 Total portfolio shopper traffic: 97.2m

Milestones

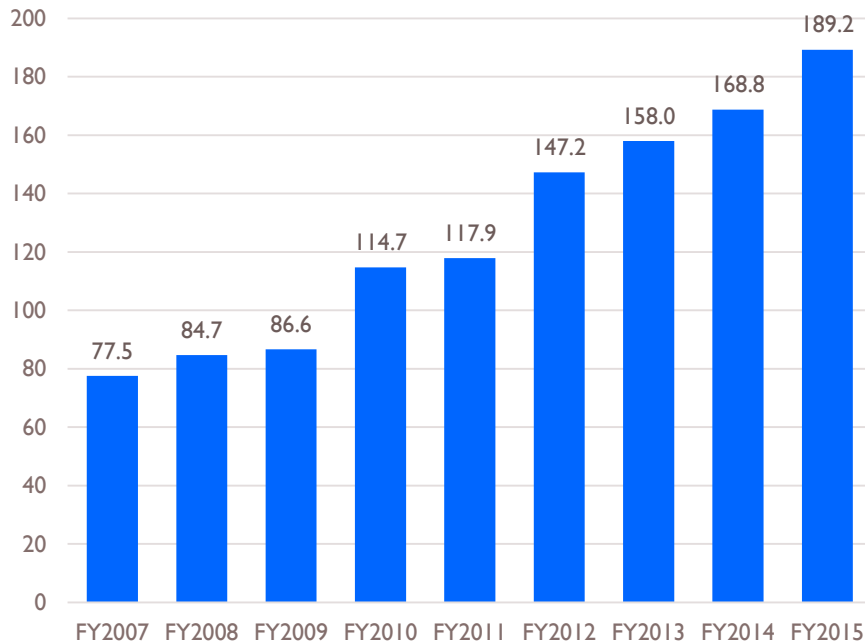




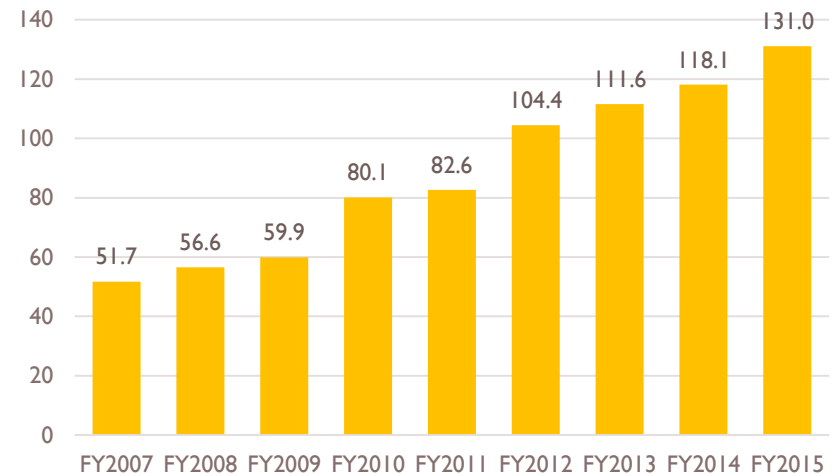
Financial Performance Overview

Steady and consistent growth through economic cycles

Gross Revenue (S\$ million)



Net Property Income (S\$ million)



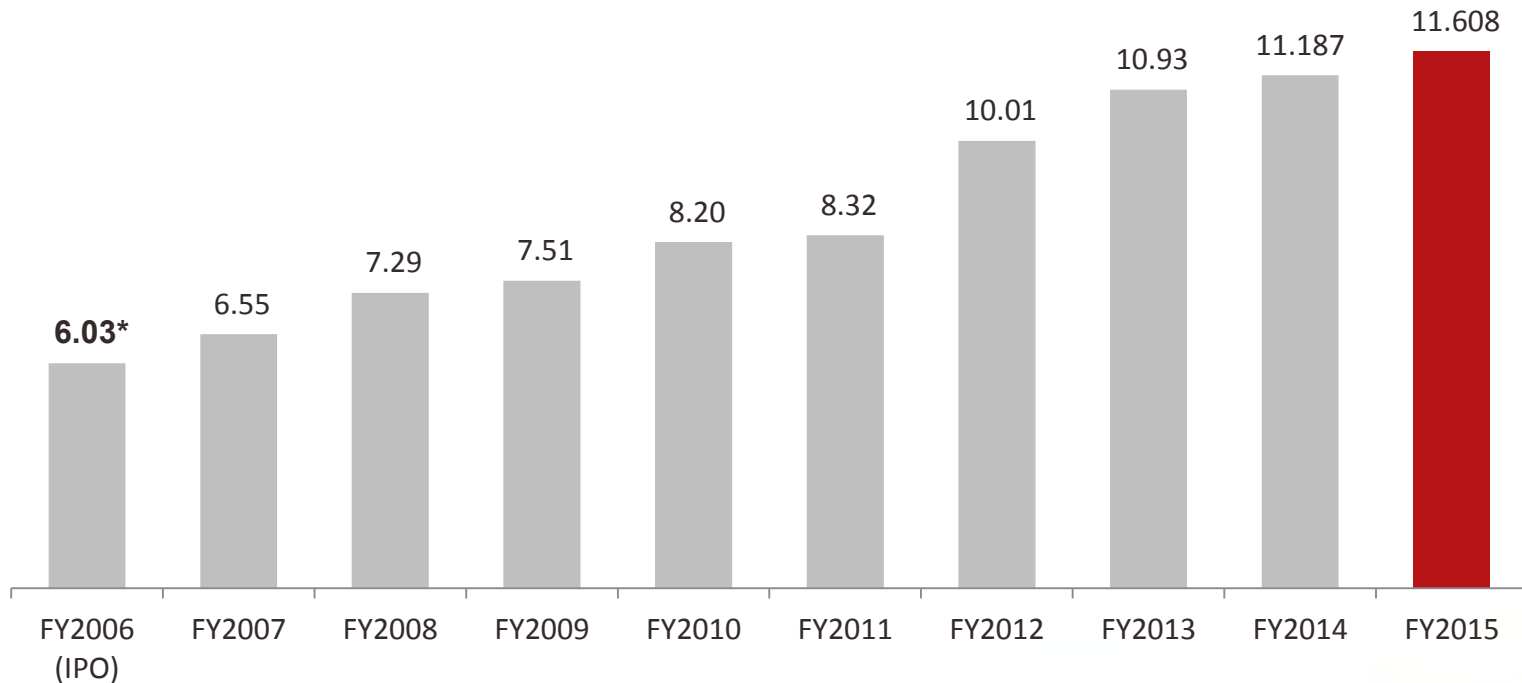
Note: FCT Financial year ends 30 Sep

Delivering steady and growing distributions

Nine consecutive years of DPU growth since listing

Distribution per Unit (S cents)

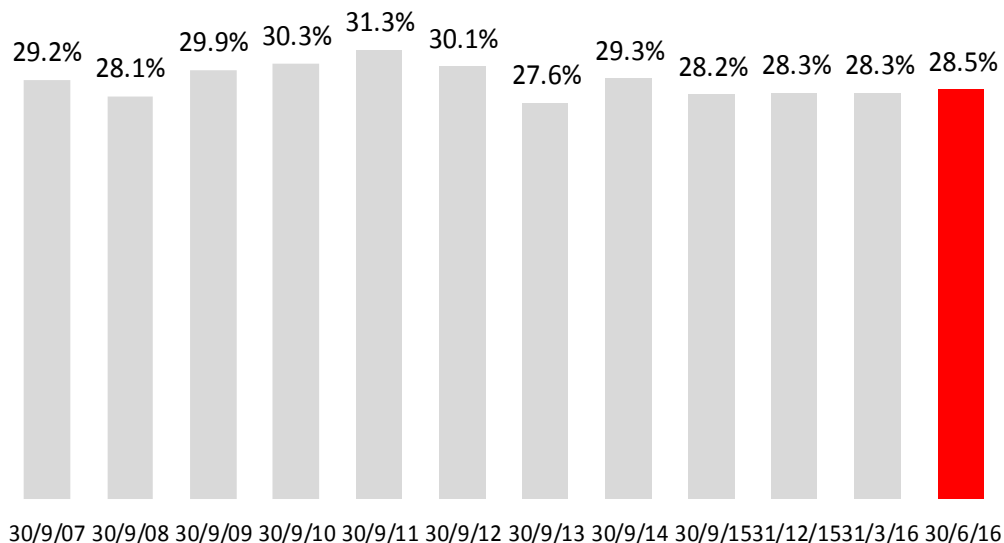
CAGR FY2006 – FY2015: 7.5%



Note: FCT Financial year ends 30 September
FY2006 DPU of 6.03 cents is derived by annualising 4QFY06 DPU
CAGR: compound annual growth rate.

Stable and healthy gearing level

Gearing level¹



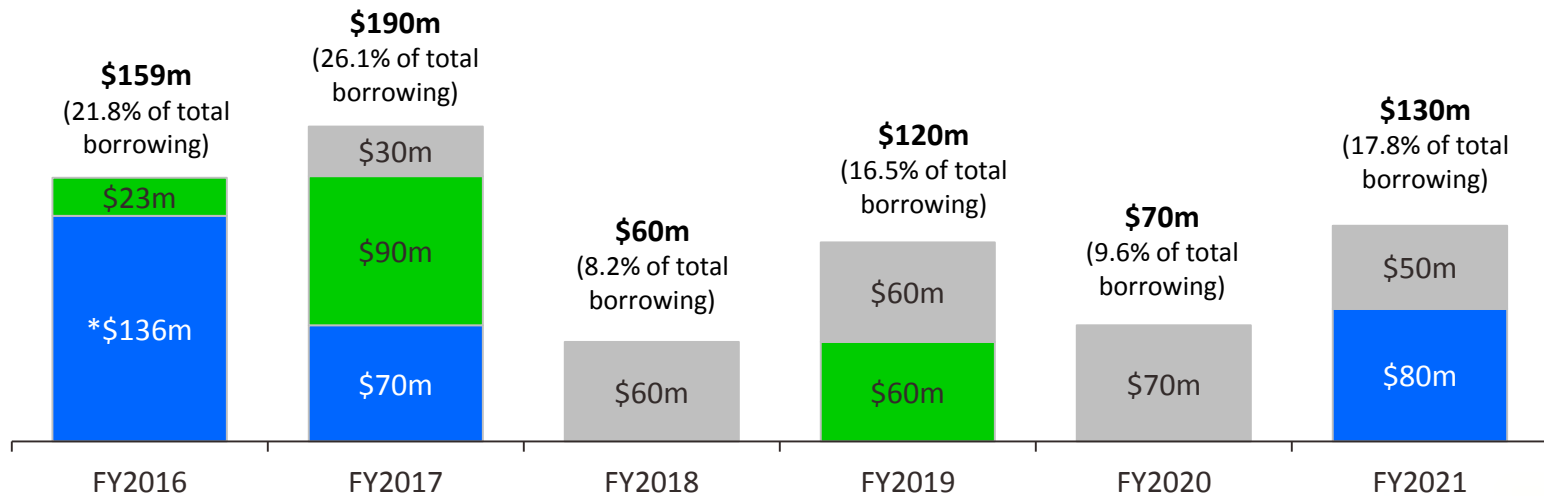
1. Calculated as the ratio of total outstanding borrowings over total assets as at stated balance sheet date.
2. Calculated as earnings before interest and tax (EBIT) divided by interest expense for the quarters ended Jun 2016 and Sep 2015, respectively
3. FCT refinanced \$136m of secured bank borrowing on 4 July 2016. Following this refinancing, the percentage of borrowing on fixed interest rates is approximately 59%.

Key financial position indicators

As at	30 Jun 16	30 Sep 15
Gearing level ¹	28.5%	28.2%
Interest cover ²	7.07 times	7.09 times
Total borrowings	\$729m	\$718m
% of borrowing on fixed rates or hedged via interest rate swaps	78% ³	75%
All-in average cost of borrowings	2.259%	2.404%
Corporate credit rating	S&P: BBB+/Stable Moody's: Baa1/Positive	

Weighted average debt maturity @ 30 June 2016: 2.0 years

Type of borrowings	Aggregate amount
Unsecured bank borrowings:	S\$173 million (23.7%)
Medium Term Note:	S\$270 million (37.1%)
Secured bank borrowings:	S\$286 million (39.2%)
Total Borrowings:	S\$729 million (100.0%)



* The \$136m Secured Bank Borrowing has been refinanced on 4 July 2016



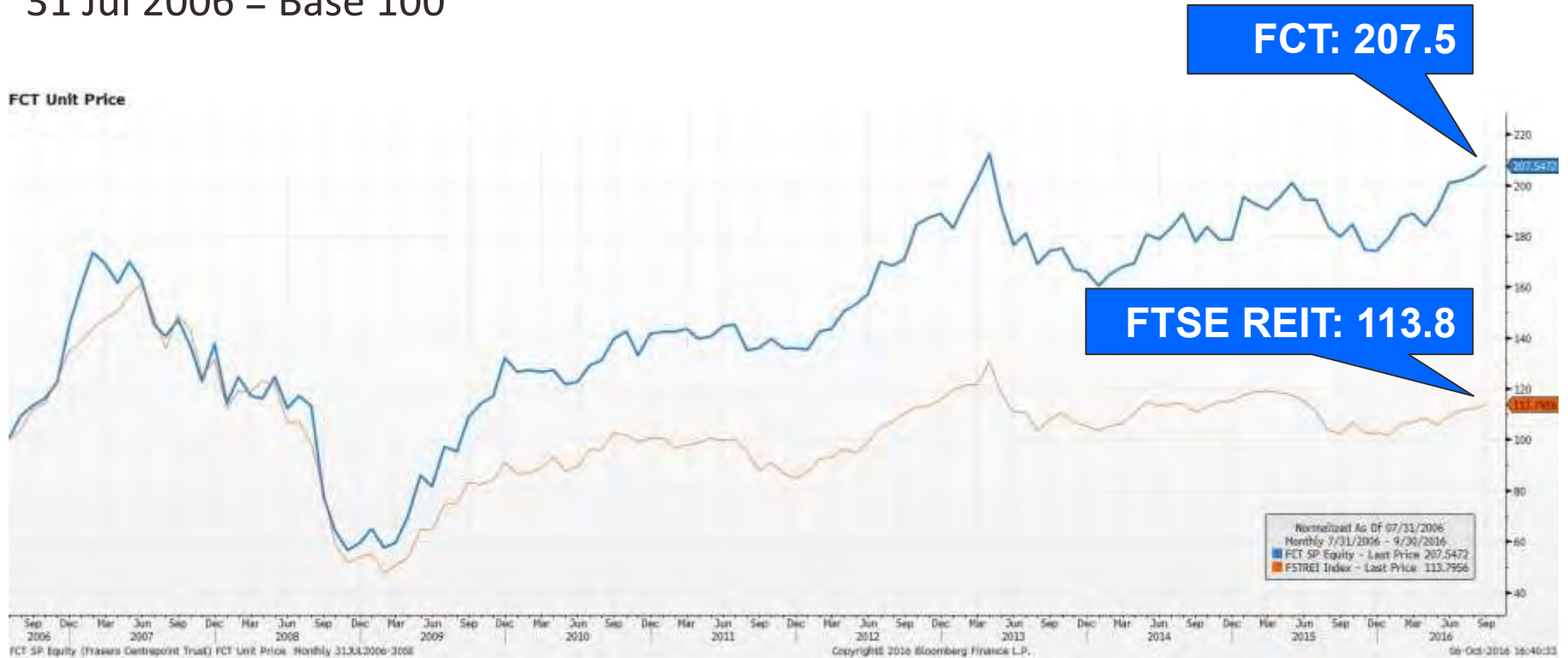
Causeway Point

Unit Price Performance

FCT unit price performance versus the FTSE REIT Index

Period: July 31, 2006 to September 30, 2016

31 Jul 2006 = Base 100



→ Unit Price Performance: Research Coverage on FCT

Firm name (alphabetical order)	Analyst
1. BNP Paribas	Lim Wee Liat
2. Bank of America Merrill Lynch	<u>Ong Choon Keong</u>
3. CIMB	<u>Lock Mun Yee</u>
4. Citi Research	Adrian <u>Chua</u>
5. CLSA	<u>Tan Xuan</u>
6. Credit Suisse	Nicholas <u>Teh</u>
7. Daiwa	David <u>Lum</u>
8. DBS Vickers	Derek <u>Tan</u>
9. HSBC	Pratik <u>Ray</u>
10. JP Morgan	Brandon <u>Lee</u>
11. KGI	<u>Team Coverage</u>
12. Maybank Kim Eng	<u>Team Coverage</u>
13. OCBC Investment Research	Andy <u>Wong</u>
14. Phillip Research	<u>Tan De Hong</u>
15. Religare	<u>Pang Ti Wee</u>
16. RHB	Vijay <u>Natarajan</u>
17. UBS	Michael <u>Lim</u>
18. UOB Kay Hian	Vikrant <u>Pandey</u>

Analyst's Calls

Buy/Outperform: 13

Hold/Neutral: 4

Sell/Underperform: 1

Total: 18

* As at 30 September 2016



Growth Strategy

Clear growth strategy

1	Strategy	Key drivers
	Acquisition growth	<ul style="list-style-type: none">• Sponsor's pipeline assets• 3rd party asset acquisition, including in Singapore and overseas
2	Enhancement growth	<ul style="list-style-type: none">• Enhance configuration of floor plates / layout to achieve better asset yield and sustainable income growth• Value creation through better income-producing capability after Asset Enhancement Initiative (AEI)
3	Organic growth	<ul style="list-style-type: none">• Positive rental reversions and maintaining healthy portfolio occupancy• Annual rental step-ups provide steady growth

Sponsor's retail assets in Singapore

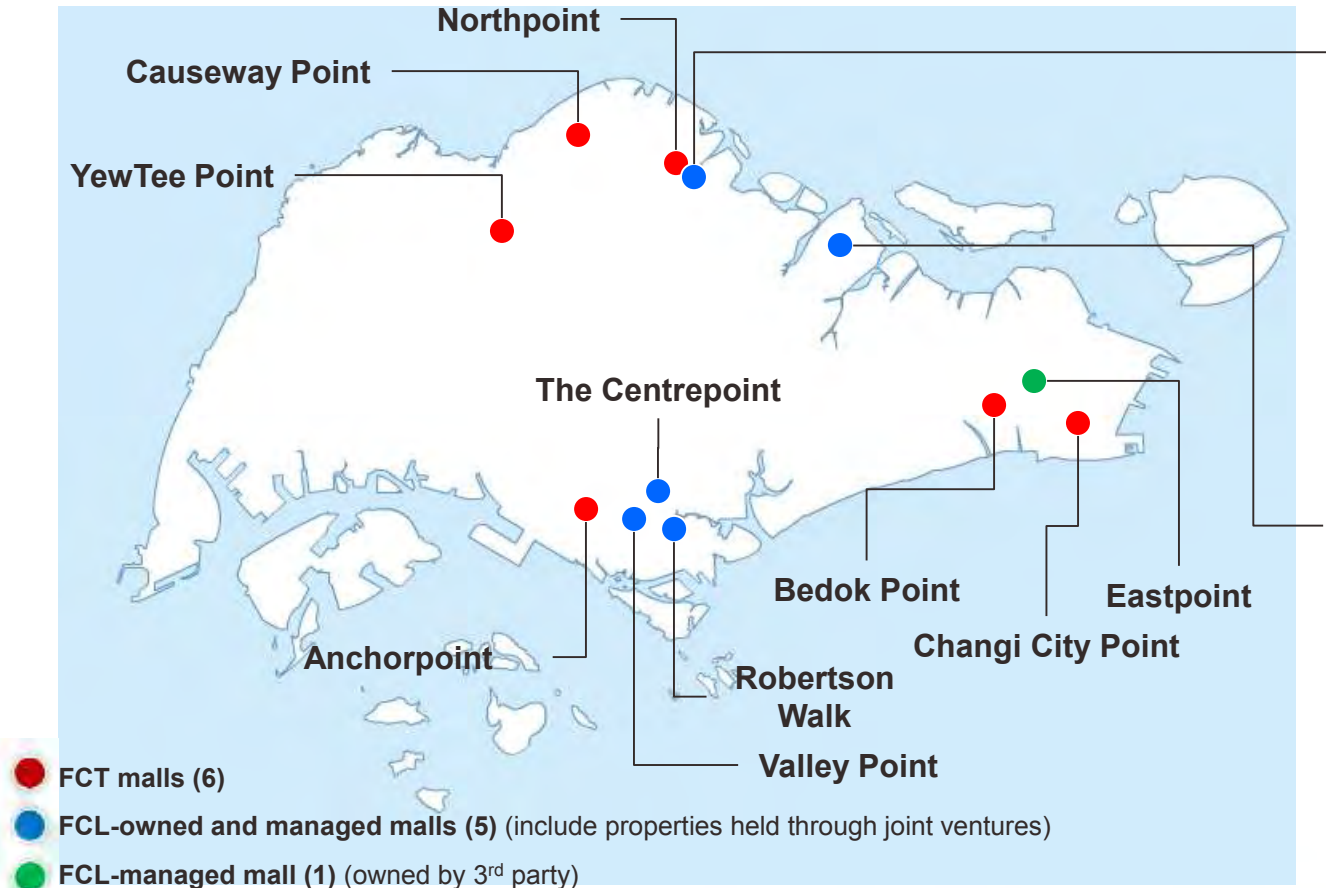


Illustration is not to scale

Retail Component of Northpoint City⁽²⁾
(under development)









Artist's impression

Waterway Point⁽¹⁾
Opened Jan 2016

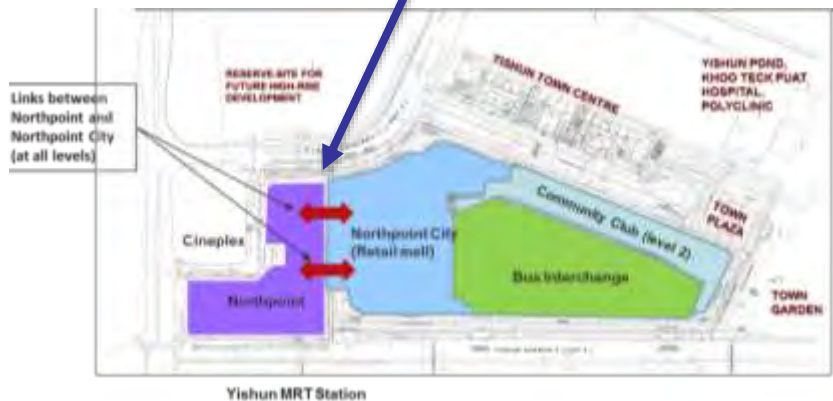


(1): FCL owns 1/3 proportionate share of Waterway Point, the commercial component of a mixed development in Punggol.
(2): FCL is developing a mixed commercial and residential site under the Government Land Sale programme, of which the commercial component can be developed into a retail mall

Summary of past Asset Enhancement Initiatives (AEIs)

	Anchorpoint (completed Nov 2007, relaunched in May 2008)	Northpoint (completed Mar 2010)	Causeway Point (completed Dec 2012)
Change in average rent per sq ft / mth before and after AEI	Before AEI : \$5.32 After AEI : \$7.50  41%	Before AEI : \$11.00 After AEI : \$13.20  20%	Before AEI : \$10.20 After AEI : \$13.50  32%
Change in mall's NPI	Before AEI : \$1.7m After AEI : \$3.5m  106%	Before AEI : \$13.9m After AEI : \$18.0m  30%	Before AEI : \$42.2m After AEI : \$54.5m  29%
Capex for AEI	\$12.8m	\$38.6m	\$71.8m
Return on investment of AEI	14.1%	10.7%	17.1%
Net value creation	\$18.5m	\$32.7m	\$204m

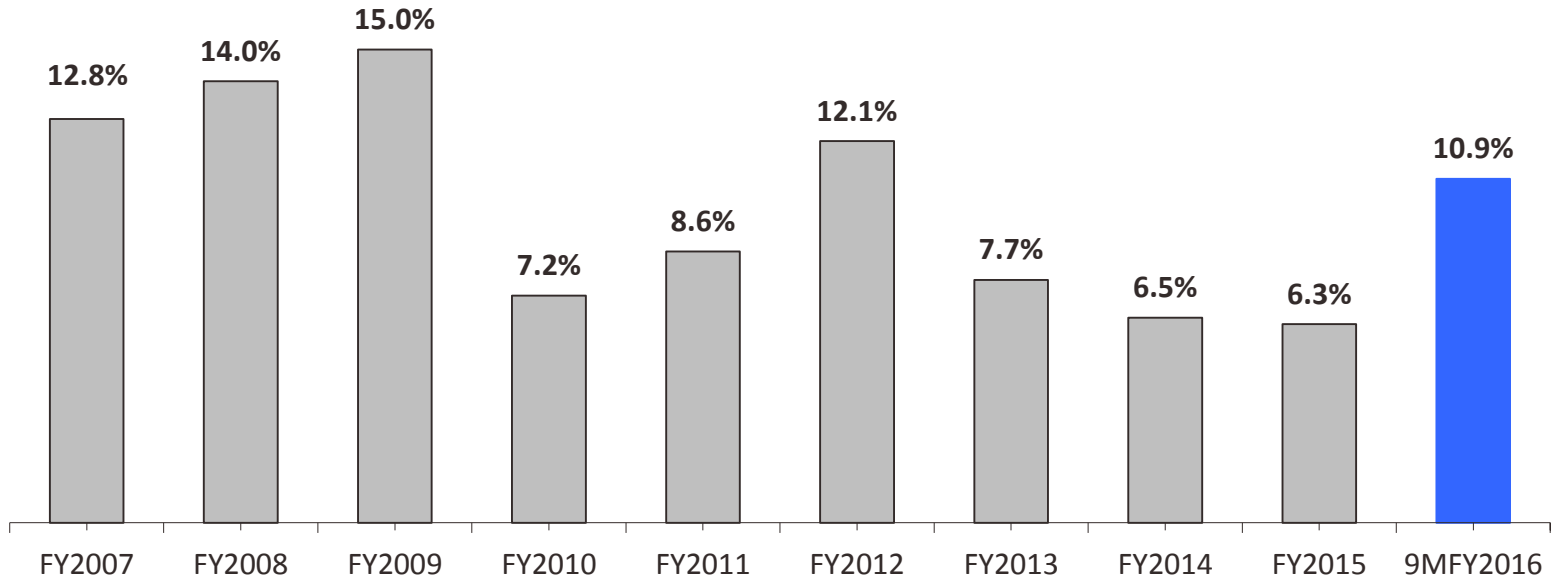
Asset Enhancement Initiative (AEI) for Northpoint Shopping Centre



- The AEI at Northpoint is part of the overall strategy to periodically upgrade our malls to provide sustainable income growth for FCT
- 18-month AEI commenced in March 2016, expected completion is in September 2017
- AEI Capex budgeted at \$60 millionThe net lettable area of Northpoint is projected to be reduced by about 4% due to reconfiguration of the mall
- FCAM aims to improve the average gross rental rate of Northpoint by approximately 9% upon the completion of the AEI

Maintaining healthy rental reversions

FCT rental reversions¹ (FY2007 – 9MFY2016)



1. Change between the average rental rates between the new lease and the preceding lease contracted typically 3 years ago

Conclusion

Takeaways

- Track-record of consistent performance and steady returns
- Focused on Singapore suburban retail sector: stable and resilient
- Prudent capital management
- Transparency in Corporate Governance and disclosure
- Well-positioned for future growth

Thank you

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