General Announcement for PLC (v13)

Reference No. GA1-25032017-00001

SUBMITTED

Created by TMF GLOBAL SERVICES (MALAYSIA) SDN BHD on 25 Mar 2017 at 5:31:40 PM
Submitted by TMF GLOBAL SERVICES (MALAYSIA) SDN BHD on 30 Mar 2017 at 6:26:09 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		[illegible]	SiewMei.Wai@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 30 March 2017.
Shareholder Approval	No
Announcement Details/Table Section	
This annoucement is dated 30 March 2017.	

Attachment	No	File Name	Size
	1	CMMT AGM 30 MARCH 2017 (BURSA) - Part 1.pdf	560.7KB

CMMT AGM 30 MARCH 2017 (BURSA) - Part 2.pdf 1.8MB

Copyright © 2015 Bursa Malaysia Berhad 9.0.6. All rights reserved.
Terms & Conditions of Use, Disclaimer and Linking Policy







CapitaLand Malaysia Mall Trust

CapitaLand Malaysia Mall Trust

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

Annual General Meeting

30 March 2017

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. (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. 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.

Contents

- Year in Review
- Financial Highlights
- Portfolio Highlights
- New Initiatives & Improvement Works
- Shopper Engagement & Community Initiatives
- Corporate Social Responsibility & Awards
- Looking Forward

Year in Review



Gurney Plaza, Penang, Malaysia

Year in Review

Operating Environment

- Macroeconomic pressures, implications following the implementation of Goods and Services Tax and weakening of the RM were causes of concern during 2016
- The challenging environment was further aggravated by the incoming supply of new shopping malls, particularly in the Klang Valley
- Prolonged cautious consumer sentiment and lack of business confidence since 2015

Steady Operational Performance

- Portfolio occupancy remained high at 96.5%
- Shopper traffic[1] increased 4.1% year-on-year
- Average tenants sales per square foot[1] increased 0.4% year-on-year
- 3.5% decrease in renewal/new lease rental rate for 2016 lease expiries[2]
  - Excluding Sungei Wang Plaza, rental reversion was positive 3.9%

Focus on Innovation

- Embarked on strategies to reinvent and invigorate Sungei Wang Plaza in efforts to draw new shoppers and incubate new trades
  - Toys and hobbies cluster on Level 2
  - The Cubez on Level 2 to promote online-to-offline convergence
  - FoodZania on Level 3

(1) Excluding Tropicana City Mall.
(2) 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)

Focus on Innovation (cont'd)

- Innovative shopper engagement through experiential retailing
  - Extension of CapitaStar in Klang Valley and East Coast of Peninsular Malaysia

Asset Enhancement Works

- Completed reconfiguration works for Gurney Plaza's Basement 1 and conversion of a common walkway into leasable space on Level 7 to expand food and beverage offerings
- Created new leasable space adjacent to Tropicana City Office Tower and converted areas on Level 1 to enhance the trade mix at Tropicana City Mall

Optimal Capital Management

- Obtained a new unsecured revolving credit facility of RM50.0 million
- The credit margin for an existing floating-rate credit facility was tightened by 20 basis points
- Issued 3-year unrated and secured Medium Term Notes (MTN) of RM300.0 million at a lower coupon rate of approximately 4.3% per annum to redeem the outstanding MTN

Unit Price Performance Since IPO to 31 December 2016

Unit Price up by 56.1% since IPO
Total Returns since IPO: 111.7%



Source: Bloomberg as at 30 December 2016.
Note (1) Total returns based on:
(a) Capital appreciation of 55.0 sen from listing price of RM0.98 to 30 December 2016 closing price of RM1.53, and
(b) Total distribution of 54.5 sen from 14 July 2010 to 31 Dec 2016.

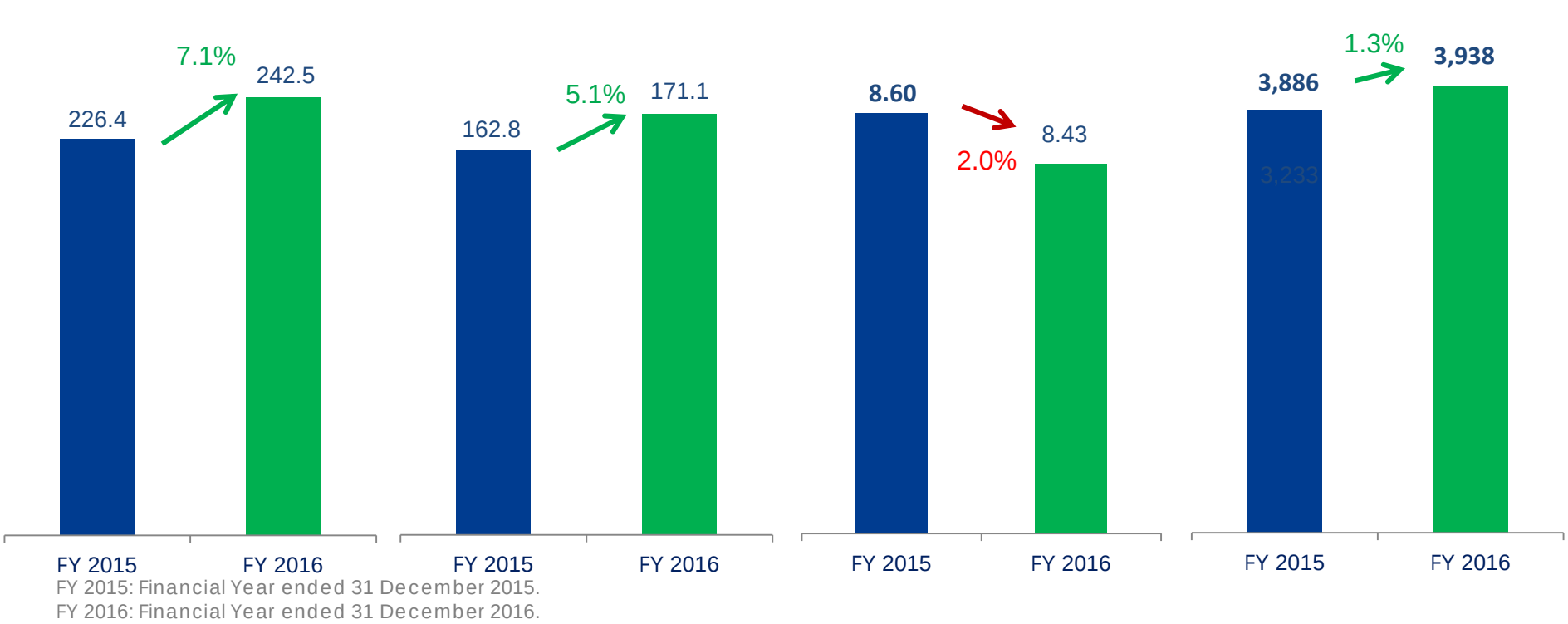
Financial Highlights



Sungei Wang Plaza, Kuala Lumpur, Malaysia

Financial Highlights

Delivering Sustainable Income Distribution & Potential Capital Growth



FY 2015: Financial Year ended 31 December 2015.
FY 2016: Financial Year ended 31 December 2016.

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.

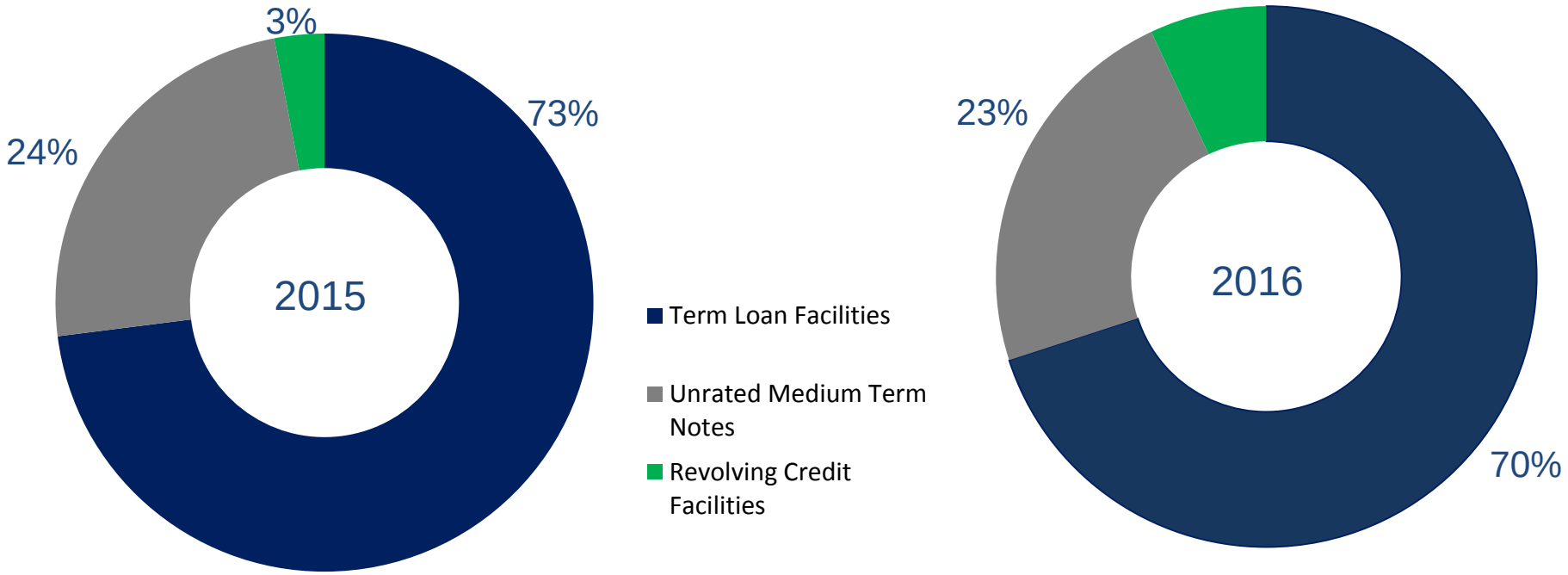
Financial Highlights (cont'd)

Balance Sheet

As at 31 December 2016	RM'mil
Non-current Assets	3,941
Current Assets	208
Total Assets	4,149
Current Liabilities	154
Non-current Liabilities	1,309
Total Liabilities	1,463
Net Assets	2,686
Total Unitholders' Funds	2,686
Number of Units in Circulation (in million units)	2,031

NAV (RM'mil)	
- before income distribution	2,686
- after income distribution	2,600
NAV per unit (RM)	
- before income distribution	1.32
- after income distribution	1.28

Diversified Sources of Funding

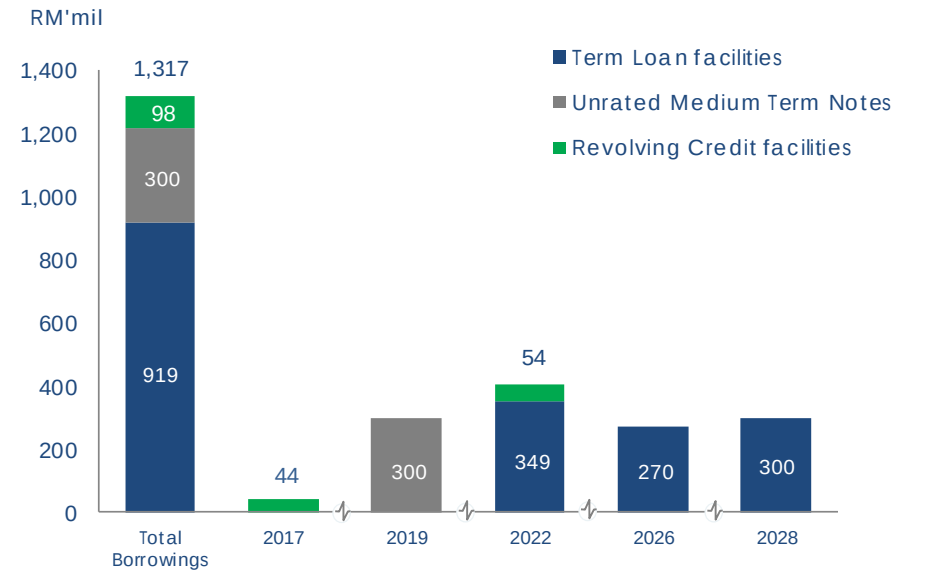


	2015	2016
Total Borrowings (RM million)	1,264.1	1,316.7
Gearing Ratio	31.5%	32.4%
Average Cost of Debt	4.5%	4.5%
Unencumbered Assets as a % of Total Assets	34.1%	30.4%

Debt Profile (As at 31 December 2016)

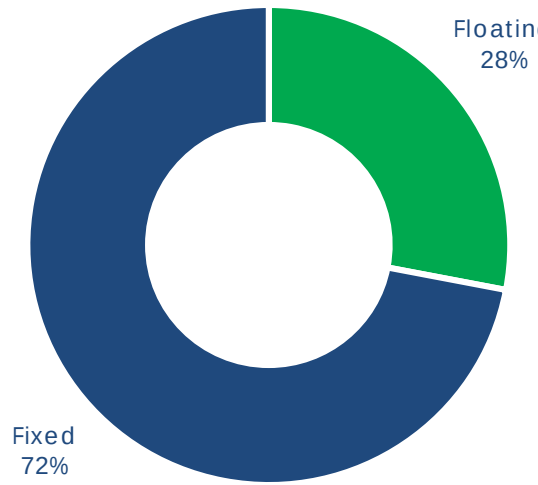
Well-Spread Debt Maturity Profile

Debt Maturity Profile



Prudent Interest Rate Risk Management

Interest Rate Profile



1. Includes short and long term revolving credit facilities of RM98 million

Portfolio Highlights



The Mines, Selangor, Malaysia

Portfolio Highlights

FY 2016 Operating Metrics Remain Stable

- Occupancy Remained High
- Negative rental reversion of 3.5%
  - Excluding Sungei Wang Plaza, rental reversion was positive 3.9%
- High Shopper Traffic of 59.9 Million

Occupancy History

As at 31 December	2012	2013	2014	2015	2016
Gurney Plaza	98.1%	98.1%	97.3%	98.3%	99.1%
The Mines	98.8%	100.0%	98.5%	96.3%	98.0%
Tropicana City Mall [1]	N/A [1]	N/A [1]	N/A [1]	91.5%	92.5%
East Coast Mall	99.7%	100.0%	99.5%	99.7%	98.4%
Sungei Wang Plaza	97.7%	98.0%	95.4%	90.4%	91.0%
CMMT (Retail)	98.5%	99.0%	97.7%	95.8%	96.5%
Tropicana City Office Tower [1]	N/A [1]	N/A [1]	N/A [1]	100.0%	95.2%
CMMT Portfolio (Retail & Office)	N/A [1]	N/A [1]	N/A [1]	96.0%	96.5%

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

New Initiatives & Improvement Works

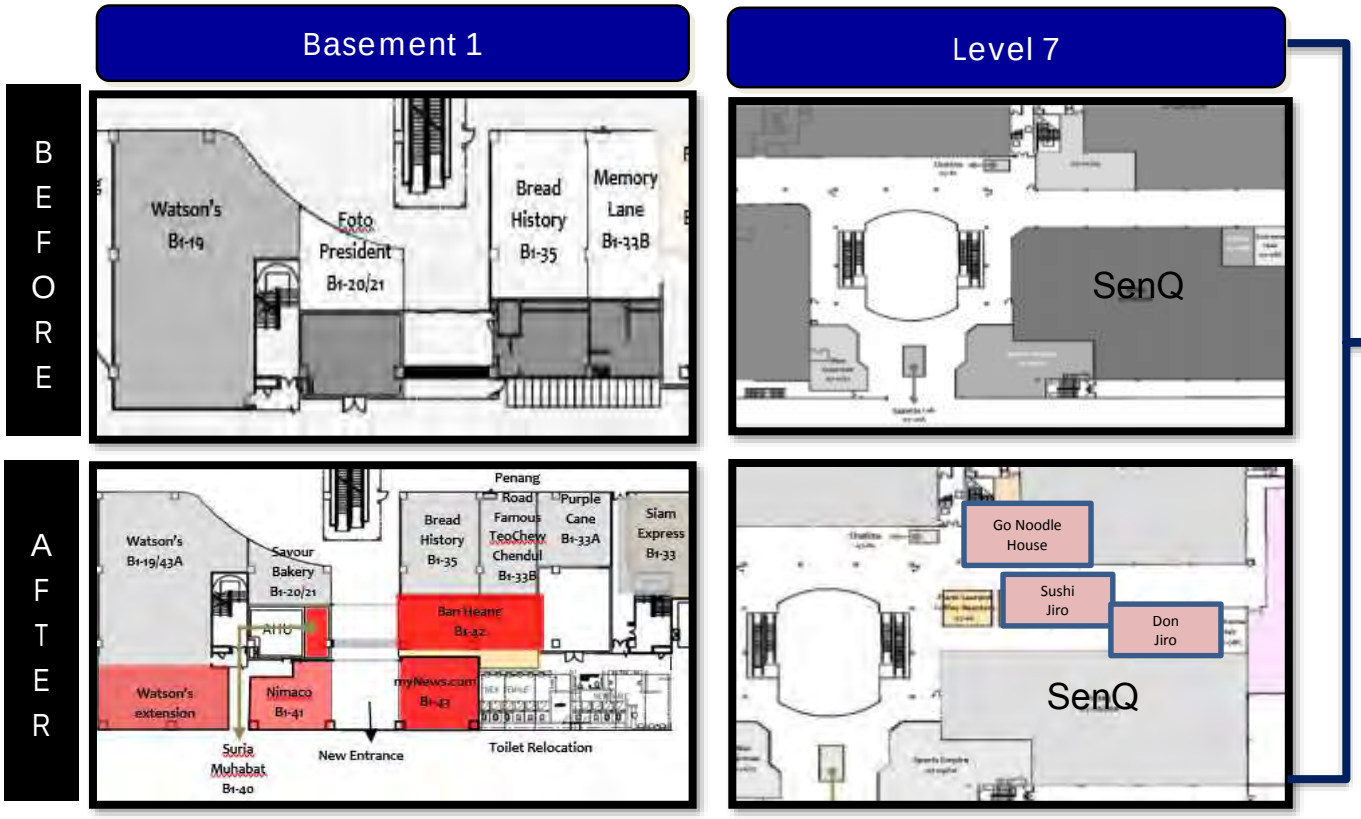


East Coast Mall, Kuantan, Malaysia

New Initiatives

Gurney Plaza – Basement 1 & Level 7

- Units in Basement 1 were reconfigured into smaller and higher yielding units, and extension of lease lines for units at carpark entrance.
- Converted Level 7 common walkway to provide shoppers with a mix of specialty dining offerings.



Total NLA Approximately 2,900 sq ft

Basement 1 Brands: Ban Heang MyNews.com, Nimaco

Level 7 Brands: Sushi Jiro Go Noodle House Shojikiya

New Initiatives

Sungei Wang Plaza – Level 2

- A new toys and hobbies cluster has been introduced to attract a new profile of shoppers. These retailers offer wide variety of toys and other collectibles.



FIRST HOBBY



PLANET M-78



MECHADIOZ OMOCHA & DESIGN

- The Cubez is a new artisan cluster that promotes online retailers to an offline presence. Some of the merchandise here include made in Malaysia products, handmade soaps, batik and a unique postcard station.







New Initiatives

Sungei Wang Plaza – Level 3

FoodZania is a thematic food and beverage concept which offers diverse choices of affordably priced menu ranging from Arabian, Nyonya and other popular street food. FoodZania was introduced in three phases:

- Food Truck (Phase 1);
- D'Food Caravanz (Phase 2); and
- Food Cart (Phase 3).



FOOD TRUCK



D'FOOD CARAVANZ



FOOD CART

New Initiatives

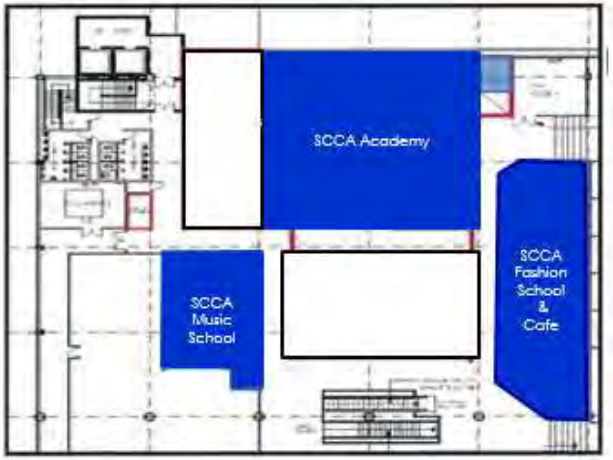
Sungei Wang Plaza – Level 6

- The School of Lifestyle by Snips College of Creative Arts Academy expanded and took up an additional area to cater to their new concept. The academy now offers additional services such as café, fashion school, audio production and music classes.

BEFORE



AFTER







CAFE



FASHION SCHOOL



PRODUCTION

New Initiatives

Tropicana City Mall – Level 2

The edutainment zone has been strengthened with the opening of:

- RockStar Gym – a one-stop children's total development centre from Indonesia offering a variety of activities suitable for 6 months to 16 year olds.
- MusicZON offers classes for pop and jazz piano, drums, guitars and sale of musical instruments.






ROCKSTAR GYM





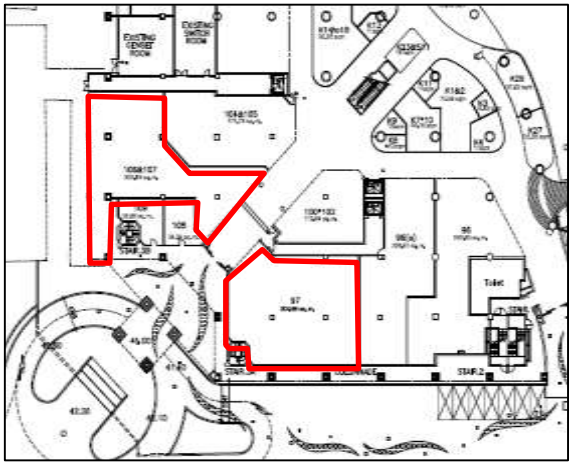

MUSICZON

New Initiatives

The Mines – Level 1

- Units at the secondary entrance on Level 1 were reconfigured to create a food and beverage cluster to offer more dining variety.

BEFORE



AFTER



Brands	
	
ALMENDI'S	STATION KOPITIAM
	
TEH TARIK PLACE	SECONDARY ENTRANCE

New Initiatives

More than 100 New Brands Introduced to CMMT



CapitaLand Malaysia Mall Trust

New Initiatives

More than 40 New-to-Market Brands

Penang Island

laolao
SACOOR brothers
Jo Malone London
AEON Ville



East Coast (Pahang)

paperplanes
KIDZ
Beat Noodle
SeoulGarden
fyi

Klang Valley

Oliver
REFASH
Simple
ROCKSTAR GYM KIDS & TEENS
Almendi's

CapitaLand Malaysia Mall Trust

Improvement Works

Gurney Plaza

- Upgraded the chiller and installed HT capacitor bank for better operational efficiency



1500RT CHILLER



HT CAPACITOR BANK

- Upgraded the sky light ceiling at the centre atrium to improve shopping ambience

BEFORE



AFTER



Improvement Works

The Mines

- Expanded the male prayer room and improved the facilities for Muslim shoppers' convenience

BEFORE



AFTER



- Improved internal and external camera provision surrounding the mall to enhance security coverage areas of the mall

BEFORE



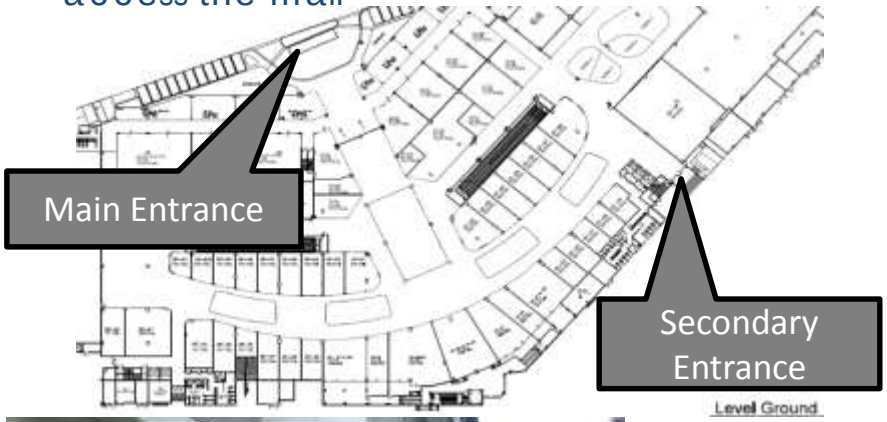
AFTER



Improvement Works

East Coast Mall

- The mall's secondary entrance has been enhanced with new pick-up and drop-off points for the convenience of shoppers to access the mall







SECONDARY ENTRANCE

- Upgraded the lift lobbies and main atrium lightings to improve the image of the mall



LIFT LOBBIES



MAIN ATRIUM LIGHTINGS

Improvement Works

East Coast Mall

- Installed a new parking guidance system for shoppers' convenience



VEHICLE TRACKING CAMERA WITH RED/GREEN LED LIGHT



ANALYTICAL CAMERA FOR CAR PLATE NUMBER WITH SMART CAR LOCATOR KIOSK

- Upgraded water supply system to improve supply distribution to washrooms



NEW WATER PUMP SET AND CONTROL PANEL



UPGRADED PUMP SIZE CAPACITY AND PUMP HEAD



Shopper Engagement & Community Initiatives

Pokemon Go

Portfolio-wide marcom initiative

- In conjunction with the Malaysia launch of the popular Pokemon Go augmented reality smartphone game, a portfolio-wide Pokemon Go initiative ran from 10 August to 30 September 2016 with various activities and collaborations with mall tenants, organised to improve shopper traffic, increase brand awareness and drive tenants' sales.

Increased shopper engagement with younger generation of shoppers

Shopper Traffic	Achieved year-on-year growth during campaign period The Mines : Up 15.0% Tropicana City Mall : Up 13.2% Gurney Plaza : Up 1.4%



TROPICANA CITY MALL

Biggest Offer Bash

Portfolio-wide marcom initiative

- Biggest Offer Bash was held from 16 to 18 September 2016 in conjunction with Malaysia Day to offer shoppers with attractive discounts from more than 200 participating tenants.
- Happening alongside the sales campaign was the "Why I love shopping at CapitaLand Malls" contest with cash prizes worth a total of RM25,000 up for grabs.
- A total of 28 shoppers were rewarded.



GRAND PRIZE WINNER

OTHER WINNERS









CapitaLand Malaysia Mall Trust

CapitaStar

Extended to Klang Valley and East Coast (Pahang)

- In conjunction with its first anniversary, CapitaStar – a multi-store, multi-mall card-less loyalty programme, was extended to Tropicana City Mall, The Mines and East Coast Mall in October 2016.
- Deepened shopper engagement through the launch events' experiential elements.
- Members can now earn STAR$® at more than 1,000 outlets across five CapitaLand Malls in Malaysia.





INTERACTIVE KIOSK TO ENGAGE SHOPPERS



SHOPPER WIN PRIZES AT LAUNCH

Sungei Wang Plaza

Marcom events to drive traffic

- The inaugural Anime Fiesta was held from 13 to 24 July 2016 which featured cosplay-centric activities and tenants showcased their latest anime merchandise.





ANIME FIESTA

- The main highlights of Cafferista 2016 were the coffee latte workshop where shoppers had firsthand experience in creating their own coffee and the latte art competition for professional baristas.





CAFFERISTA 2016

Tropicana City Mall

Introduced new to shopping mall events

- My City My Farm, the first public urban gardening event held in a shopping mall, where shoppers learned suitable planting methods for urbanites and other healthy living tips.







MY CITY MY FARM

- The CHEER 2016 finals were held in the shopping mall and shoppers had the chance to see the country's most talented cheerleading teams show off crazy stunts and exciting routines.







CHEER 2016

The Mines

Augmented reality campaigns

- "Its Raining Presents!" augmented reality application was launched to incentivise shoppers with instant vouchers from participating tenants.
- More than 700 vouchers were redeemed throughout the two-month campaign.





IT'S RAINING PRESENTS!

- With the success of the earlier campaign, "It's Raining Gadgets!" was aimed to push tenant sales and deepen engagement with shoppers.
- There was also a total of RM30,000 worth of gadgets up for grabs.





IT'S RAINING GADGETS!



Corporate Social Responsibility & Awards

My Schoolbag 2016

Green Initiatives

Economically, Socially and Environmentally Sustainable Operational Manner

ISO9001
ISO14001
OHSAS18001

Certified in all CMMT malls

All CMMT malls participated in Earth Hour 2016

CAPITALAND SUPPORTS EARTH HOUR



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

BCA GREEN MARK

11.8% reduction in energy usage in KWh/sq m

17.3% reduction in water usage in cubic metre/sq m



My Schoolbag 2016

Corporate Social Responsibility

- A key annual corporate social responsibility programme of CapitaLand
- Held for the 6th time from 24 November to 13 December 2016, the programme benefited 680 underprivileged children from 21 charity homes and primary schools in Kulim, Kedah; Penang; Klang Valley and Kuantan, Pahang.
- 170 volunteers from CapitaLand malls and the Manager





Awards

Gurney Plaza

The Brand Laureate BestBrands Signature Awards 2015/2016 – Retail (Shopping Mall)	• Penang Green Office Certification • AQUA SAVE Certification by PBA Sustainable Water Management Certification • Penang State Clean Toilet Competition Awards 2016 (Shopping Mall Category)



June 2016







July 2016 | October 2016

Looking Forward



Tropicana City Mall & Tropicana City Office Tower, Selangor

Looking Forward

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

- Retail Outlook
  - GDP growth 2017 (forecast): 4.5% to 4.8%[1]
  - Retail sales growth 2016: 1.7%[2]
  - Expect consumer and business sentiments to remain cautious due to challenging operating environment
  - Scheduled completion of new retail space supply will intensify the competition level among shopping malls
  - Rising popularity of e-commerce is reshaping traditional retail and consumer shopping behaviour

- Expected commencement of the Sungai Buloh-Kajang Mass Rapid Transit line in 2H 2017 could benefit Sungei Wang Plaza in the long term

- Broaden retailer network through Introduction of more experiential elements and entertainment facilities to ensure our malls remain relevant and attractive.

- Enhancement of CapitaStar's benefits and offerings to strengthen shoppers' affinity and drive footfall.

(1) Source: Bank Negara Malaysia Annual Report 2016.
(2) Source: Malaysia Retail Industry Report, March 2017 (Retail Group Malaysia).

Looking Forward

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

- Asset enhancement initiatives and upgrading works[3]

	Gurney Plaza	Tropicana City Mall	Sungei Wang Plaza
2017 plan	• Reconfiguration on B1 to facilitate expansion of existing F&B player, creation of new space and subdivision into smaller higher yielding units for new F&B tenants	• Reconfiguration on Ground Floor to enhance tenant mix, create better line of sight and improve circulation	• Improve pedestrian connectivity via link bridge and external escalators for direct access into mall
Cost (est)	Approximately RM2.5 mil	Approximately RM5.0 mil	Approximately RM5.0 mil
Timeline of completion	2Q 2017	1Q 2018	3Q 2018

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











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