

Sasseur REIT ProsperUs Webinar

30 Mar 2023



Sasseur (Hefei) Outlets

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Unless otherwise stated, all references to currencies are in Singapore dollars and cents, as the case may be.



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About Sasseur Group & Sasseur REIT

Sasseur (Chongqing Liangjiang) Outlets

Strong Sponsor – Sasseur Group

Founded by Chairman Vito Xu



Introduction to Sasseur Group

- Founded in 1989, Sasseur Group is one of the leading premium outlet groups in China that focuses on the development and operation of retail outlet malls
- Sasseur Group manages 16 outlets (including 4 owned by Sasseur REIT) in China, with another 2 upcoming outlets
- Leveraging on the founder's passion for art and culture in its design, offering a unique lifestyle experience for Sasseur outlets' customers

Founder and Chairman: Vito Xu



- Vito Xu is founder and chairman of Sasseur Group with a wealth of experience in the fashion industry
- In 1992, he entered the clothing industry and created his own women's fashion wear line – [砂之船] "Sasseur"
- Recipient of numerous prestigious awards including "Asia's Top Entrepreneur 2019" by Fortune Times
- Co-founded Sasseur brand with his spouse, Yang Xue



Yang Xue, co-founder of Sasseur Outlets, was awarded 'Most Stylish Figure of the Year' in 2020 by Yaok Institute

Strong Sponsor – Sasseur Group

30 years' experience focusing on outlet operations in China



2001

Built headquarters in Bishan, Chongqing



2010

Sasseur Group invited to open outlet in Hangzhou, kicking off expansion to other tier 2 cities in China



2018

Public listing of Sasseur REIT on the Singapore Exchange

1989 - 1999

- Distributor for international brands
- Started high-end women's Sasseur brand



2008

Commencement of operations of 1st Sasseur outlet, Chongqing Liangjiang; generated sales of over RMB 450m in 1st year



2012

Sasseur (Chongqing Liangjiang) Outlets achieved industry-leading sales of RMB 1.2b in 4th year



2022

Grand opening of 16th Sasseur outlet in Fuzhou



Strong Sponsor – Sasseur Group

Excellence in outlet operations



A leading operator in China's outlet industry

- Manages 16 outlets (including 4 owned by Sasseur REIT) in China
- 6 outlets achieved sales of >RMB 1b each in 2021
- Boasts more than 3,500 international and local brands
- Approximately 10m VIP members across all outlets

Dec 2022: Grand Opening of Latest Outlet in Fuzhou

Sasseur Group welcomed its latest outlet in Fuzhou, which spreads across 330,000 sqm and offers more than 500 brands



Outlets' 2021 Sales revenues



Sasseur (Chongqing Liangjiang) Outlets*



Sasseur (Nanjing) Outlets



Sasseur (Xi'an) Outlets^



Sasseur (Changsha) Outlets



Sasseur (Changchun) Outlets



Sasseur (Guiyang) Outlets^

* Owned by Sasseur REIT.

^ Right of First Refusal assets for Sasseur REIT.

Source: All sales figures above extracted from Sasseur Group's FY2021 performance figures.

Sponsor's Growing Footprint and Brand Reach

Sasseur REIT leveraging full Sponsor support



Sasseur Group (57.46% stake in Sasseur REIT¹)

30 years' experience focusing on outlet operations in China

16 operating outlets in China², with another **2** upcoming outlets



● Operating Outlets
★ Upcoming Outlets

1. As at 31 Dec 2022.

2. Including the 4 outlets owned by Sasseur REIT.

Sponsor's upcoming outlets

	Shijiazhuang	Wulumuqi
Opening Date (Tentative)	May 2023	May 2024
GFA (sqm)	~83,000	~126,000
Car Park Lots	c. 3,500	c.2,000

Sasseur REIT's acquisition pipeline

- Acquisition priority: Xi'an and Guiyang Outlets, granted Right of First Refusal (ROFR) from Sponsor
- Assets in the pipeline: 3rd party owned assets which Sasseur Group has ROFR to acquire from the owners

Sasseur Group – Leader in the Outlet Industry

Multiple industry awards and accolades



“New Fashion New Vitality”

2022 Liangjiang New Consumption Annual Billboard Award



- **Liangjiang New Consumption Vitality Award:** Chongqing Liangjiang Outlets
- **Liangjiang New Consumption Influential Leader Award:**
Ms Ying Jinyou, General Manager of Chongqing Outlets

China Outlets Leader Summit held in 2022

Sasseur Group clinched 25 awards, including



- **2021 China Outlets RMB 2 billion Club:** Chongqing Liangjiang Outlets
- **2021 China Outlets RMB 1 billion Club:** Hefei Outlets
- **Top 20 Influential Outlets:** Chongqing Liangjiang Outlets

Sasseur Group: Highly Recognised Enterprise

- **Anning Municipal Committee Economic Work Conference & Investment Promotion Project Construction Conference**
 - > High-Quality Development Contribution Advanced Corporation: Kunming Outlets
 - > High-Quality Development Contribution Advanced Individual: Ms Wu Yan, General Manager of Kunming Outlets
- **Winshang's 2022 Top 100 Retail and Commercial Real Estate Enterprises List (38th place)**
- **Golden Mall China Retail Union's 2022 Commercial Excellence List**
 - > “Super In Love with Round-the-clock Shopping” marketing IP
- **China Top 100 Retail Enterprises in 2021 (43rd place)**
 - > One of the 48 companies within the RMB 10b club
- **2022 Van Sound Club Annual Awards**
 - > 2021 Influential Commercial Real Estate Enterprise (Top 30)
 - > Influential Commercial Real Estate Business Leader: President of Sasseur Group, Mr Xu Jun

Sasseur Group Tapping on a Sunrise Industry

Deep knowledge and wide brand network



China's Outlets – A Sunrise Industry



Fast-growing outlet sector projected to become world's largest by 2030¹



Growing middle-class population and spending power



Exposure to high-growth tier-2 Chinese cities



Sasseur Group – Leading Outlet Operator



Leading privately-owned outlet operator



Deep understanding of local retail markets and strong relationships with diverse retail brands



Unique “Art-commerce” business model with “Super Outlet” concept

1. Source: China Insights Consultancy, 2018.

Competitive Landscape

Sasseur Group: A privately-owned outlet specialist with deep understanding of the local market



Leading Private Outlet Specialist in China

Outlet operators	Operator category	Number of outlets
Sasseur Group 砂之船集团	Local Private Outlet Specialist	16
Shanshan 杉杉	Conglomerate	14
Beijing Capital Grand 首创	Real Estate Company	14
Wangfujing SCITECH 王府井赛特	Real Estate Company	13
Bailian 百联	SOE Retail Group	9
RDM	International Outlet Specialist	7

Source: Company websites, outletsCN.com, 31 Dec 2022.

Benefits of a Private Outlet Specialist

Different Types of Outlet Operators in China

 Applicable
 Not applicable

	Operational Experience	Brand Resources	Understanding of Local Market	Financial Strength
Local Private Outlet Specialists				
SOE Retail Groups				
Real Estate Companies				
International Outlet Specialists				

Outlet's Competitive Edge Against Other Retail Models

Unique value proposition to brand owners and consumers



	Outlet	Departmental Store	Shopping Mall	Online Platform
Product Mix	Middle to high-end brands	Middle to high-end brands	Middle to high-end brands	Low priced products
Pricing Strategy	Large Discounts	Normal	Normal	Low
Consumer Experience	✓	✗ (small area with compact layout)	✓	✗ (no in-store shopping experience)
Location	Suburbs	City Centre	City Centre	-
Segment	Middle Class	Mass Market	Mass Market	Mass Market
Authenticity	✓	✓	✓	Possibility of counterfeit goods



Why are outlets generally not impacted by e-commerce?

- Product mix – per transaction via online platform ~ RMB200 vs per transaction at the outlet malls ~ RMB800/1000 => minimal product overlap
- Economics – online sales of outlet brands incur ~ 20% commission vs 10-16% commission at the outlets
- Authenticity – 10X penalty / reward for selling by merchants / reporting by customers, of fake goods ensure no fake goods at outlets

Sasseur REIT: First Outlet REIT Listed in Asia

Exposure to China's fast-growing outlet mall sector



Stock & Portfolio Information

As at 31 Dec 2022

Stock code	CRPU (SGX)
Date listed	28 March 2018
Total units in issue	1,231,092,058
Unit price	S\$0.755 (as at 30 Dec 2022)
Distribution yield ¹	8.7%
Net asset value per unit ²	S\$0.87
Market capitalisation ³	S\$929m
Average daily trading volume ⁴	S\$1.3m
Portfolio valuation ⁵	RMB 8.5b



1. Based on FY2022 distribution per unit and closing unit price as at 30 Dec 2022.
2. Based on units in issue and to be issued of 1,233,752,149 as at 31 Dec 2022.
3. As at 31 Dec 2022, extracted from SREITs & Property Trusts Chartbook – Jan 2023.
4. Based on average daily trading volume of 1,722,332 units for the period, 3 Jan 2022 to 30 Dec 2022.
5. Based on independent valuation as at 31 Dec 2022 by Colliers Appraisal & Advisory Services Co., Ltd.

Portfolio Snapshot¹



Outlets 奥特莱斯	Chongqing Liangjiang 重庆两江	Chongqing Bishan 重庆璧山	Hefei 合肥	Kunming 昆明
Year of Commenced Operations	2008	2014	2016	2016
GFA (sqm) ²	73,373	68,791	147,316	88,257
NLA (sqm) ²	50,885	44,706	144,583	70,067
Occupancy Rate (%) ³	100%	92.8%	98.1%	97.0%
Number of Tenants	376	180	333	225
Top Brands/Tenants (by sales)	NIKE, Adidas, FILA, +39 space	NIKE, +39 space, POLO SPORT, ANTA	NIKE, Koradior, Boy London, PEACEBIRD	FILA, Li-Ning, ANTA, FEIZI, New Balance
Valuation (RMB m, 31 Dec 22)	3,129	834	2,880	1,652
% of Portfolio Valuation	36.8%	9.8%	33.9%	19.4%

1. As at 31 Dec 2022, unless otherwise stated.

2. Figures are rounded to the nearest whole numbers.

3. Occupancy is calculated based on average of the last day's occupancy of each month in the fourth quarter of 2022.

Sasseur Group's Unique “Super Outlet” Business Model

Positioning the outlets as a lifestyle destination for the whole family

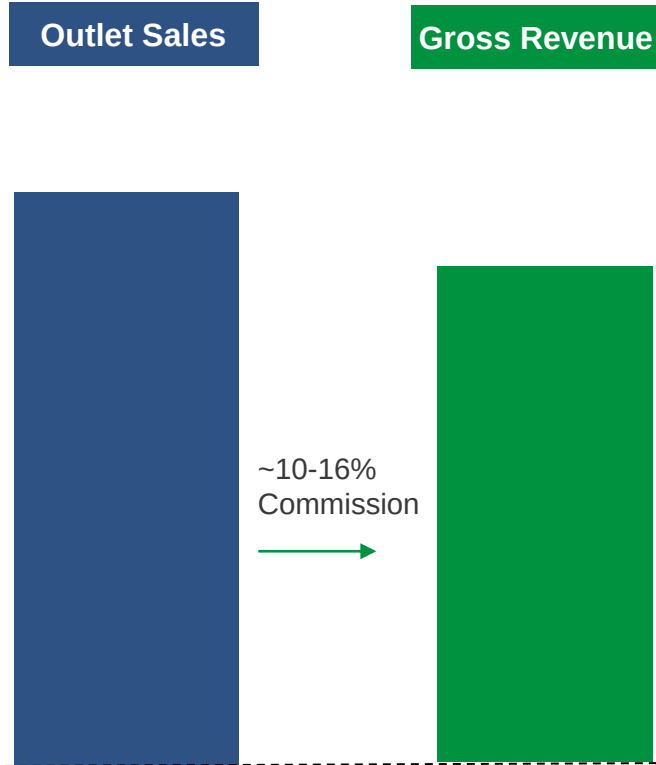


- Sasseur Group's “Super Outlet” Formula: $A \times (1 + N) \times DT$
- “1” represents the outlet mall business platform and “N” reflects the various lifestyle options offered in each of the outlet malls
- Unique lifestyle experience based on a combination of art in the design and decoration of its outlet malls, and as a one-stop shopping and lifestyle experience, provides resilience against competition from e-commerce



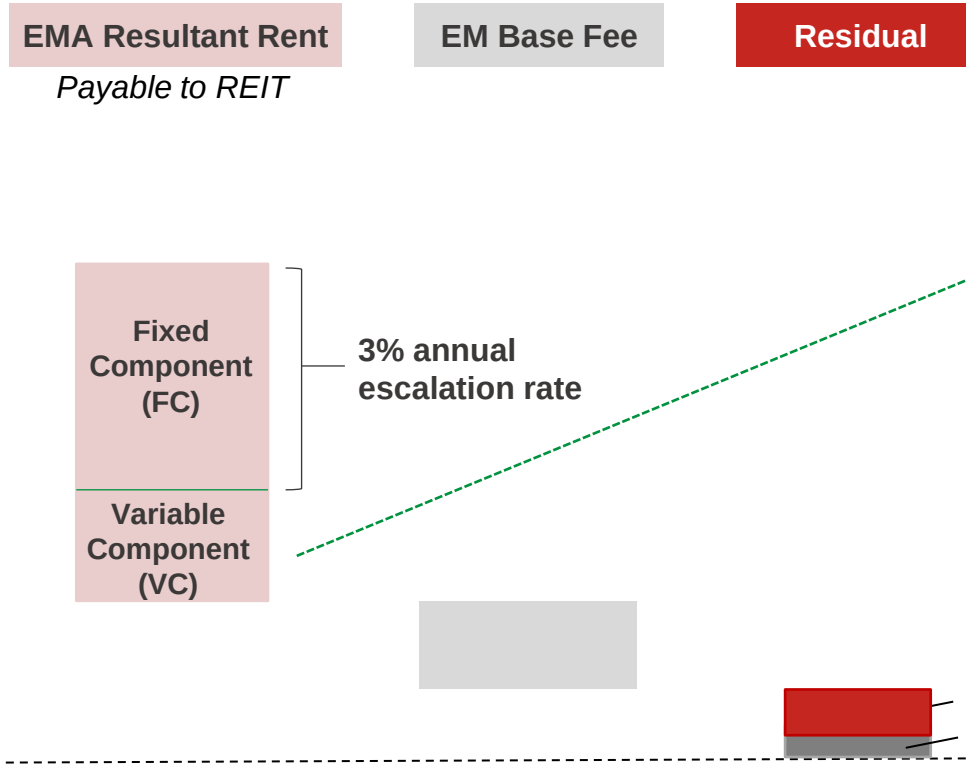
Entrusted Management Agreement (EMA) Model

Business Model



- Gross Revenue (GR) = Total rental receivable + Income from permissible investments

REIT Income Model



- EMA Resultant Rent ("RR") comprises FC and VC
- VC is pegged to the Sales of the Outlets
- EM Base Fee: Up to 30% of GR to the Entrusted Manager
- EM Performance Fee:
 - > 60% x (GR - RR - EM Base Fee)
- Payment to REIT:
 - > 40% x (GR - RR - EM Base Fee)

Aligning the interests of the Entrusted Manager, REIT Manager and Unitholders

2H / FY2022 Key Highlights

Sasseur (Chongqing Bishan) Outlets

2H / FY2022 Key Highlights

Operations impacted by sporadic COVID-19 lockdowns;
China's re-opening expected to spur economic activities towards normalisation in 2023



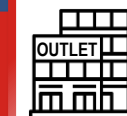
Financials

2H 2022	FY2022
EMA Rental Income ¹ S\$57.8m ▼ 11.1% YoY	S\$121.3m ▼ 4.8% YoY
Distributable Income S\$43.4m ▼ 10.5% YoY	S\$88.5m ▼ 5.8% YoY
DPU ² 3.140 cents ▼ 15.8% YoY 3Q 2022: 1.838 cents (distributed) 4Q 2022: 1.302 cents	6.550 cents ▼ 7.8% YoY



Capital Management

As at 31 Dec 2022
Aggregate Leverage 27.6% Vs 31 Dec 2021: 26.1%
Interest Coverage Ratio 4.4x Vs 31 Dec 2021: 5.1x



Portfolio

2H 2022	FY2022
Total Outlet Sales RMB 1,663.8m ▼ 22.9% YoY	RMB 3,534.8m ▼ 15.5% YoY
Portfolio Occupancy ³ 97.2% Record high since IPO	
Weighted average lease expiry (by NLA) 2.6 years As at 31 Dec 2022	

1. Excluding straight-line accounting adjustments.

2. Represent distribution per Unit (DPU) after retention.

3. Portfolio occupancy rate for 4Q 2022. Occupancy is calculated based on average of the last day's occupancy of each month in the quarter.

Refinancing Successfully Completed

No significant refinancing requirements till 2026; ample debt headroom for acquisitions

Commitment secured for¹:

- **Offshore loans:**
 - 3-year secured term loan of S\$125m and US\$54m (~S\$71m²), with an option to extend for another 2 years
 - Revolving credit facility of S\$10m
- **Onshore loan:** 5-year secured term loan of RMB975m (~S\$190m²)
- **Sponsor loan:** 1-year unsecured interest-bearing loan of RMB308m (~S\$60m²), with option to extend for 1 more year



Strong support from existing lenders, new lenders and Sponsor

With completion of refinancing:



Diversifying and de-risking of debt profile

- Existing loans will be separated into several loans with differing maturities
- No significant refinancing requirements till 2026



More firepower for future acquisitions

- Aggregate leverage would remain low, with ample debt headroom



Optimising REIT's debt capacity for growth

- Kunming Outlets to be unencumbered

1. Please refer to SGXNet announcements dated 31 Jan 2023 and 3 Feb 2023 relating to the signing of the loan facility agreements.

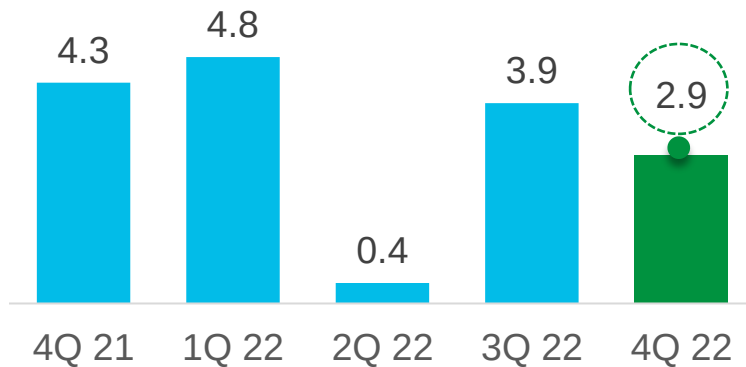
2. Based on illustrative S\$:RMB and US\$:S\$ exchange rates of 5.1387 and 1.3112 respectively.

Slowdown in China's 4Q 2022 GDP Growth on COVID Outbreaks

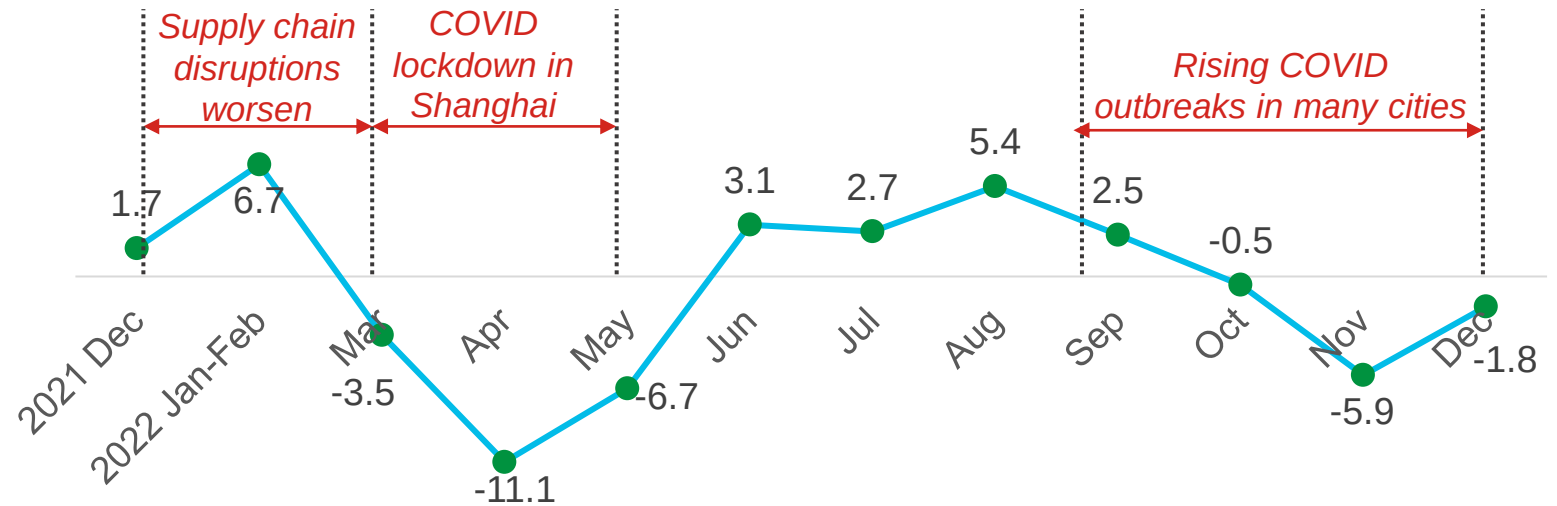


2.9% growth exceeds market expectations of 1.8%¹, laying a solid ground for an economic recovery

China's GDP growth²
(YoY Change %)



China's retail sales of consumer goods²
(YoY Change %)



- **2022 GDP:** ▲ 3.0% YoY², below government target of 5.5%
 - > Recurrent COVID-19 outbreaks and related restrictions weighed on consumer confidence
- **Disposable income per capita of urban households:** ▲ 1.9% YoY³ in 2022, after accounting for inflation

1. Reuters, "China's economy slows sharply in Q4", 17 Jan 2023.

2. National Bureau of Statistics of China, 18 Jan 2023.

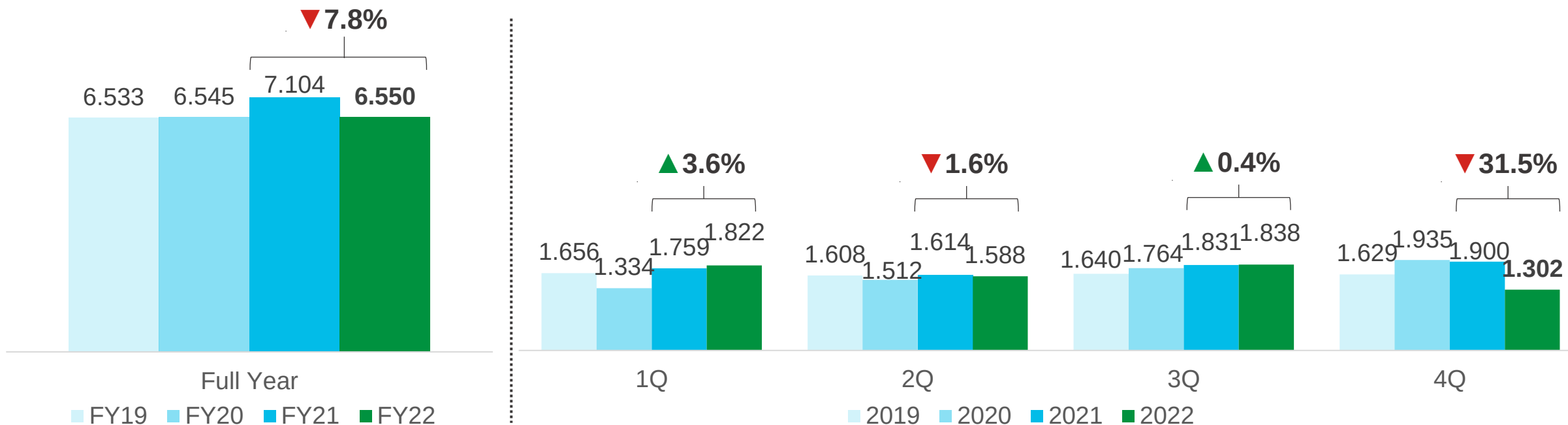
3. National Bureau of Statistics of China, 17 Jan 2023.

DPU Profile

4Q 2022 DPU impacted by (i) lower outlets' sales arising from COVID measures and (ii) retention of distributable income to fund transaction costs of refinancing



Distribution per Unit (DPU), S cents



Distribution Payment

Distribution period

1 Oct to 31 Dec 2022

Distribution per Unit

1.302 S cents¹

Notice of Record Date

17 Feb 2023

Ex-dividend date

16 Mar 2023

Record date

17 Mar 2023

Payment date

28 Mar 2023

1. Distribution Per Unit after retention of S\$3.9 million.

Sasseur REIT's Total Return and Trading Volumes

Growing from strength to strength



Total Return¹ from IPO date to 31 Dec 2022

Sasseur REIT

37.7%

Vs

FTSE ST REIT Index

13.3%

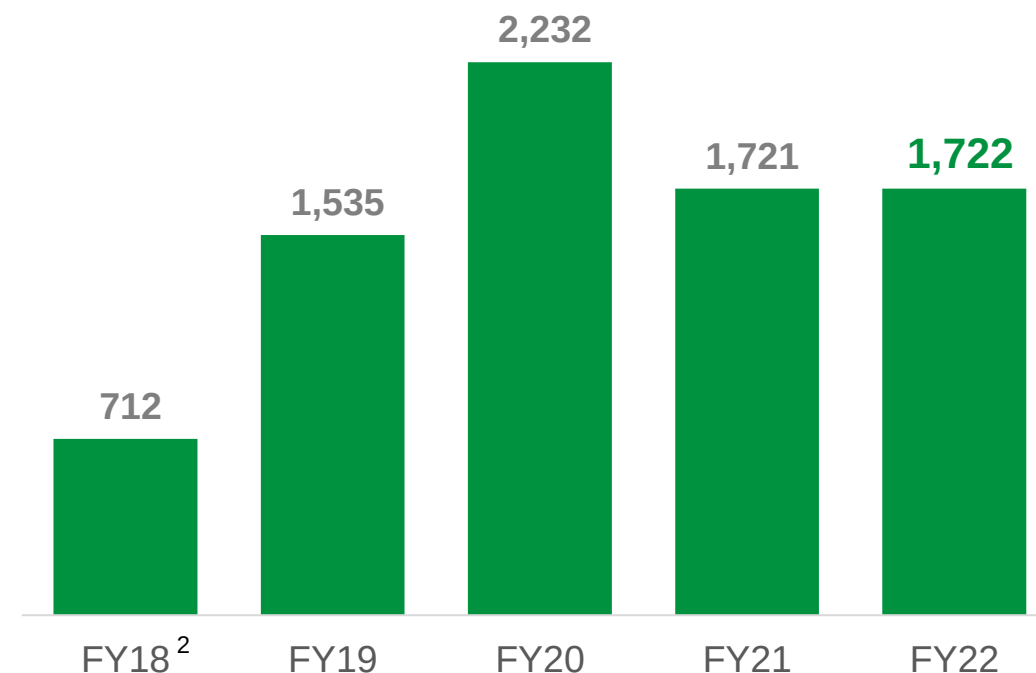
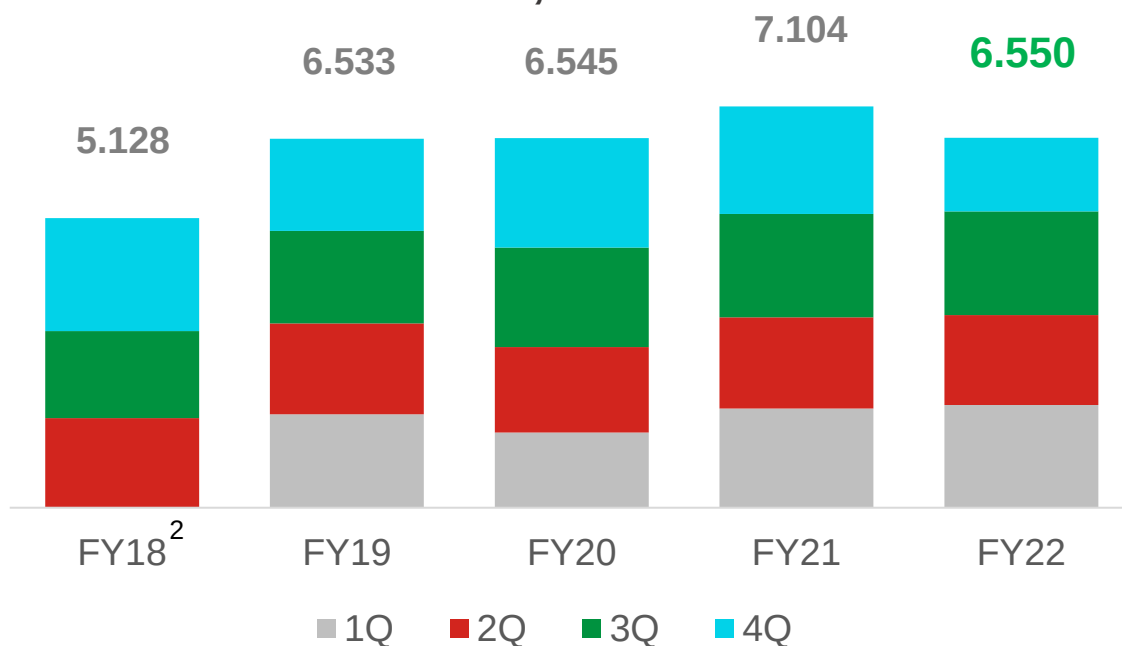
FTSE Straits Times Index

14.1%

▲ 242% since IPO in 2018

Average daily volume traded³ ('000 Units)

DPU, S cents



1. Source: Bloomberg.

2. For period 28 Mar 2018 to 31 Dec 2018.

3. Source: ShareInvestor



Financial Performance

Sasseur (Kunming) Outlets

4Q 2022 DPU Lower YoY; Affected by COVID Disruptions

DPU's decline mitigated by fixed component, demonstrating strength of EMA model



- 4Q 2022 EMA rental income (RMB) ▼ 11.0% YoY
 - > Mainly due to ▼ 39.0% YoY variable component income; cushioned by ▲ 3.0% YoY higher fixed component income in the EMA model¹
- Decline in variable component income was mainly due to
 - > Increasing COVID-19 outbreaks in China throughout 4Q 2022, leading to shortened operating hours and temporary closures of outlets which adversely affected shopper traffic and sales
- YoY increase in retained distributable income to fund transaction costs of refinancing

	4Q 2022	4Q 2021	Variance %
Sales (RMB m)	701.6	1,161.9	(39.6)
EMA rental income (RMB m)²	140.9	158.4	(11.0)
- Fixed component (RMB m)	108.6	105.5	3.0
- Variable component (RMB m)	32.3	52.9	(39.0)
EMA rental income (S\$ m)^{2,3}	27.0	33.6	(19.5)
Distributable income to Unitholders (S\$ m)	19.9	25.3	(21.2)
Amount retained (S\$ m)	(3.9)	(2.2)	(79.1)
DPU (S cents)	1.302	1.900	(31.5)

1. More details on the Entrusted Management Agreement (EMA) model on slide 16.

2. Exclude straight-line accounting adjustments.

3. Average S\$:RMB rate of 1:5.1671 for 4Q 2022 and 1:4.7111 for 4Q 2021.

2H and FY2022 DPU Lower YoY on Mainly COVID Curbs



FY2022 DPU's decline mitigated by support from EMA model

- FY2022 EMA rental income (RMB) ▼ 2.8% YoY
 - > Mainly due to ▼ 15.7% YoY variable component income; cushioned by ▲ 3.0% YoY higher fixed component income in the EMA model¹
- Decline in variable component income mainly due to
 - > COVID-19 curbs, leading to shortened operating hours and temporary closures of outlets
 - > Extreme weather in Aug 2022 which resulted in shortened opening hours for Chongqing Liangjiang Outlets and Chongqing Bishan Outlets in order to reduce the city's energy consumption
- 9.2% of distributable income retained in FY2022

	2H 2022	2H 2021	Variance %	FY2022	FY2021	Variance %
Sales (RMB m)	1,663.8	2,158.4	(22.9)	3,534.8	4,184.6	(15.5)
EMA rental income (RMB m)²	292.9	308.7	(5.1)	594.7	611.9	(2.8)
- Fixed component (RMB m)	217.2	210.9	3.0	434.5	421.8	3.0
- Variable component (RMB m)	75.7	97.8	(22.7)	160.2	190.1	(15.7)
EMA rental income (S\$ m)^{2,3}	57.8	65.0	(11.1)	121.3	127.5	(4.8)
Distributable income to Unitholders (S\$ m)	43.4	48.5	(10.5)	88.5	93.9	(5.8)
Amount retained (S\$ m)	(4.8)	(3.2)	(52.3)	(8.2)	(7.7)	(6.1)
DPU (S cents)	3.140	3.731	(15.8)	6.550	7.104	(7.8)

1. More details on the Entrusted Management Agreement (EMA) model in the Appendix.

2. Exclude straight-line accounting adjustments.

3. Average S\$:RMB rate of 1:5.0505 for 2H 2022, 1:4.7465 for 2H 2021, 1:4.9020 for FY2022 and 1:4.7991 for FY2021.

2H and FY2022 Distributable Income

Lower FY2022 distributable income partially offset by tax refund and preferential tax rate for Chongqing Liangjiang Outlets



- FY2022 distributable income impacted by
 - > S\$6.2m lower EMA rental income; outlet sales were affected by widespread COVID-19 outbreaks in China in 2H 2022
 - > S\$2.1m higher finance costs due to higher interest rates on the offshore loans for FY2022 as compared to FY2021
- Partially offset by
 - > Chongqing Liangjiang Outlets' preferential tax rate of 15% (FY2021: 25%) which is applicable for years 2021–2030^{1,2}
 - > Tax refund of S\$2.1m relating to FY2021 was received in FY2022

S\$ m	2H 2022	2H 2021	Variance %	FY2022	FY2021	Variance %
EMA rental income	57.8	65.0	(11.1)	121.3	127.5	(4.8)
Trust expenses	(0.9)	(0.4)	(>100)	(1.6)	(1.6)	(5.2)
Finance costs	(10.8)	(9.0)	(20.2)	(19.8)	(17.7)	(11.9)
Other income ²	0.5	0.9	(44.4)	0.1	0.7	(85.7)
Tax expenses	(3.2)	(8.0)	60.4	(11.5)	(15.0)	23.8
Distributable income to Unitholders	43.4	48.5	(10.5)	88.5	93.9	(5.8)
Less: Amount retained	(4.8)	(3.2)	(52.3)	(8.2)	(7.7)	(6.1)
Amount to be distributed to Unitholders	38.6	45.3	(14.9)	80.3	86.2	(6.8)

1. China's Ministry of Finance and the State Administration of Taxation, “[关于延续西部大开发企业所得税政策的公告](#)”, 23 Apr 2020.

2. China's Ministry of Commerce, “[鼓励外商投资产业目录 \(2022年版\)](#)”, 26 Oct 2022.

3. Other income includes realised exchange differences as well as finance income.

Robust Balance Sheet

NAV's decline due to foreign exchange volatilities



- Net asset value (NAV) per unit as at 31 Dec 2022 ▼12.1% YoY
 - > Mainly due to ▼9.0% YoY in investment properties' valuation (in S\$) as RMB weakened against S\$ by ▼9.0%
 - > Without the impact of the RMB weakness, investment properties' valuation in RMB would have been stable at ▼0.02% YoY

S\$ m	As at 31 Dec 2022	As at 31 Dec 2021	Variance	Variance %
Investment properties	1,639.0	1,801.0	(162.0)	(9.0)
Cash and short-term deposits ¹	100.8	159.8	(59.0)	(36.9)
Total assets	1,767.8	1,989.8	(222.0)	(11.2)
Loans and borrowings	487.4	510.6	23.2	4.5
Total liabilities	700.0	780.6	80.6	10.3
Net assets	1,067.8	1,209.2	(141.4)	(11.7)
NAV per Unit (S\$) ²	0.87	0.99	(0.1)	(12.1)

1. Includes S\$50.2 million as at 31 Dec 2022 (31 Dec 2021: S\$102.0 million) relating to sales proceeds collected from outlets' customers on behalf of tenants.

2. Based on units in issue and to be issued of 1,233,752,149 and 1,222,205,028 as at 31 Dec 2022 and 31 Dec 2021 respectively.

Prudent Capital Management

Low gearing; healthy interest coverage ratio



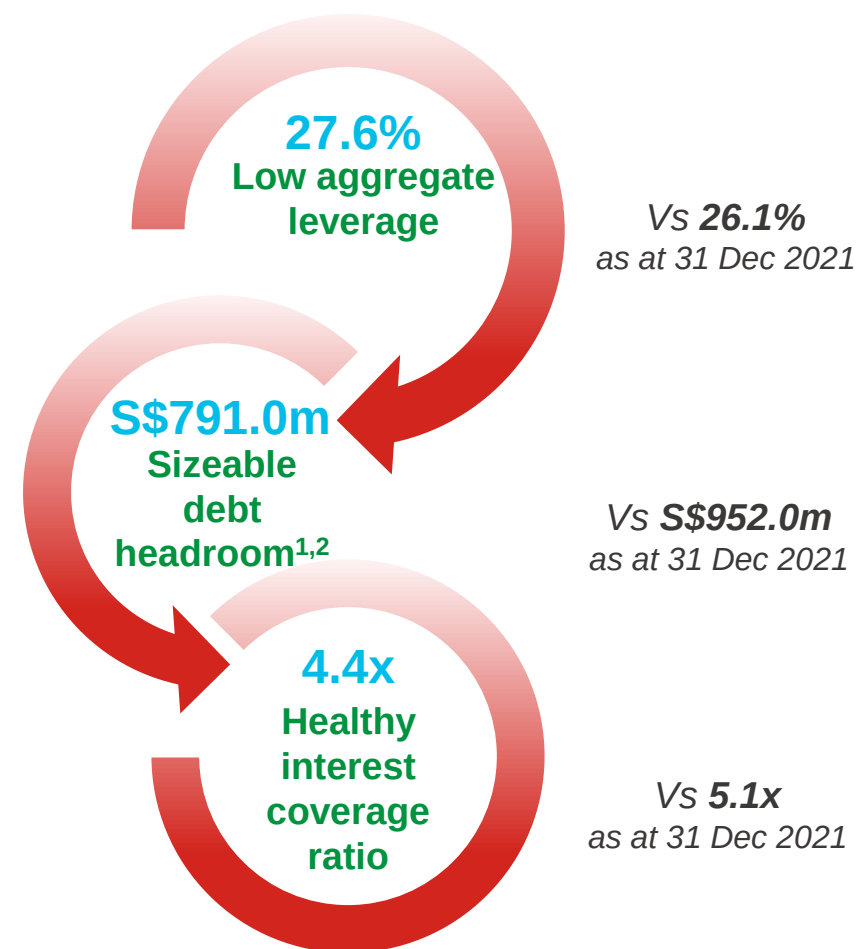
Secured new loan commitments to refinance outstanding loans due in Mar 2023

	As at 31 Dec 2022	As at 31 Dec 2021
Gross borrowings	S\$488.3m	S\$518.6m
Average debt maturity	Refinanced 0.2 years	1.2 years
Available undrawn facilities	S\$8.0m	S\$8.0m
Weighted average cost of debt per year	4.9%	4.4%

Post refinancing

Weighted average debt to maturity will improve to
3.6 years from 0.2 years

As at 31 Dec 2022



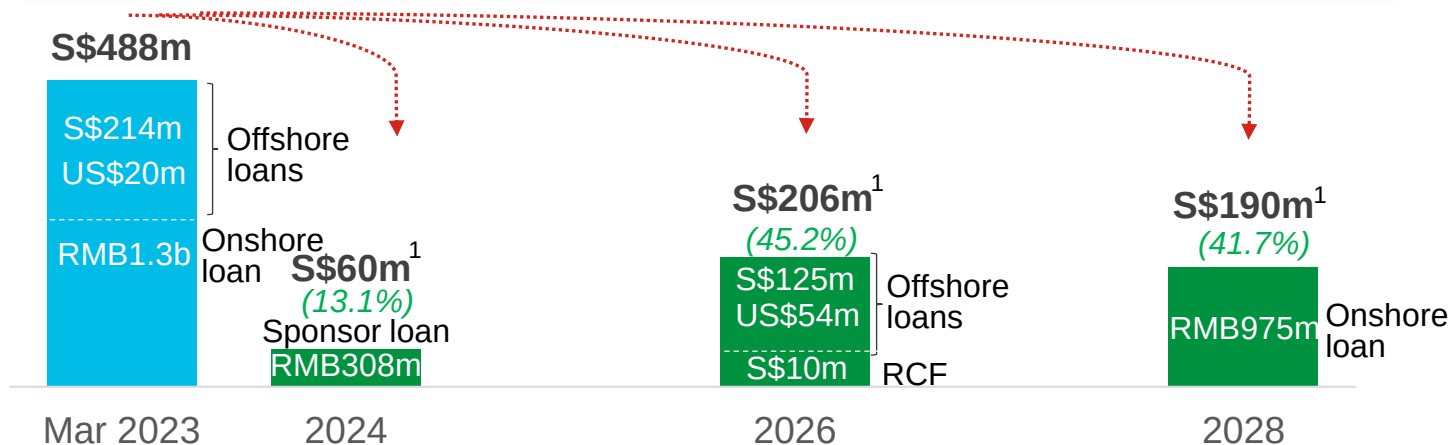
1. Debt headroom is computed based on total assets and assumes a corresponding increase in total assets with new debts raised.
2. Based on MAS' prescribed leverage limit of 50.0%.

Diversification and De-risking of Debt Profile

Unencumbering of Kunming Outlets enhances financial flexibility



Debt maturity profile



Lending rates for new loans

Offshore loans:	
3-year secured S\$ loan	Singapore Overnight Rate Average (SORA)
3-year secured US\$ loan	Secured Overnight Financing Rate (SOFR)
Revolving credit facility (RCF)	Singapore Overnight Rate Average (SORA)
Onshore 5-year secured loan	China's 5-year Loan Prime Rate
Sponsor's unsecured 1-year loan	Fixed interest rate

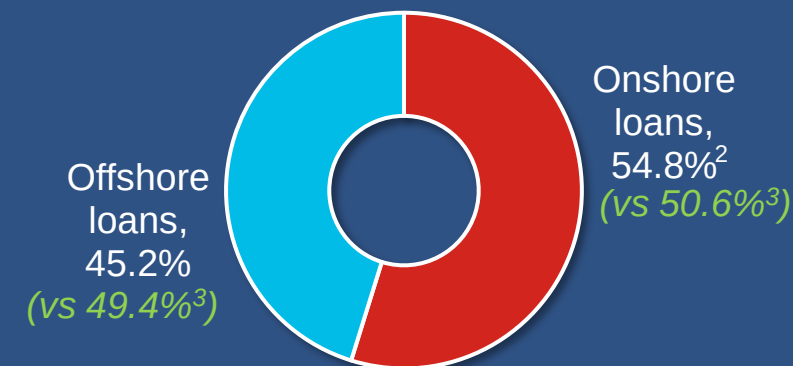
1. Based on illustrative S\$:RMB and US\$:S\$ exchange rates of 5.1387 and 1.3112 respectively.

2. Includes S\$60m Sponsor loan.

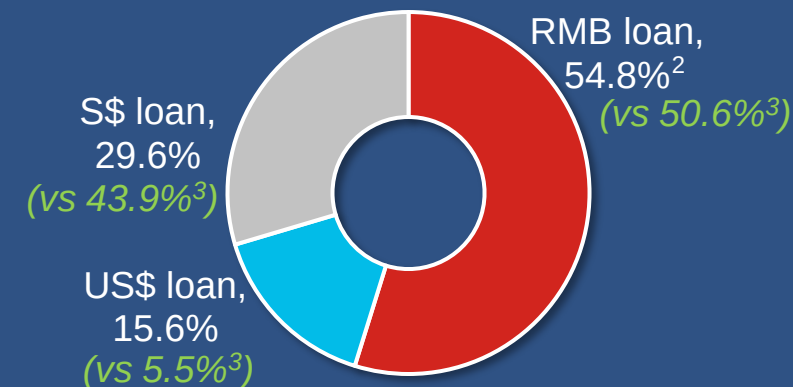
3. Percentage breakdown as at 31 Dec 2022.

Post refinancing

Funding sources



Debt currency profile





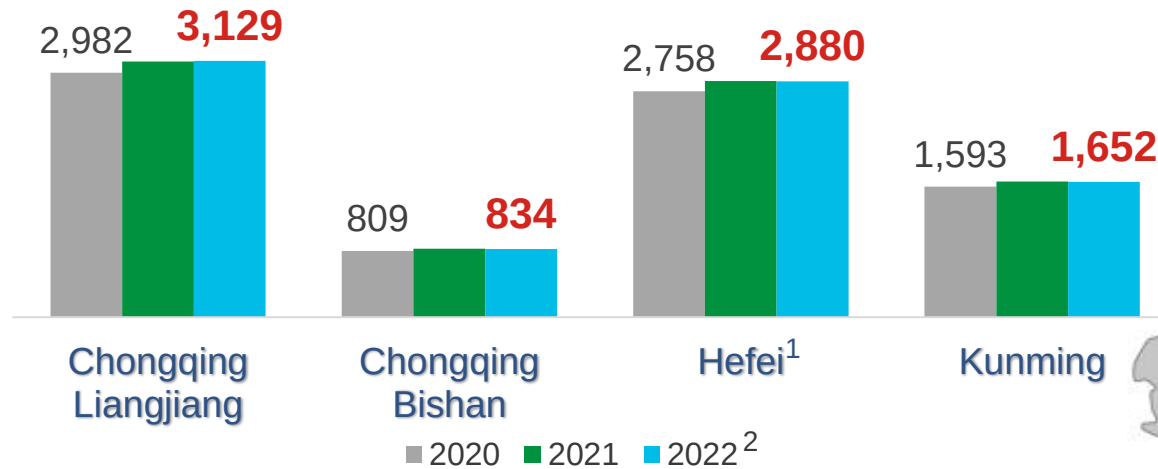
Portfolio Performance

Stable Valuations as at 31 Dec 2022

Driven by resilience in outlets' performance



Valuations (RMB m) as at 31 Dec by outlet



Portfolio Valuation (RMB m) as at 31 Dec



1. Hefei's valuation is only reflective of Sasseur REIT's ownership stake in the outlet, which is approximately 81% of total gross floor area.

2. Based on independent valuation as at 31 Dec 2022 by Colliers Appraisal & Advisory Services Co., Ltd.

4Q 2022 Outlet Sales Impacted by COVID Curbs

Shortened operating hours and temporary closures were mandated



RMB m	Contribution ¹ %	4Q 2022	4Q 2021	YoY Variance %	3Q 2022	QoQ Variance %
Chongqing Liangjiang	48.6	340.9	601.8	-43.4	536.3	-36.4
Chongqing Bishan	9.6	67.5	102.9	-34.4	75.4	-10.5
Hefei	26.4	185.1	268.6	-31.1	205.0	-9.7
Kunming	15.4	108.1	188.6	-42.7	145.5	-25.7
Portfolio	100.0	701.6	1,161.9	-39.6	962.2	-27.1

- Year-on-Year (YoY) ▼ due to
 - > Sales momentum from the annual Anniversary Sales events and the week-long National Day holidays in early Oct was hampered by a rise in COVID-19 outbreaks in several Chinese cities²; Chongqing was one of the cities which recorded the bulk of the cases³
 - > Cities imposed lockdowns and travel restrictions, with mandated temporary closures seen at the four outlets⁴
- Quarter-on-Quarter (QoQ) ▼, due to
 - > Lower sales in 4Q 2022 as a result of inter-city travel restrictions during the COVID-19 outbreak from Oct-Dec, which affected many cities across China
 - > Double-digit decline in sales due to mandatory closures of outlets imposed by the authorities for Chongqing Liangjiang, Chongqing Bishan and Kunming Outlets
 - > 3Q 2022 sales was boosted by the annual Anniversary Sales events held in Sep

1. Based on 4Q 2022 sales contribution.

2. Fox News, "China sees spike in COVID-19 cases", 1 Nov 2022.

3. Reuters, "China reports third consecutive daily record for new COVID cases", 29 Nov 2022.

4. Temporary closures: Chongqing Liangjiang Outlets 12 Nov – 3 Dec (22 days); Chongqing Bishan Outlets (12 Nov – 2 Dec) (21 days) ; Hefei Outlets 13-14 Nov, 16-18 Nov (5 days) ; Kunming Outlets 1 – 6 Oct (6 days).

FY2022 Outlets Sales Resilient Despite External Challenges

Sales affected mainly by strict COVID measures



RMB m	Contribution ¹ %	FY2022	FY2021	YoY Variance %
Chongqing Liangjiang	53.0	1,875.0	2,178.2	-13.9
Chongqing Bishan	9.4	330.6	374.0	-11.6
Hefei	22.1	781.0	900.4	-13.3
Kunming	15.5	548.2	732.0	-25.1
Portfolio	100.0	3,534.8	4,184.6	-15.5

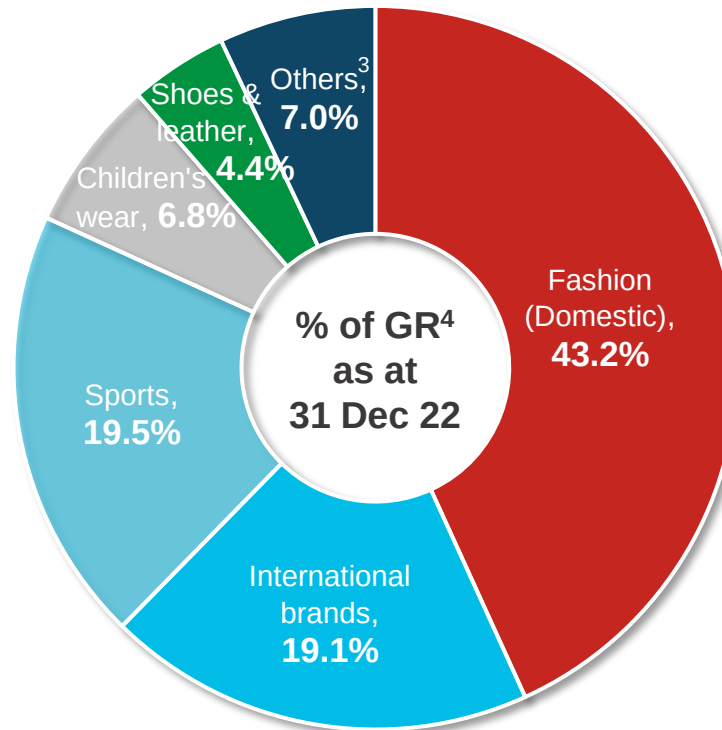
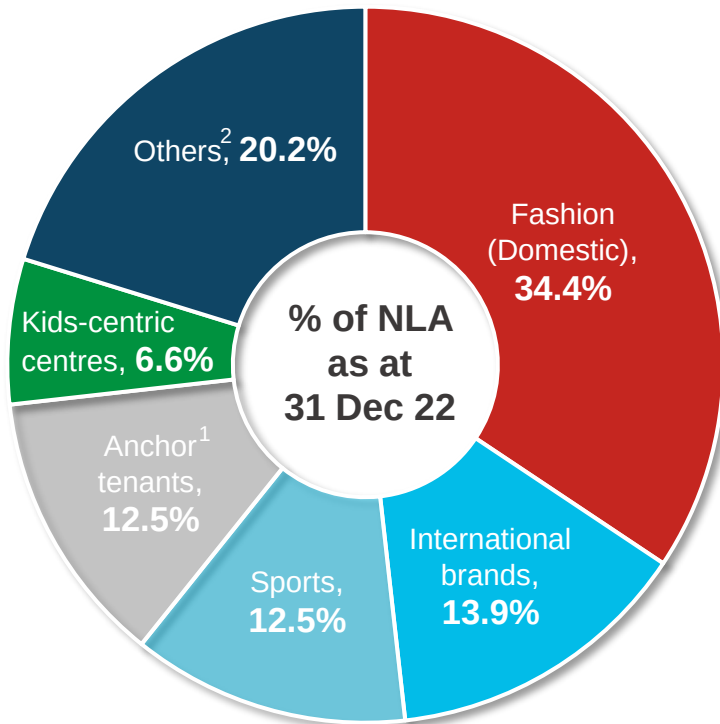
- On a portfolio basis, outlets sales declined 15.5% YoY, on the back of external challenges:
 - > Rising COVID-19 outbreaks in China with number of cases at its peak in 4Q 2022², coupled with lockdowns and mobility restrictions
 - > Local government's directives to conserve electricity during heatwave period in Aug 2022; Chongqing Liangjiang and Chongqing Bishan Outlets saw shorter operating hours for 6-10 days in Aug
- Kunming Outlets was more impacted by COVID-19 measures as the impact of travel restrictions affected the number of domestic tourists (from other Chinese cities) visiting Kunming

1. Based on FY2022 sales contribution.

2. World Bank, "China Economic Update", Dec 2022.

Diversified Trade Mix

Approximately 16% of portfolio's gross revenue contributed by top 10 tenants



Of the portfolio's gross revenue⁴

Top 10 tenants contribute
15.7%



No single tenant accounts for
>5%

Retail trends: 4Q 2022 vs 3Q 2022

- Trade mix for 4Q 2022 versus 3Q 2022 is relatively stable
- Slight growth in gross revenue contribution by sports brands which saw sustained demand during the pandemic

1. 'Anchor tenants' are fixed rental leases, such as cinema, hotels and gym.

2. 'Others' comprises Food & beverage, Children's wear, Shoes & leather, Lifestyle, Accessories and Ad-hoc; 'Ad-hoc' refers to temporary leases.

3. 'Others' comprises Accessories, Food & beverage, Anchor tenants, Lifestyle, Kids-centric centres and Ad-hoc; 'Ad-hoc' refers to temporary leases.

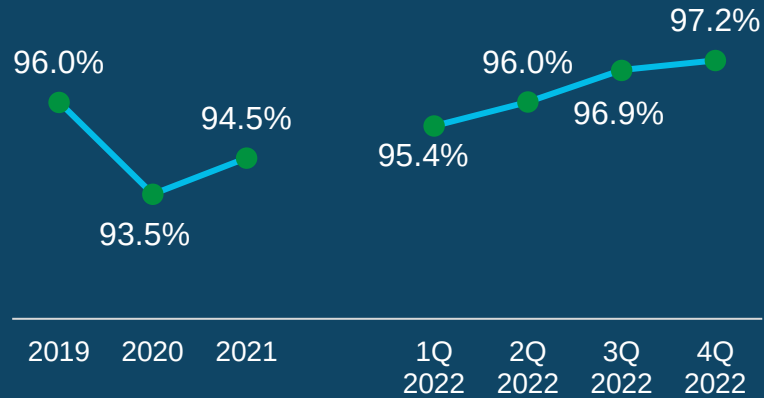
4. GR refers to Gross Revenue which is calculated based on average monthly gross revenue for the period Jan-Dec 2022.

Portfolio Occupancy Highest in 4 Years

Occupancy boosted by effective leasing strategies & completed asset enhancements

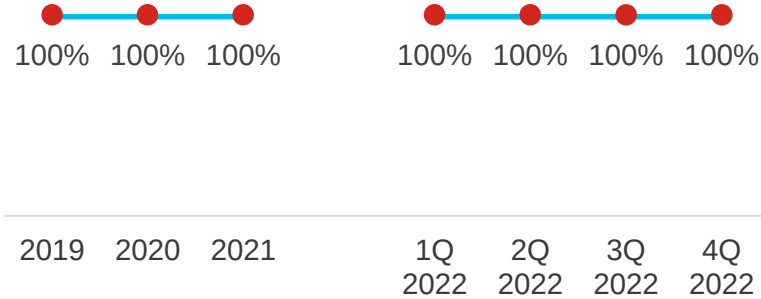


Improving Portfolio Occupancy^{1,2}



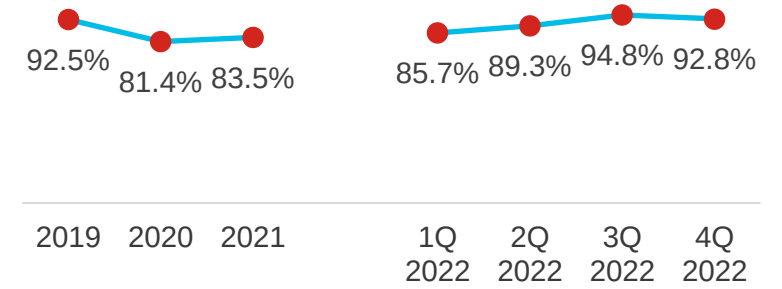
- Portfolio occupancy **exceeded pre-COVID level** in 2019
- 4Q 2022 occupancy at Chongqing Bishan Outlets was **above 90%**

Chongqing Liangjiang



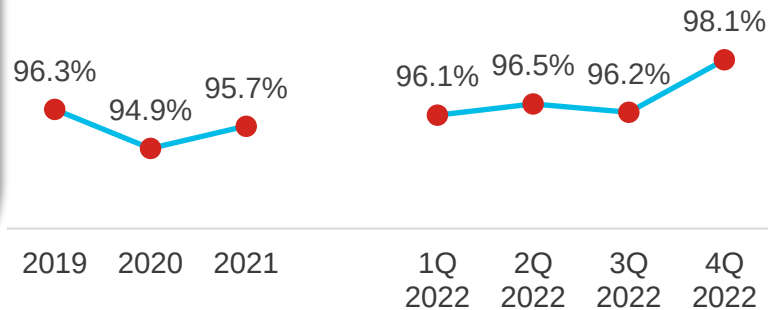
Occupancy remains at 100%

Chongqing Bishan



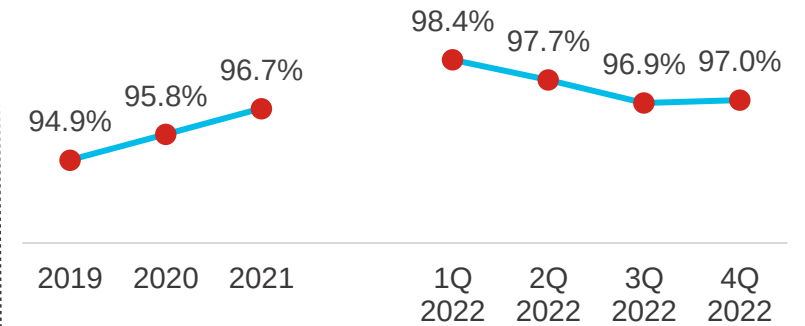
Occupancy maintained well above 90%, showing sustained impact of completed AEI

Hefei



Active leasing efforts and tenant mix adjustments boosted occupancy rates

Kunming



Stable occupancy of above 95%

1. For 1Q 2022, 2Q 2022, 3Q 2022 and 4Q 2022, occupancy is calculated based on average of the last day's occupancy of each month for each quarter.

2. For the financial years of 2019, 2020 and 2021, occupancy is calculated based on average of the last day's occupancy of each month in the fourth quarter of the year.

Weighted Average Lease Expiry (WALE)

Proactive efforts currently underway to renew leases expiring in 2023

Lease expiry profile

As at 31 Dec 2022

Continued emphasis on **cultivating brand champions** and **new & exciting retail offerings** at our outlets



WALE (years)

2.6 by Net Lettable Area

1.0 by Gross Revenue

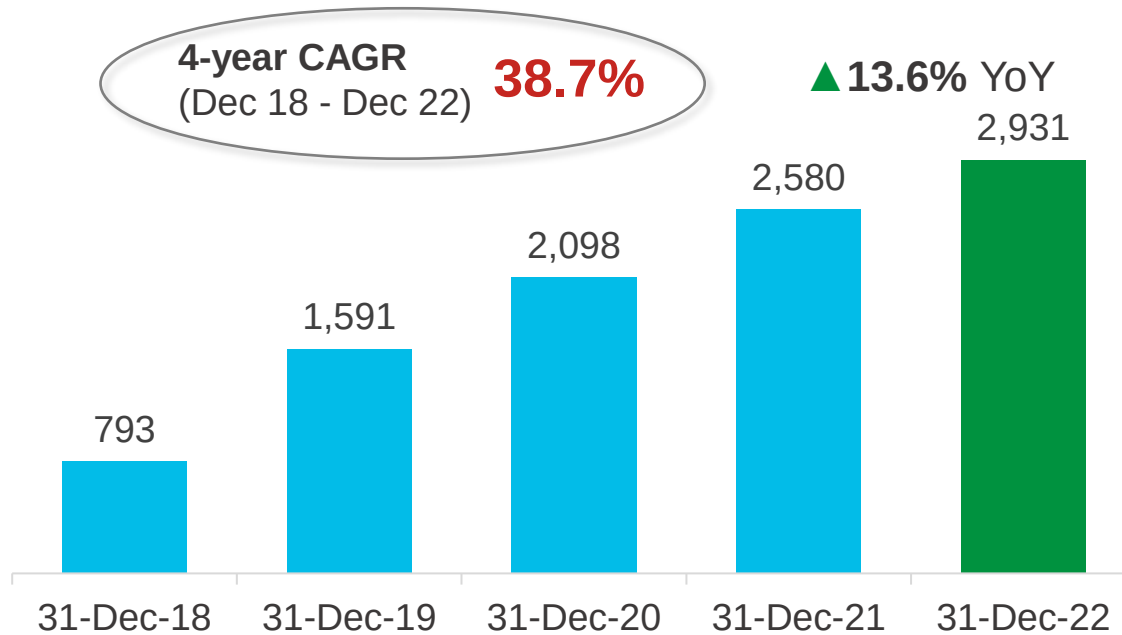
Deliberate short leases to optimise tenant mix

- Adapting to fast-changing consumer preferences in China
- Provides flexibility to replace non-performing tenants with new successful brands

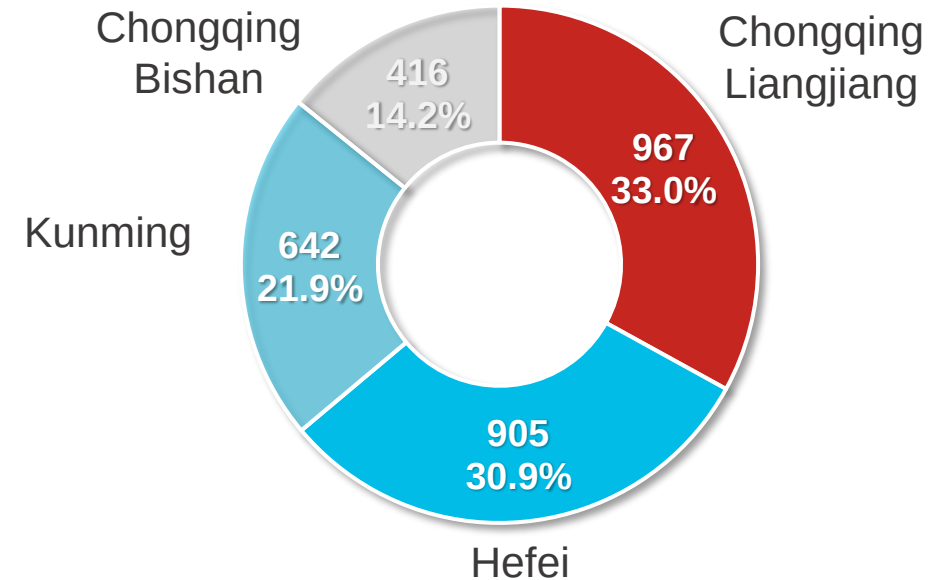
Growing Number of VIP Members

VIP membership is an important driver for outlet sales

Number of VIP Members in Portfolio ('000)



Total VIP Members by Outlets ('000) As at 31 Dec 2022



Platinum Card



Gold Card



Basic Card



>60% contribution to the
portfolio's FY2022 outlet sales

Successful Asset Enhancement Completed in 2022

Completion of Chongqing Bishan Outlets' sports-themed pedestrian walkway



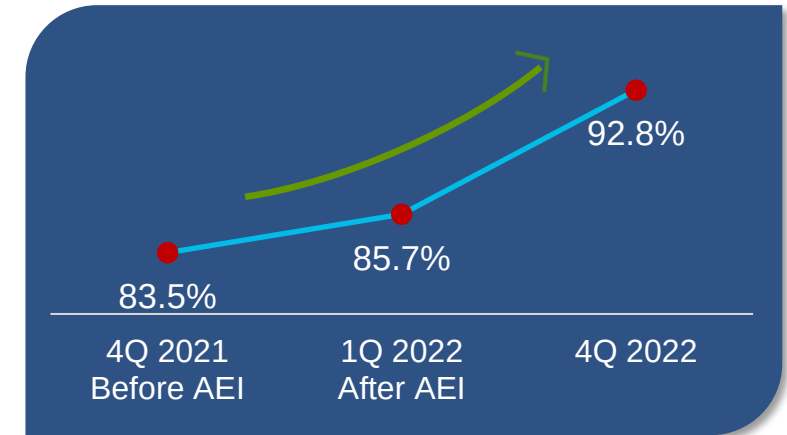
Before asset enhancement initiative (AEI):

- Original driveway reduced accessibility to shops
- Lack of tenant focus
- Tired looking façade

After AEI:

- Conversion of driveway to sports-themed pedestrian walkway
- Pedestrian-friendly walkway **improved shopper traffic flow** towards retail shops
- Double-storey loft enhanced shopper experience
- **Uplift of store front façade** to enhance shopper experience and shop visibility

Occupancy rate ▲ 9.3% pt after AEI



Improved pedestrian flow (aerial view)



2-storey sports-themed shops with uplifted store fronts



Loft level directly accessible via individual shops

Focus Remains on Improving Operational Excellence

Staying resilient in the face of external challenges



Boosting Online Presence

- In 2022, online sales increased by 23 times YoY and surpassed RMB 42m



Connecting with Key Stakeholders

- Rolled out satisfaction surveys to tenants and VIP members
- Gathered constructive feedback from tenants and shoppers to further improve our services



Skills-upgrading Training Sessions

- Online learning for employees to strengthen product and operational knowledge
- More than 200 staff attended the sessions



Getting ready for a retail rebound



- Build stronger relationship with brands
- Advise tenants on optimal levels of inventory for products which see high demand
- Offer more attractive discounts during promotional events
- Focus on developing fresh promotional concepts to draw shoppers to our outlets

Year-End Activities in 2022 to Boost Sales

Exciting programmes organised to draw shoppers and encourage spending



Drawing shoppers with year-end sales events



Chongqing Liangjiang Outlets



Hefei Outlets



Chongqing Bishan Outlets



Kunming Outlets

Other Sales Promotions

“Sasseur’s Red Festival” Domestic Brands Promotion



Loyalty Points

Members have to use up their points by year-end, before points' expiry — an incentive for them to spend



Exciting New Brands & Upgrades in 4Q 2022

Variety of new trendy offerings at Sasseur outlets



New China Li-Ning (中国李宁) at Kunming Outlets



New Triumph Store at Hefei Outlets



ERAL Pop-up Store at Chongqing Bishan Outlets



New Clouds & Tea Store at Kunming Outlets

Fashion Brands



Children's Wear Brands

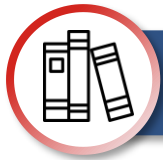


Food & Beverage Brands



Nurturing Local Communities and Employees

Giving back to local communities as part of our corporate social responsibility



Children's book donation drive



Chongqing Bishan Outlets

- Organised a book donation drive in conjunction with World Book Day
- Donated books were placed at Chongqing Bishan Outlets' children's activity area to promote reading habits in children



Care for the community

Chongqing Liangjiang Outlets, Chongqing Bishan Outlets

- Distributed drinks such as bottled water, iced tea and fruits to shoppers and security guards during the period of heatwave in Chongqing, which saw temperatures soaring to a high of 40°C



Recognition for employees' hard work

Hefei Outlets

- Trophies and incentives were awarded to 7 outstanding teams and 15 employees for their good performance



Employee training & development



Hefei Outlets

- Training courses include the handling of shoppers' complaints and the efficient running of retail operations

Chongqing Liangjiang Outlets, Chongqing Bishan Outlets

- 14 different training sessions were organised for the Chongqing team while they worked from home during the period of outlets' temporary closures



Looking
Forward

Consumption Recovery Expected in 2023

Light at the end of the tunnel for China's economy



China's real GDP growth **target set by government at approximately 5% in 2023**; focus on **raising incomes**

- **Pent-up consumer demand**, fuelled by rise in savings rate which averaged 33% during the pandemic period (1Q 2020 to 3Q 2022), more than 4 per cent higher than the 2015-2019 average¹



Government to promote a **consumption recovery as major growth driver of the economy**²

- Committed to maintain a **stable yuan** and **ease cross-border travel**
- Plans to **further expand China's scale of consumption and investment by 2035**³



Some signs of **normalisation of economic activities in China**

- **Manufacturing and services saw 2nd month of expansion** in Feb 2023, driven by domestic orders and consumption⁴
- **Rise in activities during 2023 Lunar New Year holiday period**^{5,6}:
 - > Revenue from domestic tourism ▲ 30% YoY and ▲ 73% from 2019
 - > Number of domestic travel trips ▲ 23% YoY and 89% of 2019's level
 - > Restaurant revenue ▲ nearly 25% YoY; major retail and catering sales saw sales ▲ nearly 7% YoY

1. South China Morning Post, "Worst could be over for China's economy as reopening unleashes pent-up demand", 20 Jan 2023.
2. Reuters, "China aims to boost consumption and imports as global demand cools", 28 Jan 2023.
3. Business Times, "China plans to expand domestic demand to spur economy", 15 Dec 2022.
4. Reuters, "China's factory activity stuns with fastest growth in a decade", 1 Mar 2023.
5. Bloomberg, "China's economy shows muted improvement during holiday period", 29 Jan 2023.
6. Jing Daily, "Revenge travel and spending: Chinese New Year domestic tourism generates over \$55 billion in revenue", 31 Jan 2023.

Chongqing & Hefei Enter Ranks of Top 18 Mega-cities¹

2023 GDP YoY growth forecast at more than 6% for Chongqing; more than 6.5% for Hefei



Chongqing replaces Guangzhou to become
one of China's top 4 mega-cities in 2022²



GDP growth

- Surpassed RMB2.9 trillion in 2022²
- Expected to reach more than 6% in 2023¹

Hefei — one of China's fastest growing cities
by GDP growth



GDP growth

- Surpassed RMB1.2 trillion in 2022³
- Expected to reach more than 6.5% in 2023¹

- > Hefei ranked 11th amongst Chinese cities for High-tech manufacturing⁴
- > Focus industries: Semi-conductor, electric vehicles, artificial intelligence technologies and bio-chemistry⁵

1. 数读 | 18座万亿GDP城市公布2023年GDP增速目标 (qq.com), 17 Jan 2023.
2. 城市经济排名新变化, 谁在进步? 谁落后了? (qq.com), 28 Jan 2023.
3. 2022年安徽省16市GDP排名分析 (baidu.com), 10 Jan 2023.
4. Sohu News, “从《政府工作报告》解读2023年合肥奋斗目标”, 31 Dec 2022.
5. Hefei's Development and Reform Commission, “合肥: “芯屏汽合+急终生智”跑出黑马速度”, 27 Dec 2022.

Key Management Focus for 2023

Gearing up for the next growth phase



Proactive Asset Management

- ▶ Adopt active and flexible approach to optimise tenant mix
- ▶ Accelerate digitalisation efforts to capture sales and mindshare
- ▶ Recruit more new VIP members and enhance current loyalty benefits
- ▶ Continue to roll out interactive and exciting thematic events
- ▶ Enhance value through AElS, where necessary



Prudent Capital Management

- ▶ Maintain robust balance sheet and prudent level of aggregate leverage
- ▶ Broaden lending relationships
- ▶ Explore new sources of funding



Acquisition-led growth

- ▶ Target cities in China with large population base and attractive growth potential
- ▶ Acquisition priority: Xi'an and Guiyang Outlets; granted Right of First Refusal (ROFR) from Sponsor

藝術商業 超級奧萊

Art Commerce Super Outlets



Thank You

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✉ ir@sasseurreit.com

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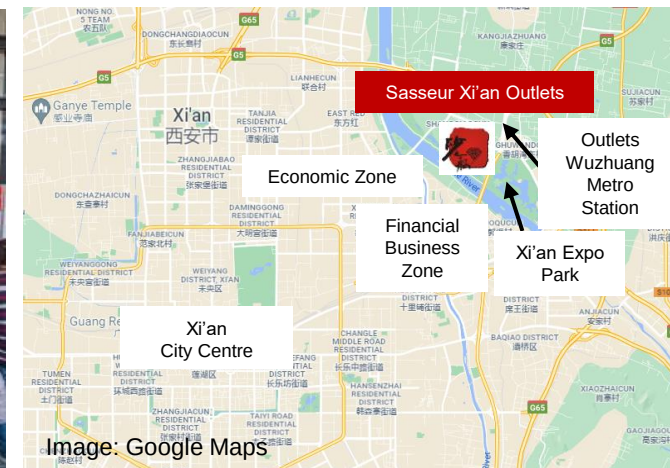




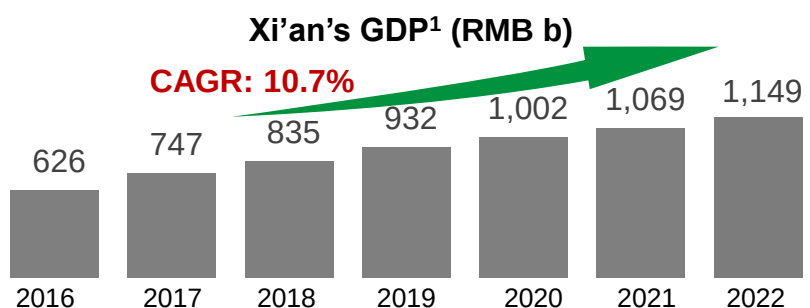
Appendix

Pipeline Assets from Sponsor – Xi'an Outlets

Large-scale outlets with good long-term growth potential; REIT has right of first refusal



Opening Date	Sep 2017
GFA (sqm)	141,708
Car Park Lots	1,330
Xi'an's Population	~13 million



Good Accessibility

- Located in Chanba District, the only national ecological district in Xi'an
- Directly connected to Metro Line 3
- ~20 kilometers away from Xi'an city centre

One-stop Shopping Destination

- One of the largest outlet malls in the north-west region which carries approximately 400 brands including UME cinema, Super Children's Centre, Super Farm and a fitness centre

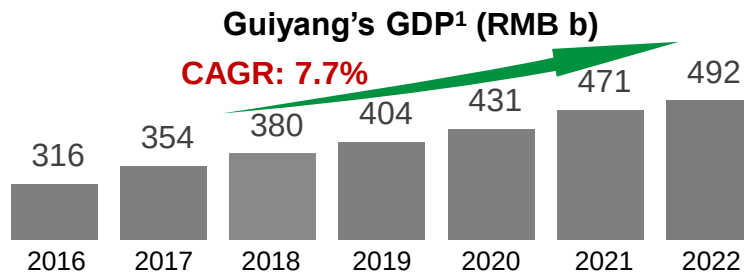
1. China Economic Data.

Pipeline Assets from Sponsor – Guiyang Outlets

Large-scale outlets with good long-term growth potential; REIT has right of first refusal



Opening Date	Dec 2017
GFA (sqm)	193,520
Car Park Lots	1,075
Guiyang's Population	~6 million



Good Accessibility

- Located at Shuanglong Airport Economic Zone, a core business area
- Easily accessible from the downtown centre being a 10-minute drive from downtown centre

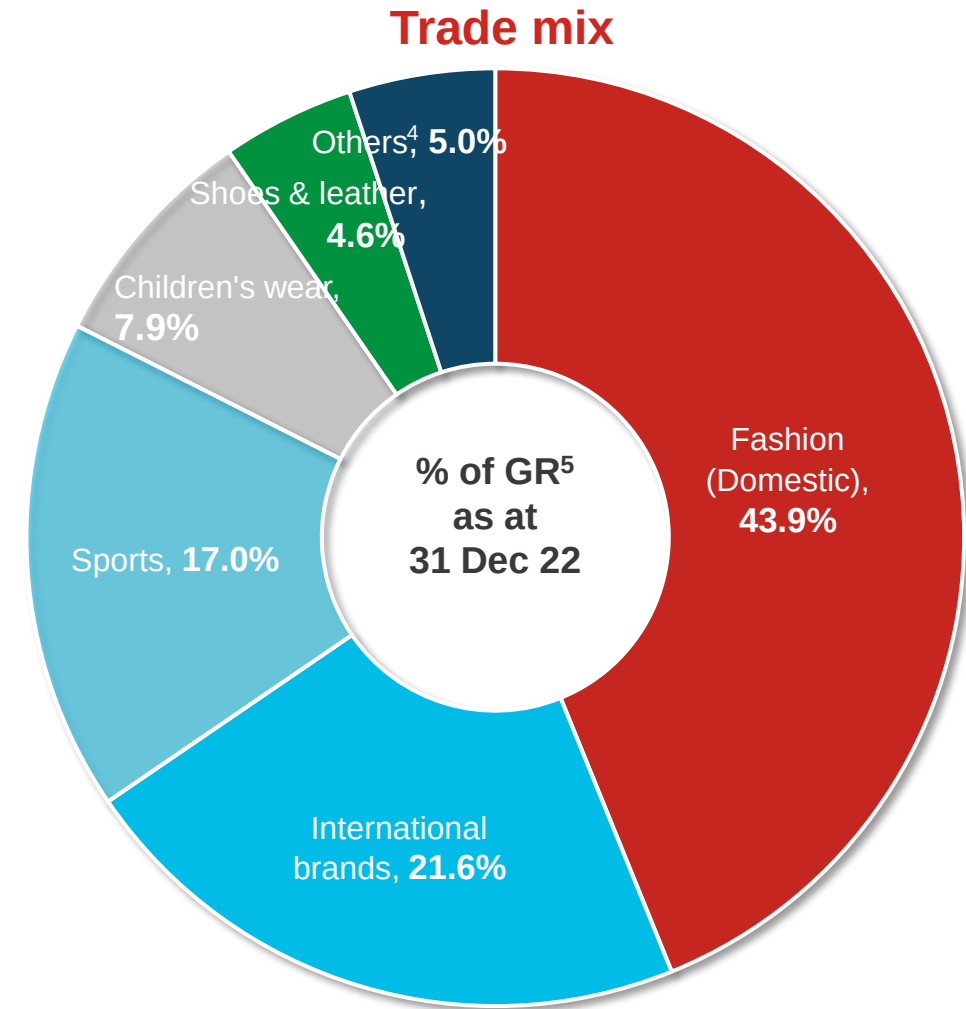
Shopping Destination

- Houses approximately 370 brands and offers an array of amenities including a cinema, restaurants and other lifestyle and entertainment facilities.

1. China Economic Data.

Chongqing Liangjiang Outlets¹

Outlet	Chongqing Liangjiang
Year of Commenced Operations	2008
GFA (sqm) ²	73,373
NLA (sqm) ²	50,885
Occupancy Rate (%) ³	100%
Number of Tenants	376
Top Brands/Tenants (by gross revenue)	NIKE, Adidas, FILA, +39 space
Valuation (RMB mil, 31 Dec 22)	3,129
% of Portfolio Valuation	36.8%



1. As at 31 Dec 2022, unless otherwise stated.

2. Figures are rounded to the nearest whole numbers.

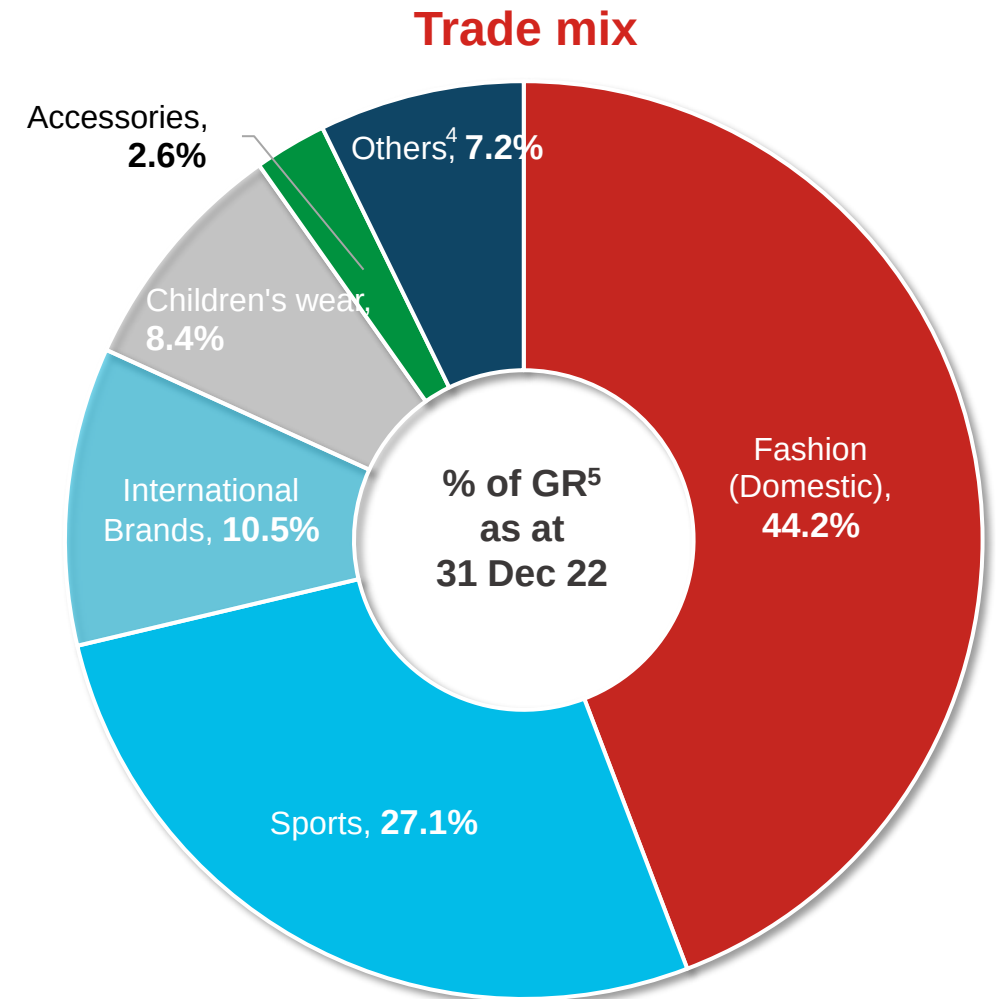
3. Occupancy is calculated based on average of the last day's occupancy of each month in the fourth quarter of 2022.

4. 'Others' comprises Accessories, Food & beverage, Lifestyle, Anchor tenants, Kids-centric centres and Ad-hoc; 'Ad-hoc' refers to temporary leases.

5. GR refers to Gross Revenue which is calculated based on average monthly gross revenue for the period Jan-Dec 2022.

Chongqing Bishan Outlets¹

Outlet	Chongqing Bishan
Year of Commenced Operations	2014
GFA (sqm) ²	68,791
NLA (sqm) ²	44,706
Occupancy Rate (%) ³	92.8%
Number of Tenants	180
Top Brands/Tenants (by gross revenue)	NIKE, +39 space, POLO SPORT, ANTA
Valuation (RMB mil, 31 Dec 22)	834
% of Portfolio Valuation	9.8%



1. As at 31 Dec 2022, unless otherwise stated.

2. Figures are rounded to the nearest whole numbers.

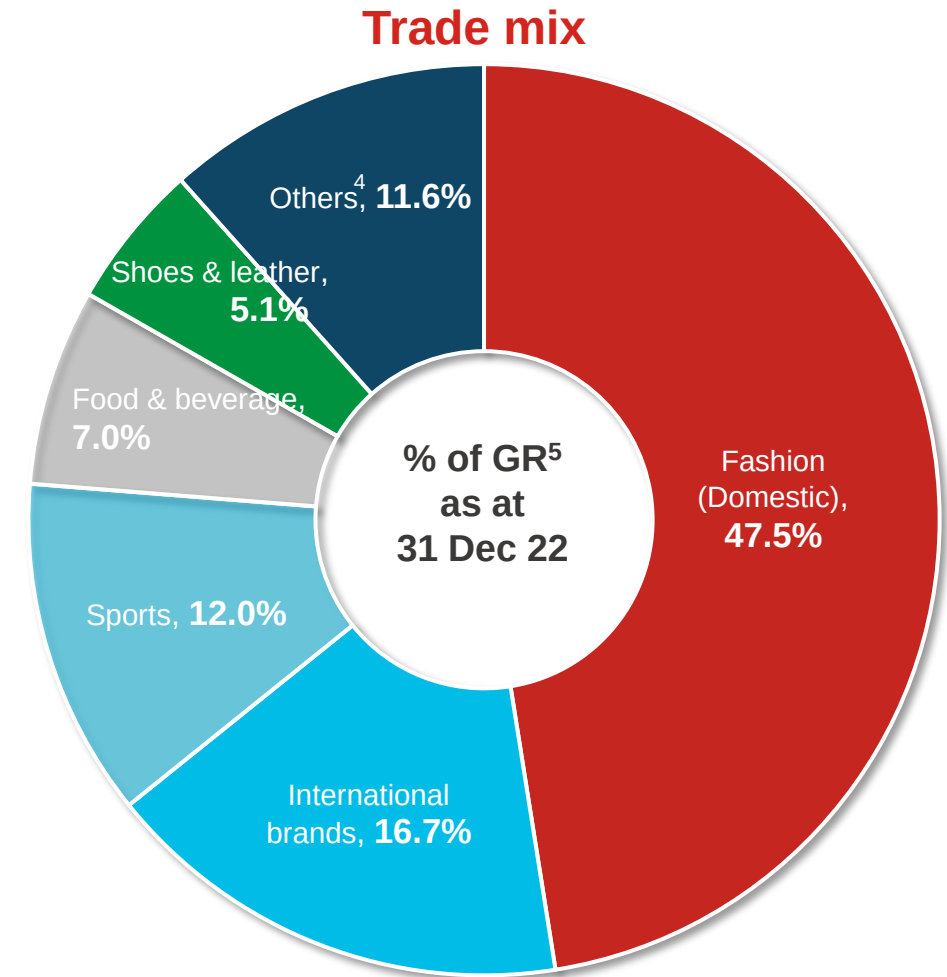
3. Occupancy is calculated based on average of the last day's occupancy of each month in the fourth quarter of 2022.

4. 'Others' comprises Shoes & leather, Food & beverage, Kids-centric centres, Lifestyle, Anchor tenants and Ad-hoc; 'Ad-hoc' refers to temporary leases.

5. GR refers to Gross Revenue which is calculated based on average monthly gross revenue for the period Jan-Dec 2022.

Hefei Outlets¹

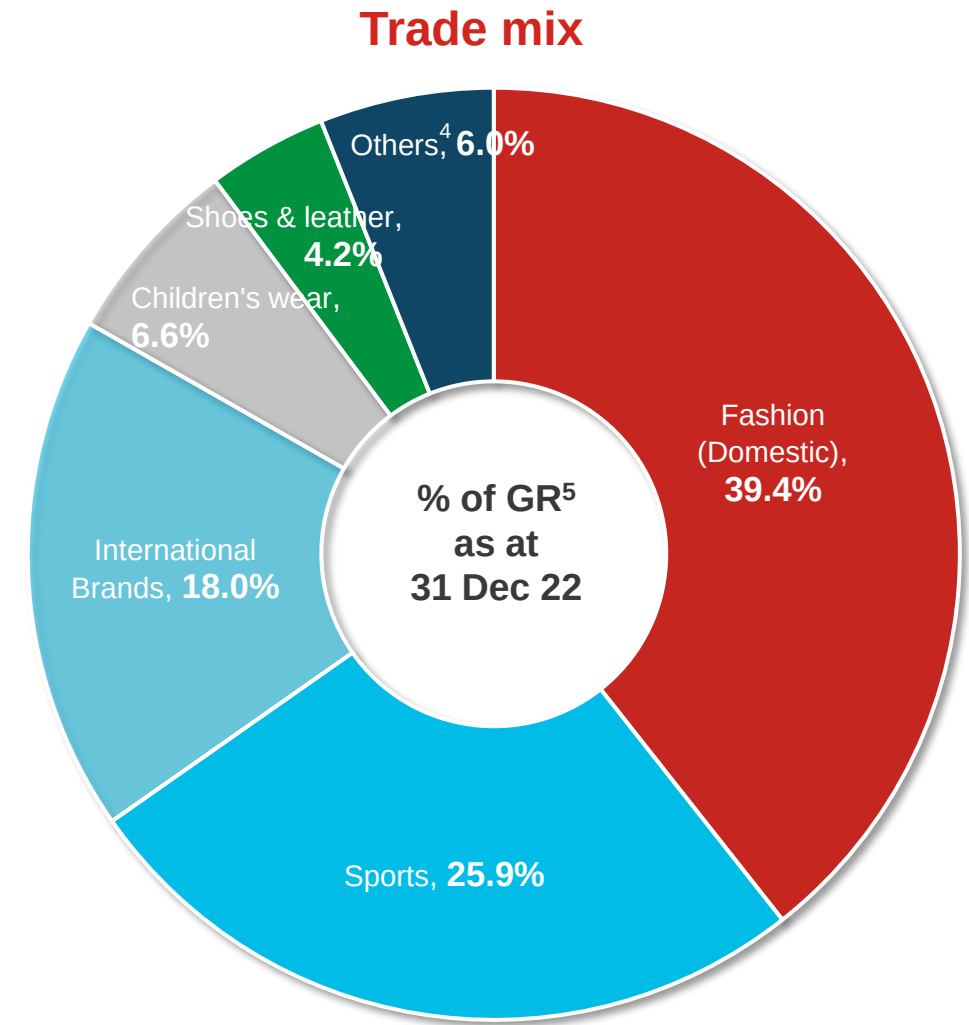
Outlet	Hefei
Year of Commenced Operations	2016
GFA (sqm) ²	147,316
NLA (sqm) ²	144,583
Occupancy Rate (%) ³	98.1%
Number of Tenants	333
Top Brands/Tenants (by gross revenue)	NIKE, Korador, Boy London, PEACEBIRD
Valuation (RMB mil, 31 Dec 22)	2,880
% of Portfolio Valuation	33.9%



1. As at 31 Dec 2022, unless otherwise stated. Hefei's data is only reflective of Sasseur REIT's ownership stake in the outlet, which is approximately 81% of total gross floor area.
2. Figures are rounded to the nearest whole numbers.
3. Occupancy is calculated based on average of the last day's occupancy of each month in the fourth quarter of 2022.
4. 'Others' comprises Kids-centric centres, Lifestyle, Accessories, Anchor tenants, Children's wear and Ad-hoc; 'Ad-hoc' refers to temporary leases.
5. GR refers to Gross Revenue which is calculated based on average monthly gross revenue for the period Jan-Dec 2022.

Kunming Outlets¹

Outlet	Kunming
Year of Commenced Operations	2016
GFA (sqm) ²	88,257
NLA (sqm) ²	70,067
Occupancy Rate (%) ³	97.0%
Number of Tenants	225
Top Brands/Tenants (by gross revenue)	FILA, Li-Ning, ANTA, FEIZI, New Balance
Valuation (RMB mil, 31 Dec 22)	1,652
% of Portfolio Valuation	19.4%



1. As at 31 Dec 2022, unless otherwise stated.

2. Figures are rounded to the nearest whole numbers.

3. Occupancy is calculated based on average of the last day's occupancy of each month in the fourth quarter of 2022.

4. 'Others' comprises Accessories, Food & beverage, Lifestyle, Anchor tenants, Kids-centric centres and Ad-hoc; 'Ad-hoc' refers to temporary leases.

5. GR refers to Gross Revenue which is calculated based on average monthly gross revenue for the period Jan-Dec 2022.