

# Frasers Centrepoint Trust

## 8<sup>th</sup> Annual General Meeting

### 20 January 2017

Presentation by  
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Manager of Frasers Centrepoint Trust



Causeway Point



Northpoint +  
Yishun 10 Retail Podium



Changi City Point



Bedok Point



YewTee Point



Anchorpoint

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# Celebrating 10 Years of Growth

- Ten consecutive years of Distribution per Unit (DPU) growth
- Record-high DPU of 11.764 cents and net asset value per unit of \$1.93 achieved in FY2016
- Total returns for FCT versus FTSE REIT Index

**Total returns since IPO in Jul 2006: 290%**

	1 Year (30/9/2015-30/9/2016)	3 Years (30/9/2013-30/9/2016)	5 Years (30/9/2011-30/9/2016)
 FRASERS CENTREPOINT TRUST	22.45%	42.40%	101.45%
FTSE REIT Index	19.09%	27.39%	77.00%

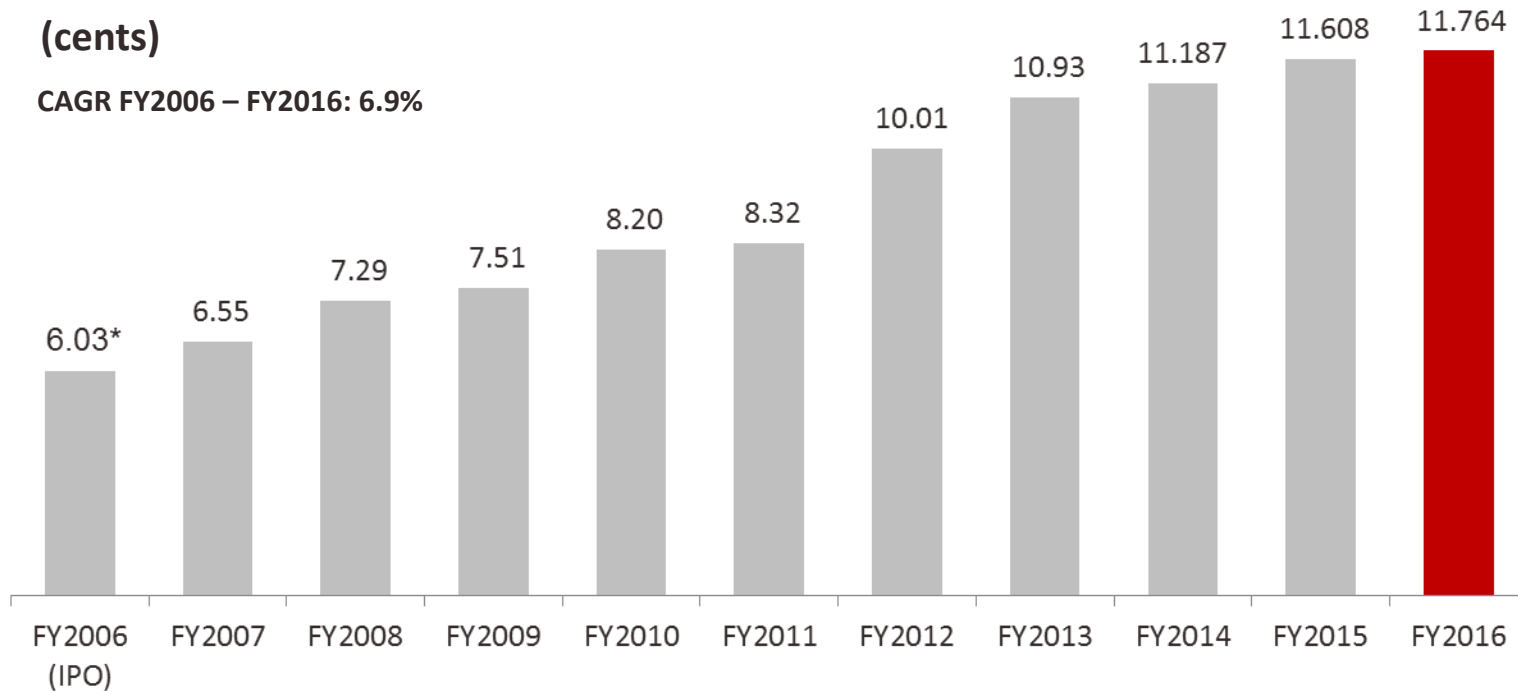
Source: Bloomberg

# Ten consecutive years of steady DPU growth

## FCT Annual DPU

(cents)

CAGR FY2006 – FY2016: 6.9%



\* Annualised DPU for the period 5 Jul 06 (IPO) to 30 September 2006.  
CAGR: compound annual growth rate.

# Acquisitions made and AEI in the last ten years

**IPO**  
**5 July 2006**

Properties: 3  
 Total Assets:  
 \$915m

**Northpoint 2    YewTee Point**



- Acquired: 5 Feb 2010
- Purchase price: \$290.2m

**Bedok Point**



- Acquired: 23 Sep 2011
- Purchase price: \$127.0m


**Changi City Point**



- Acquired: 16 Jun 2014
- Purchase price: \$305.0m

**Acquisitions made**

**Asset enhancement Initiative (AEI)**



**Anchorpoint AEI**

- Completed: May 2008
- Capex: \$12.8m
- ROI: 14.1%
- Net Value Creation: \$18.5m



**Northpoint AEI**

- Completed: Mar 2010
- Capex: \$38.6m
- ROI: 10.7%
- Net value creation: \$32.7m



**Causeway Point AEI**

- Completed: Dec 2012
- Capex: \$71.8m
- ROI: 17%
- Net value creation: \$204m

# Singapore-centric, suburban-focused retail property portfolio

Properties are located next to or near to MRT stations / Bus Interchanges

Anchorpoint



YewTee Point



Causeway Point



Northpoint and Yishun  
10 Retail Podium\*



Bedok Point



Changi City Point



Map source: URA Master Plan 2014  
Illustration not to scale

\* Yishun 10 Retail Podium was acquired on 16 November 2016

# Notable Accolades



**2016** Best Sustainable Growth REIT in Asia at the Fortune Times REITs Pinnacle Awards

Runner-up of the Most Transparent Company Award (REITs & Business Trust), SIAS Investors' Choice Awards

**2013** Top 25 for investor relations in South East Asia in IR Magazine's Perception Survey

Best Investor Relations Award (Bronze) (REITS & Business Trust) at the Singapore Corporate awards



**2012** Grand Prix prize for Best Overall Investor Relations - Mid/Small cap" at the IR Magazine Awards South East Asia

Voted "Singapore's Best Mid-Cap" in the 11<sup>th</sup> FinanceAsia's Asia's Best Companies Poll

Ranked in top quartile for corporate governance in Asia by CLSA



**2010** Ranked in top quartile for corporate governance in Asia by CLSA

**2009** Voted "Small-cap Corporate of the Year in Singapore" by Asiamoney Magazine

**2006** Most Transparent Company Award (New Issues), SIAS Investors' Choice Awards



## FY2016 Highlights



# FY2016 Highlights

- FCT delivered stable performance in FY2016 despite a slow economy
- Strong financial position, higher appraised value of investment properties



APPRAISED VALUE OF  
INVESTMENT PROPERTIES

\$ **2.51** billion  
▲ 1.8% year-on-year



NET PROPERTY  
INCOME

\$ **129.9** million  
▼ 0.9% year-on-year



NET ASSET VALUE  
PER UNIT

\$ **1.93**  
▲ 1.0% year-on-year



GROSS  
REVENUE

\$ **183.8** million  
▼ 2.9% year-on-year



GEARING  
LEVEL

**28.3**%



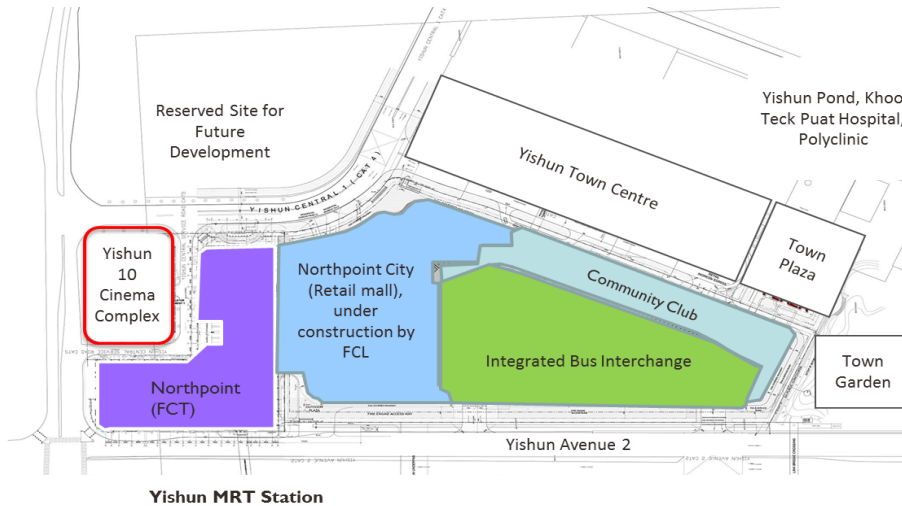
DISTRIBUTION  
PER UNIT

\$ **11.764** cents  
▲ 1.3% year-on-year

# Northpoint Asset Enhancement Initiative (AEI)



## Plan View



- Part of the overall strategy to 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 million
- We expect the AEI to deliver positive return on investment upon its completion and more importantly, to bring about long term benefits for FCT and its unitholders.

# Northpoint Asset Enhancement Initiative (AEI)

## PHASE 1 (March 2016 to January 2017) – Completed

- Reconfiguration of retail space
- Relocation of Food court at Basement level 2
- Relocation of through block link escalators
- Upgrading of passenger lift, toilets, ceiling and floor at common area

## PHASE 2 (February to September 2017) – Commencing Mid-February

- Integration with Northpoint City (at all levels B2-L3, Roof)
- Upgrading of ceiling and floor at common area
- Upgrading of Play area at rooftop



YewTee Point

# Outlook

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- Singapore's economic growth is likely to remain tepid in the near-term.
- Outlook for Singapore retail industry remains sluggish, as it continues to grapple with other headwinds such as manpower shortage as well as challenges from online shopping and weak tourist spending.
- We will continue to focus on optimising the performance and returns of FCT's malls, ensuring that they remain relevant to our shoppers and tenants.
- AEI and acquisition strategies will remain the key growth drivers for FCT, while active lease management and maintaining healthy occupancy and rental reversion are crucial in sustaining our organic growth momentum.



Changi City Point

## Investor Relations – Analysts' coverage

## 6 out of 18 research houses rated FCT as their pick in S-REITs

	Buy / Outperform	1. BNP Paribas ★
		2. BoA ML
		3. CIMB
		4. Citi ★
		5. CLSA
		6. Credit Suisse
		7. Daiwa ★
		8. DBS
		9. HSBC
		10. KGI
		11. OCBC ★
		12. Religare
		13. RHB
		14. UBS ★
Hold / Neutral	15. JP Morgan ★	
	16. Phillip Research	
	17. UOB KayHian	
Sell / Underperform	18. MayBank Kim Eng	

★ : Analyst's Pick



# Thank you

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