



CapitaLand  
Mall Trust

# CAPITALAND MALL TRUST

## Singapore's First & Largest Retail REIT

### Japan Non-Deal Roadshow 2018

26 – 28 February 2018



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- Portfolio Updates
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# Key Highlights and Financial Results





# Review of FY 2017

## Operational Performance

▼ 1.7%

Rental reversion

99.2%  
as at end-Dec 2017

Portfolio  
occupancy rate

▼ 0.3%  
Y-o-Y

Shopper traffic

0.0%  
Y-o-Y

Tenants' sales  
per square foot

## Asset Updates



Construction progress on schedule

Launched one-of-a-kind  
experiential showsuite

Strong retail leasing interest

Completed the divestment of serviced  
residences on 31 October 2017



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

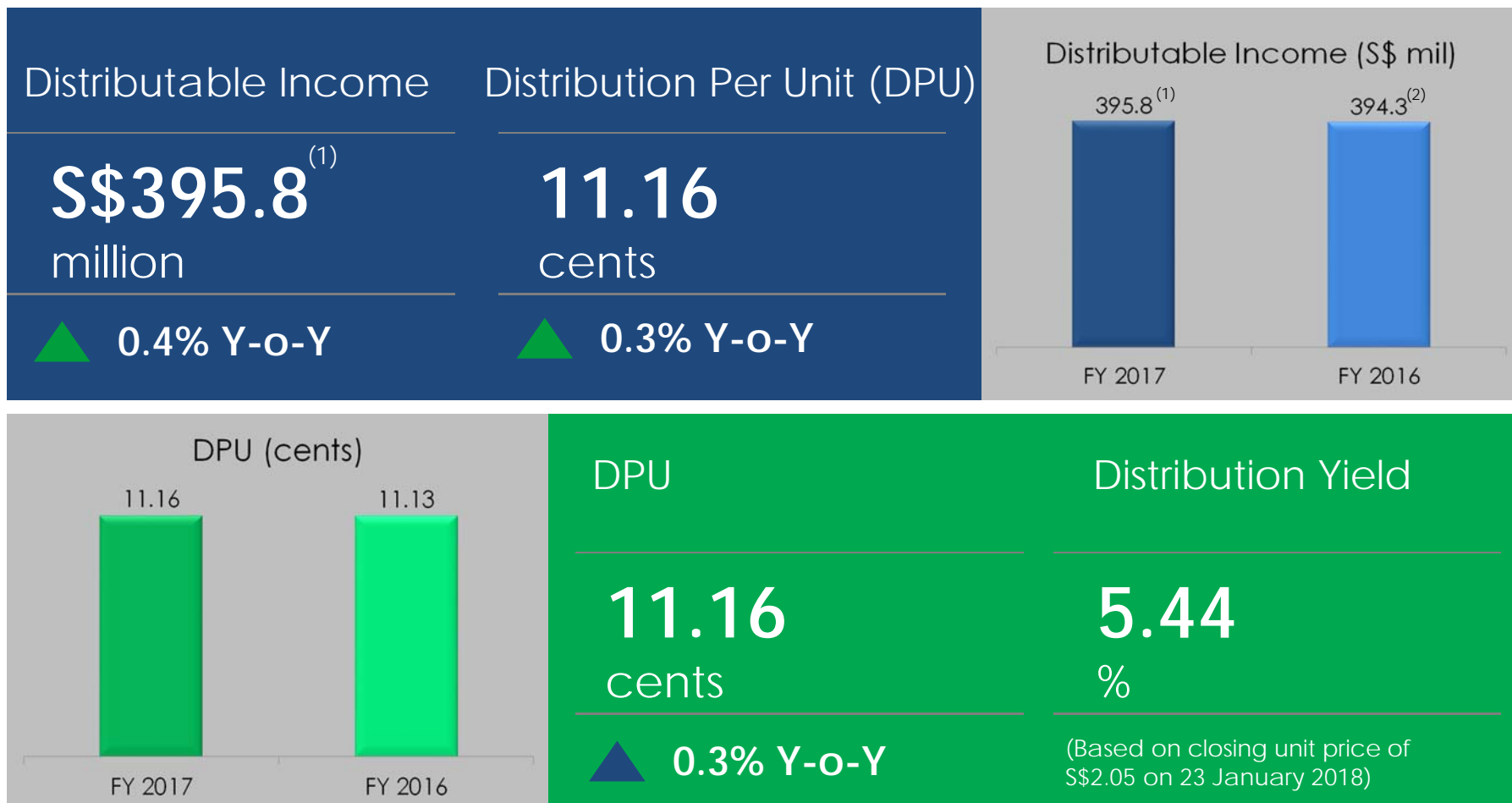
## Proactive Capital Management

Issued 6-year S\$100.0 million and 10-year S\$100.0 million fixed rate notes at interest rate of 2.80% and 2.88% per annum respectively to refinance existing borrowings of CMT

RCS Trust established a US\$2.0 billion Euro-Medium Term Note Programme and issued 6-year S\$300.0 million fixed rate notes at 2.60% per annum



# FY 2017 Distributable Income Up 0.4% Y-o-Y



- (1) For FY 2017, capital distribution and tax-exempt income of S\$17.2 million received from CRCT for the period from 1 July 2016 to 6 December 2017 had been retained for general corporate and working capital purposes.
- (2) For FY 2016, CMT had retained S\$12.9 million of capital distribution and tax-exempt income received from CRCT for general corporate and working capital purposes. In addition, S\$17.1 million of capital distribution received from IOT had also been retained for general corporate and working capital purposes.





# FY 2017 Financial Performance

Gross Revenue

**S\$682.4**

million

▼ 1.1% <sup>(2)</sup> Y-o-Y

Net Property Income

**S\$478.2**

million

▼ 0.3% <sup>(2)</sup> Y-o-Y

Distributable Income

**S\$395.8** <sup>(1)</sup>

million

▲ 0.4% Y-o-Y

S\$ million

■ FY 2017

■ FY 2016



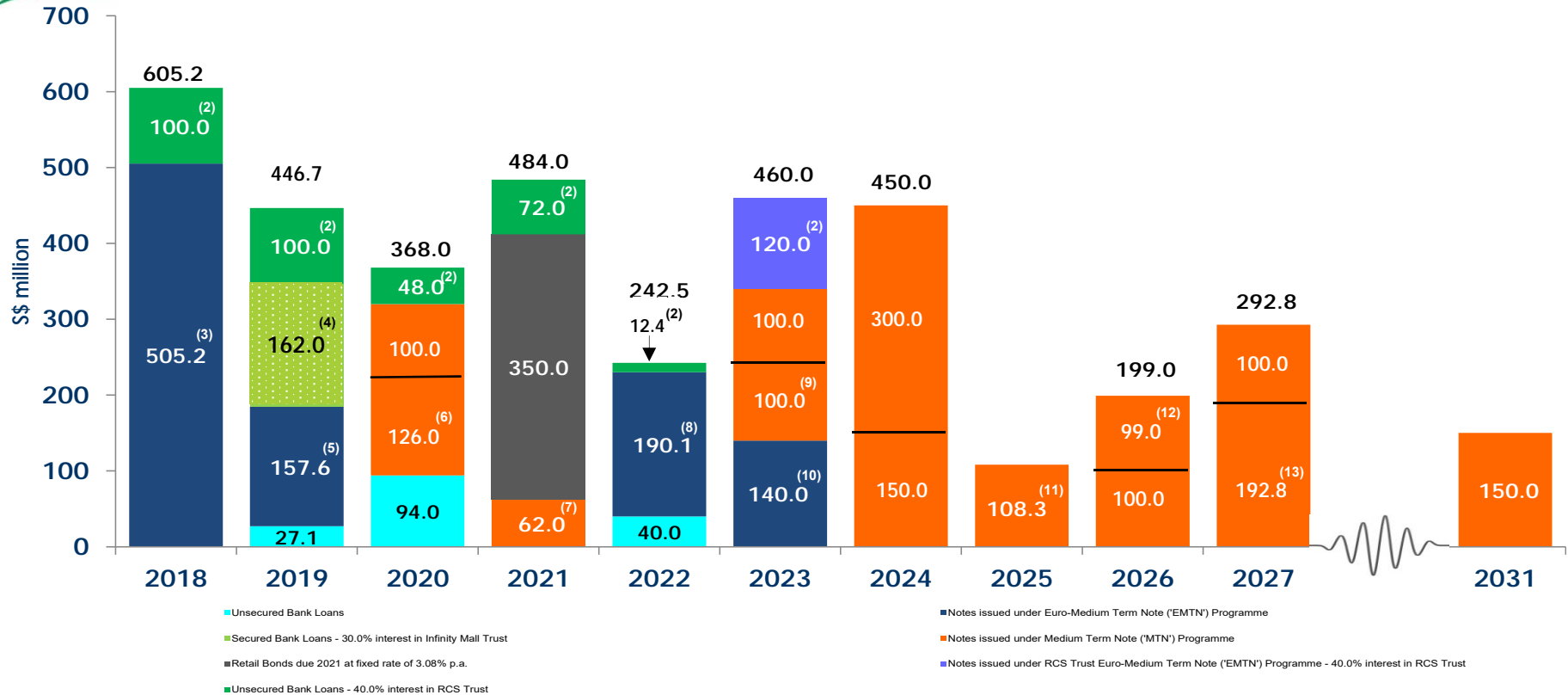
(1) For FY 2017, capital distribution and tax-exempt income of S\$17.2 million received from CRCT for the period from 1 July 2016 to 6 December 2017 had been retained for general corporate and working capital purposes.

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

(3) For FY 2016, CMT had retained S\$12.9 million of capital distribution and tax-exempt income received from CRCT for general corporate and working capital purposes. In addition, S\$17.1 million of capital distribution received from IOT had also been retained for general corporate and working capital purposes.



# Debt Maturity Profile<sup>1</sup> as at 31 December 2017



- (1) Includes CMT's share of borrowings in RCS Trust (40.0%) and Infinity Mall Trust (30.0%).
- (2) S\$1.131 billion unsecured bank loans/notes by RCS Trust. CMT's 40.0% share thereof is S\$452.4 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>31 December 2017 | As at<br>30 September 2017 |
|--|---------------------------|----------------------------|
| Unencumbered Assets as % of Total Assets | 100.0%                    | 100.0%                     |
| Aggregate Leverage <sup>(1)</sup>        | 34.2%                     | 34.7%                      |
| Net Debt / EBITDA <sup>(2)</sup>         | 6.4x                      | 6.5x                       |
| Interest Coverage <sup>(3)</sup>         | 4.8x                      | 4.8x                       |
| Average Term to Maturity (years)         | 4.9                       | 4.8                        |
| 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 31 December 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 31 Dec 17<br>S\$ million | Valuation<br>as at 31 Dec 16<br>S\$ million | Variance<br>S\$ million | Valuation<br>as at 31 Dec 17<br>S\$ per sq ft NLA | Valuation Cap Rate<br>as at 31 Dec 17<br>%  | Valuation Cap Rate<br>as at 31 Dec 16<br>%  |
|--|---|---|-------------------------|---|---|---|
| Tampines Mall  | 1,045.0                                     | 994.0                                       | 51.0                    | 2,947   | 4.85  | 5.35  |
| Junction 8   | 735.0                                       | 703.0                                       | 32.0                    | 2,901   | 4.85  | 5.35  |
| IMM Building   | 641.0                                       | 624.0                                       | 17.0                    | 667 <sup>(1)</sup>                                | Retail: 6.25<br>Warehouse: 7.25             | Retail: 6.50<br>Warehouse: 7.50             |
| Plaza Singapura  | 1,283.0                                     | 1,257.0                                     | 26.0                    | 2,662   | 4.50  | 5.00  |
| Bugis Junction   | 1,068.0                                     | 1,014.0                                     | 54.0                    | 2,693   | 4.85  | 5.35  |
| Sembawang Shopping Centre  | 126.0                                       | 118.0                                       | 8.0                     | 877   | 5.05  | 5.55  |
| JCube  | 288.0                                       | 288.0                                       | -                       | 1,392   | 5.00  | 5.50  |
| Lot One Shoppers' Mall   | 532.0                                       | 512.0                                       | 20.0                    | 2,420   | 4.85  | 5.35  |
| Bukit Panjang Plaza  | 324.0                                       | 310.0                                       | 14.0                    | 1,983   | 4.95  | 5.45  |
| The Atrium@Orchard   | 750.0                                       | 735.0                                       | 15.0                    | 1,935 <sup>(1)</sup>                              | Retail: 4.75<br>Office: 3.75                | Retail: 5.25<br>Office: 4.00                |
| Clarke Quay  | 393.0                                       | 389.0                                       | 4.0                     | 1,339   | 5.00  | 5.50  |
| Bugis+   | 345.0                                       | 340.0                                       | 5.0                     | 1,607   | 5.30  | 5.70  |
| Bedok Mall   | 781.0                                       | 780.0                                       | 1.0                     | 3,519   | 4.75  | 5.20  |
| <b>Total CMT Portfolio excluding Funan,<br/>Raffles City Singapore and Westgate</b>  | <b>8,311.0</b>                              | <b>8,064.0</b>                              | <b>247.0</b>            |   |   |   |
| Funan <sup>(2)</sup>   | 360.0 <sup>(3)</sup>                        | 359.0 <sup>(3)</sup>                        | 1.0                     | N.M.  | Retail: 4.85<br>Office: 4.10                | Retail: 5.15<br>Office: 4.15                |
| <b>Total CMT Portfolio including<br/>Investment Properties Under<br/>Development and excluding Raffles<br/>City Singapore and Westgate</b> | <b>8,671.0</b>                              | <b>8,423.0</b>                              | <b>248.0</b>            |   |   |   |
| Less additions   |   |   | (15.6)                  |   |   |   |
| <b>Net increase in valuations</b>  |   |   | <b>232.4</b>            |   |   |   |
| Raffles City Singapore (40.0% interest)  | 1,304.0                                     | 1,267.6                                     | 36.4                    | N.M. <sup>(4)</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>(5)</sup>   | 2,344   | 4.75  | 5.20  |
| <b>Share of Joint Ventures' investment<br/>properties</b>  | <b>1,593.5</b>                              | <b>1,586.8</b>                              | <b>6.7</b>              |   |   |   |
| Less additions   |   |   | (15.2)                  |   |   |   |
| <b>Net decrease in valuations</b>  |   |   | <b>(8.5)</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 at 31 December 2017, Funan is held through CMT, Victory Office 1 Trust and Victory Office 2 Trust (each of Victory Office 1 Trust and Victory Office 2 Trust are wholly-owned by CMT). As the property is undergoing redevelopment into an integrated development, the value reflected is the total land value of the retail and office components of the integrated development. On 31 October 2017, CMT completed the divestment of all the units in Victory SR Trust and the land value of the serviced residence component of the integrated development has been excluded from the valuation of Funan accordingly as at 31 December 2016.

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

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



# Healthy Balance Sheet

As at 31 December 2017

|                                    | S\$'000           |
|------------------------------------|-------------------|
| Non-current Assets                 | 9,919,880         |
| Current Assets                     | 584,562           |
| <b>Total Assets</b>                | <b>10,504,442</b> |
| Current Liabilities                | 748,201           |
| Non-current Liabilities            | 2,828,196         |
| <b>Total Liabilities</b>           | <b>3,576,397</b>  |
| <b>Net Assets</b>                  | <b>6,928,045</b>  |
| <b>Unitholders' Funds</b>          | <b>6,928,045</b>  |
| <b>Units in Issue ('000 units)</b> | <b>3,546,423</b>  |

|   |         |
|---|---------|
| Net Asset Value/Unit<br>(as at 31 December 2017)                  | S\$1.95 |
| Adjusted Net Asset Value/Unit<br>(excluding distributable income) | S\$1.92 |



# Portfolio Updates



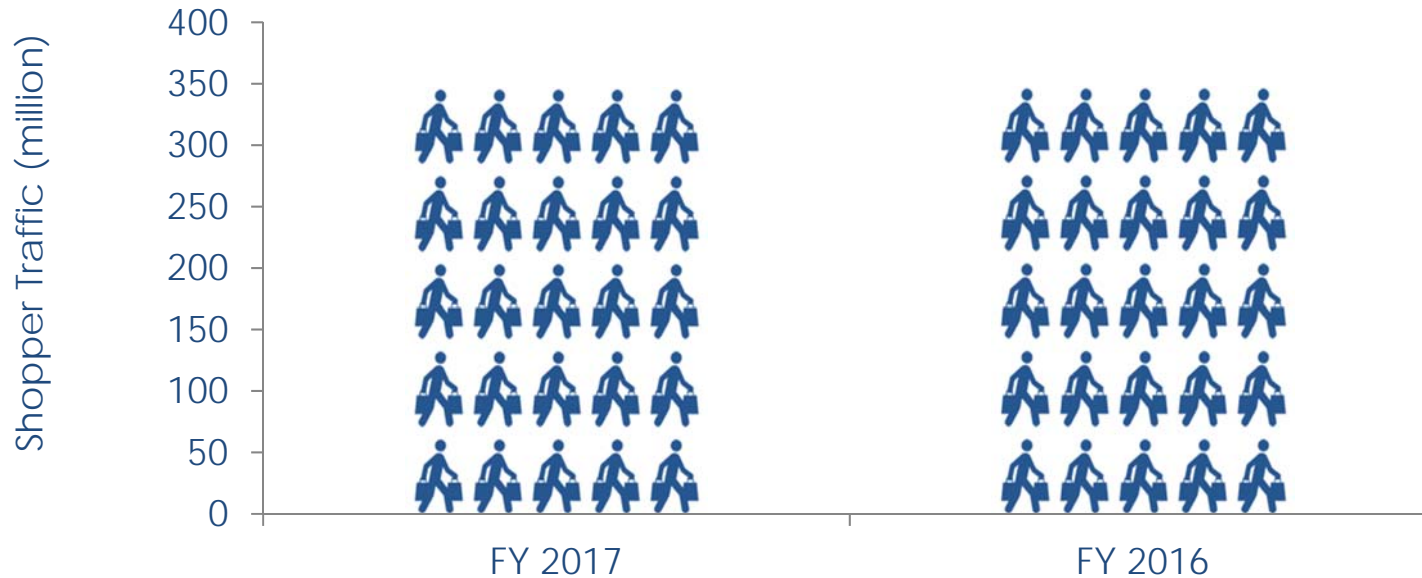
Bukit Panjang Plaza





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

FY 2017 decreased by 0.3% Y-o-Y

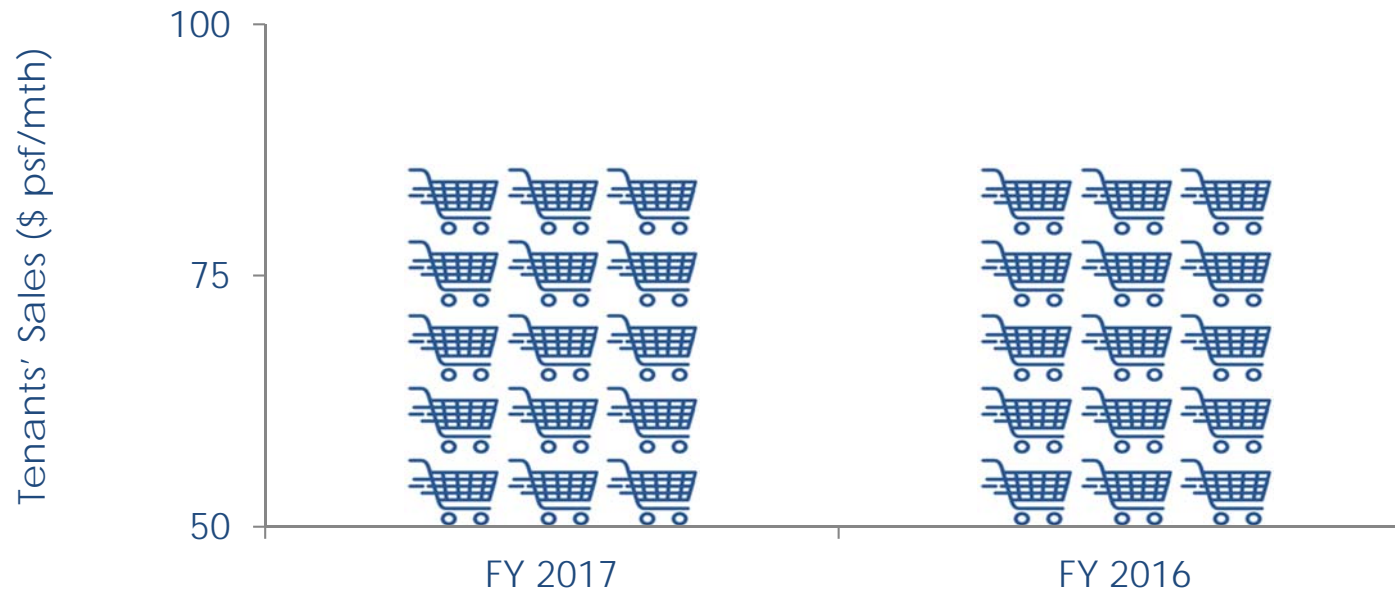


(1) For comparable basis, CMT portfolio excludes Funan which was closed in July 2016 for redevelopment.



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

FY 2017 Held Steady Y-o-Y

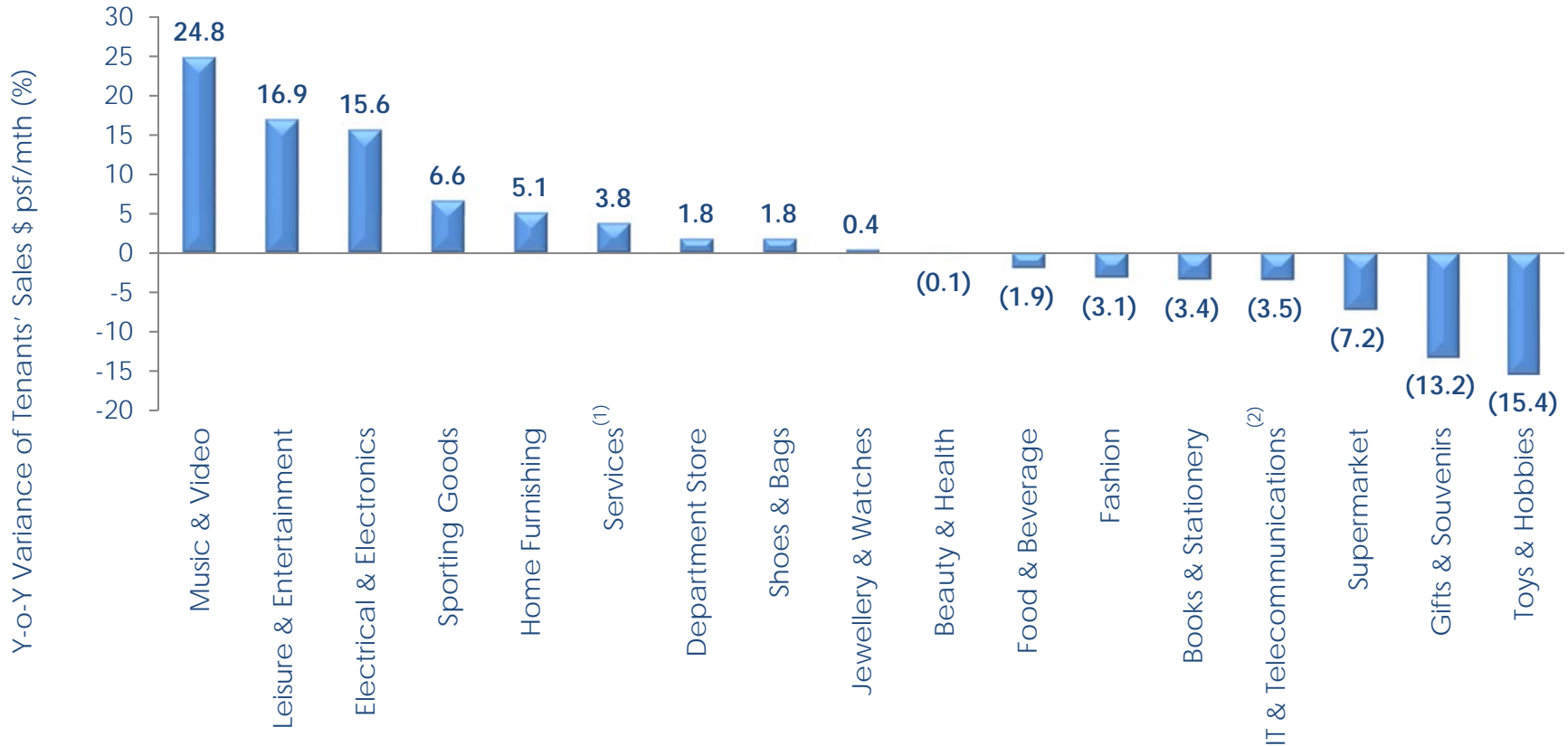


(1) For comparable basis, CMT portfolio excludes Funan which was closed in July 2016 for redevelopment.



# Tenants' Sales by Trade Categories in FY 2017

## Cautious Consumer Spending



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

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



# Rental Reversions

From 1 January to 31 December 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                         | 33                              | 78.8               | 92,347            | 26.0                       | (3.2)  |
| Junction 8                            | 53                              | 67.9               | 85,126            | 33.6                       | 2.6  |
| IMM Building <sup>(1)</sup>           | 43                              | 86.0               | 106,388           | 25.1                       | 1.1  |
| Plaza Singapura                       | 58                              | 87.9               | 101,087           | 21.0                       | 0.2  |
| Bugis Junction                        | 61                              | 86.9               | 80,502            | 20.3                       | 1.7  |
| Raffles City Singapore <sup>(1)</sup> | 47                              | 87.2               | 68,689            | 16.1                       | (1.5)  |
| Lot One Shoppers' Mall                | 66                              | 84.8               | 65,885            | 30.0                       | 0.9  |
| Bukit Panjang Plaza                   | 28                              | 89.3               | 23,332            | 14.3                       | 1.1  |
| The Atrium@Orchard <sup>(1)</sup>     | 8                               | 62.5               | 9,020             | 6.7                        | 4.0  |
| Clarke Quay                           | 13                              | 76.9               | 36,656            | 12.5                       | (1.9)  |
| Bugis+                                | 12                              | 91.7               | 25,586            | 11.9                       | 1.3  |
| Westgate                              | 76                              | 71.1               | 79,719            | 19.4                       | (10.2)   |
| Bedok Mall                            | 81                              | 69.1               | 102,335           | 46.0                       | (6.5)  |
| Other assets <sup>(2)</sup>           | 63                              | 76.2               | 35,188            | 10.0                       | (1.1)  |
| <b>CMT Portfolio<sup>(3)</sup></b>    | <b>642</b>                      | <b>79.3</b>        | <b>911,860</b>    | <b>21.0</b>                | <b>(1.7)</b>   |

(1) Based on retail leases only.

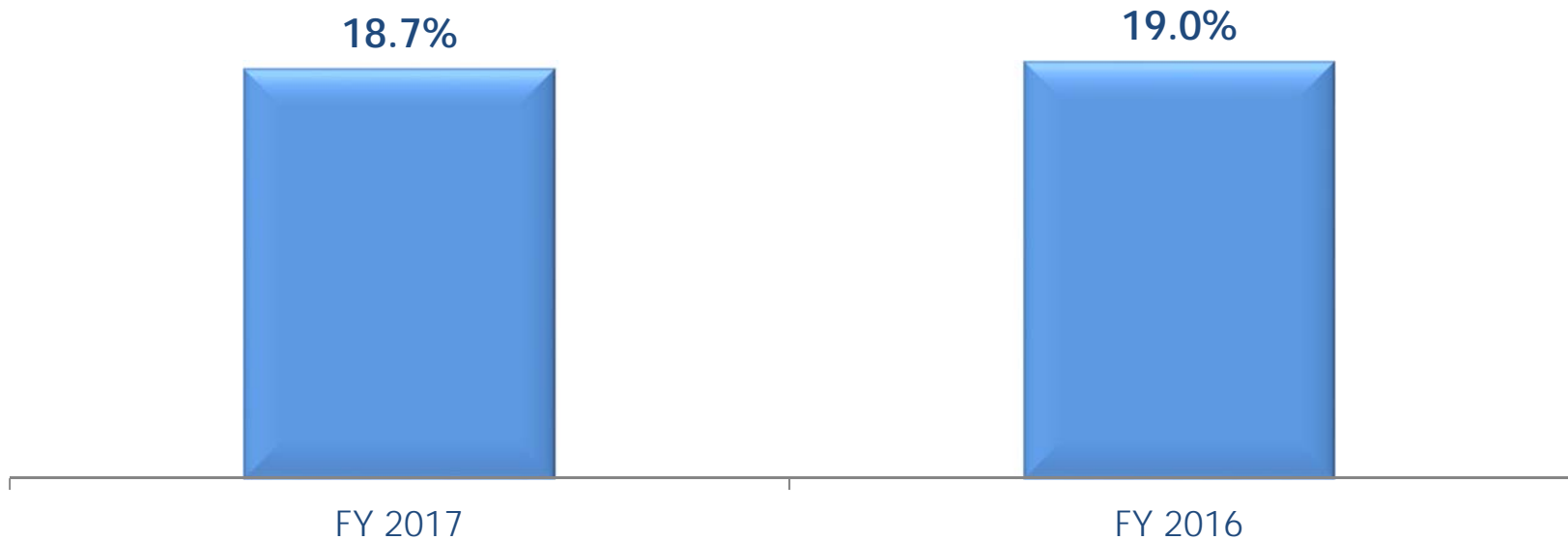
(2) Includes Sembawang Shopping Centre and JCube.

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





# 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. CMT portfolio excludes Funan which was closed in July 2016 for redevelopment.



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

## as at 31 December 2017

Weighted Average Expiry by Gross Rental Income

1.9 Years

|                 | Number of Leases     | Gross Rental Income per Month <sup>(2)</sup> |              |
|-----------------|----------------------|--|--------------|
|                 |                      | S\$'000                                      | % of Total   |
| 2018            | 1,017 <sup>(3)</sup> | 16,182                                       | 28.1         |
| 2019            | 932                  | 17,650                                       | 30.7         |
| 2020            | 780                  | 14,748                                       | 25.6         |
| 2021            | 136                  | 4,671  | 8.1          |
| 2022            | 35                   | 3,791  | 6.6          |
| 2023 and beyond | 11                   | 535  | 0.9          |
| <b>Total</b>    | <b>2,911</b>         | <b>57,577</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 871 leases are retail leases.



# Portfolio Lease Expiry Profile for 2018<sup>(1)</sup>

| As at 31 December 2017                | Number of Leases           | Net Lettable Area                | Gross Rental Income                 |
|---------------------------------------|----------------------------|----------------------------------|-------------------------------------|
|                                       |                            | % of Property NLA <sup>(2)</sup> | % of Property Income <sup>(3)</sup> |
| Tampines Mall                         | 68                         | 24.4                             | 29.9                                |
| Junction 8                            | 49                         | 13.6                             | 22.5                                |
| IMM Building <sup>(4)</sup>           | 244                        | 29.8                             | 41.3                                |
| Plaza Singapura                       | 85                         | 22.1                             | 27.9                                |
| Bugis Junction                        | 56                         | 16.0                             | 18.8                                |
| Raffles City Singapore <sup>(4)</sup> | 64                         | 12.2                             | 17.6                                |
| Lot One Shoppers' Mall                | 56                         | 59.5                             | 44.0                                |
| Bukit Panjang Plaza                   | 43                         | 44.9                             | 44.8                                |
| The Atrium@Orchard <sup>(4)</sup>     | 34                         | 10.5                             | 18.7                                |
| Clarke Quay                           | 19                         | 17.2                             | 21.2                                |
| Bugis+                                | 39                         | 38.4                             | 38.4                                |
| Westgate                              | 78                         | 27.7                             | 23.5                                |
| Bedok Mall                            | 35                         | 17.9                             | 17.0                                |
| Other assets <sup>(5)</sup>           | 147                        | 34.4                             | 44.8                                |
| <b>CMT Portfolio</b>                  | <b>1,017<sup>(6)</sup></b> | <b>23.9</b>                      | <b>28.1</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 31 December 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 871 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         | 31 Dec 2017         |
|---------------------------------------|-------------|-------------|-------------|---------------------|-------------|-------------|---------------------|-------------|---------------------|---------------------|
| Tampines Mall                         | 100.0       | 100.0       | 100.0       | 100.0               | 100.0       | 100.0       | 99.5                | 100.0       | 99.2                | 100.0               |
| Junction 8                            | 100.0       | 100.0       | 100.0       | 100.0               | 99.6        | 99.4        | 100.0               | 100.0       | 99.9                | 100.0               |
| Funan                                 | 99.8        | 99.3        | 100.0       | 100.0               | 100.0       | 98.2        | 97.9                | 95.3        | N.A. <sup>(1)</sup> | N.A. <sup>(1)</sup> |
| IMM Building <sup>(2)</sup>           | 100.0       | 99.7        | 100.0       | 100.0               | 98.1        | 99.0        | 96.0 <sup>(3)</sup> | 96.0        | 97.9                | 99.5                |
| Plaza Singapura                       | 99.8        | 100.0       | 100.0       | 100.0               | 91.3        | 100.0       | 100.0               | 99.7        | 100.0               | 100.0               |
| Bugis Junction                        | 100.0       | 100.0       | 100.0       | 100.0               | 100.0       | 100.0       | 100.0               | 99.7        | 99.9                | 99.3                |
| Other assets <sup>(4)</sup>           | 100.0       | 99.8        | 99.8        | 80.9 <sup>(3)</sup> | 99.8        | 100.0       | 98.1                | 92.6        | 95.3                | 96.4                |
| Raffles City Singapore <sup>(2)</sup> | 100.0       | 100.0       | 99.6        | 100.0               | 100.0       | 100.0       | 100.0               | 99.6        | 99.7                | 99.9                |
| Lot One Shoppers' Mall                | 99.3        | 99.9        | 99.6        | 99.7                | 99.8        | 100.0       | 100.0               | 99.8        | 99.9                | 100.0               |
| Bukit Panjang Plaza                   | 100.0       | 99.8        | 100.0       | 100.0               | 100.0       | 99.8        | 100.0               | 97.8        | 99.9                | 98.7                |
| The Atrium@Orchard <sup>(5)</sup>     | 98.0        | 99.1        | 93.5        | 65.5 <sup>(3)</sup> | 95.3        | 99.5        | 99.9                | 98.2        | 97.6                | 98.6                |
| Clarke Quay                           |             |             | 100.0       | 100.0               | 97.9        | 100.0       | 95.9                | 88.2        | 90.7                | 98.8                |
| Bugis+                                |             |             |             |                     | 99.5        | 100.0       | 100.0               | 99.2        | 100.0               | 100.0               |
| Westgate                              |             |             |             |                     |             | 85.8        | 97.7                | 97.6        | 99.6                | 98.0                |
| Bedok Mall                            |             |             |             |                     |             |             |                     | 99.9        | 100.0               | 99.2                |
| CMT Portfolio                         | 99.7        | 99.8        | 99.3        | 94.8                | 98.2        | 98.5        | 98.8                | 97.6        | 98.5                | 99.2                |

(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 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 Initiative - Funan



\*Artist's impression of proposed integrated development.

Funan





# Funan – A Creative Intersection



Artist's impression of proposed integrated development.

- Offers unparalleled connectivity and convenience, enabling Funan to actively host communities and catalyse creative collaborations
- Three years of redevelopment work. The new integrated development will comprise retail, office and serviced residence components.
- Target completion in 4Q 2019



# 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 Completed  
Superstructure at Level 4 and Basement Works in Progress



Overview of Site (from The Adelphi)





# Strong Retail Leasing Interest

## Selection of Committed Tenants



Artist's impression.



肉骨茶·油条·豆浆



Ya Kun Kaya Toast  
Coffee stall since 1944





# Funan's First Office Tenant

**WeWork Leased 40,000 Square Feet of Office Space**



Artist's impression.

- Located across two floors of Funan's North Office Block – namely Level 4, which is the prime connector space linking office blocks with retail and serviced residence components, and Level 5
- Leverage on Funan's central location and harness its live-work-play paradigm
- Create a world-class collaborative workspace that fosters connections and nurtures ideas



# Acquisitions & Developments

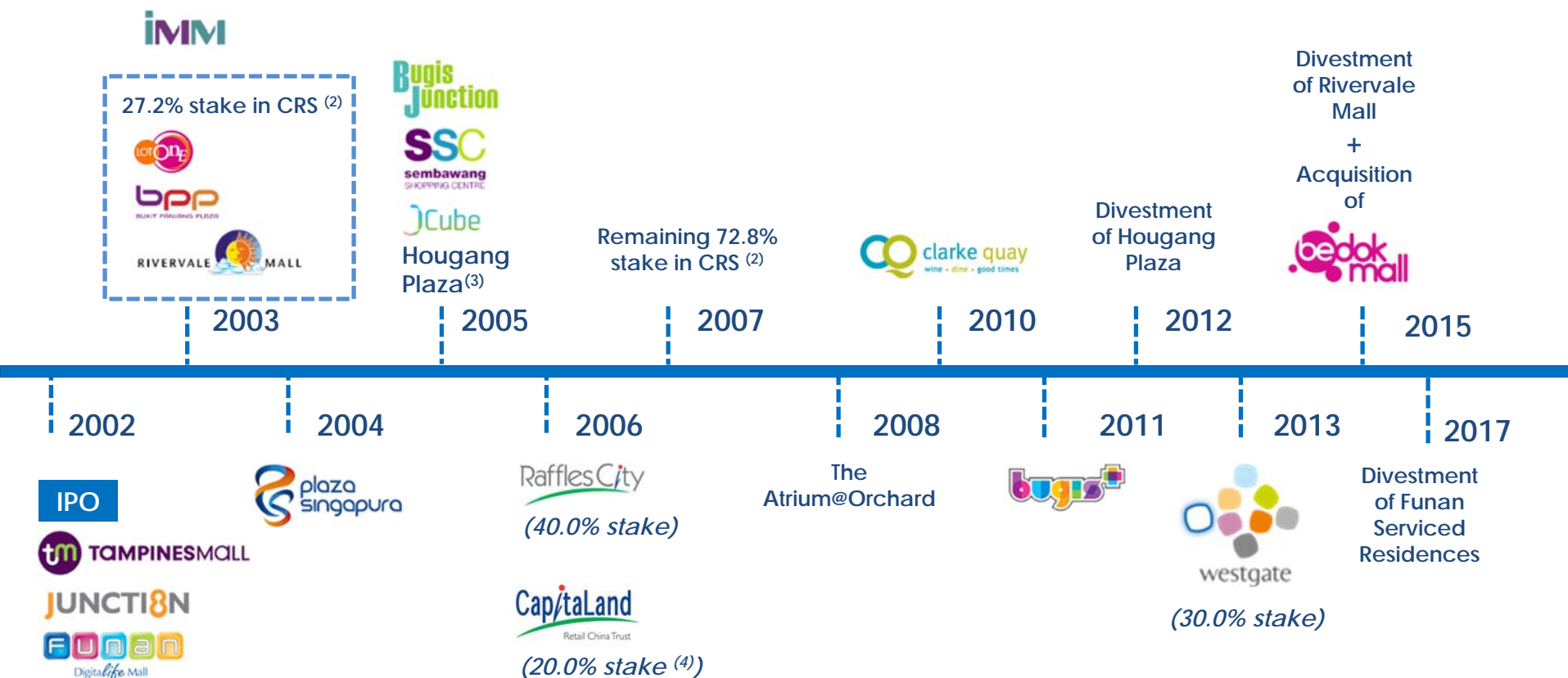


Sembawang Shopping Centre



# Acquisitions & Developments 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) 12.7% stake as at 31 December 2017.





# Divestment of Serviced Residences in Funan

## Value Creation Through An Improved Risk-Return Profile



\*Artist's impression of proposed integrated development

- Sale of all units in Victory SR Trust, which owns the serviced residence component of Funan
  - Agreed land value<sup>(1)</sup> of S\$90.5 million
- Divestment Rationale
  - Joint development with strong and reliable partner
  - Reduces development risks
  - Reduces funding requirements
  - Improves the return of investment for Funan's redevelopment

(1) As at 1 August 2017, Savills – an independent property valuer appointed by CMTML – has valued the land component of Funan's serviced residence at S\$86.5 million, while Knight Frank – an independent valuer appointed by CMT's trustee, has valued the same land component at S\$75.0 million.



# Striving for Excellence







# Exclusive Click & Collect Lounges

Available in Seven Malls to Create Integrated Shopping Experience



- Complemented online shop-in-shop concept mall with an unique in-mall collection service at Bedok Mall, Bugis+, IMM Building, JCube, Plaza Singapura, Tampines Mall, and Westgate



- Unmanned lounges, featuring collection lockers and fitting rooms
- Tapping on the potential of e-commerce



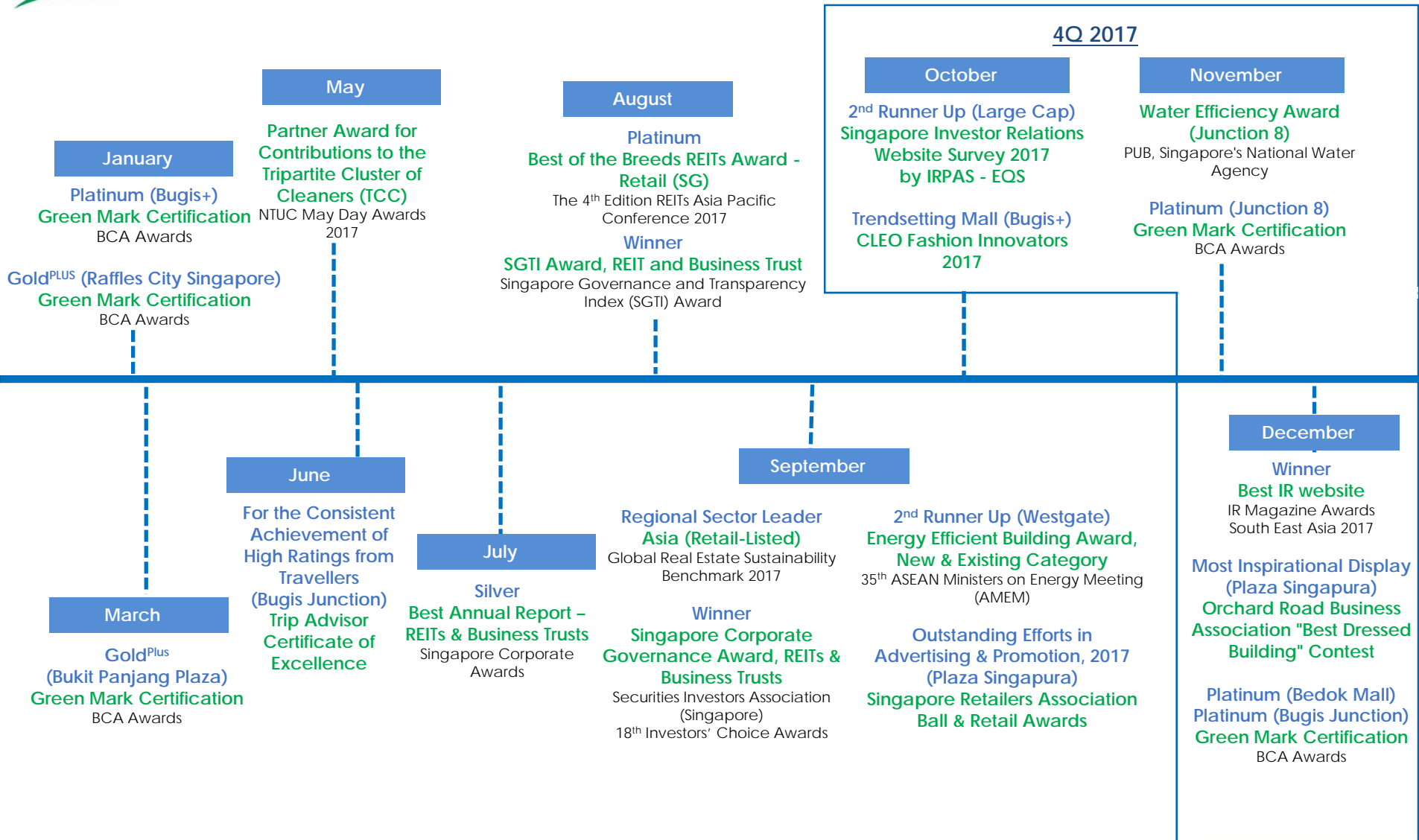
# Marketing Activities

## Delighting Our Shoppers with Exciting Events





# Awards & Accolades Achieved in 2017





# Looking Forward





# Looking Forward

- The Singapore economy grew by 3.1%<sup>(1)</sup> on a year-on-year basis in 4Q 2017 and 3.5%<sup>(1)</sup> in 2017. This is in line with the Singapore Government's growth forecast of '3.0% to 3.5%'<sup>(1)</sup>
- Focus on the active lease management for the 1,017 leases due for renewal in 2018 and operational excellence
- Create a seamless offline and online experience for shoppers
- 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 advanced estimates published by the Ministry of Trade and Industry Singapore on 2 January 2018.



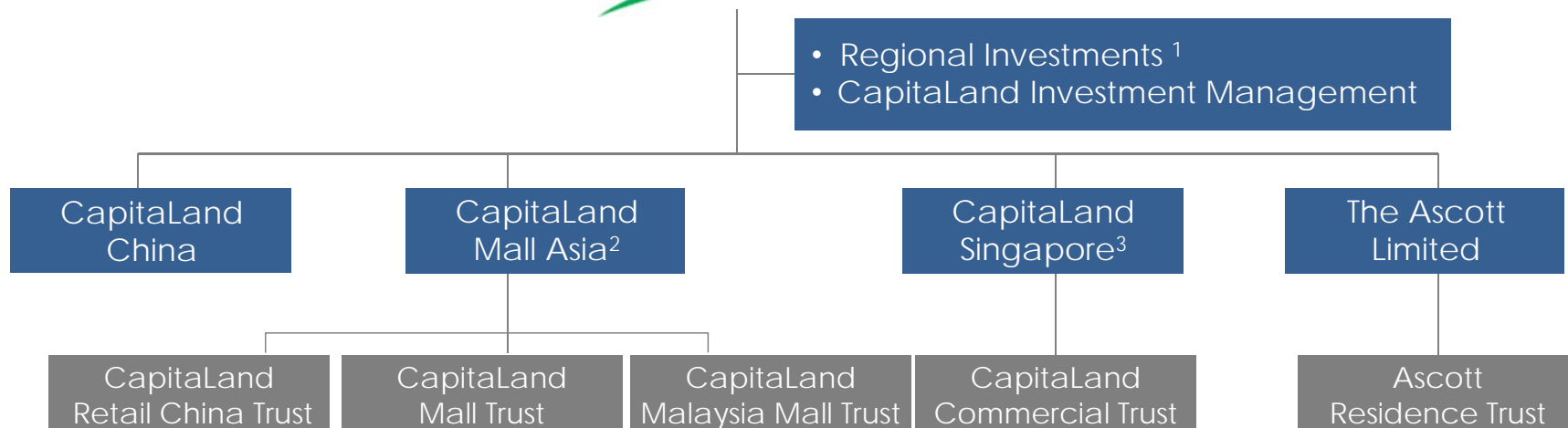


# Annexes



# CapitaLand Mall Trust

– Major REIT in CapitaLand Group



**Group Managed Real Estate Assets\* (as at 30 Sept 2017): S\$85.0 billion**

1. Includes residential and office portfolios in Vietnam
2. Includes StorHub and office portfolio in Japan
3. Includes residential portfolio in Malaysia and Indonesia

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

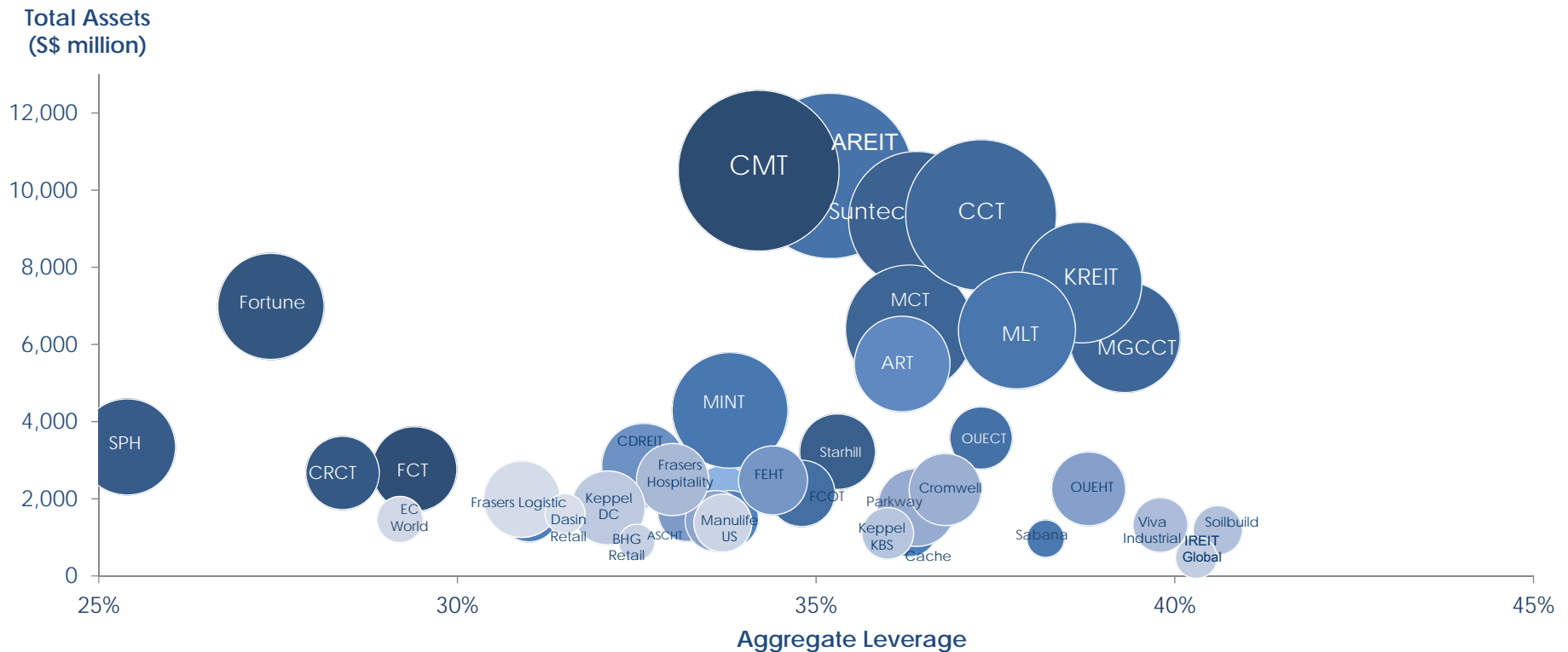




# Singapore REIT Landscape

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

42 REITs and business trusts in Singapore<sup>(2)</sup>



Source: Bloomberg and companies data

(1) Size of bubble denotes market capitalisation and balance sheet data available as at 14 February 2018.

(2) Based on UBS Singapore Property SREIT valuation guide as at 6 February 2018.





# Market Leadership in Singapore Retail

**\$S\$7.6b**

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

**16**

Properties in  
Singapore

**~2,900**

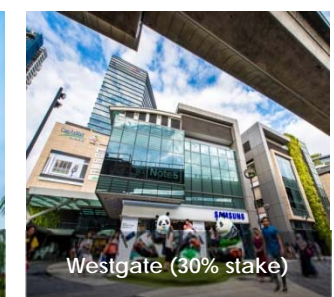
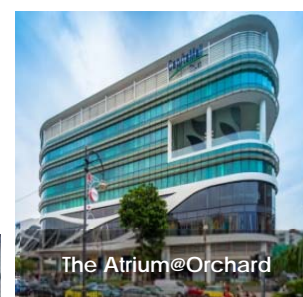
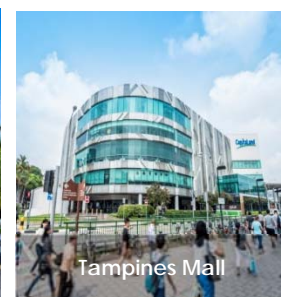
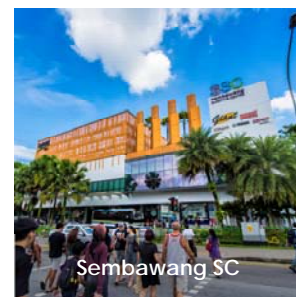
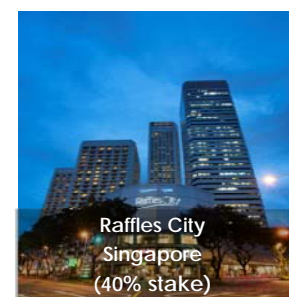
Extensive Network  
of Tenants

**5.5m**

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

**15-year**

Track Record



(1) Above information as at 31 Decemeber 2017.

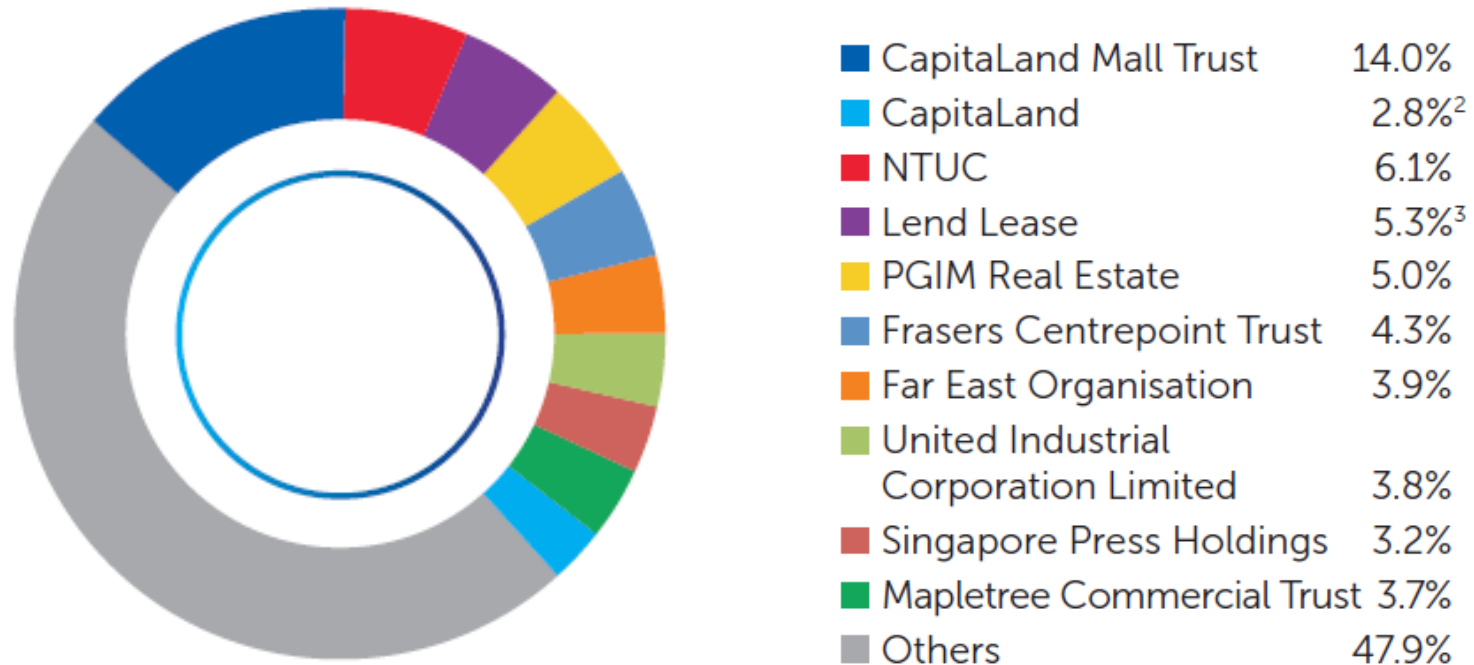
(2) Based on total NLA, including retail, office and warehouse. This excludes Funan, which was closed for redevelopment on 1 July 2016.

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



# 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-2017. 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.

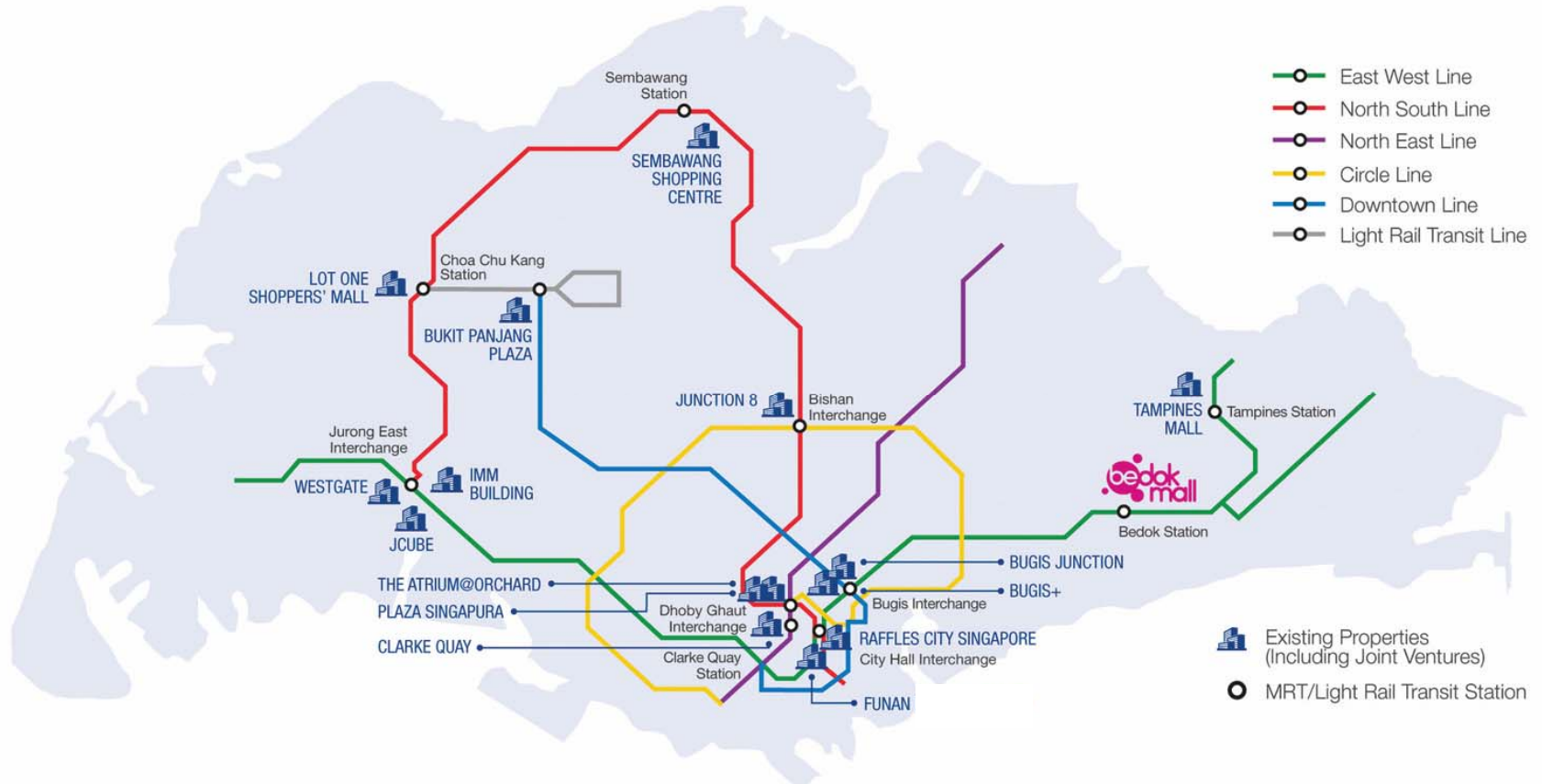
(3) Fund manager treated as a single owner.





# Strategically Located Portfolio

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



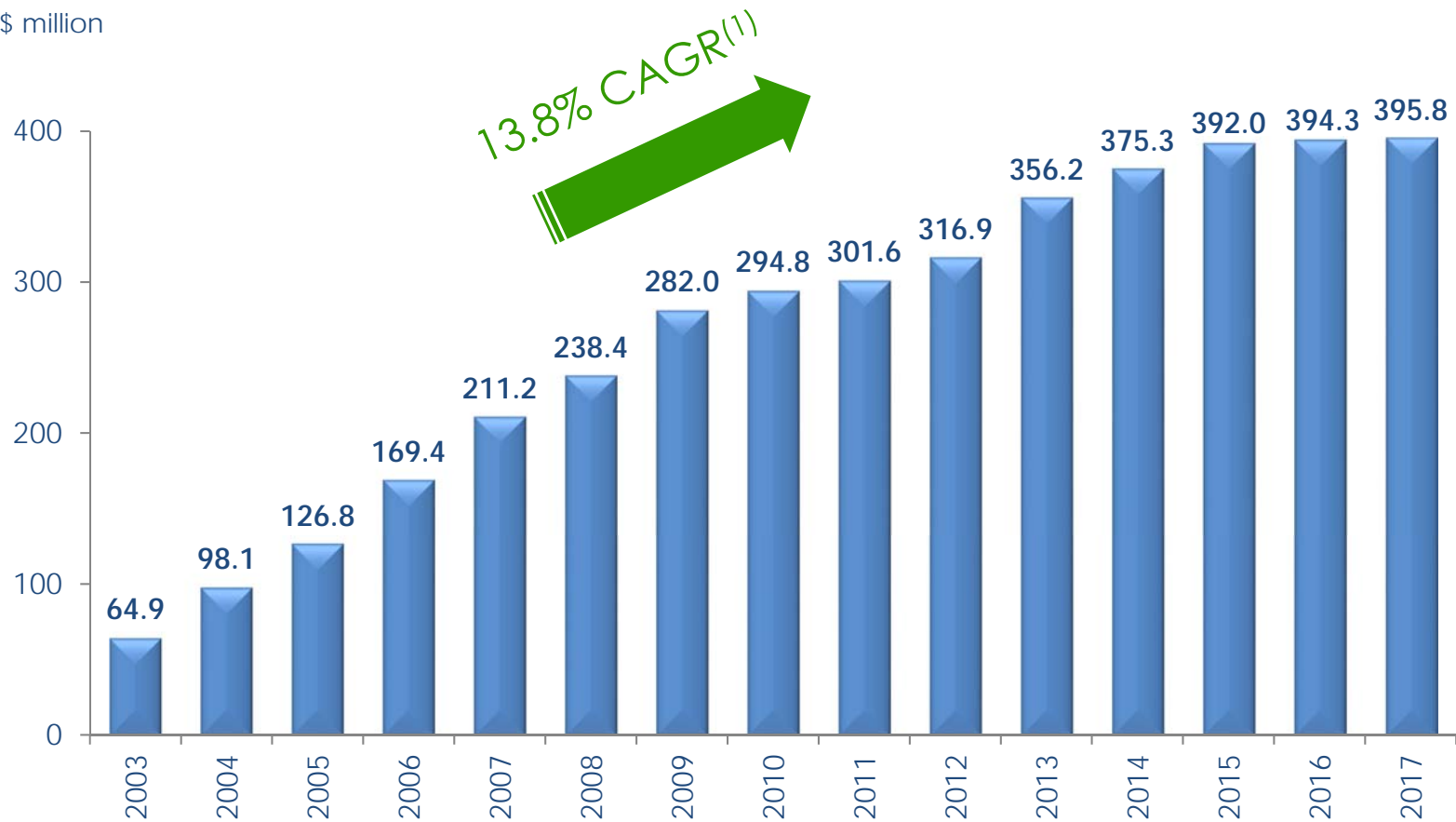
346.3 million annual shopper traffic<sup>(1)</sup>

(1) For year ended 31 December 2017. This excludes Funan, which was closed for redevelopment on 1 July 2016.



# Steady Distributable Income Growth

S\$ million

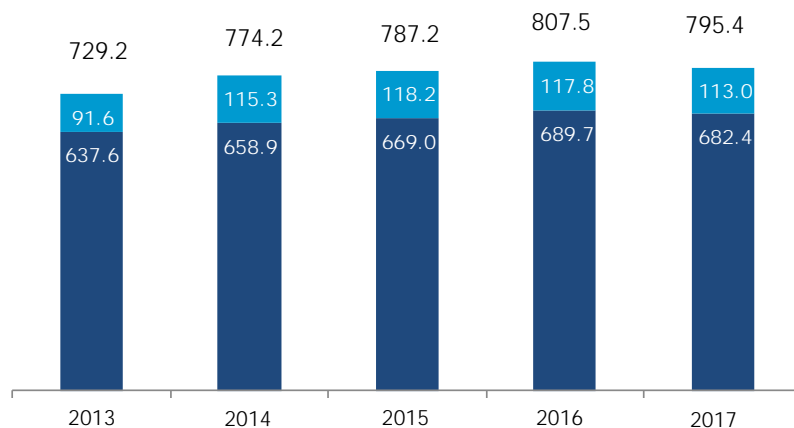


(1) Based on compounded annual growth rate ('CAGR').



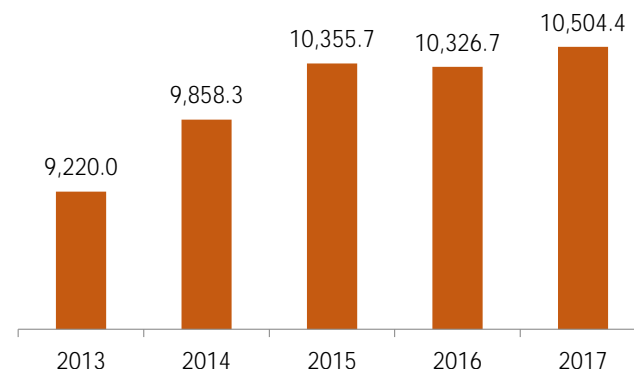
# Financial Highlights

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

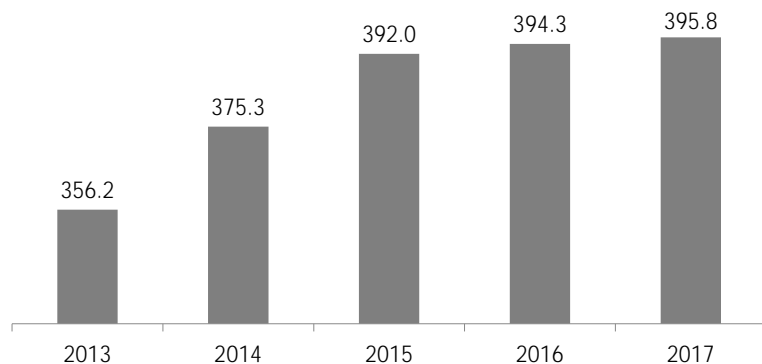


■ Joint ventures<sup>(3)</sup> (For information only) ■ CMT Group<sup>(2)</sup>

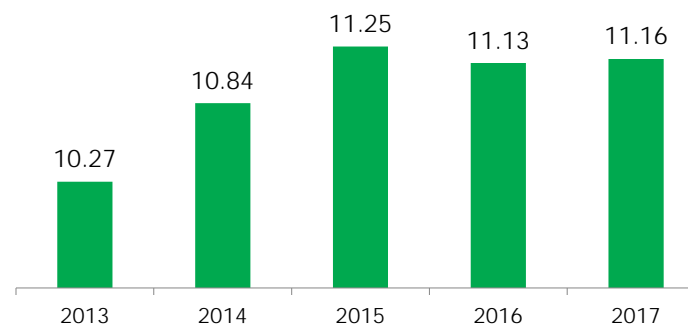
## Total Assets



## 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, 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 (VSRT) (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. On 31 October 2017, CMT divested all of the units held in VSRT, which holds the serviced residence component of Funan, to Victory SR Pte. Ltd., a wholly owned subsidiary of Ascott Serviced Residence (Global) Fund Pte. Ltd..

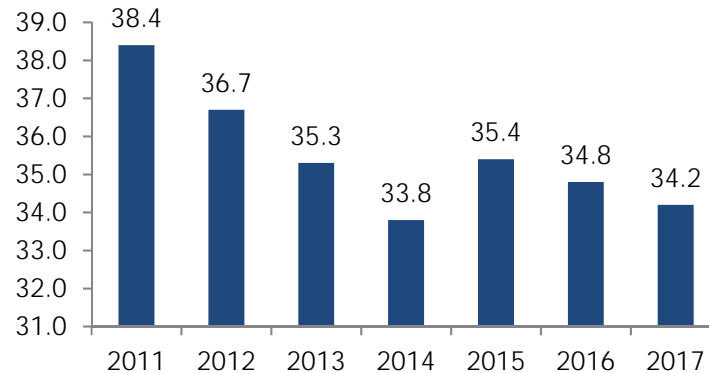
(3) Joint ventures refer to CMT's 40.0% interest in RCS Trust and CMT's 30.0% interest in Infinity Trusts. Westgate, which is owned by Infinity Mall Trust, commenced operations on 2 December 2013.



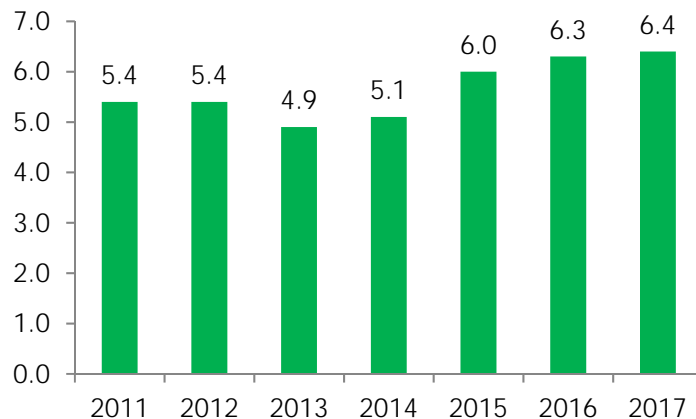


# Prudent Capital Management

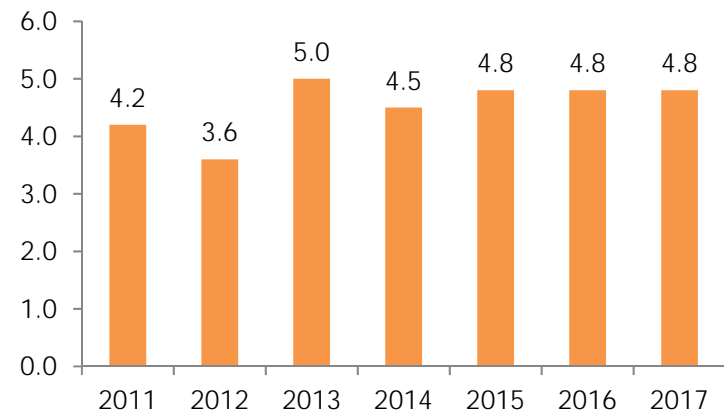
Aggregate Leverage (%)<sup>(1,2)</sup>



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



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



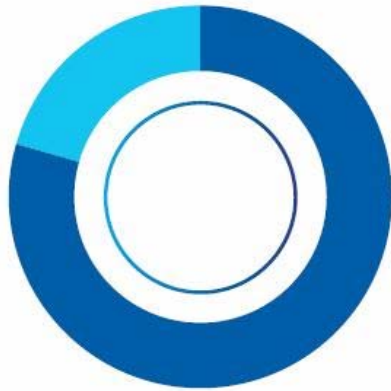
- (1) In accordance to Property Funds Appendix, CMT's proportionate share of its joint ventures borrowings and total deposited property are included when computing the aggregate leverage.
- (2) Funds raised ahead of the maturity of the existing borrowings of CMT are excluded from both borrowings and 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 2017)



■ Necessity Shopping<sup>2</sup> 79.5%  
■ Discretionary Shopping<sup>3</sup> 20.5%

By Asset Valuation  
(As at 31 December 2017)



■ Necessity Shopping<sup>2</sup> 79.4%  
■ Discretionary Shopping<sup>3</sup> 20.6%

(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 2017          |
| Food & Beverage  | 31.0                                    |
| Fashion  | 12.4                                    |
| Beauty & Health  | 11.4                                    |
| Department Store   | 6.3                                     |
| Gifts & Souvenirs / Toys & Hobbies / Books & Stationery / Sporting Goods | 5.1                                     |
| Leisure & Entertainment / Music & Video <sup>(3)</sup>                   | 4.6                                     |
| Services   | 4.3                                     |
| Supermarket  | 4.3                                     |
| Shoes & Bags   | 4.2                                     |
| Office   | 3.2                                     |
| IT & Telecommunications  | 3.1                                     |
| Home Furnishing  | 2.6                                     |
| Jewellery & Watches  | 2.4                                     |
| Electrical & Electronics   | 1.6                                     |
| Education  | 1.5                                     |
| Warehouse  | 1.4                                     |
| Others <sup>(4)</sup>  | 0.6                                     |
| <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 2017              |
| Tampines Mall               | 10.0                     |
| Junction 8                  | 7.4                      |
| IMM Building                | 10.4                     |
| Plaza Singapura             | 11.3                     |
| Bugis Junction              | 10.7                     |
| Lot One Shoppers' Mall      | 5.6                      |
| Bukit Panjang Plaza         | 3.6                      |
| The Atrium@Orchard          | 6.2                      |
| Clarke Quay                 | 4.8                      |
| Bugis+                      | 4.1                      |
| Bedok Mall                  | 6.8                      |
| Other assets <sup>(2)</sup> | 4.9                      |
| Raffles City Singapore      | 11.6                     |
| Westgate                    | 2.6                      |
| <b>Total</b>                | <b>100.0</b>             |

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

(2) 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   | 2.7                      |
| Cold Storage Singapore (1983) Pte Ltd | Supermarket / Beauty & Health / Services / Warehouse | 2.6                      |
| Robinson & Co. (Singapore) Pte Ltd    | Department Store / Beauty & Health                   | 2.1                      |
| NTUC Enterprise                       | Supermarket / Beauty & Health / Services             | 2.1                      |
| BHG (Singapore) Pte. Ltd.             | Department Store                                     | 1.7                      |
| Wing Tai Retail Management Pte. Ltd.  | Fashion / Sporting Goods                             | 1.5                      |
| Auric Pacific Group Limited           | Food & Beverage                                      | 1.4                      |
| BreadTalk Group Limited               | Food & Beverage                                      | 1.2                      |
| Isetan (Singapore) Limited            | Department Store / Supermarket                       | 1.2                      |
| <b>Total</b>                          |  | <b>19.7</b>              |

(1) Based on gross rental income for the month of December 2017 and excludes gross turnover rent.

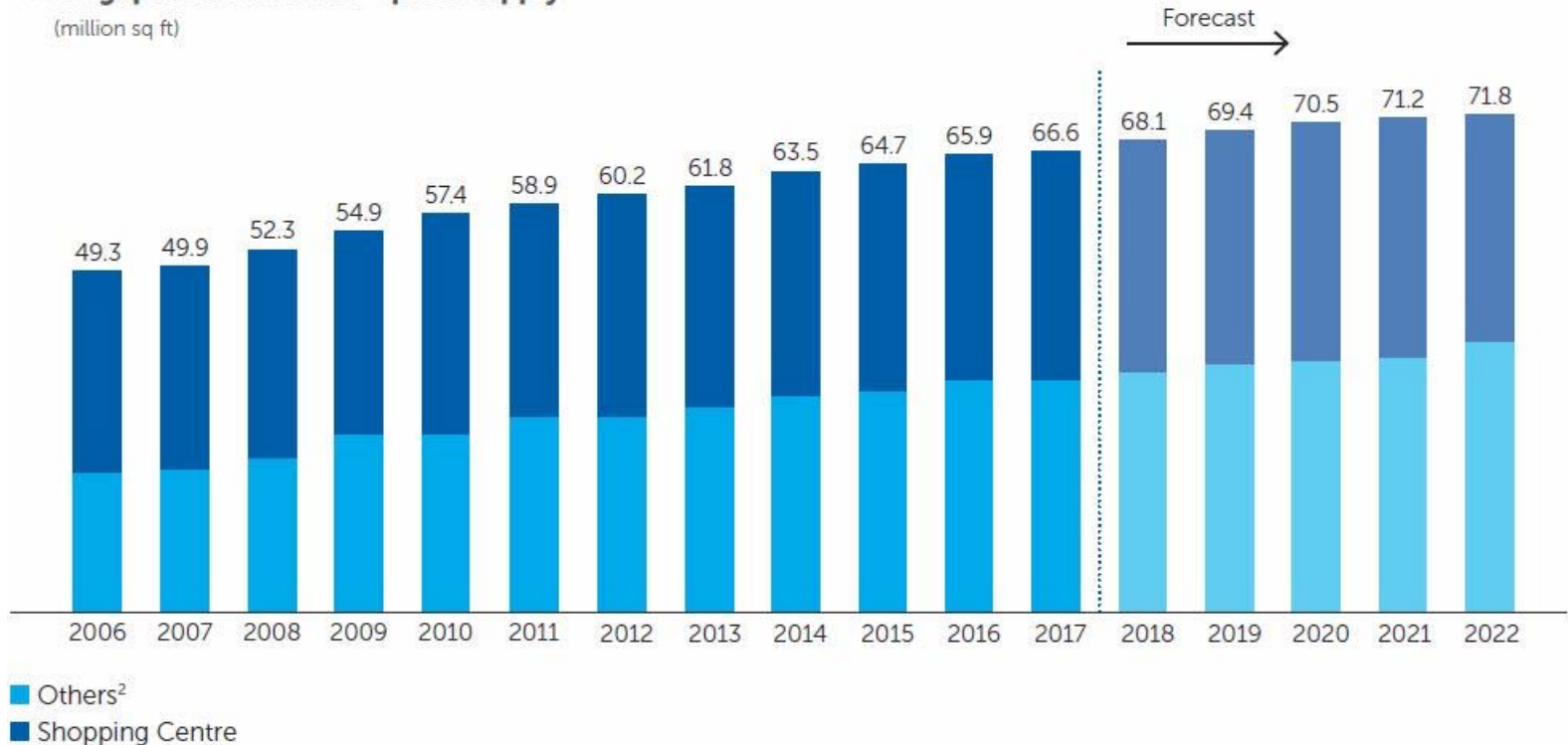


# Available Retail Floor Space

Retail Space at end-2017: 66.6 million sq ft, of which 49.2% is estimated to be shopping centre floor space

## ■ Singapore Retail Floor Space Supply<sup>1</sup>

(million sq ft)



Source: Urban Redevelopment Authority, 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.

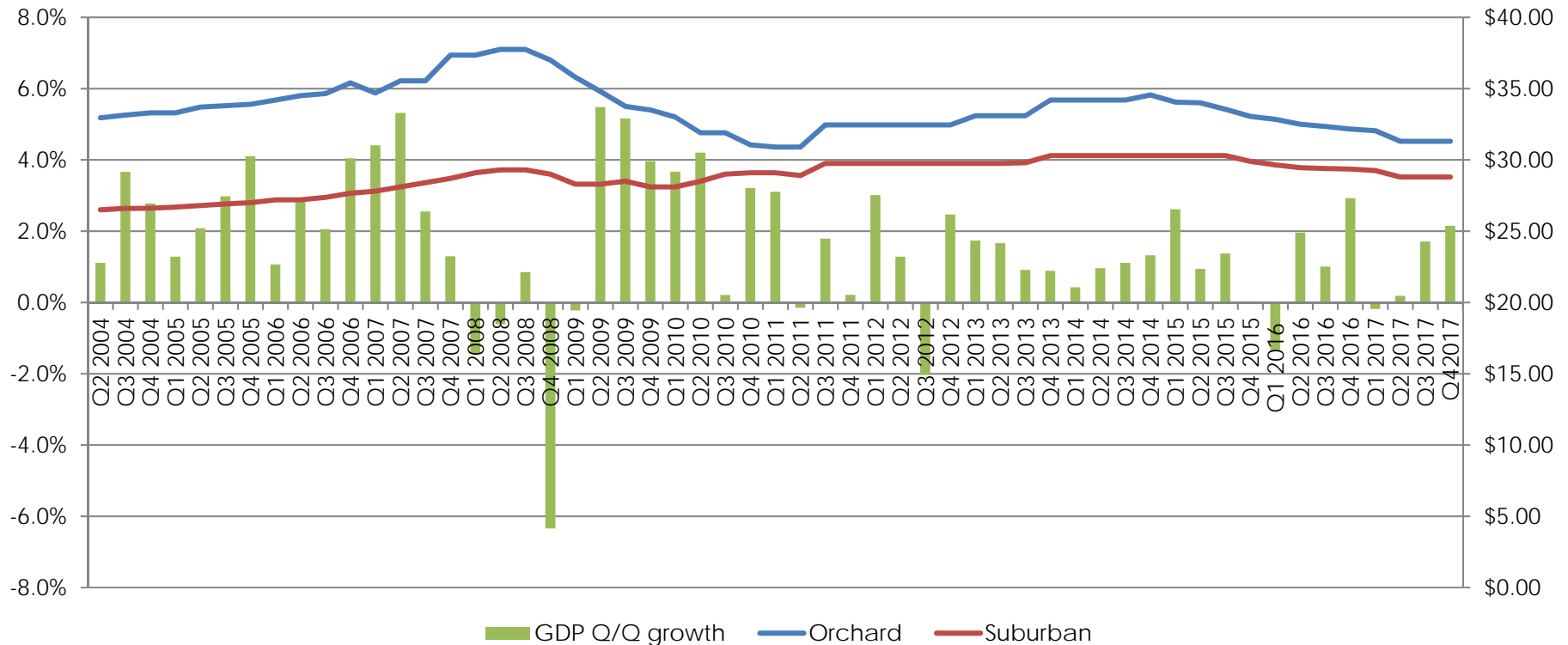




# Fairly Resilient Retail Rentals

Suburban Retail Rentals Are Especially Resilient to Economic Downturns

Singapore Retail Rentals and Quarterly GDP Growth

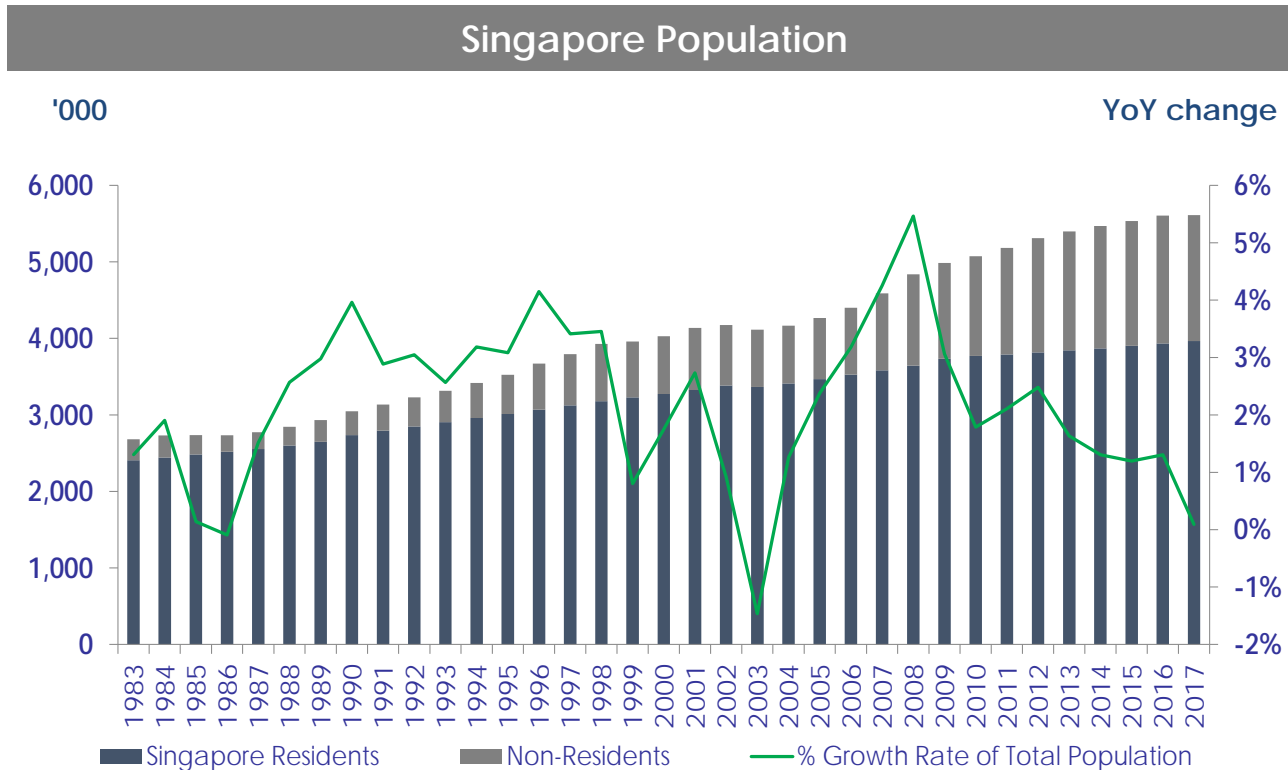


Sources: CBRE and Singapore Department of Statistics



# Population Growth Drives Local Consumption

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



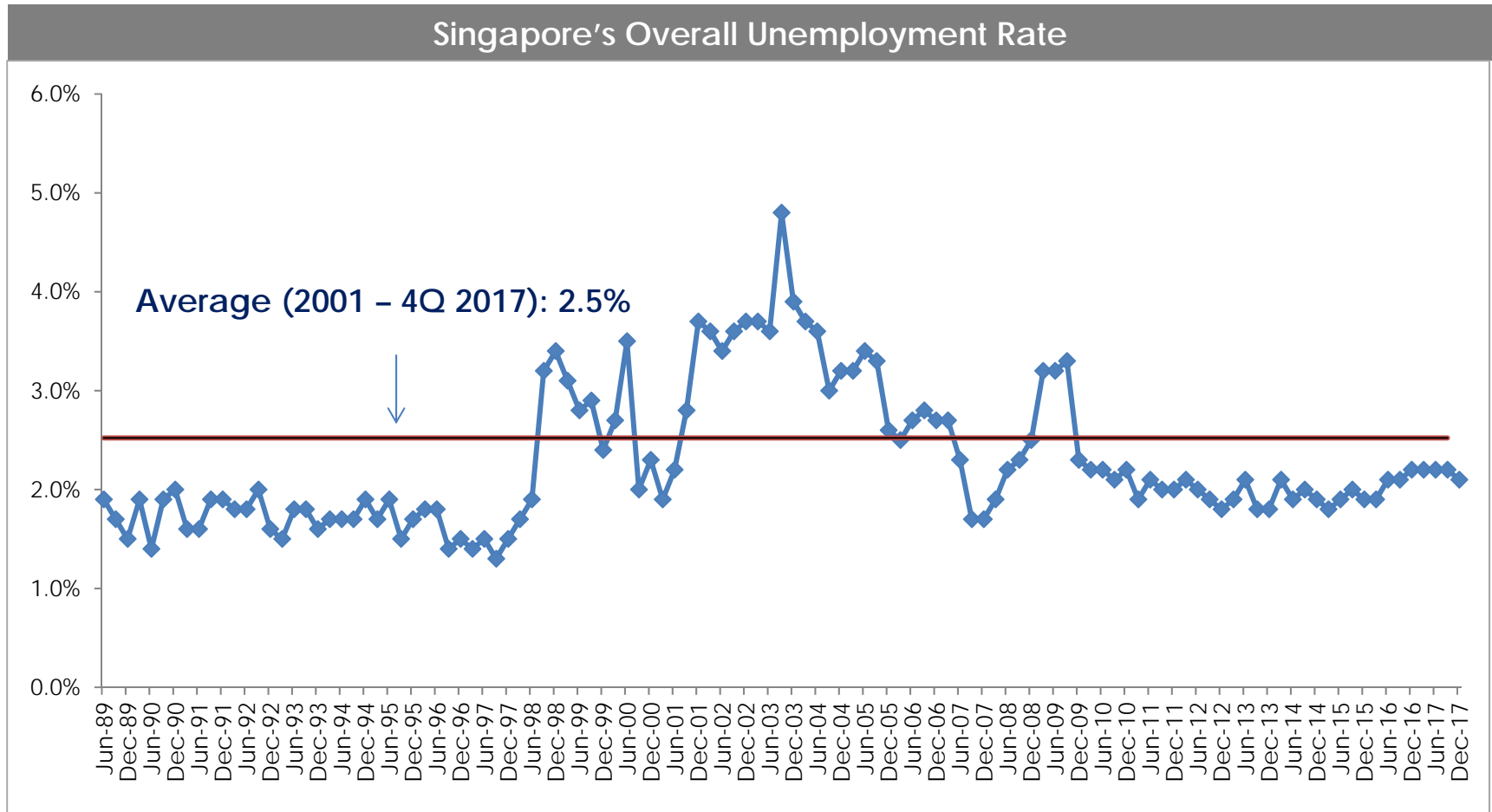
Source: Singapore Department of Statistics

(1) Singapore Population White Paper, January 2013



# Low Unemployment Rate

Singapore Has One of the Lowest Unemployment Rates Internationally



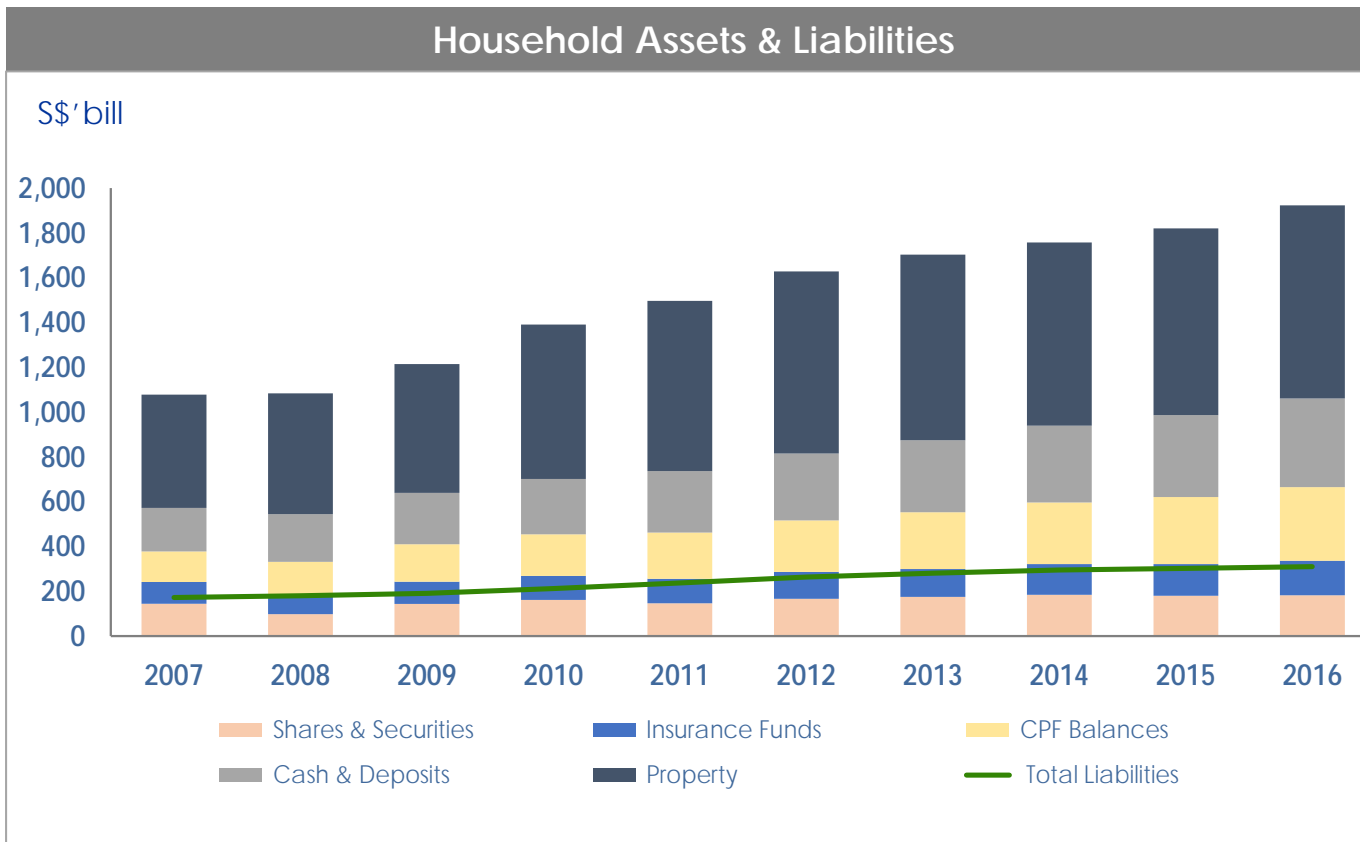
Source: Bloomberg





# Singapore Households Have Strong Balance Sheets

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

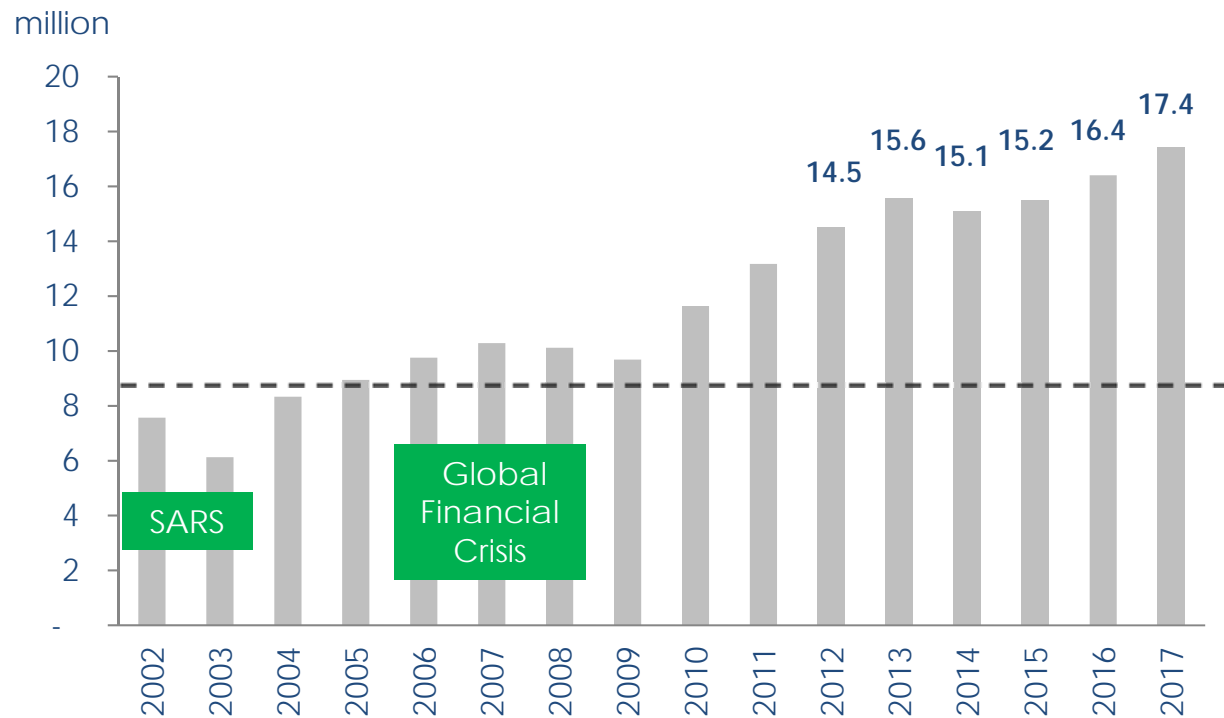


Source: Household Sector Balance Sheet by Department of Statistics, Ministry of Trade & Industry, Republic of Singapore



# Singapore International Visitor Arrivals up 6.2% in 2017

Singapore Tourist Arrivals



Source: Singapore Tourism Board (STB).

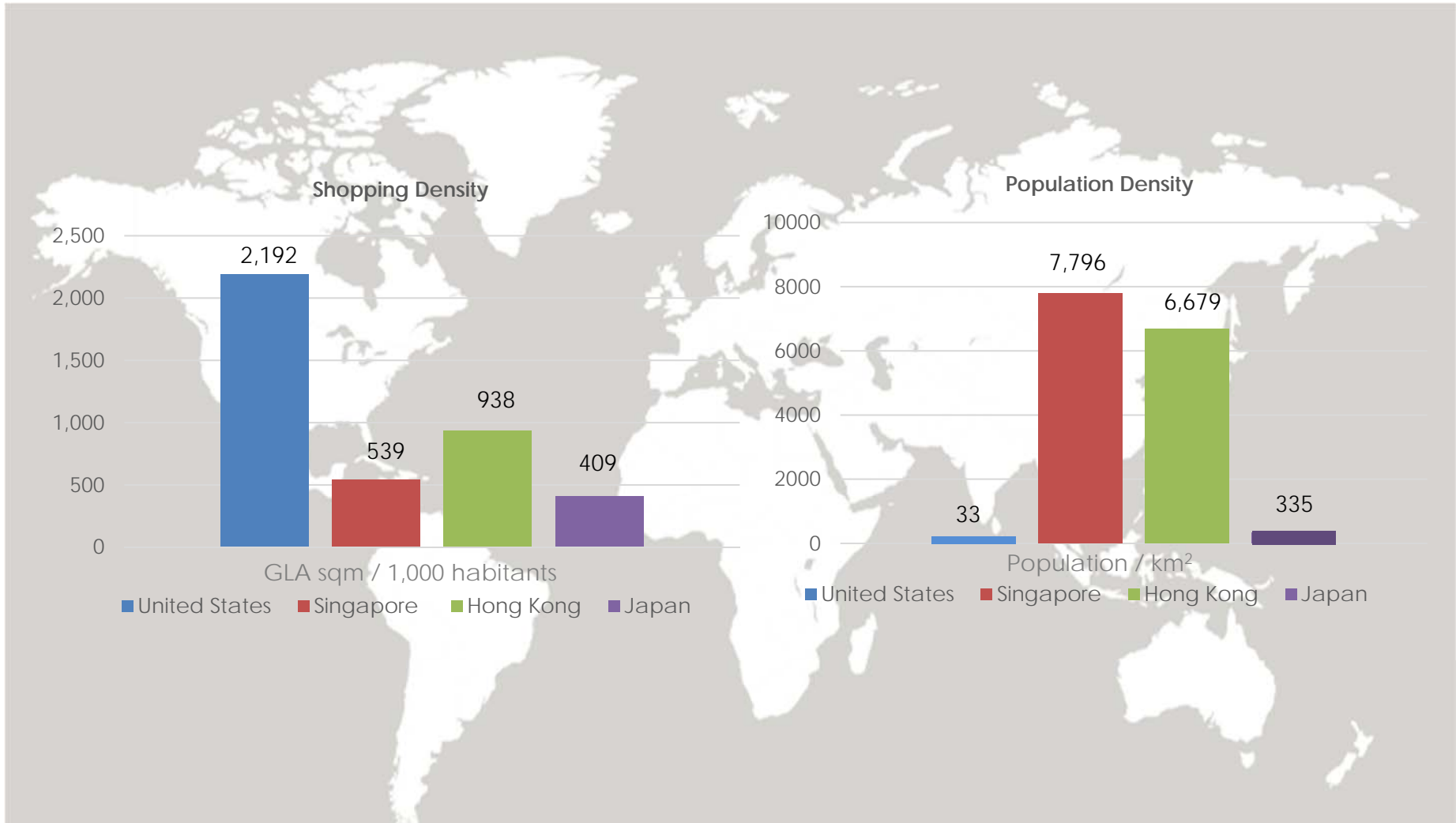
\* Subject to change.

## Upcoming Developments





# Shopping and Population Density Comparison



(1) Source: Cistri. Shopping density data: United States (2016), Singapore (2017), Hong Kong (2015), Japan (2016). It is based on shopping centre floor space  
(2) Source: Wikipedia, as at 14 February 2018

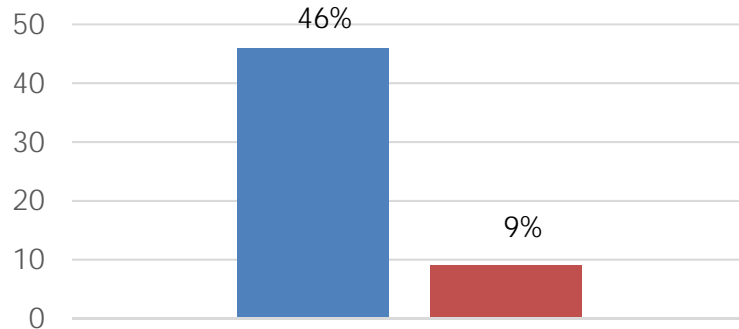




# More Experiential Shopping in our Malls

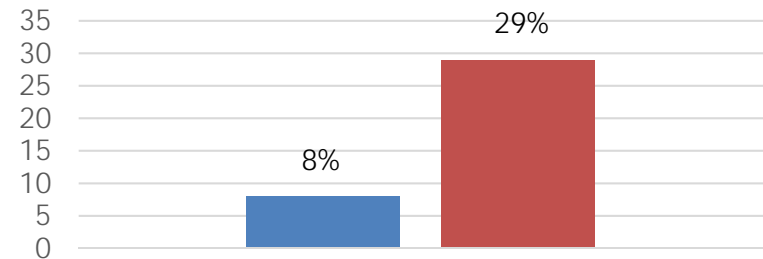
More Experiential and less Department Stores in our Malls compared to United States

Department Store<sup>(1)</sup>



■ United States ■ CMT Portfolio

Dining & Entertainment<sup>(1)</sup>



■ United States ■ CMT Portfolio

(1) Source: Cistri and CMT Portfolio (as at 31December 2014). It is expressed as a percentage of GLA/NLA.







# Jurong Lake District

Jurong Lake District is strategically located near:

- High-value industries
- The future Tuas Port
- Two world-class research universities

It also offers convenient connections to the city and Malaysia. The High Speed Rail line to Kuala Lumpur, will open new markets and opportunities in a metropolitan region of more than 10 million people.



Source: Urban Redevelopment Authority.





# Jurong Lake District

## AT-A-GLANCE

Envisioning transformation in the west: A future-ready second CBD

45 HECTARES

Transit-Only Zone

UP  
TO

160 HECTARES

New Developable Land

20000

New Homes

MORE  
THAN

100 THOUSAND

New Jobs



Source: Urban Redevelopment Authority.

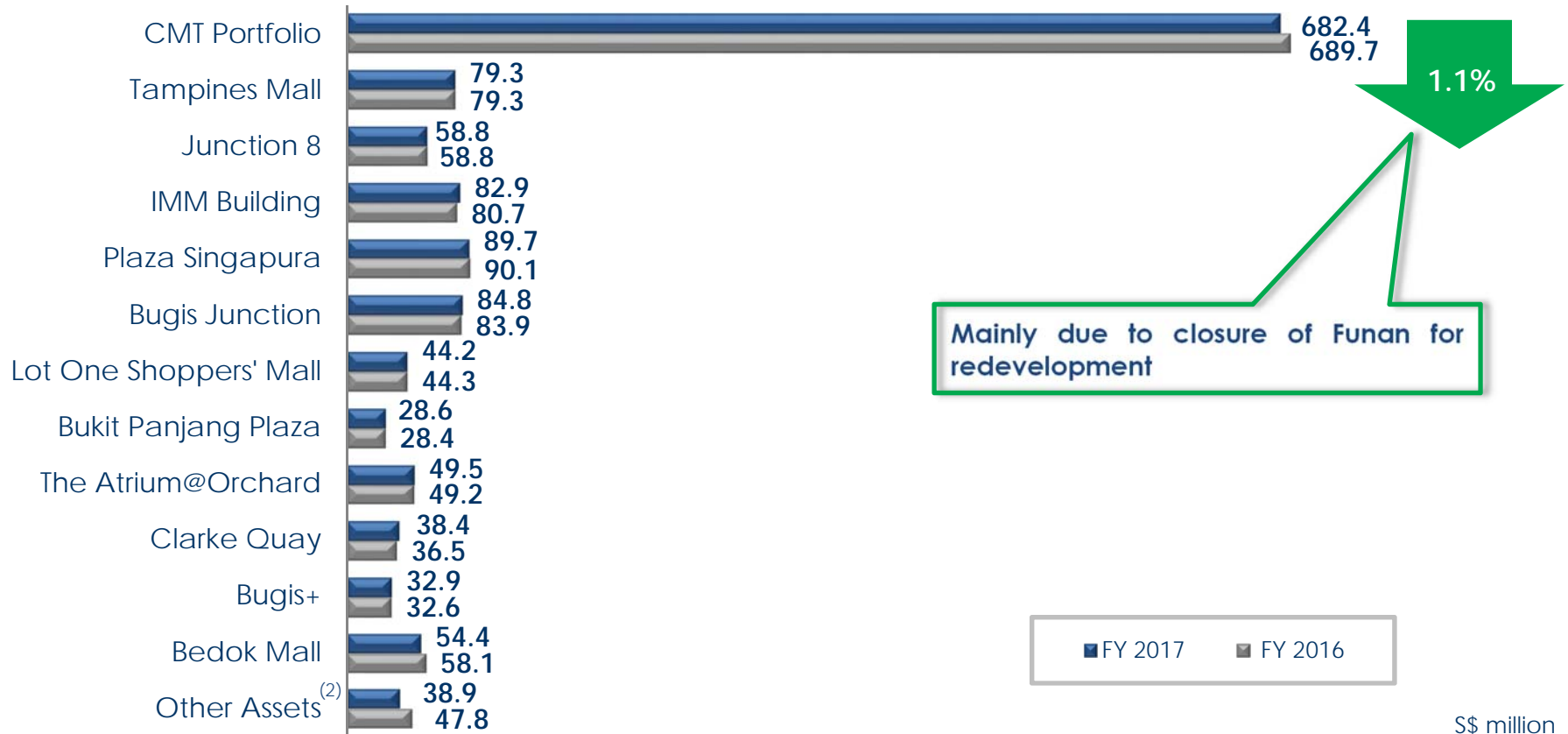




# FY 2017 Gross Revenue

decreased by 1.1% versus FY 2016

On Comparable Mall Basis<sup>(1)</sup>, FY 2017 Gross Revenue Up 0.6% Y-o-Y



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

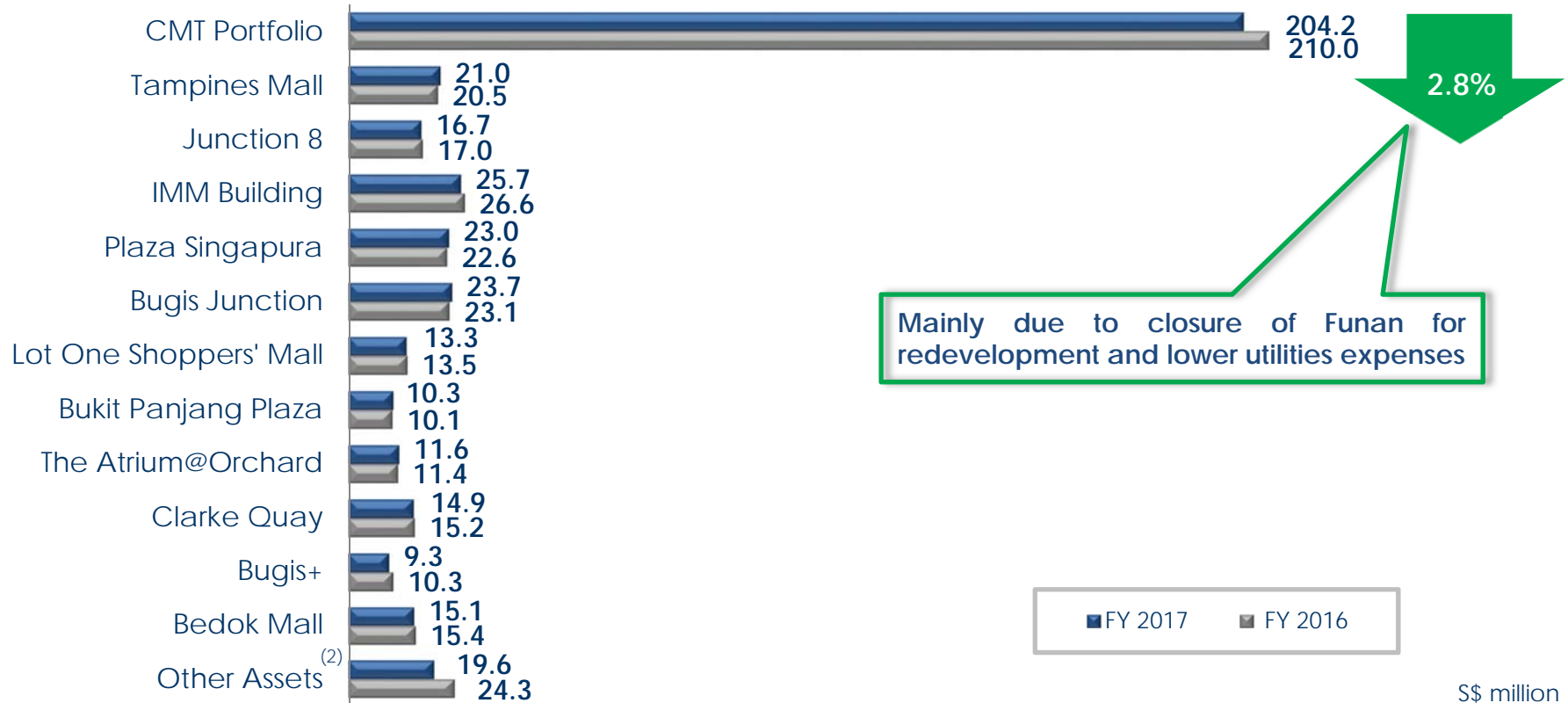
(2) Includes Sembawang Shopping Centre, JCube, Rivervale Mall which was sold in December 2015 and Funan which was closed in July 2016 for redevelopment.



# FY 2017 Operating Expenses

decreased by 2.8% versus FY 2016

On Comparable Mall Basis<sup>(1)</sup>, FY 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.

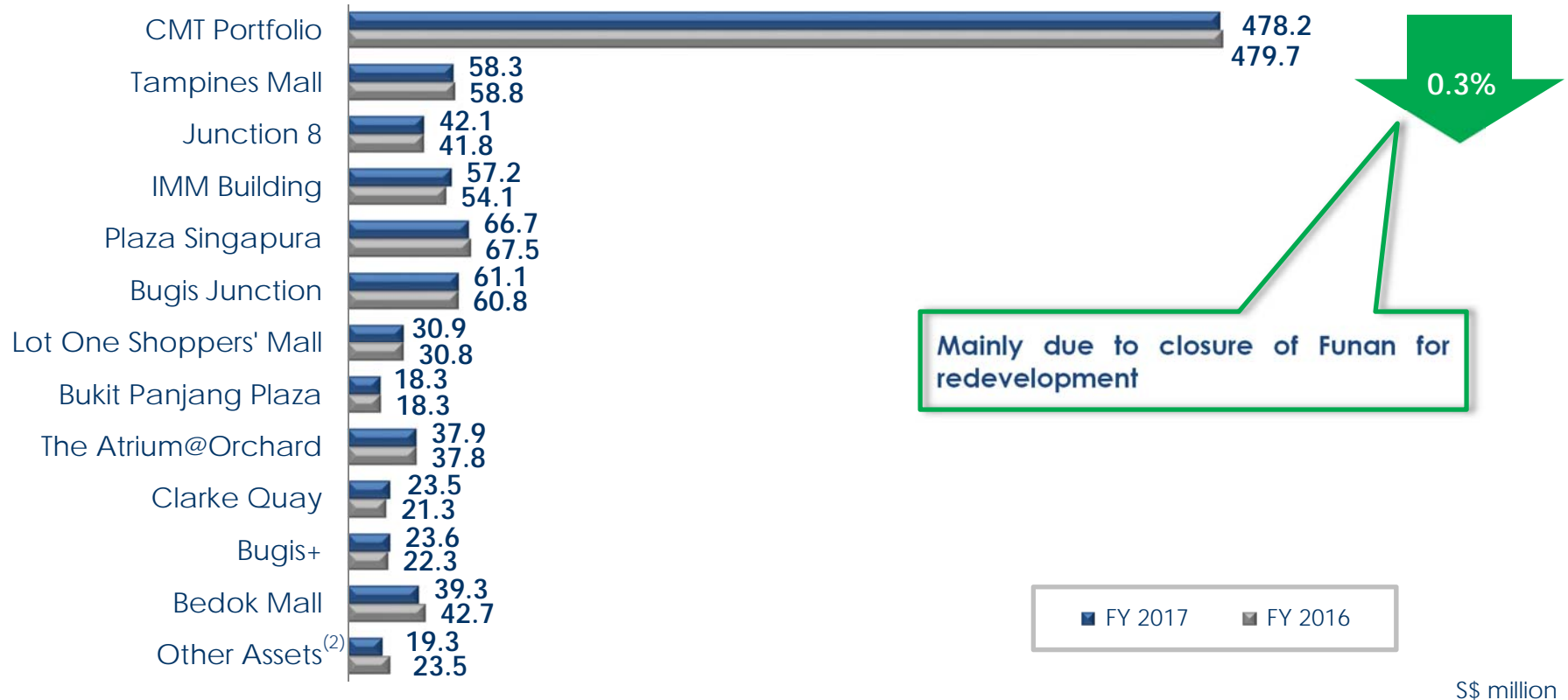
(2) Includes Sembawang Shopping Centre, JCube, Rivervale Mall which was sold in December 2015 and Funan which was closed in July 2016 for redevelopment.



# FY 2017 Net Property Income

## decreased by 0.3% versus FY 2016

On Comparable Mall Basis<sup>(1)</sup>, FY 2017 NPI Up 1.2% Y-o-Y



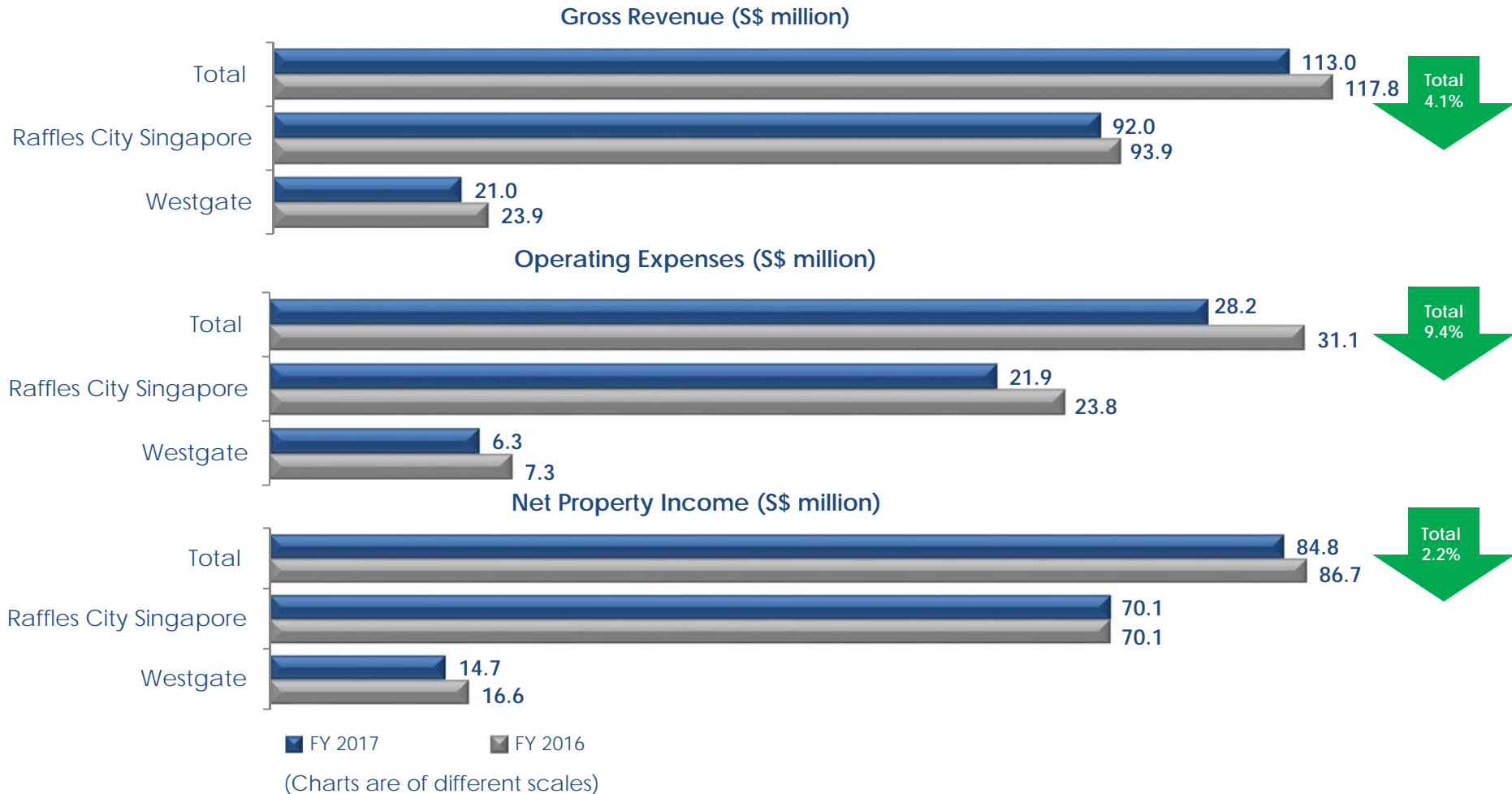
(1) Excludes Rivervale Mall which was sold in December 2015 and Funan which was closed in July 2016 for redevelopment.

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



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

FY 2017 Net Property Income Down 2.2% Y-o-Y



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