

**1Q FY2021
CORPORATE
PRESENTATION**

18 JANUARY 2021



DISCLAIMER

This presentation is for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for shares in SPH ("Shares"). The value of shares and the income derived from them may fall as well as rise. Shares are not obligations of, deposits in, or guaranteed by, SPH or any of its affiliates. An investment in Shares is subject to investment risks, including the possible loss of the principal amount invested. The past performance of SPH is not necessarily indicative of its future performance. This presentation may also contain forward-looking statements that involve risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from similar developments, shifts in expected levels of property rental income, changes in operating expenses, including employee wages, benefits and training, property expenses and governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business. You are cautioned not to place undue reliance on these forward-looking statements, which are based on current view of management on future events.

OUTLINE

- **1Q FY21 Executive Summary**
- **Update on Business Segments**
 - Media
 - Non-Media
 - Retail & Commercial
 - PBSA
 - Others: Aged Care, Digital
- **Capital Management**

PROGRESS IN 1Q FY21 WITH COVID-19 EASING

Retail & Commercial, PBSA and Aged Care resilient and recovering as we enter FY2021

• Media

- Bright spot in Media continues to be digital circulation growth (26.5% y-o-y) which provides a platform for us to seize digitalisation opportunities
- Print ad revenue fell 36% y-o-y as Covid-19 continues to disrupt ad sector

• Retail & Commercial

- **SPH REIT:** DPU of 1.20 cents in line with the gradual Covid-19 recovery in both Singapore and Australia, this represents:
 - A decrease of 13% y-o-y (1Q FY20 was pre-Covid-19)
 - An increase of 122% q-o-q (0.13 cents was from release of FY2020 income deferred)
- **The Seletar Mall:** Proactive capital management with S\$300m term loan refinanced ahead of expiration
- **Woodleigh Residences:** Sales continue to improve with approx. 404 units sold (60% of total units) as at 8 Jan 2021



PROGRESS IN 1Q FY21 WITH COVID-19 EASING

Retail & Commercial, PBSA and Aged Care resilient and recovering as we enter FY2021

- **PBSA**

- Academic Year 20/21: 88% of target revenue achieved as at 8 Jan 2021
- Academic Year 21/22: 17% of target revenue achieved as at 8 Jan 2021
- Internal development team successfully delivered Student Castle Oxford and Brighton with students moving in
- 13 out of 28 assets currently managed in-house with remaining assets to be taken over progressively by 1 Oct 2021

- **Aged Care**

- Continued improvement in BOR for OV assets to 81% in Nov 2020
- Continue to review strong pipeline of acquisition targets in a prudent and disciplined manner



MEDIA

sph

THE BUSINESS TIMES

NEWS TABLET EDITION

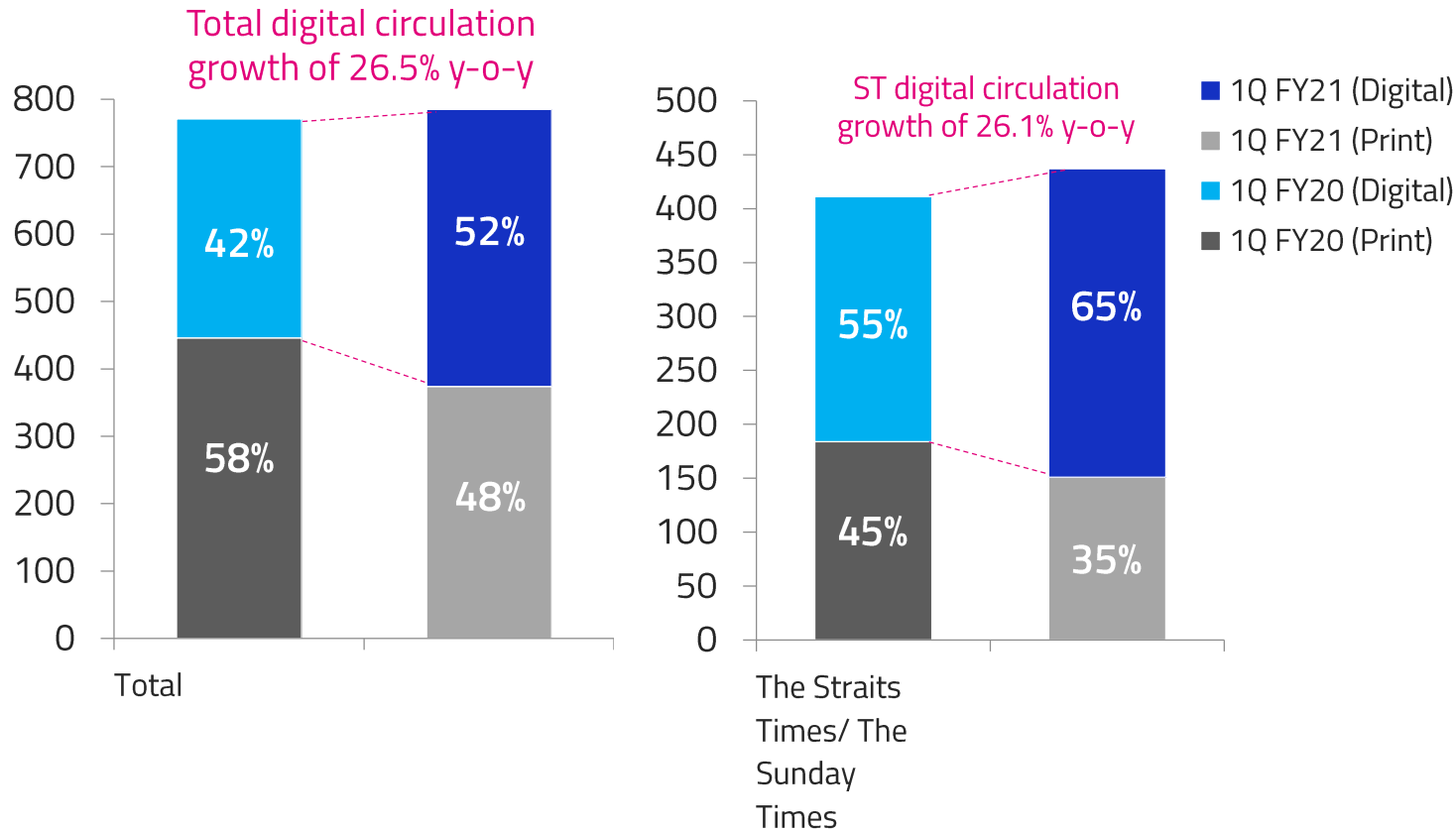
Read print the
new way.



CIRCULATION CONTINUES TO GROW WITH DIGITAL SUBS

Overall YTD total circulation rose 1.8% y-o-y; with digital circulation growth of 26.5% y-o-y
 Boosted by increase of 31k subs y-o-y for News Tablets across all major newspaper titles

Daily Average Newspaper Circulation '000



Increasing efforts to grow digital circulation with the launch of The Business Times News Tablet on 15 Sep 2020

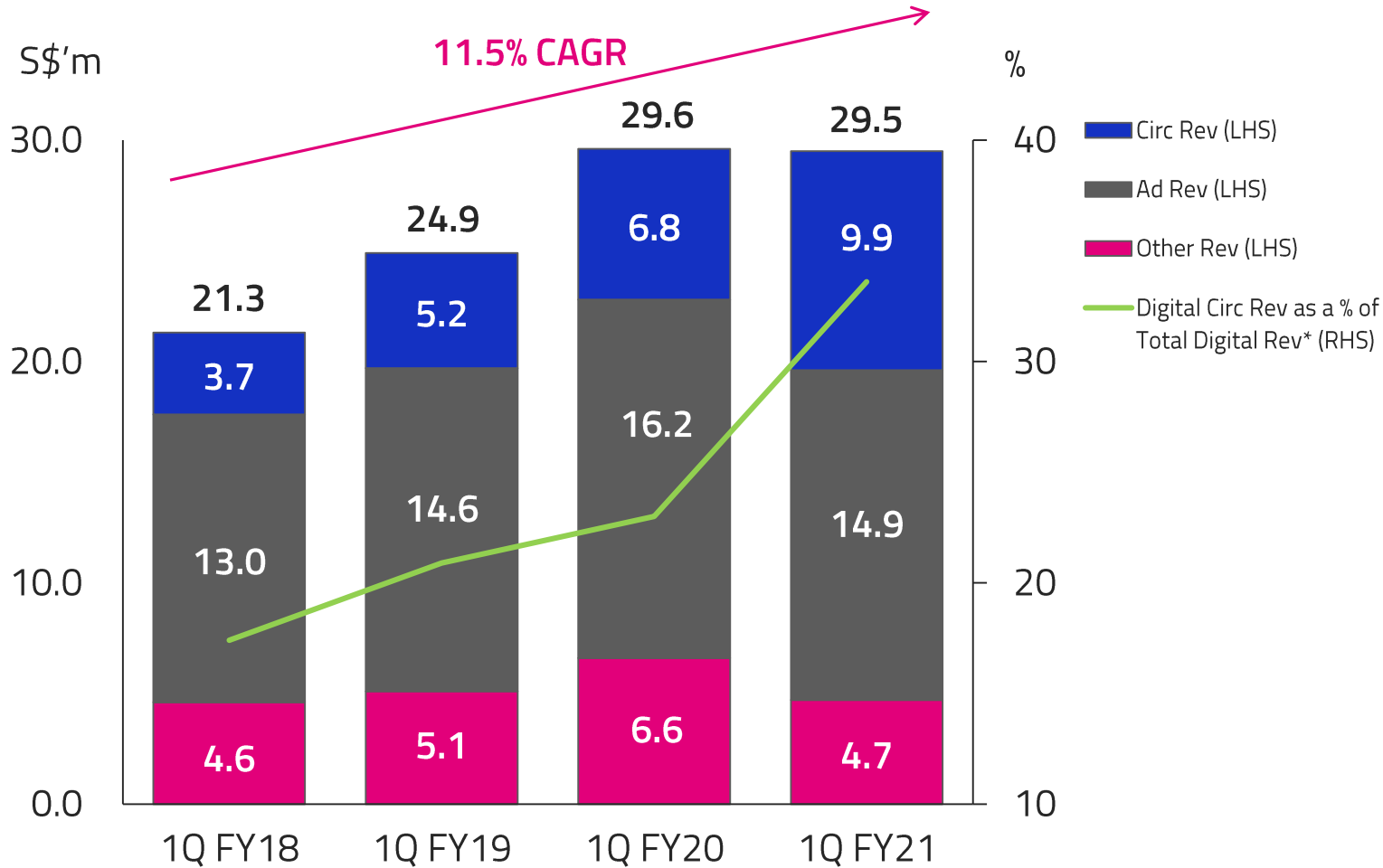


- BT tablets: 0.7k subs, 74% are new
- ST tablets: 19.6k subs, 54% are new
- Chinese tablets: 19.9k subs, 75% are new
- BH tablets: 2.7k subs, 85% are new

SPH

TOTAL DIGITAL REVENUE FLAT Y-O-Y

Quarterly Digital Revenue*

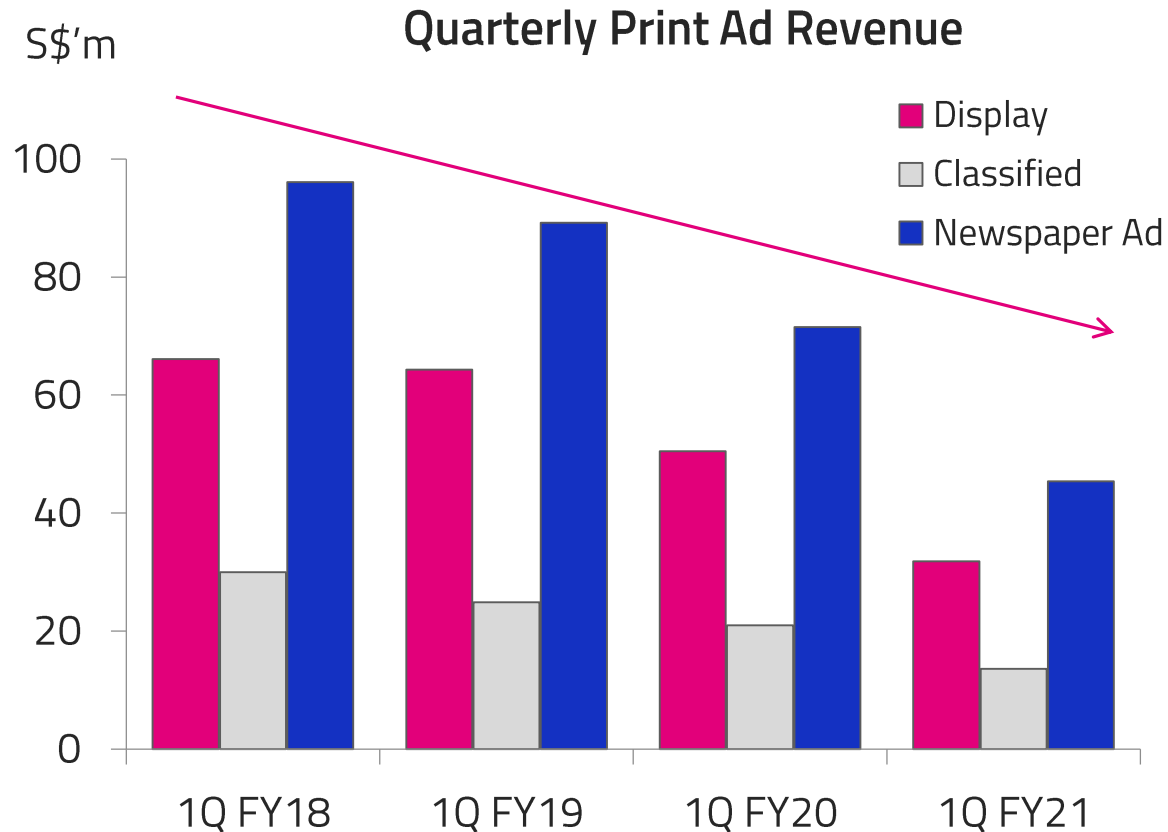


Digital circulation revenue grew by 45.6% y-o-y

- Digital circulation revenue as a % of total digital revenue increasing y-o-y since FY18 (1Q FY21: 33.6% vs 1Q FY20: 23%)
- Digital circulation revenue mitigated 8.1% y-o-y decline in digital ad revenue

*Total digital revenue from circulation, ads, online classifieds, magazines and other digital portals (excluding Shareinvestor)

PRINT AD REVENUE CONTINUES SECULAR DECLINE



Print Ad revenue declined 36% y-o-y, accelerated by Covid-19 impact on ad sector

- PWC's report forecasts that global newspaper ad will decline 27% from 2019 to 2024 due to migration of advertising to digital platforms and lower rates*
- SPH recognises the declining trend in print ad
 - Print advertising remains an important channel for a core group of advertisers to engage their audience
 - SPH will continue to provide innovative solutions to meet the needs of our advertisers

*Source: PWC's Media Outlook report 2020-2024

REVAMP OF STRAITS TIMES TO MARK 175TH ANNIVERSARY



Continuous focus on investing in technological capabilities to improve and revamp products

- ST held a trade launch on 28 Oct 2020 to meet advertising clients and unveil its refreshed product line-up:
 - Refreshed layout for ST's website and app to allow viewers to see more headlines at a glance
 - **Discover** section on ST app features short visual stories optimised for mobile devices
 - **Invest** and **Smart Parenting** segments on dedicated microsites
 - News presented in a timely, authoritative and credible manner through visual storytelling and interactive graphics

RETAIL & COMMERCIAL

sph



SPH REIT: 1Q FY21 KEY HIGHLIGHTS



1Q FY21 Revenue & Distribution

- Gross revenue grew by 10.8% y-o-y to S\$66.6m
- DPU of 1.20 cents in line with the gradual Covid-19 recovery in both Singapore and Australia, this represents:
 - A decrease of 13% y-o-y (1Q FY20 was pre-Covid-19)
 - An increase of 122% q-o-q (of which 0.13 cents was from the release of FY2020 income deferred under Covid-19 relief measures)

Resilient portfolio backed by strong balance sheet

- Healthy portfolio occupancy rate of 97.9%
- WALE of 5.5 years by NLA

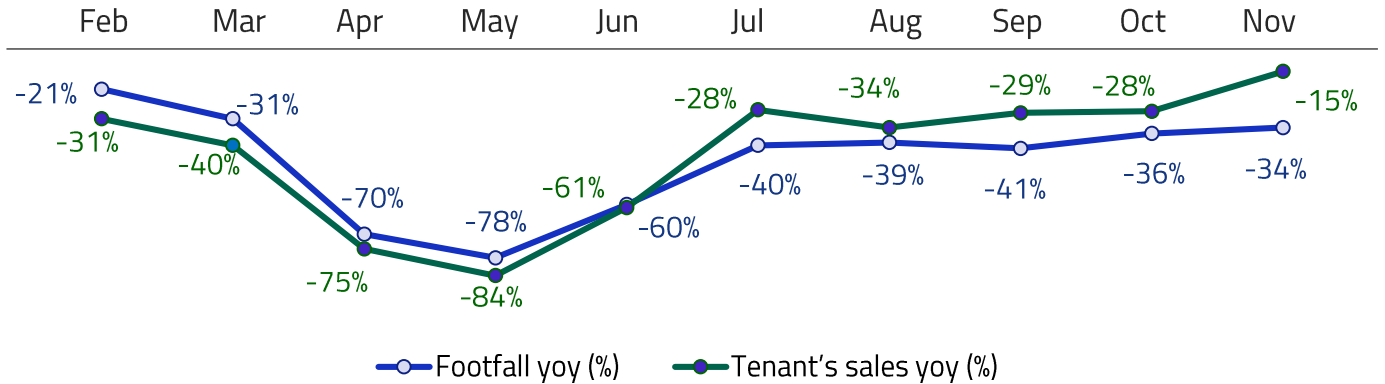
SPH REIT: IMPROVED PERFORMANCE FOR S'PORE RETAIL ASSETS



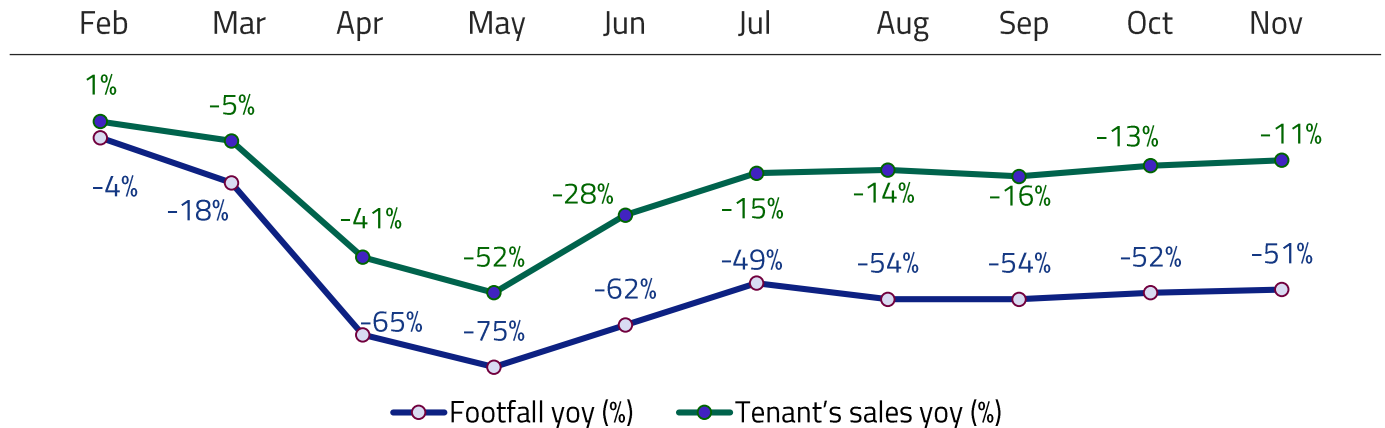
Tenant sales across the malls continue to recover in Phase 2

- 1Q FY21 gross revenue decreased by 11.3% y-o-y, largely attributed to rental relief
- Footfall and tenant sales across the malls recovered during the year-end festive period

PARAGON



THE CLEMENTI mall

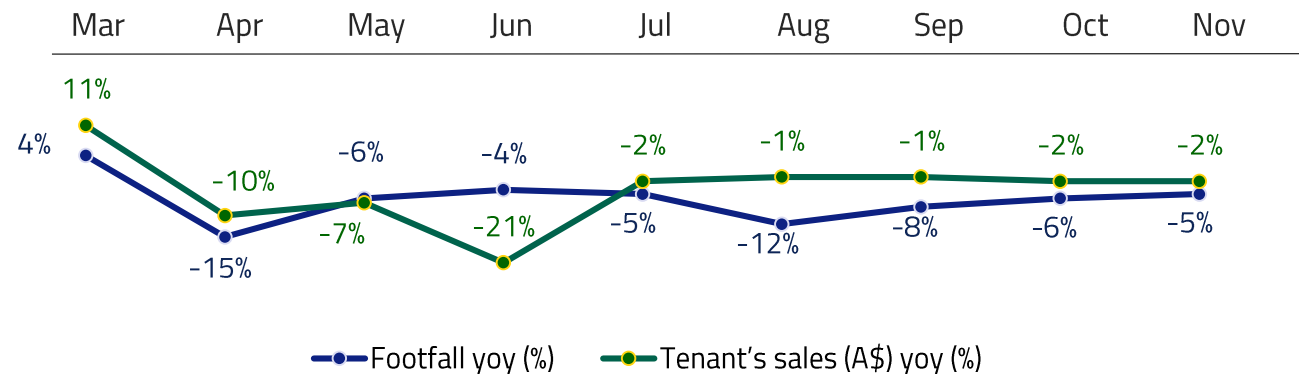
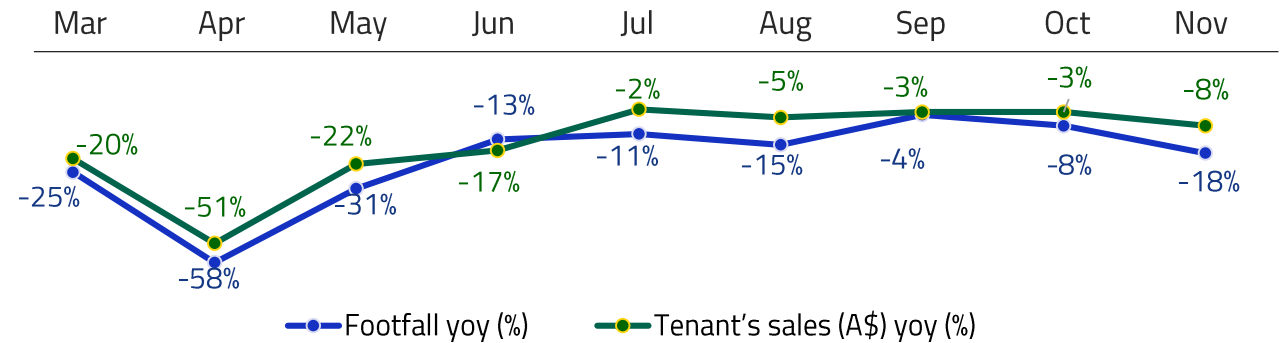


SPH REIT: CONTINUOUS RECOVERY FOR AUSTRALIA RETAIL ASSETS



Tenant sales in Westfield Marion affected by recent lockdown in South Australia (19 – 21 Nov 2020) while Figtree Grove held steady

- 1Q FY21 gross revenue increased by S\$12.8m, driven by the acquisition of Westfield Marion in 2Q FY20



WOODLEIGH RESIDENCES: SALES PROGRESSING STEADILY



Artist impression of Woodleigh Residences and Woodleigh Mall

Winner in the Best Integrated Development category for PropertyGuru Asia Property Awards Singapore

- As at 8 Jan 2021, approx. 404 units (60% of total units) have been sold at an average price of S\$1916 psf.
- Sales have been encouraging with over 190 units sold since the lifting of Circuit Breaker
- Construction progress affected by Covid-19

PBSA

sph



BOOKINGS FOR ACADEMIC YEAR 21/22 COMMENCED

GREAT NEWS!

WANT TO STAY ANOTHER YEAR?

LOWEST RATE GUARANTEED WHEN YOU BOOK WITH US FOR 2021/22
SPEAK TO RECEPTION TO FIND OUT MORE

RESIDENTS EXCLUSIVE!
BOOK WITH US FROM 2ND TO 30TH NOVEMBER 2020 AND SPIN THE WHEEL OF FORTUNE* TO WIN A PRIZE

T&C's Apply*

REFER A FRIEND

Refer a friend for academic year 2021/2022, and both of you will receive a **£100 Amazon voucher!** Click here to find out more.

Achieved 88% of target revenue for Academic Year 20/21 as at 8 Jan 2021

- Bookings continue to be received for Academic Year 20/21 as Higher Education courses start in Jan 2021
- Universities moved to online teaching till mid-Feb due to recent lockdown in UK

Bookings have started for Academic Year 21/22 with 17% of target revenue achieved as at 8 Jan 2021

- Launched sales and marketing campaigns:
 - **Rebooker campaign:** Exclusive 1 month lucky draw period and lowest rate guarantee to encourage the residents to book early
 - **Early bird campaign:** Room rates increase as the occupancy goes up
 - **Refer a friend campaign:** To receive £100 voucher each for every successful referral
- Comprehensive network with over 28 agents globally to reach out to international students in key markets (such as China, India, Cyprus)

KEY CAPABILITIES ADVANCEMENTS IN PBSA OPERATIONS



Internal development team delivered Student Castle Oxford and Brighton successfully

- Oxford (515 beds): Students have moved in since 12 Sep 2020
- Brighton (206 beds): Students have moved in since 21 Nov 2020

13 out of 28 assets currently managed in-house with 5 assets taken over in 1Q FY21

- Remaining assets to be taken over progressively in 2021, expected to be completed by 1 Oct 2021
- Upon completion, all bookings will be managed under our proprietary Property Management System
- Integration of operations progressing steadily with all employees under direct employment of SPH

INTENSIFIED EFFORTS TO PROTECT RESIDENTS FROM COVID-19



Student Castle assets implemented safety measures* to protect safety and well-being of residents, such as:

- Increased cleaning of all facilities and furniture, and providing hand sanitisers at many convenient locations
- Safety screens at reception areas and one-way walkthroughs
- Social distancing at all common areas and scheduled gym slots to prevent overcrowding at the gym
- Providing quarantine support such as food deliveries, waste collection, well-being support and 24 hr reception
- Organising virtual events for residents and virtual viewing for new applicants

Additional measures implemented during UK lockdown period in Dec 2020:

- Non-essential maintenance and paid cleaning of rooms suspended
- All gyms closed and study areas remain open by appointment only
- No socialising allowed outside respective households

*Source: <https://www.studentcastle.co.uk/media/2641/sc-safety-measures.mp4>

OTHERS



SGCARMART.COM
THE ONLY PLACE FOR SMART CAR BUYERS



coupang

FASTJOBS

sph

AGED CARE: STABLE PERFORMANCE IN SINGAPORE AND JAPAN



Operations improving for OV assets

- BOR increased from 80% in Aug 2020 to 81% in Nov 2020
- Good response for initiatives such as CARE20 promotion which targets non-subsidised residents
- Continue to drive business growth for Life Medic through participation in new tenders, enhance B2C channels and product expansion



Japan assets performing well despite Covid-19

- Underlying portfolio occupancy remained at high 90s
- Lessees of all 5 assets continue to pay rent on time

To develop Aged Care as an emerging segment post Covid-19

- Continue to review a strong pipeline of acquisition targets in a prudent and disciplined approach

DIGITAL PORTFOLIO: IMPROVED PERFORMANCE



sgCarMart continues being the market leader in Singapore with overseas expansion plans in 2021

- Following sgCarMart's strong success and dominant position in Singapore, the company is now exploring overseas expansion in Asia in 2021



Korean e-commerce Coupang saw valuation uplift from improving financial performance and market sentiment

- Growth in revenue due to strong demand for online grocery and shopping arising from the pandemic

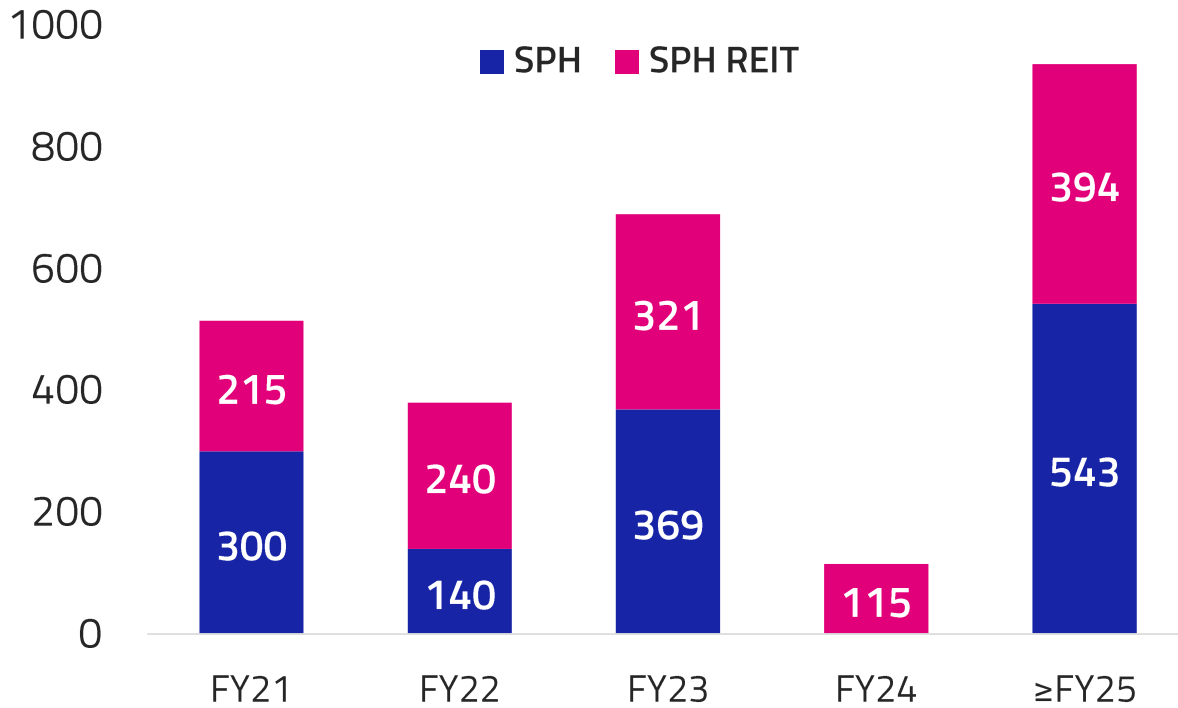
CAPITAL MANAGEMENT

sph



RESILIENT BALANCE SHEET

Term Debt Maturity Profile (S\$ million)
 Approx. S\$3.0 billion as at 30 Nov 2020



| | 31 Aug 2020 | 30 Nov 2020 |
|-----------------------------------|-------------|-------------|
| Weighted Average Debt to Maturity | 3.8yr | ↓ 3.5yr |
| Cash balance | \$865m | ↑ \$898m |

Note: Excludes RCF, Woodleigh JV loan and perpetual securities of SPH and SPH REIT

REFINANCING OF THE SELETAR MALL TERM LOAN



Proactive capital management with term loan refinanced ahead of expiration

- S\$300m term loan refinanced through an extension of the existing loan
- Loan extension targeted to commence on 11 Feb 2021 for a tenure of 3 years
- Weighted average debt to maturity will improve from 3.5yr to 3.8yr*
- Continued support from our financiers despite Covid-19 disruption

***Note:** Assuming The Seletar Mall Term Loan has been refinanced as of 30 Nov 2020 and extended to 11 Feb 2024

THANK YOU

Visit www.sph.com.sg for more information

