



EC World
运通·网城 REIT (BWCU.SI)

Investors Presentation

August 2020



Disclaimer

This presentation may contain forward-looking statements that involve assumptions, risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from other developments or companies, shifts in expected levels of occupancy rate, property rental income, charge out collections, changes in operating expenses (including employee wages, benefits and training costs), 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 the current view of management on future events.

The information contained in this presentation has not been independently verified. No representation or warranty expressed or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Neither EC World Asset Management Pte. Ltd. (the "Manager") nor any of its affiliates, advisers or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising, whether directly or indirectly, from any use, reliance or distribution of this presentation or its contents or otherwise arising in connection with this presentation.

The forecast performance of EC World Real Estate Investment Trust ("EC World REIT") is not indicative of the future or likely performance of EC World REIT. The forecast financial performance of EC World REIT is not guaranteed.

The value of units in EC World REIT ("Units") and the income derived from them may fall as well as rise. Units are not obligations of, deposits in, or guaranteed by, the Manager or any of its affiliates. An investment in Units is subject to investment risks, including the possible loss of the principal amount invested.

Investors should note that they will have no right to request the Manager to redeem or purchase their Units for so long as the Units are listed on the Singapore Exchange Securities Trading Limited (the "SGX-ST"). It is intended that unitholders of EC World REIT may only deal in their Units through trading on the SGX-ST. Listing of the Units on the SGX-ST does not guarantee a liquid market for the Units.

This presentation is for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for Units.

Table of Contents

Section A	Overview of EC World REIT
Section B	Latest Business Updates
Section C	Key Investment Highlights
Section D	Appendices



EC World
运通·网城 REIT

Section A: Overview of EC World REIT



About EC World REIT

A Unique Specialised and E-Commerce Logistics Platform

- Sponsor:** Forchn Holdings Group, a leading real estate, e-commerce logistics, port operation services provider based in China
- Investment Mandate:** To invest in a portfolio of income-producing real estate used primarily for e-commerce, supply-chain management and logistics purposes
- Portfolio:** 8 quality income-producing properties comprising **specialized, e-commerce** and **port logistics assets providing a good mix of stable income and growth potential**




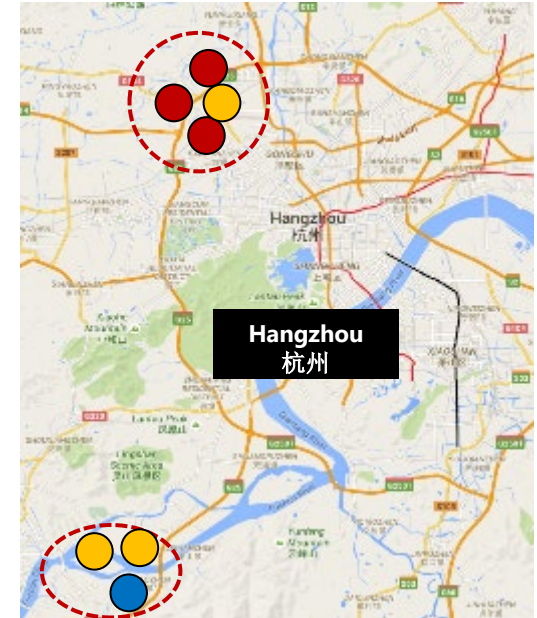
7 in Hangzhou, 1 in Wuhan, PRC

Cities with **strong economic growth** and **rapidly expanding e-commerce** sector. Situated within **integrated e-commerce cluster fulfilment clusters** in the vicinity of **key transportation networks**.

Total Assets
\$S\$1,774 million¹

Healthy WALE
of **3.6 years²**
providing
predictability in
income


DPU Yield
of
7.4%³



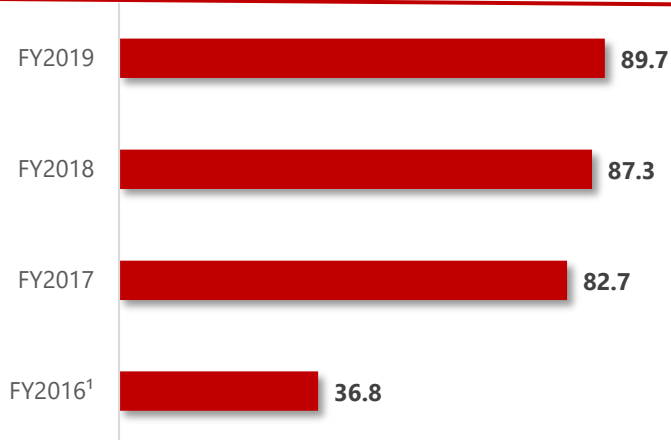
- E-Commerce Logistics
- Specialised Logistics
- Port Logistics

(1) As at 30 June 2020
(2) As at 30 June 2020, by gross rental income
(3) Based on annualized 1HFY2020 DPU of 5.116 cents and Unit Price of \$S\$0.690 per Unit as at 30 June 2020

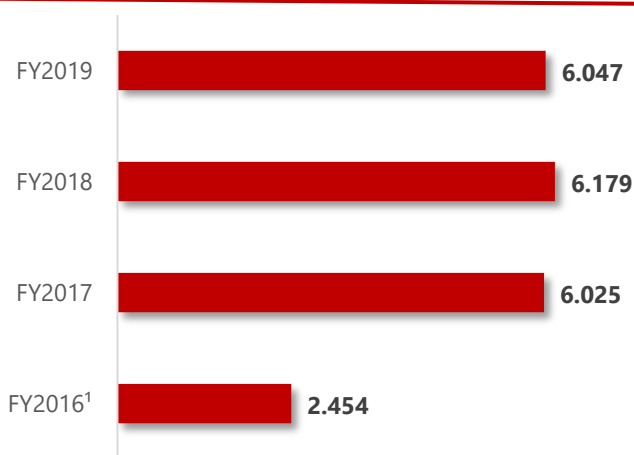
Building Track Record Since IPO

Focus on enhancing returns, disciplined growth and prudent risk management

Net Property Income (S\$m)



Distribution Per Unit (Singapore cents)



Key Milestones Since Listing

August 2019

- Completed acquisition of Fuzhou E-Commerce

May 2019

- Successfully signed 3 new Master Lease Agreements extending expiries to end 2024

Sept/Oct 2018

- Inclusion into FTSE Indices: FTSE All-China Index and FTSE Shariah Compliant Index

Feb 2018

- FY2017 DPU exceeded forecast by 1.5%

Jul 2016

- Listing on SGX Mainboard

July 2019

- Entered into Facilities Agreement to refinance existing loans and acquire Fuzhou E-Commerce acquisition
- Completed refinancing of existing loans

Feb 2019

- FY2018 DPU grew 2.6%

April 2018

- Acquisition of Wuhan Meiluote

Feb 2017

- FY2016 DPU exceeded forecast by 0.2%

(1) EC World REIT was listed on 28 July 2016. The relevant reporting period is from 28 July to 30 September 2016.

About the Sponsor: Forchn Holding Group

Overview of the Sponsor

- Established in 1992 and headquartered in Shanghai, the Sponsor is a diversified enterprise group specializing in ecommerce logistics services, real estate, consumer goods, industrials, and health & wellness
- The Sponsor has an operating presence in Hangzhou, China, Singapore and most recently established in Hong Kong
- The Sponsor boasts ownerships of some of the leading brands in China in their respective categories – Ruyicang (Ecommerce Logistics Services), Zhang Xiao Quan (Consumer Goods), Est Mall (Real Estate) and Fuchun Resort (Health & Wellness)



Sponsor Leadership Profile



Zhang Guobiao, Chairman and Founder

Established the Sponsor in 1992, and has been at the forefront of its growth and transformation into a leading real estate, ecommerce and consumer focused business



Zhang Xincheng, Executive Director and CFO

Leading capital market and internationalisation efforts for the Sponsor since November 2013. Previously worked as an Investment Manager for Fosun Capital



Wang Ren, Group Vice President and CIO

Leads investments and corporate development for the Sponsor; focus on overseas business. Previously, Asia President of Jefferies and Head of FIG at UBS

Corporate Timeline

1992: Founded Forchn Trading for traditional building materials trading business; since diversified into production

2004: Acquired Hangjia, a Hangzhou based SOE to establish its venture into new building materials

2010: Invested in Fuyang Est Mall together with Fosun Group
2012: Opened Hangzhou New World Centre

2016: Acquired Fuchun Resort to begin its foray into Health & Wellness

2018: Opening of HK office

1993: Operated a 5,000 ton port in Shanghai Sanlin on Huangpu river
2003: Developed and owned Chongxian Hangzhou Port

2007: Entered consumer hardware with the acquisition of Hangzhou Zhang Xiao Quan (a well-known 390 year old cutlery brand)

2013: Founding shareholder of Cainiao and established Ruyicang, integrated logistics platform serving e-commerce market

2016: EC World REIT IPO on the SGX

Forchn Group — A Leading Diversified Group in China

1

Integrated Logistics & Supply Chain Management

✓ Fast expanding logistics focused group with businesses spanning across entire supply chain ecosystem

Supply Chain Value Chain

Sourcing & Development

Unilogix 网营物联

- RMB5 bn development and investment fund for logistics real estate supported by Zhejiang government

Asset Management

FORCHN 富春
崇 贤 港
Hengde 恒德物流
HENG DE LOGISTICS

- Over 2 decades of port operations and logistics facilities management experience

Fulfillment

如意 如意
CAINIAO 菜鸟

- Founding shareholder of Cainiao Network
- Omni-channel platform currently operating c.1.5m sq m across 30 cities

Asset Securitization

EC World
运通网城 REIT

- Well established asset holding platform
- Recently acquired Fuzhou E-commerce for c.S\$222.1 m

Financial Services

FORCHN 富春国际
INTERNATIONAL

- Logistics private funds platform with initial focus on Southeast Asia
- Spearheading Group's overseas expansion efforts

2

Industrial Manufacturing

✓ Market leading manufacturer in construction materials and cutlery products

张小泉
Zhang Xiao Quan
Since 1628

Zhang Xiao Quan

- Renowned premium cutlery brand with almost 400 years history

FORCHN 富春
杭 加 新材

Forchn Hang Jia

- One of the largest suppliers in autoclaved lightweight concrete products
- Supplies to GLP, Cainiao, Vanke, Evergrande in China, Australia, Japan and Singapore

3

Health & Wellness

✓ High end one stop health and wellness services provider

FUCHUN RESORT
富春山居

Fuchun Resort

- One of China's top golf course resorts
- Built on the actual site of the famous 富春山居图 (Dwelling in the Fuchun Mountains)

公望健康
GONGWANG HEALTH

公望仁雅
GONGWANG RINYA

Gongwang Health

- Premium wellness platform targeting high income earners

EC World
运通网城 REIT

Portfolio Summary

Resilient Portfolio Providing Organic Growth

Valuation:
RMB8.1 bn
(S\$1.6 bn)

Annualised Portfolio NPI Yield:
6.4% ⁽²⁾

Total NLA:
960,461 sqm ⁽²⁾

Occupancy Rate:
98.7% ⁽³⁾

1

Fu Heng Warehouse

2

Fuzhou E-Commerce

3

Stage 1 Properties of
Beigang Logistics

4

Wuhan Meiluote



5

Hengde Logistics

6

Chongxian Port Investment

7

Chongxian Port Logistics

8

Fuzhuo Industrial



8 High Quality Logistics Assets in 3 Sub-Segments in the cities of Hangzhou and Wuhan

● E-Commerce Logistics ● Specialised Logistics ● Port Logistics

(1) Based on valuation as at 31 December 2019, appraised by JLL
 (2) As at 30 June 2020. In RMB terms. Annualised based on 2QFY2020 NPI
 (3) As at 30 June 2020



EC World
运通·网城 REIT

Section B: Latest Business Updates



2QFY2020 Key Financial Highlights

Businesses Rebooting



2QFY2020 Financials and Distributions

- **18.8% and 22.1% increase** in **gross revenue and net property income** to S\$28.2 million and S\$25.8 million respectively
- Top line increase offset by higher finance cost due to higher loan quantum. Consequently, **amount available for distribution of S\$12.4 million, ↑ 0.5% year-on-year**
- In view of the global COVID-19 situation, ECW **retain 10% of amount available for distribution**
- Consequently, **Distribution Per Unit (“DPU”) of 1.386 cents** is 10.4% lower year-on-year



Healthy portfolio lease expiry with embedded rental escalation

- **Portfolio occupancy of 98.7%** weighted average lease to expiry (**WALE**) of **3.6 years (by gross rental income)**
- **Headwinds remain for new leases** as businesses **remain cautious** about business plans amidst global economic uncertainties
- Embedded **rental escalation** in master lease agreements provide **organic growth**



Stable Capital and Debt Structure

- **All-in running interest rate** for 1HFY2020 and 2QFY2020 of **4.3%**
- Weighted Average Term of Debt Expiry of **2.12 years**
- **100%** of interest rate risk of **Offshore Facility hedged using floating to fixed interest rate swaps and cross currency swaps.**

2QFY2020 Summary Results

Year on Year Comparison	2QFY2020	1QFY2020	Variance (%)
Gross revenue (S\$'000)	28,205	23,534	19.8
Net property income (S\$'000)	25,835	21,138	22.2
Finance Cost (S\$'000)	(9,751)	(9,736)	0.2
Total amount available for distribution (S\$'000)	12,376	9,788	26.4
Amount retained for cash flow management (S\$'000) ¹	1,234	490	n.m.
Distribution to Unitholders (S\$'000)	11,142	9,298	19.8
Applicable number of units for computation of DPU (million)	803.9	802.9	0.1
Distribution Amount Available per Unit (Singapore cents)	1.539	1.219	26.3
Distribution per unit after retention (Singapore cents)	1.386	1.158	19.7

- **Gross revenue and NPI increased 19.8% and 22.2%** compared to 1QFY20 mainly due to absence of rental rebates which was recognized in 1QFY20
- Distribution to Unitholders grew 19.8% due to higher revenue offset by higher retention in 2QFY2020 in view of the uncertainties arising from COVID-19
- DPU of **1.386 cents is 19.7% higher** than 1QFY20 DPU of 1.158 cents
- On a like-for-like basis, **without retention**, DPU would have increased **26.3% quarter-on-quarter**

(1) Retention of total amount available for distribution in view of uncertainties arising from COVID-19

2QFY2020 Summary Results

Year on Year Comparison	2QFY2020	2QFY2019	Variance (%)
Gross revenue (S\$'000)	28,205	23,734	18.8
Net property income (S\$'000)	25,835	21,157	22.1
Finance Cost (S\$'000)	(9,751)	(6,986)	39.6
Total amount available for distribution (S\$'000)	12,376	12,314	0.5
Amount retained for cash flow management (S\$'000) ¹	1,234	-	n.m.
Distribution to Unitholders (S\$'000)	11,142	12,314	(9.5)
Applicable number of units for computation of DPU (million)	803.9	795.8	1.0
Distribution Amount Available per Unit (Singapore cents)	1.539		(0.5)
Distribution per unit after retention (Singapore cents)	1.386	1.547	(10.4)

(1) Retention of 10% of total amount available for distribution in 2QFY2020 in view of uncertainties arising from COVID-19

- In SGD terms, **gross revenue and NPI is S\$4.5 million and S\$4.7 million higher** in 2QFY20 compared to 2QFY19
- **In RMB terms, the gross revenue and NPI were 19.0% and 22.3% higher** respectively compared to 2Q19.
- After straight-line, security deposit accretion and other relevant distribution adjustments, the **gross revenue and NPI in RMB terms were 19.8% and 20.7% higher** respectively compared to 2Q19, **mainly due to contribution from Fuzhou E-commerce which was acquired in August 2019 and organic growth from rental escalations.**
- **Finance cost** increased by 39.6% due to **higher loan quantum**
- **Total amount available for distribution** increase 0.5% to **S\$12.4 million**
- Distribution Amount available per Unit **declined 0.5% y-o-y due to higher units base**
- ECW **retain 10%** of total amount available for distribution in view of the view of uncertainties arising from COVID-19
- DPU of **1.386 cents will be paid around 28 September 2020**

1HFY2020 Summary Results

Year on Year Comparison	1HFY2020	1HFY2019	Variance (%)
Gross revenue (S\$'000)	51,739	47,591	8.7
Net property income (S\$'000)	46,973	42,342	10.9
Finance Cost (S\$'000)	(19,487)	(13,953)	39.7
Total amount available for distribution (S\$'000)	22,164	24,237	(8.6)
Amount retained for cash flow management (S\$'000) ¹	1,724	-	n.m.
Distribution to Unitholders (S\$'000)	20,440	24,237	(15.7)
Applicable number of units for computation of DPU (million)	803.9	788.5	1.0
Distribution Amount Available per Unit (Singapore cents)	2.758	3.048	(9.5)
Distribution per unit after retention (Singapore cents)	2.544		(16.5)

(1) Retention of 1.7 million of total amount available for distribution in 1HFY2020 in view of uncertainties arising from COVID-19

- In SGD terms, gross revenue is 8.7% while NPI is 10.9% higher compared to 1H2019.
- In RMB terms, the gross revenue and NPI were 9.5% and 11.8% higher respectively compared to 1H2019.
- After straight-line, security deposit accretion and other relevant distribution adjustments, the **gross revenue and NPI in RMB terms** were **10.4% and 11.4% higher** respectively compared to 1H2019, mainly due to contribution from Fuzhou E-commerce which was acquired in August 2019 and organic rental escalations, **offset by one-off rental rebates** given to tenants to mitigate the adverse effects of the current COVID-19 situation on tenants' operations.
- Higher finance costs of S\$19.5 million compared to 1H2019 mainly due to higher loan quantum compared to same period last year.
- **Distribution to Unitholders** of S\$20.4 million is S\$3.8 million or 15.7% lower mainly due to rental rebates given in 1Q20 as announced on 3 April 2020 and retention of distribution in view of the uncertainties arising from COVID-19

Stable Balance Sheet

S\$'000	As at 30 June 2020	As at 31 Dec 2019
Cash and cash equivalents⁽¹⁾	119,337	119,469
Investment Properties	1,598,099	1,567,586
Total Assets	1,774,303	1,724,041
Borrowings	682,779	654,514
Total Liabilities	1,078,471	1,040,116
Net Assets attributable to Unitholders	695,832	683,925
NAV per unit (S\$)	0.87	0.85

(1) Includes RMB194.7 million (S\$38.4 million) cash security deposits received from the master leases and cash deposits of RMB474.7 million (S\$93.6 million) placed as collateral for standby letter of credit ("SBLC") issuance

Prudent Capital Management

Proactive Capital Management

FY2Q2020 Summary

- ❑ **2QFY2020 and 1HFY2020 blended** running interest rate of **4.3%**
- ❑ **Healthy Weighted Average Debt Expiry to 2.12 years**
- ❑ **100% of offshore facilities** has been swapped into **fixed rate**
- ❑ Aggregate leverage of **39.1%**
- ❑ Interest coverage ratio of **2.45x⁽¹⁾**
- ❑ Proactive monitoring of exchange rate. FX option contract to lock in SGDRMB for ECW's RMB income source for 2QFY20 distribution.

Key Debt Figures

Total Debt Drawdown as at 30 June 2020

- RMB1,095.0 million onshore
- S\$300.0 million and US\$86.8 (S\$123.6 million)
- S\$83.3 million RCF ⁽²⁾

2QFY2020 Blended Running Interest Rate⁽³⁾

- Onshore – 6.1% p.a.
- Offshore – 4.0% p.a.
- RCF – 1.3% to 2.6% p.a.

Hedging Profile Forex (SGD/RMB) 3QFY20

- Hedged through call vanilla option
- Strike price at CHN 5.092

(1) Calculated by dividing the trailing 12 months earnings before interest, tax, depreciation and amortisation (excluding effects of any fair value changes of derivatives and investment properties, and foreign exchange translation), by the trailing 12 months interest expense and borrowing-related fees. In 1QFY2020, ECW provide a one-time rental rebates given to tenants to mitigate the adverse effects of the current COVID-19 situation on tenants' operations. Based on annualized 2QFY20 earnings before interest, tax, depreciation and amortisation (excluding effects of any fair value changes of derivatives and investment properties, and foreign exchange translation), divided by the annualized 2QFY20 interest expense and borrowing-related fees, interest cover ratio would have been 2.64x

(2) S\$83.3 million drawn down from the S\$120.0 million revolving credit facility

(3) Including amortized upfront fee, the all-in interest rate for 2QFY2020 is 5.1%

Proactive Investor Relations Initiatives

Support from the Research Community

DBS

- ✓ Maintained "Buy" rating with target price of S\$0.80 in Aug 2020

RHB

- ✓ "Steady as it goes". Maintained "Buy" rating with a target price of S\$0.76 in Aug 2020

Soochow Securities

- ✓ "Steady as she goes". Maintained "Buy" with a target price of S\$0.87 in Aug 2020

Philips Securities

- ✓ Maintained "Buy" with a target price of S\$0.77 in May 2020

KGI Securities

- ✓ Maintained "Outperform" with target price of S\$0.73 in May 2020

Inclusion of EC World REIT in FTSE Indices

- ✓ FTSE China Index – one of 20 constituents
- ✓ FTSE Singapore Shariah Index – one of 48 constituents



12 August 2020

EC World REIT (ECWREIT SP)

Steady As It Goes; Keep BUY

- Maintain BUY, TP of SGD0.76, 15% upside with c.8% FY20F yield. EC World REIT's 1H20 results are in line. We hosted Management for a post-results investor briefing. Key takeaways: a gradual resumption of normal operations across all its assets, increased demand for e-commerce logistics assets post COVID-19, and a cautiously optimistic outlook. Valuations are attractive, at 0.8x P/BV, with a stable and high yield of >8%.

Singapore Company Update

Property | REITS

Buy (Maintained)

Target Price (Return): SGD0.76 (+15%)
 Price: SGD0.66
 Market Cap: USD383m
 Avg Daily Turnover (SGD/USD): 0.63m/0.45m

Analyst

Vijay Natarajan
 +65 6232 3872
 vijay.natarajan@rhbgroup.com



Singapore Company Guide EC World REIT

Version 3 | Bloomberg: ECWREIT SP | Reuters: ECWO.SI

Refer to important disclosures at the end of this report

DBS Group Research | Equity

14 May 2020

BUY

Last Traded Price (13 May 2020): S\$0.675 (STI: 2,572.01)
 Price Target 12-mth: S\$0.80 (19% upside)

Analyst

Dale LAI +65 66823715 dalelai@dbsg.com
 Derek TAN +65 6682 3716 derektan@dbsg.com

Business as usual

Maintain BUY with a TP of S\$0.80. EC World REIT (ECW) voluntarily gave half a month of rental rebates to its tenants due to disruption in operations caused by COVID-19. The RMB23.7m in rebates affected revenues and distributable income despite the relatively stable operating performance. Going forward, we understand that tenant operations may be



BUY

TP: SGD 0.87
 ▲ 35.7%

EC World REIT

ECWREIT.SP

Steady as she goes

ECWREIT's 1H20 results came in generally inline with our FY20E estimates, assuming that China's recovery proceeds smoothly and retained DI is distributed at yr-end. Signs of QoQ stabilization are already shown through discontinuation of further rebates, flattish reversions, stable occupancies, and further resumption of tenant operations. Mgmt. remains confident that China Tobacco will likely be renewed at flattish reversions and we also expect

Results Review

Singapore REITS

11 August 2020



REPORT AUTHORS

Zhao Yiyuan
 +65 6671 8126
 yiyuan.zhao@sccmasia.com

EC World REIT

Income visibility from master leases

SINGAPORE | REAL ESTATE (REIT) | 1Q20 RESULTS

- 1Q20 revenue and DPU came in 18.2% and 26.7% below our forecasts due to the one-off RMB23.7m (\$54.6mn) rental rebates given to tenants, and 5% retention of distributable income, excluding which, revenue and DPU would have been in line with estimates.
- High income visibility due to portfolio occupancy of 99.1% and WALE of 3.8 years.
- Maintain BUY with lower TP of S\$0.77. Our TP translates to a FY20e DPU yield of 9.0%.

Results at a glance

(SGD mn)	1Q20	1Q19	YoY	Comments
Revenue	11.5	13.8	-16%	
DPU	0.18	0.24	-25%	



RESULTS UPDATE REIT - Singapore
 EC WORLD REIT (ECWREIT SP)

Normalcy with an added sprinkle of caution

Amirah Yusoff / 65 6202 1195 / Amirah.Yusoff@kgi.com

- Maintain **OUTPERFORM** with revised 12M TP of S\$0.73. 1Q revenue and NPI makes up 23% and 22.4% of our revised FY20F forecasts, while DPU contributes 21.4%. Slight drop in 1Q revenue YoY was mainly due to one-off rental rebates offered to tenants, while DPU is lower mainly due to a 5% retention for prudence and financial fluidity during this period.
- All tenants back in business. As of 31 March 2020, tenants

Outperform - Maintain	Performance (Absolute)
Price as of 14 May 20 (SGD)	0.67
12M TP (SGD)	0.73
Previous TP (SGD)	0.82
Upside, incl div (%)	17.2%
Trading data	
Mkt Cap (USD mn)	534
Issued Shares (mm)	803
Vol. 3M Daily avg (mm)	1.5



EC World
运通·网城 REIT

Section C: Key Investment Highlights



EC World REIT's Competitive Advantages



1 Stable Portfolio with Augmented Growth Potential

Income Predictability | Built-in Escalations | Exposure to E-Commerce Logistics Sector

E-Commerce Logistics Assets

Asset	Lease Structure	Occupancy	Key Highlight
Fu Heng	Master Lease: 1 Jan 2016 to 31 Dec 2024 Rental escalation of 3.0% on 1st Jan 2020, 2.0% annually from 1st Jan 2021.	100%	Coveted property; entire suite of facilities supporting ecommerce fulfilment
Fuzhou E-Commerce	Master Lease: 8 Aug 2019 to 7 Aug 2024 Rental escalation of 2.25% per annum	100%	Situated next to Fu Heng. A rare sizable integrated e-commerce logistics asset
Stage 1 Properties of Bei Gang	Master lease: 1 Nov 2015 to 31 Oct 2024 Rental escalation of 1% on 1st Jan 2020 and 1% from Nov 2020 to Oct 2024	100%	One of the largest e-commerce developments in the region
Wuhan Meiluote	Multi Tenanted	93.3%	First acquisition in 2018. Tenanted to e-commerce players

Specialized Logistics Asset

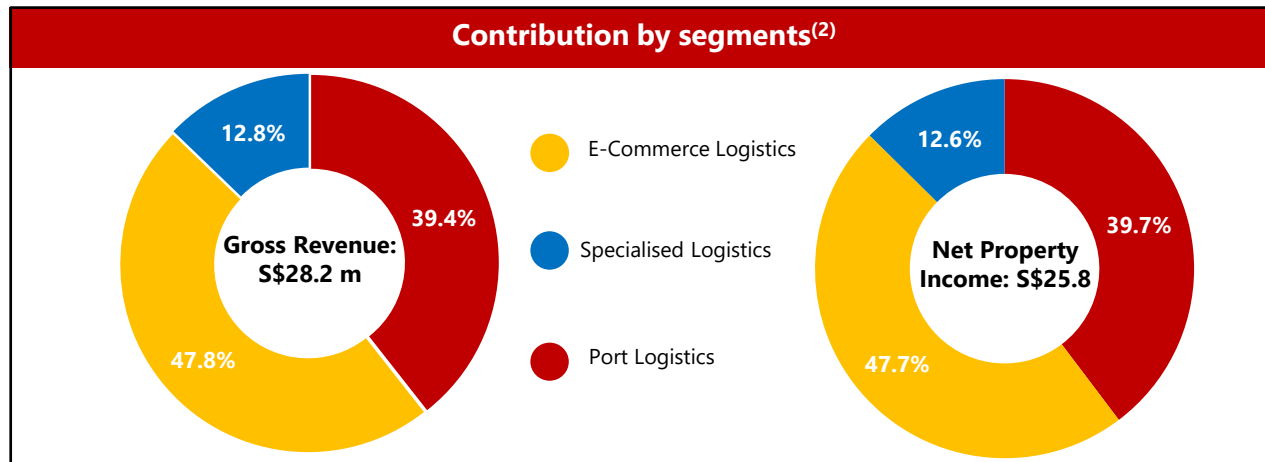
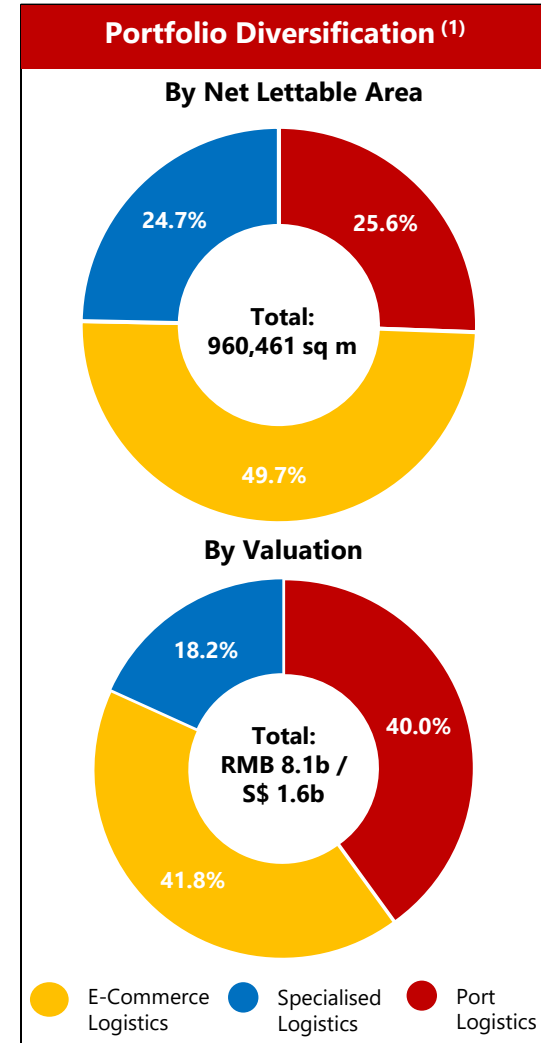
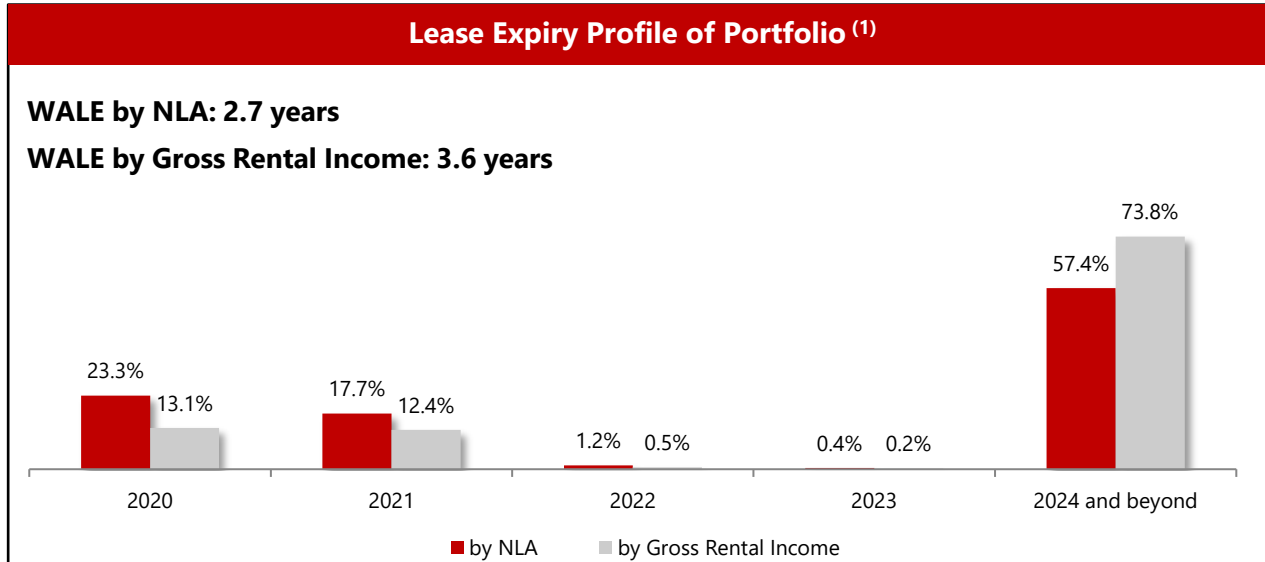
Asset	Lease Structure	Occupancy	Key Highlight
Hengde Logistics	Multi Tenanted	100%	Customised environment control warehouse space for major SOE tenant China Tobacco

Port Logistics Assets

Asset	Lease Structure	Occupancy	Key Highlight
Chongxian Port Investment	Master lease: 1 Jan 2016 to 31 Dec 2024 Rental escalation of 3.0% on 1st Jan 2020 and 2.0% annually from 1st Jan 2021	100%	Leading river port with 60% market share for steel products in Hangzhou
Chongxian Port Logistics	Multi Tenanted	95.5%	Integrated operations , storage processing and logistics distribution for steel products
Fu Zhuo Industrial	Two main tenancies: (1) Apr 2015 to Apr 2020: 10% annually in first 3 years, 15% from Year 4 from and (2) 7.5% every 3 years from Oct 2014 to Oct 2029	100%	Adjacent to port ; for cement related products

1 Quality and Differentiated Asset Portfolio

- ✓ Healthy Weighted Average Lease to Expiry of **3.6 years** (by Gross Rental Income)
- ✓ Portfolio occupancy rate of **98.7%**

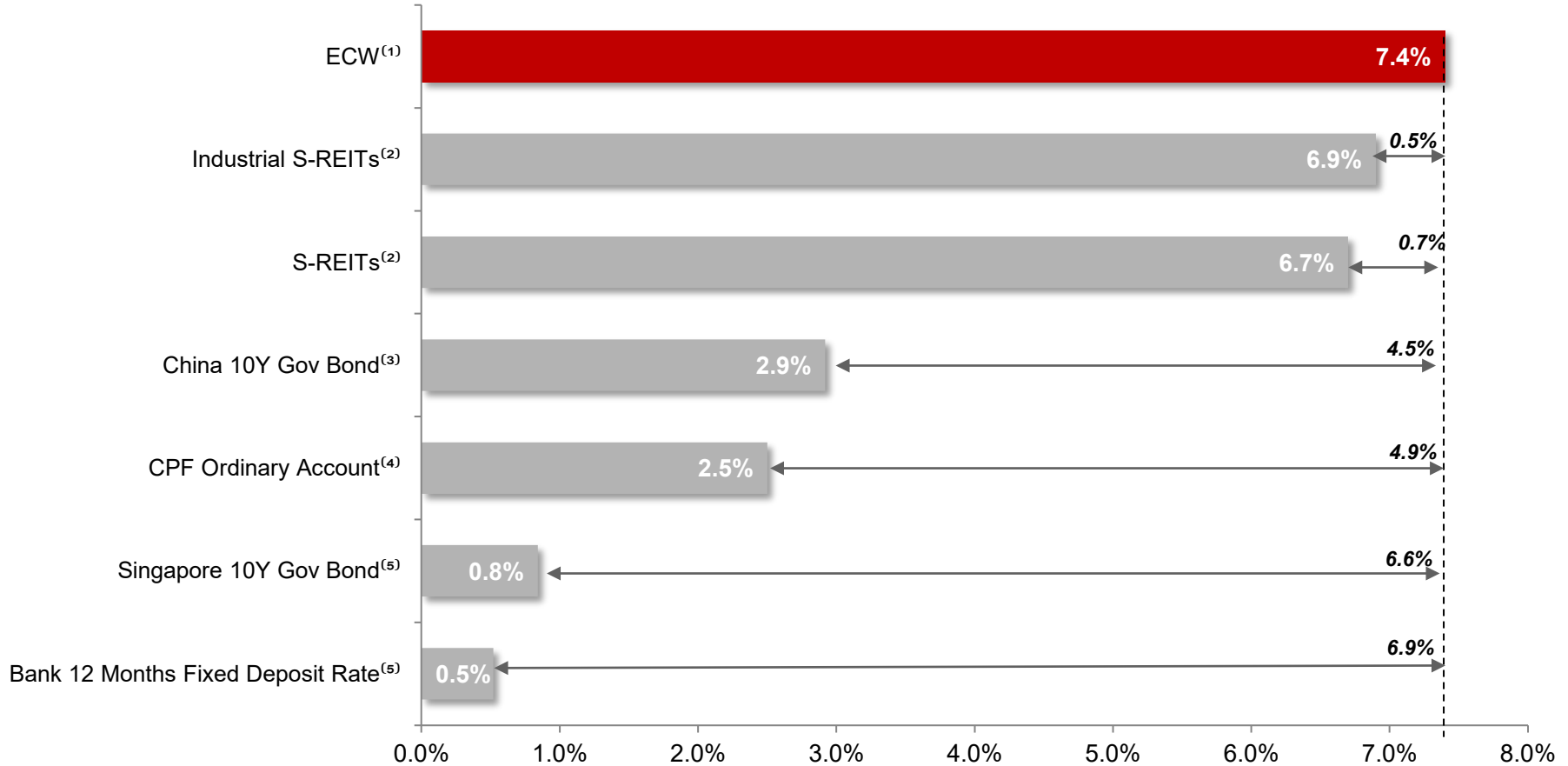


(1) As at 30 June 2020

(2) In SGD. For the three months ended 30 June 2020.

2 Stable Distribution Yield

Yield Compared to Peers



(1) Based on annualized 1HFY2020 DPU of 5.116 cents and Unit Price of S\$0.690 per Unit as at 30 June 2020

(2) Based on Broker Research

(3) Source: Bloomberg

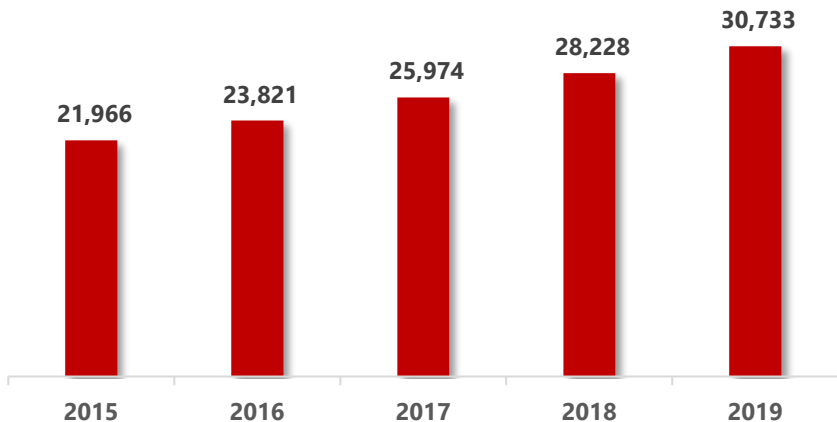
(4) Source: CPF Board

(5) Source: Monetary Authority of Singapore

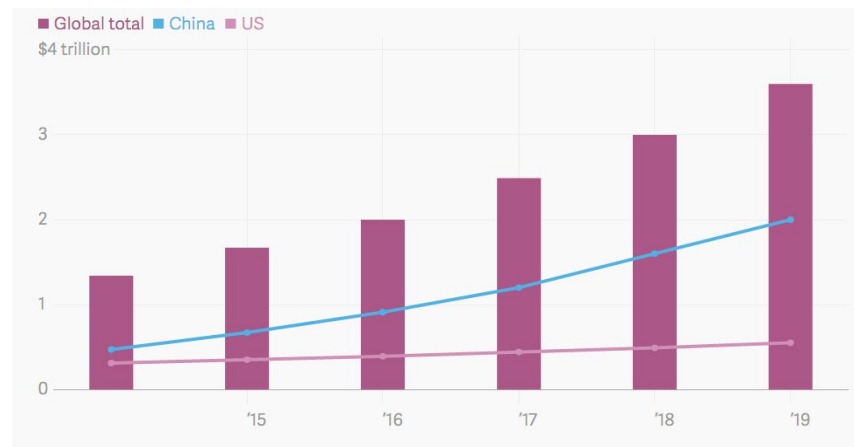
3 Capitalise on Fast Growing E-Commerce Logistics Market

Riding the Wave of the Fast and Rapidly Expanding PRC E-commerce Sector

Growing China Disposable Household Income (RMB)

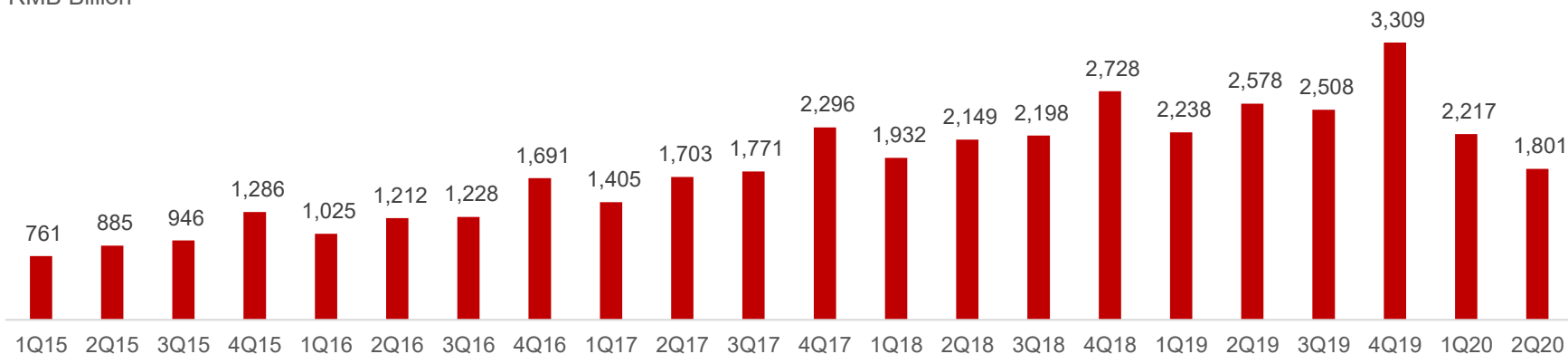


Global E-commerce – China driving growth



Sustained China Online Retail Sales (RMB Billion)

RMB Billion



Source: Bloomberg, SmartInsights

4

Symbiotic Relationship between REIT and Sponsor

Complete Ecosystem of Asset Acquisition and Management, Operating expertise and Securitization

Fund Management

The Sponsor manages **four** private funds with targeted **AUM of c. US\$1.2 billion** with quality partners including Cinda Asset Management and Nanshan Group

ULG 网营物联



EC World
运通网城 REIT

Asset Securitisation Platform

EC World REIT platform capitalises on Sponsor's capabilities and network, including:

- Stable revenue streams and visible cash flows
- Robust pipeline of acquisition assets
- Assured occupancy for further acquisitions

REIT's Acquisition and Asset Holding Platform

Sponsor's Logistics PE Funds providing potential pipeline

Pyramid Relationship providing backbone for growth

Sponsor's E-Commerce Logistics Operations



Fulfilment

Owns **omni-channel** logistics services platform providing the operations and management of the e-commerce eco-system

Shareholder of Cainiao Network, along with Alibaba Group, Fosun Group - credible support factor for the long term sustainability of their assets

Encompasses auxiliary services including **Big Data** and **supply chain financing**

Movement of goods, information and capital under one roof

4

Strategic Collaboration with Cainiao Network and Alibaba's Ling Shou Tong ("LST")

Tenanted by Leading Omni-Channel Logistic Service Provider

- ✓ Fuzhou E-Commerce & Fu Heng Warehouse are operated by Ruyicang (wholly owned subsidiary of the sponsor), a leading E-Commerce logistic services provider in China
- ✓ One of the earliest key partners and service providers of Cainiao network (Alibaba's logistic arm), Ruyicang has warehouse network and sophisticated operational expertise which enables itself to provide topnotch logistics service for not only E-Commerce platforms like Alibaba, JD and VIP.com, but also brands like MARS and Unilever
- ✓ Ruyicang operates more than 40 warehouses in 30 cities¹. It currently manages more than 1.5 million sqm warehouses and processes more than 1.5 million orders every day

Partnership



Capabilities

Ruyicang LST business operates **132,000 sqm** warehouses, annually processes **7.83 million orders**, **30 million parcels** and **370 million pcs**.



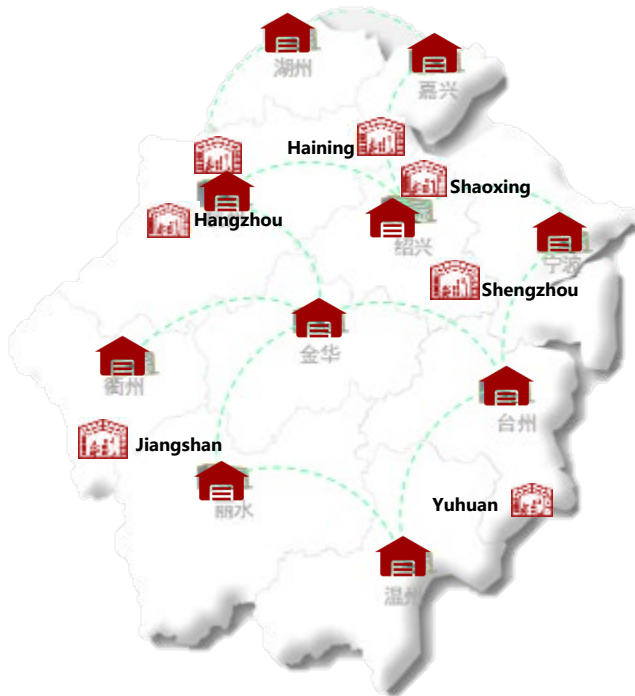
Ruyicang is **1 of 12** designated **logistics service providers** of the Cainiao Network and one of the **top Cainiao Partners**

5 Sponsor's Fund Management Capabilities

Leveraging Sponsor's Network and Pipeline

- ✓ **网营物联 (Hangzhou Unilogix)** – a collaboration with 浙商产融基金 (Zhesang Industrial Integration Fund) with registered capital of RMB 5 billion to invest in logistics assets across key gateway cities in China

ULG网营物联 Hangzhou Unilogix's 5 Year Expansion Plan Forms Potential Pipeline in China for the REIT



2019 to 2023



50 Projects



8 million sq m



Logistics Nodes



Operating and Development Assets

- ✓ Aims to establish **supply chain network to enhance efficiency**
- ✓ Promote **social and economic development** within Zhejiang
- ✓ **Enhance efficiency** through **development of strategically located logistics assets** covering major consumers cities to **serve the logistics nodes**
- ✓ **Target to support 40 to 50 industrial clusters** through usage of **big data analysis**

6

Distinguished and Highly Credible Board of Directors

Majority independent Board comprising accomplished members from public and private sectors



Mr Zhang Guobiao

Non-Executive Chairman

- Chairman and Founder of Sponsor
- Executive Vice Chairman of Zhejiang Chamber of Commerce
- Member of National People's Congress of Pudong, Shanghai



Mr Chan Heng Wing

Lead Independent Director

- Non-resident Ambassador to the Republic of Austria
- Independent Director of Fraser and Neave, Banyan Tree
- Former chief China rep for Temasek



Dr David Wong See Hong

Independent Director

- Former Deputy CEO of Bank of China (Hong Kong)
- Former Country Executive for ABN AMRO Southeast Asia
- Former Board member of Energy Market Authority and Civil Service College



Mr Chia Yew Boon

Independent Director

- Founding Managing Director of Catalyst Advisors – a Private Equity and Venture Capital Consultancy
- Independent Director at Technovator International Limited
- Previously worked at Boustead and GIC



Mr Li Guosheng

Independent Director

- Managing Director of Horizonline Pte Ltd
- Formerly a technical manager with China Enersave Limited



Mr Goh Toh Sim

Executive Director and CEO

- Refer to Management Bio



Audit and Risk Committee (ARC): David Wang See Hong, Chia Yew Boon and Li Guosheng

Nominating and Remuneration Committee (NRC): Li Guosheng, Zhang Goubiao, Chan Heng Wing, Chia Yew Boon

6

Experienced Management Team with Proven Track Record

- ✓ The management of EC World REIT has collectively over 60 years of experience in the real estate and financial services sectors
- ✓ Well-diversified and deep functional expertise in accounting trust management, real estate management and development as well as reporting and compliance



Goh Toh Sim

Executive Director and CEO

- Over 25 years of experience in management of industrial parks, real estate development and business management in China
- Extensive C-Level experience in China and Singapore
- Former Chief China Rep for Keppel Corp, Former CEO of Ascendas China, Former CEO of Evergro Properties



Wang Feng

Deputy Chief Financial Officer

- Over 20 years of experience spanning real estate development, reporting / audit (KPMG) and compliance / risk management
- Fellow member (FCCA) of Association of Chartered Certified Accountants, Chartered Account (CA) with Institute of Singapore Chartered Accountants, Certified Internal Auditor (CIA) accredited by the Institute of Internal Auditors



Teo Kah Ming

Vice President, Investment & Asset Management

- More than 15 years of experience in the real estate industry, in areas such as contracts management, property development and asset management
- Formerly held roles in Lippo Malls Indonesia Retail Trust, PT Farpoint & CapitaLand Commercial Trust



EC World
运通·网城 REIT

Section D: Appendices



Portfolio Overview

Balanced and well-structured portfolio offering both income stability and growth potential

Property	Type	NLA (sq m)	Remaining Land Lease Tenure (years) ⁽¹⁾	Independent Valuation (RMB m) ⁽²⁾
1 Fu Heng	E-commerce Logistics	94,287	38.9	613
2 Fuzhou E-Commerce	E-commerce Logistics	214,284	37.3	1,290
3 Stage 1 Properties of Bei Gang Logistics	E-commerce Logistics	120,449	31.7	1,309
4 Wuhan Mei Luo Te	E-commerce Logistics	48,695	45.0	179
5 Hengde Logistics	Specialised Logistics	237,066	Complex 1: 33.1 Complex 2: 39.0	1,479
6 Chongxian Port Investment	Port Logistics	112,726	35.5	2,265
7 Chongxian Port Logistics	Port Logistics	125,826	Complex 1: 35.5 Complex 2: 40.2	867
8 Fu Zhuo Industrial	Port Logistics	7,128	35.5	116
Total / Average		960,461	37.5	8,118

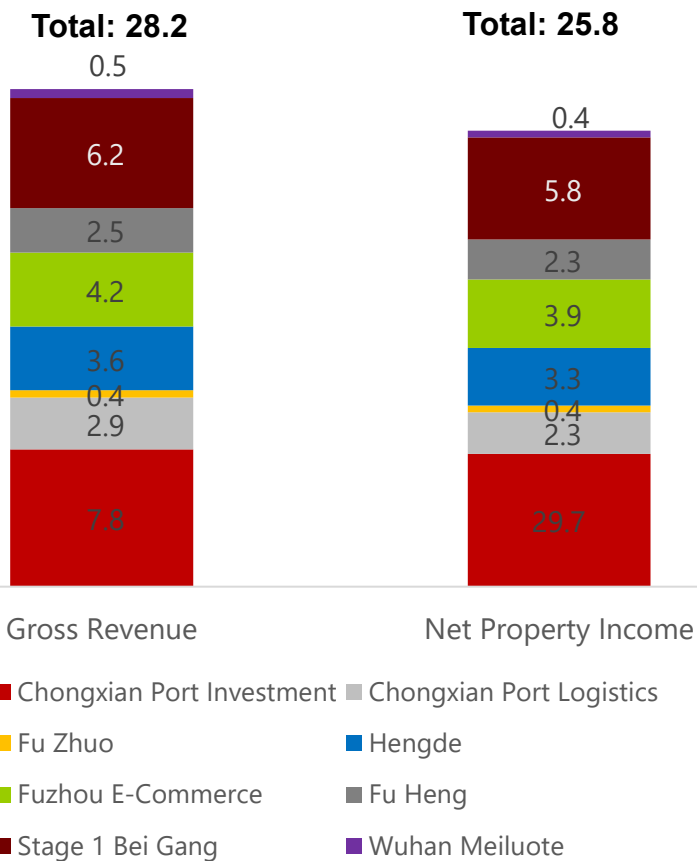


(1) Based on land leases as at 30 June 2020

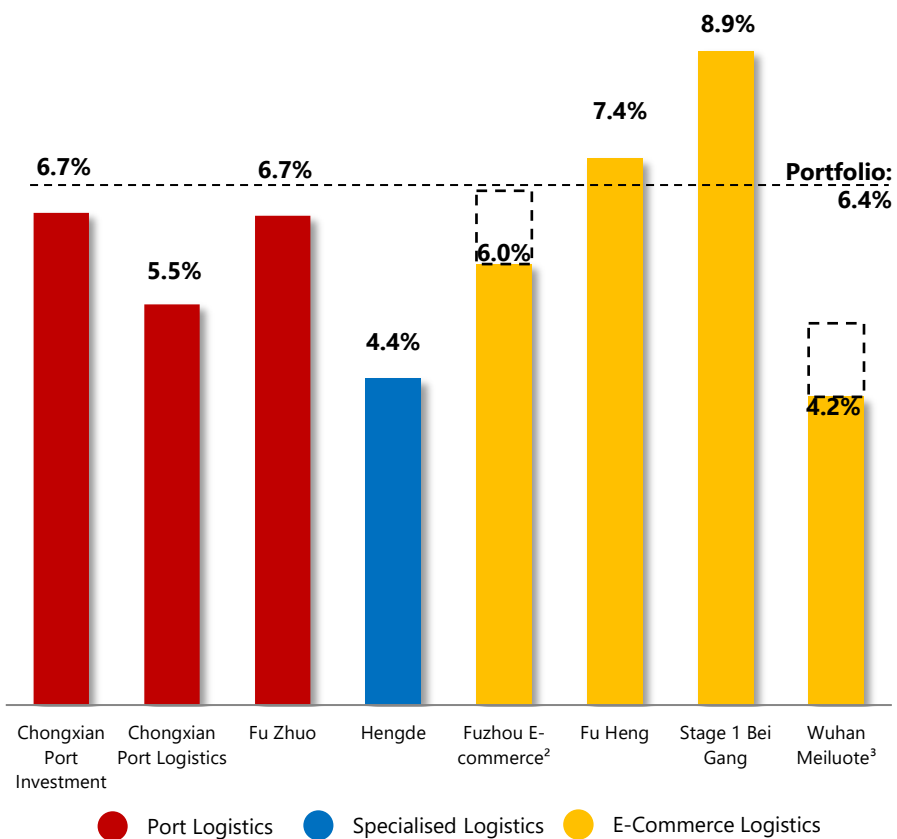
(2) As at 31 Dec 2019 as appraised by JLL.

Summary Assets Performance

2QFY2020 Breakdown by Gross Revenue and NPI (SGD m)



Annualised NPI Yield ⁽¹⁾

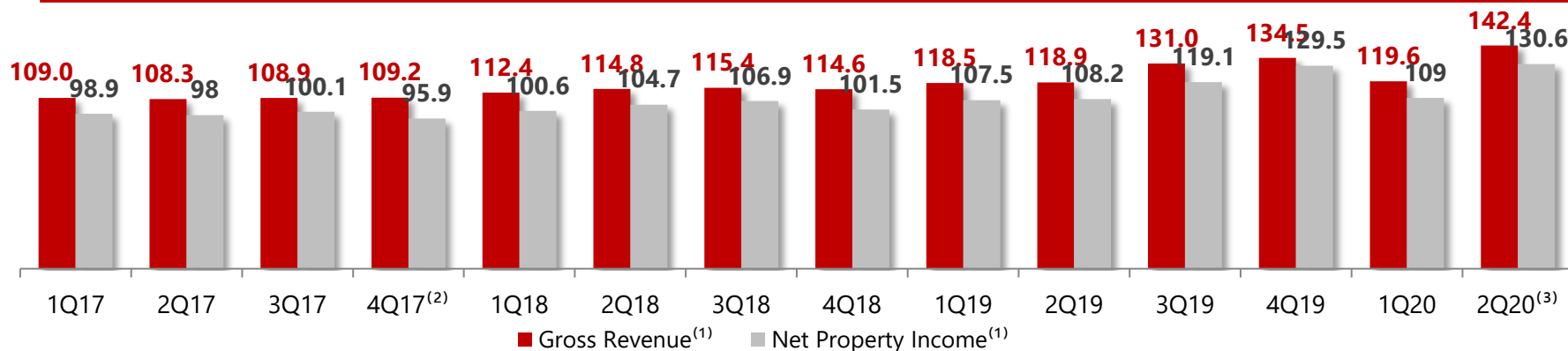


(1) In RMB terms. Annualised based on 2QFY2020 NPI
 (2) Using acquisition price of RMB1,112.5 million, NPI yield would be 7.0%
 (3) Using acquisition price of RMB145 million, NPI yield will be 5.2%

Attractive Yield with Consistent Return

Stable Portfolio Performance with Consistent Returns to Unitholders

Operating Performance (RMB'm)

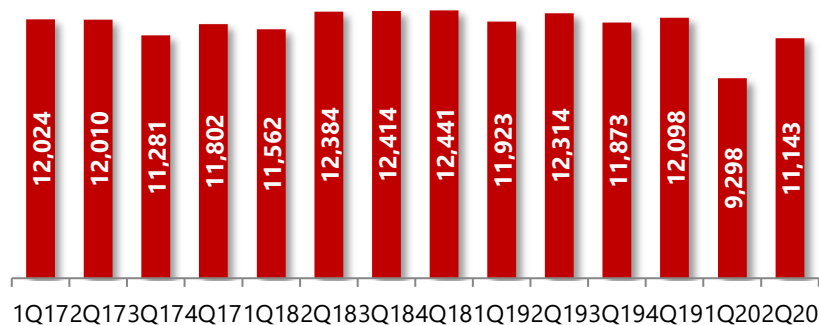


(1) Excluding straight-line, security deposit accretion and other relevant distribution adjustments

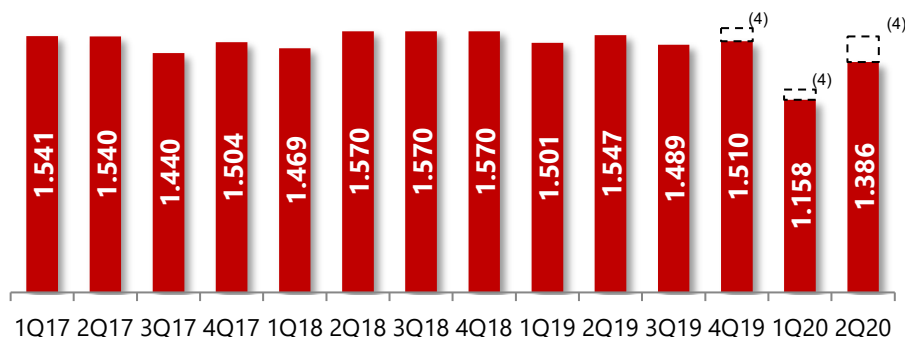
(2) Including a provision of impairment (RMB5.2m) of receivables at Fu Zhuo in 4QFY17. There was no impact to DPU for FY2017

(3) For 1QFY20, rental rebates amounting to RMB23.7 million to tenants within its portfolio in efforts to mitigate the adverse impact of the COVID-19 situation on tenants' operations in China.

Distribution to Unitholders (S\$'000)



DPU (Singapore Cents)

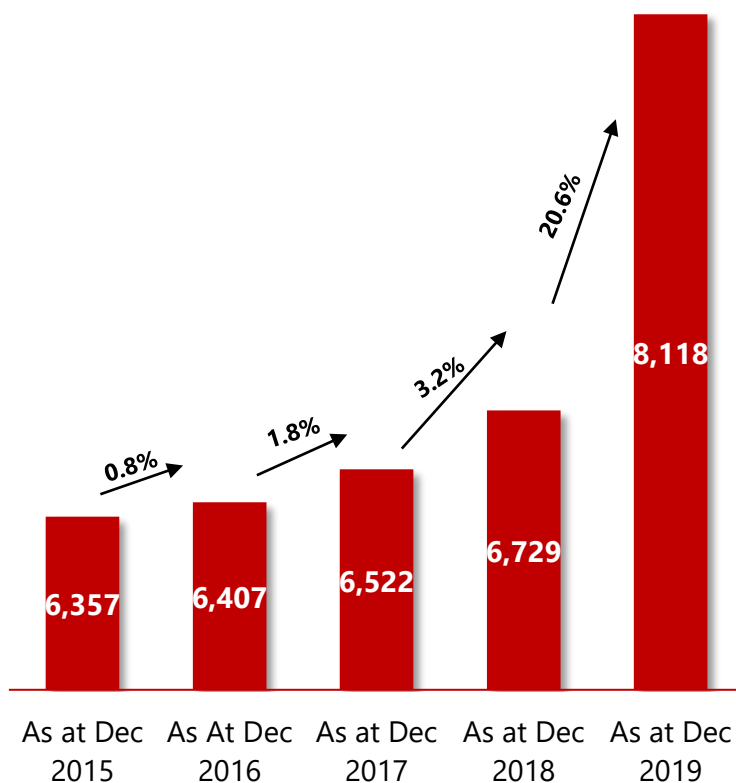


(4) For 4QFY2019 and 1QFY2020, ECW distributed 95% of the capital distribution to Unitholders. Based on a 100% distribution, DPU would have been 1.590 cents and 1.219 cents for 4QFY2019 and 1QFY2020 respectively. For 2QFY2020, ECW retain 10% of capital distribution to Unitholders. Based on 100% distribution, DPU would have been 1.539 cents.

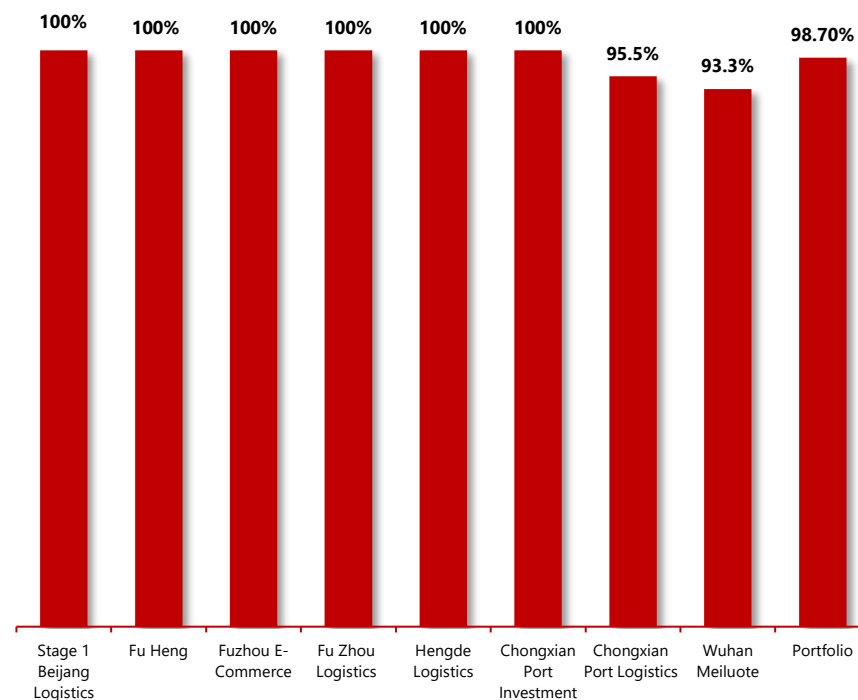
Resilient and Balanced Portfolio with Growth Potential

Valuation has Increased for 4 Consecutive Years with Strong Occupancy

Asset under Management (RMB m)



Occupancy Rate (as at 30 June 2020)



Investors' Friendly Management Fee Structure

100% of Management Fees tied to Distributable Income | Fully aligned with Unitholders' Interest

EC World REIT

Traditional Structure

Base Fee

- ✓ Tied to Distributable Income
- ✓ 10% per annum of Distributable Income (calculated before accounting for Base Fee and Performance Fee in each Financial Year)

- Tied to Deposited Property / Asset Under Asset Under Management
- Ranges from 0.25%- 0.5% of Deposited Property / Asset Under Management

Performance Fee

- ✓ Tied to DPU Growth
- ✓ 25% of DPU growth year-on-year multiplied by weighted average number of Units in issue for each financial year

- Tied to Gross Income / Net Property Income
- Ranges from 2.85% of Gross Income / 3% to 3.6% of Net Property Income



Impact

- ✓ Manager only gets paid when Unitholders' get paid
- ✓ Any increase in fees has to be accompanied by increased distributions to Unitholders

- Manager gets paid based on size of portfolio irregardless of distribution to unitholders
- Possibility of getting higher fees even if distributions to Unitholders do not grow

Differentiated E-Commerce Logistics Assets

Suite of Physical Facilities Supporting E-Commerce Logistics and Fulfilment

Fu Heng (富恒仓储)		Commencement of Operations	Feb 2015
	Net Lettable Area (sqm)	94,287	
	Type of Lease	Master lease	
	Occupancy ⁽¹⁾	100.0%	
	WALE ⁽²⁾ (years)	4.7	
	Independent Valuation (RMB'm) ⁽³⁾	613	
Fuzhou E-Commerce (富洲电商)		Commencement of Operations	July 2017
	Net Lettable Area (sqm)	214,284	
	Type of Lease	Master Lease	
	Occupancy ⁽¹⁾	100.0%	
	WALE ⁽²⁾ (years)	4.3	
	Independent Valuation (RMB'm) ⁽³⁾	1,290	

Key Highlights

- ✔ Fu Heng and Fuzhou E-Commerce are situated side-by-side → **Rare sizable quality 308,571 sq m logistics hub** catering to the fulfilment of the **rapidly expanding e-commerce demand in Hangzhou and China**
- ✔ Well-positioned to **benefit from the local government's efforts** to attract renowned e-commerce companies to the Fuyang District
- ✔ **Convenient access and transportation:** located within Dongzhou Industrial Zone which is connected to downtown Hangzhou via Highway G25 and enjoys convenient water transportation provided by Fuchun rivers
- ✔ **Quality tenant** with strong **100% occupancy**

(1) As 30 June 2020

(2) By gross rental income as at 30 June 2020

(3) As at 31 Dec 2019 appraised by JLL

Differentiated E-Commerce Logistics Assets

Suite of Physical Facilities Supporting E-Commerce Logistics and Fulfilment

Stage 1 Bei Gang Logistics (北港物流一期)



Commencement of Operations	Jun 2015
Net Lettable Area (sqm)	120,449
Type of Lease	Master lease
Occupancy ⁽¹⁾⁽²⁾	100%
WALE ⁽³⁾ (years)	4.4
Independent Valuation (RMB'm) ⁽⁴⁾	1,309

Wuhan Mei Luo Te (梅洛特)



Commencement of Operations	May 2017
Net Lettable Area (sqm)	48,695
Type of Lease	Multi-tenanted
Occupancy ⁽¹⁾	93.3%
WALE ⁽³⁾ (years)	0.7
Independent Valuation (RMB'm) ⁽⁴⁾	179

Key Highlights

- Stage 1 Bei Gang Logistics is a **integrated, one stop e-commerce platform** comprising office and retail space
- Property offers new and high quality facilities to fulfil the demands of the ecommerce tenants
- Wuhan Meiluote is strategically located in the **vicinity of major transport networks** with top tier ecommerce tenants.
- Exposure to **favourable macroeconomic fundamentals** as **Wuhan is a critical transport and logistics hub** in Central China

(1) As 30 June 2020
 (2) By gross rental income as at 30 June 2020
 (3) As at 31 Dec 2019 appraised by JLL

Specialised Logistics Asset with Limited Competition in the Region

Hi-Specs Catering To High Value Consumer Goods

Hengde Logistics
(恒德物流)



Commencement of Operations

1st complex – Nov 2010
2nd complex – Apr 2013

Net Lettable Area (sqm)

237,066

Type of Lease

Multi-tenanted

Occupancy⁽¹⁾

100.0%

WALE⁽²⁾ (years)

0.5

Independent Valuation (RMB'm)⁽³⁾

1,479

Key Highlights

- ✓ Built to meet specific requirement of high value consumer goods such as tobacco, wine and cosmetics
- ✓ 100% leased to major tenant **China Tobacco Zhejiang Industrial Co., Ltd.** for storing tobacco, accounting for a significant portion of total tobacco leaves storage area in the Zhejiang Province
- ✓ Equipped with **advanced and comprehensive facilities** including temperature and humidity control systems, dust-free configurations, and automatic sprinkler and fire alarm systems etc.
- ✓ **High standard of quality and safety control** with strict internal policies and procedures
- ✓ Enjoys **limited competition** in the region due to its specialised equipment and facilities, well-suited to cater **to fast-growing imported consumer goods** in Hangzhou and the Zhejiang Province

(1) As 30 June 2020

(2) By gross rental income as at 30 June 2020

(3) As at 31 Dec 2019 appraised by JLL

Strategic River Port and Ancillary Port Logistics Assets

Comprehensive Logistics Complex With Dominant Market Share



Chongxian Port Investment (崇贤港投资)

Commencement of Operations	Aug 2008
Net Lettable Area (sqm)	112,726
Type of Lease	Master lease
Occupancy ⁽¹⁾	100.0%
WALE ⁽²⁾ (years)	4.6
Independent Valuation (RMB'm) ⁽³⁾	2,265



Chongxian Port Logistics (崇贤港物流)

Commencement of Operations	Jan 2010
Net Lettable Area (sqm)	125,826
Type of Lease	Multi-tenanted
Occupancy ⁽¹⁾	95.5%
WALE ⁽²⁾ (years)	0.9
Independent Valuation (RMB'm) ⁽³⁾	867



Fu Zhuo Industrial (富卓实业)

Commencement of Operations	Oct 2014
Net Lettable Area (sqm)	7,128
Type of Lease	Multi-tenanted
Occupancy ⁽¹⁾	100.0%
WALE ⁽²⁾ (years)	8.0
Independent Valuation (RMB'm) ⁽³⁾	116

Key Highlights

- ☑ One of the **key inland ports** in PRC and largest in Hangzhou serving **domestic trade**
- ☑ Comprehensive **logistics complex** integrating **port operations, storage processing and logistics distribution** for steel products with a **dominant market share (over 50%)**
- ☑ Strategic location next to Beijing-Hangzhou Canal offering easy access to waterway and road network
- ☑ **Significant growth in throughput** and continued growth momentum in throughput and rental
 - Closure of local steel mills to increase demand for port operations
 - Increasing government restrictions on land supply for port use post

(1) As 30 June 2020

(2) By gross rental income as at 30 June 2020

(3) As at 31 Dec 2019 appraised by JLL

Connectivity in the Product Fulfilment Cycle

EC World REIT's asset portfolio caters to a critical portion of the product fulfillment cycle and supply chain

- Key inland port with **comprehensive logistics complex**
- Strategically located** next to Beijing-Hangzhou Canal offering easy access to waterway and road network

EC World REIT's port logistics assets has the capability to handle products from shipping to the warehouse, storage, handling and processing before handing it to the delivery agent



Transportation



Warehousing

Specialised logistics assets are high-specification warehouse built to meet specific requirements of the tenant to store high value consumer goods

EC World REIT's e-commerce logistics asset serves as a full capability e-commerce distribution centre with multiple functions including warehousing, third party logistics, parcel producing and sorting, e-commerce business showrooms and exhibition



Handling and Processing

- Unloading
- Storage
- Picking
- Packaging & Labelling
- Sorting

Merchants

Delivery to End Consumers

Typical Product Fulfilment Cycle

Port Logistics			Specialised Logistics	E-commerce Logistics			
Chongxian Port Investment	Chongxian Port Logistics	Fu Zhou Industrial	Hengde Logistics	Fu Heng	Stage 1 Bei Gang	Wuhan Meiluote	Fuzhou E-Commerce

Symbiotic Relationship between REIT and Sponsor

Unique Asset Owner + Operator Synergies

- ✓ **Ruyicang**, a wholly owned subsidiary of Sponsor, provides **intelligent supply chain logistics services** for domestic and foreign enterprises in China by integrating warehousing, logistics and information systems
- ✓ **Full integration** of physical warehousing and logistics facilities, advanced IT management system and data analytics



Asset Owner

- Provides the **hardware** of the business
- **Lease out** warehouse space and **collect rental**



Asset Operator

- **Software** of the logistics business
- Manage the **fulfillment** portion of e-commerce through interpretation of **big data**
- Earns operating revenue for handling, processing and packing
- **Pays rental** for space rented to asset owner

- ✓ Ruyicang clients include ecommerce players, other logistics service provider and/or directly to e-commerce vendors/brands, **such as the following:**

E-Commerce Players	Logistics Services	Brands

Ruyicang not only offers EC World a **sticky and ready made master tenant** for their e-commerce logistics assets, but also offers a potential **pipeline of acquisition assets** from their relationships with other landlords

- ✓ As of June 2019, Ruyicang operates in **over 40 warehouses** in **30 cities** occupying warehouse space of over 1.5 million sqm. Ruyicang counts Cainiao as one of its clients.

Strategic Importance of Physical Support Infrastructure to the E-Commerce Ecosystem

E-Commerce logistics assets play a crucial role in connecting the industry ecosystem

Traditional retailing & logistics

Physical retail / shopping spaces

- Constrained by location and capacity
- Capital intensive to build and maintain



Storage and transportation

- Traditional warehouses and transportation network



Customers

- Physically shop at individual brands / stores in the shopping malls



E-commerce ecosphere

天网 (1) (Sky Net)

- Online platforms** where buyers and sellers connect and transact
- "Big data"** – aggregation and analysis of consumer data
- Dominated by Alibaba and JD.Com

地网 (1) (Earth Net)

- Physical infrastructure** (specialized warehouses etc.)
- On-the-ground delivery network**
- Key connecting point** between online and offline activities
- EC World is a **leading operator**
 - ✓ Excellent location in high e-commerce activity areas
 - ✓ Comprehensive service capability

人网 (1) (People Net)

- Online shoppers**
- Individual e-shops** on the online platforms that sells to customers directly
- Nearby **collection points, service stations and shops**

Sellers / Suppliers



Flow of goods

Flow of information

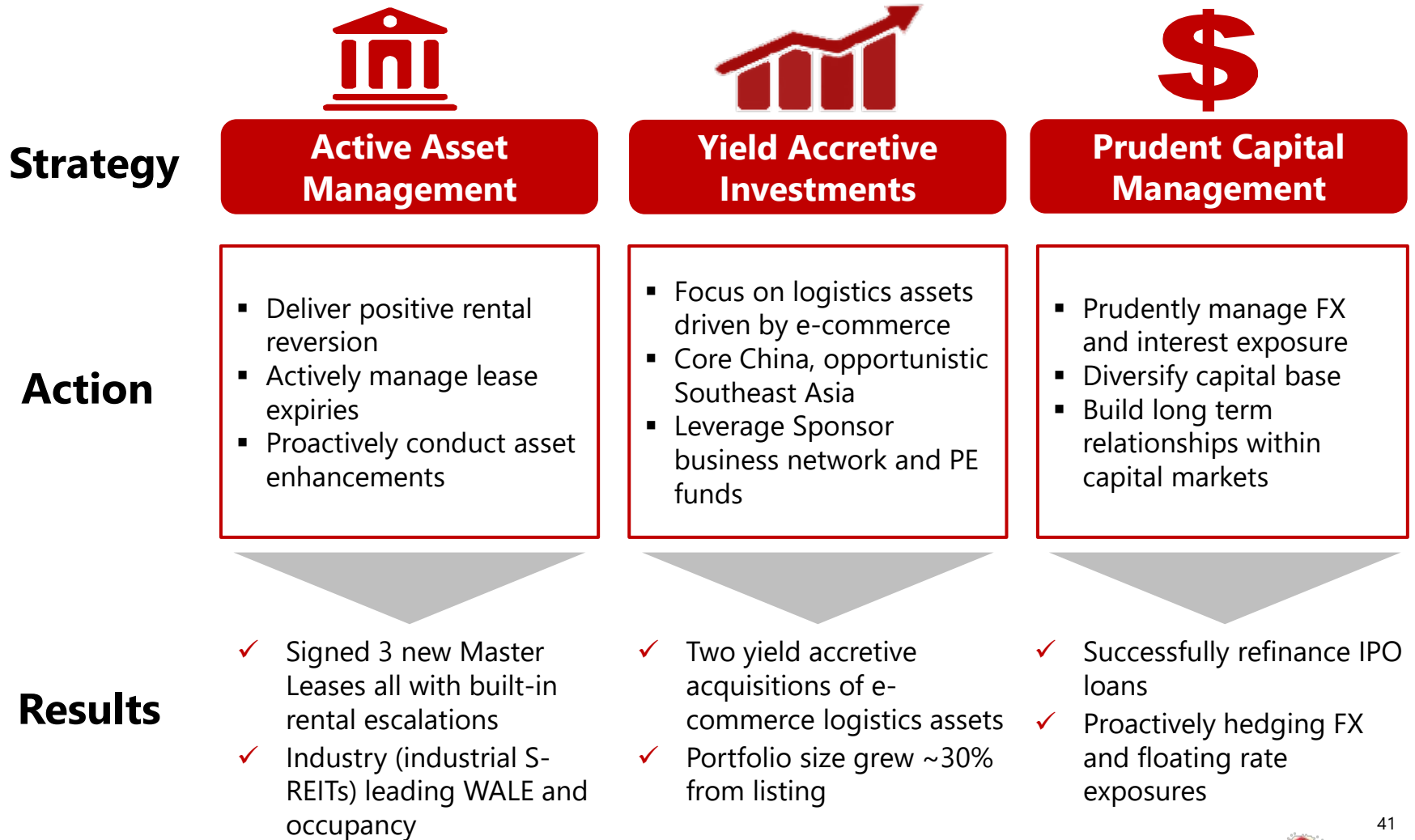


Buyers

(1) “天网, 地网, 人网” was coined by Alibaba and Cainiao Network to describe Alibaba's business ecosystem

Multi Channels for Growth and Value Creation

Multi-Pronged Strategy Focused on Unitholders Value Creation





For queries, please contact:

Sabrina Tay
Senior Manager, Investor Relations
Tel: +65 6221 9018 | +65 6372 9559
sabinatay@ecwreit.com | ir@ecwreit.com
www.ecwreit.com



Thank You

