

1H 2021 Results Presentation

12 August 2021

Anchoring Foundations. Staying Resilient.





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1H 2021 Key Highlights

+23.5% Gross Revenue (SGD) in 1H 2021 (y-o-y)	+24.8% Net Property Income (SGD) in 1H 2021 (y-o-y)	+25.8% Distribution per Unit in 1H 2021 ¹ (y-o-y)
93.0% Portfolio Occupancy ²	34.9% Gearing ²	Revitalising Tenancies Enhancing Experiences
+12.7% China GDP Growth in 1H 2021 ³ (y-o-y)	+23.0% China Retail Sales Growth in 1H 2021 ³ (y-o-y)	+12.6% Disposable income per capita for urban residents in 1H 2021 ³ (y-o-y)



- 1 For the 1H 2021, approximately \$0.6 million of the amount available for distribution has been retained for operational expenses and working capital requirements of the REIT.
- 2 As at 30 June 2021.
- 3 Source: National Bureau of Statistics of China.



Financial Update



Photo of Chengdu Konggang

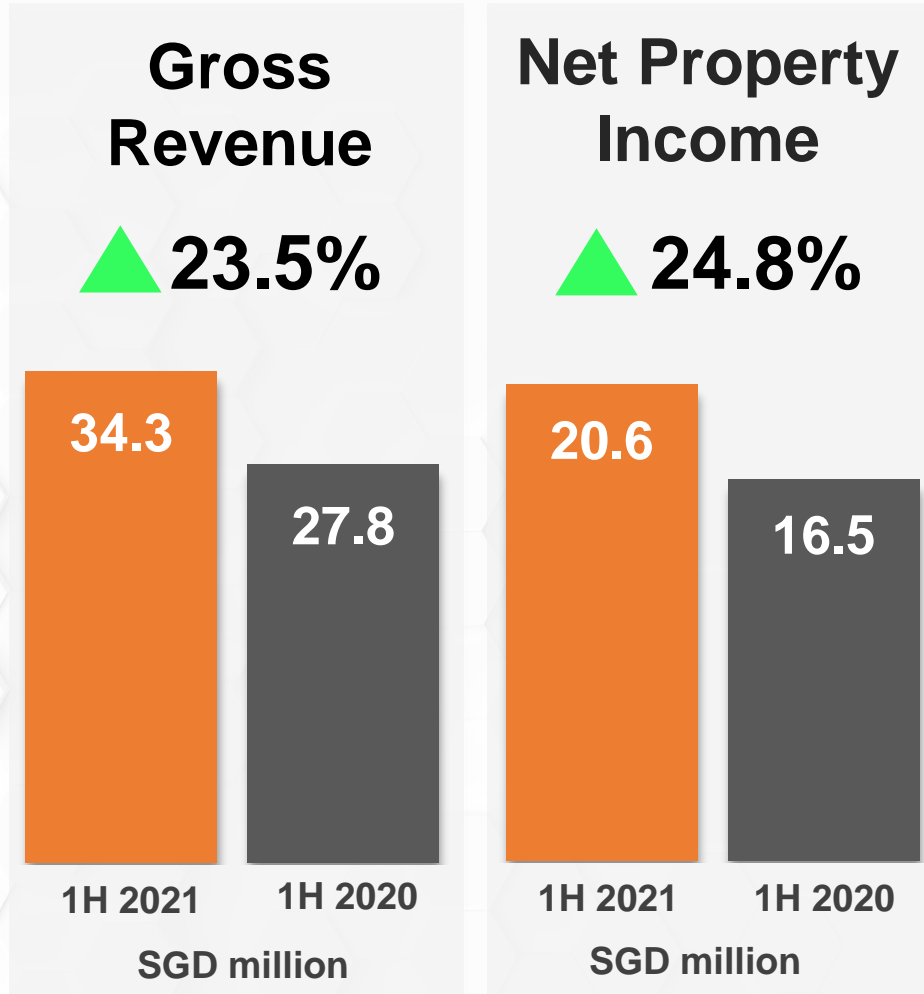


Commendable Recovery in 1H 2021

1H 2021 vs 1H 2020
(year-on-year)

Gross Revenue
1H 2021
34.3
SGD million

Net Property Income
1H 2021
20.6
SGD million





Commendable Recovery in 1H 2021

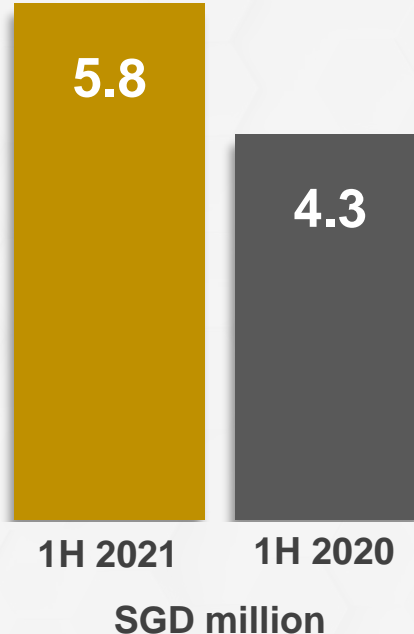
Amount to be distributed to Unitholders¹
1H 2021
5.8
SGD million

Distribution per Unit¹
1H 2021
1.12
SGD cents

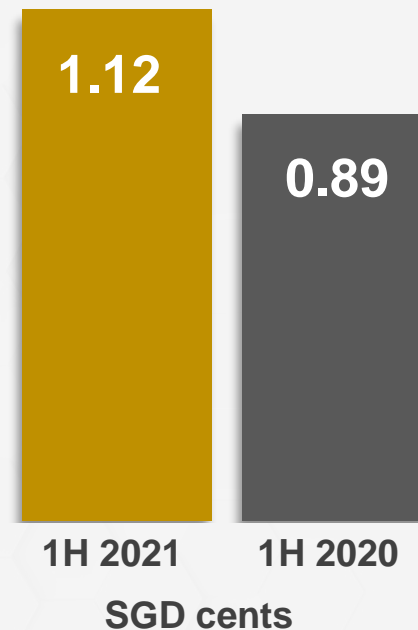
¹ For the 1H 2021, approximately \$0.6 million of the amount available for distribution has been retained for operational expenses and working capital requirements of the REIT.

1H 2021 vs 1H 2020 (year-on-year)

Amount to be distributed to Unitholders¹
▲ 33.1%



Distribution per Unit¹
▲ 25.8%





1H 2021 Distribution Payment

Distribution Details

Distribution Period	1 January 2021 to 30 June 2021
Distribution Per Unit (SGD)	1.12 cents per unit

Distribution Timetable

Ex-Date	9 September 2021
Books Closure Date	10 September 2021
Payment Date	28 September 2021



Robust Financial Position

As at 30 June 2021

SGD million

Investment Properties	970.1
Total Assets	1,023.2
Total Liabilities	384.9
Net Assets	638.3
Net Asset Value Per Unit ¹ (SGD cents)	0.89



1. Based on Net assets attributable to Unitholders.



Capital Management

Healthy Gearing With Debt Headroom For Growth.

As at 30 June 2021

Aggregated borrowings drawn down
S\$296.6m

Gearing Ratio¹

34.9 %

Average Cost of Debt²

3.7 %

Interest Coverage Ratio³

2.6 x

- More than 80% of borrowings are denominated in Singapore dollars and US dollars (“Offshore”).
- About 60% of offshore loans hedged via interest rate swaps.



1. Based on total loans and borrowings principal attributable to Unitholdings divided by total assets attributable to Unitholders. MAS gearing ratio was raised from 45% to 50% on 16 April 2020, to provide S-REITs greater flexibility to manage their capital structure and to raise debt financing.
2. Average cost of debt will be 4.5% per annum if amortisation of loan establishment fee is included.
3. Interest coverage ratio means a ratio that is 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.



贤合庄 卤味 火锅 B1

UNIQLO 优衣库 2楼
LifeWear 服适人生

铁公鸡

唱吧 麦颂 KTV 4F

华联影院

旺顺

Portfolio Update



Photo of Beijing Wanliu



Portfolio Overview

MULTI-TENANTED



Beijing Wanliu
北京万柳



Hefei Mengchenglu
合肥蒙城路



Chengdu Konggang
成都空港



Hefei Changjiangxilu
合肥长江西路



MASTER-LEASED



Xining Huayuan
西宁花园



Dalian Jinsanjiao
大连金三角



Portfolio Overview¹

6
Properties

4,659.0
(RMB million)
Valuation²

178,720
Net Lettable Area
(NLA) sqm

93.0%
Committed
Occupancy Rate

6.6 Years
Weighted Ave.
Lease Expiry by NLA

	Beijing Wanliu	Chengdu Konggang	Hefei Mengchenglu	Hefei Changjiangxilu	Xining Huayuan	Dalian Jinsanjiao
Valuation ² (RMB million)	2,502.0 ³	661.0	582.0	475.0	274.0	165.0
NLA (sqm)	52,331	39,351	23,609	27,277	20,807	15,345
Committed Occupancy Rate	94.4%	92.5%	80.8% ⁴	92.5%	100.0%	100.0%
WALE (NLA) years	4.1	4.0	4.7	4.8	13.5	13.5

1 As at 30 June 2021.

2 Based on independent valuation from Knight Frank Petty Limited as at 31 December 2020.

3 Based on 100% interest of Beijing Wanliu. Valuation of Beijing Wanliu based on 60% interest amounted to RMB 1,501.2 million.

4 Ongoing tenancy rejuvenation.

● Multi-tenanted
● Master-leased



Lease Expiry Profile

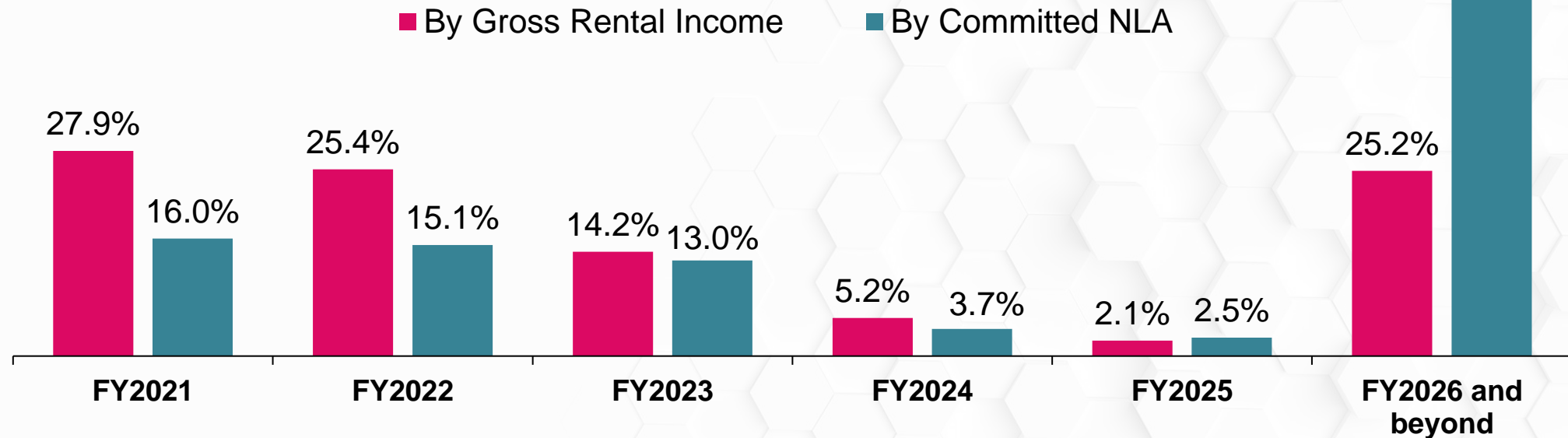
Weighted average lease expiry (WALE)
as at 30 June 2021

By Gross Rental Income: 3.8 years

By Committed NLA: 6.6 years



Lease Expiry Profile as at 30 June 2021



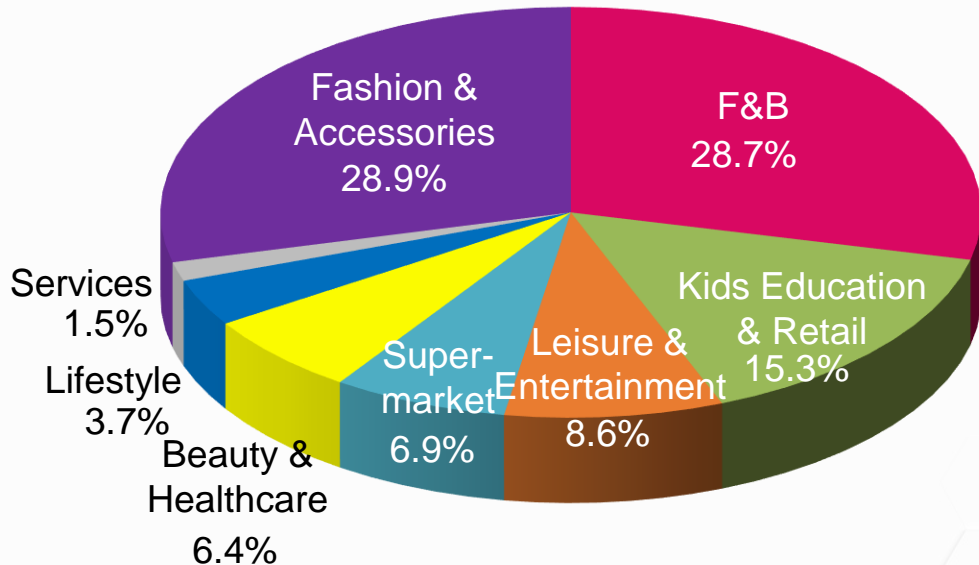


Diversified Tenant Mix

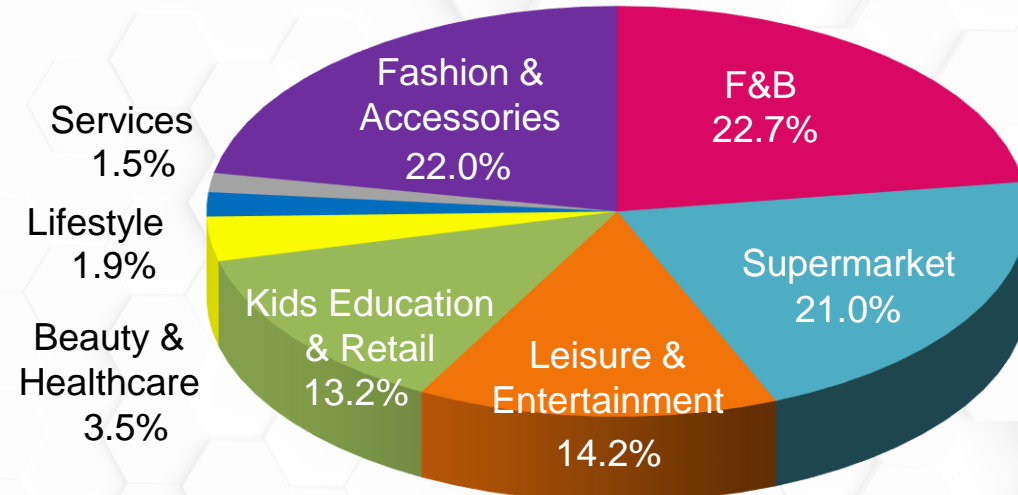
About to 70% of Gross Rental Income and close to 80% of Net Lettable Area from experiential segment (exclude fashion & accessories)

Multi-tenanted Malls (As at 30 June 2021)

Breakdown of Gross Rental Income by Trade Sector



Breakdown of Net Lettable Area by Trade Sector





Revitalising Tenancies Enhancing Experiences



Photo of Costa Coffee @ Beijing Wanliu



Revitalising Tenancies. Enhancing Experiences.

New Trendy Cafes & Alfresco Dining

Wagas



@ Beijing Wanliu

良木缘 Goodwood



@ Chengdu Konggang





Revitalising Tenancies. Enhancing Experiences.

Popular F&B Chain Openings. Widening Dining Selections.

BURGER KING

江边城外 Jiang Bian Cheng Wai



@ Hefei Mengchenglu

@ Chengdu Konggang



Revitalising Tenancies. Enhancing Experiences.

Newly Curated Fashion & Retail Offerings

Champion



@ Beijing Wanliu

天猫乐器体验馆

Tmall Musical Instrument Experience Hall



环游嘉年华 Travel Carnival Experience Centre

环游嘉年华 游戏体验中心



@ Chengdu Konggang

Marshall



@ Beijing Wanliu



Engaging Communities Creating Lasting Memories



Photo of Chengdu Konggang



Series of Night-Market Carnivals @ Hefei Changjiangxilu



Sports-Themed Activities

Youth Martial Arts Challenge



@ Beijing Wanliu

Basketball Competition



@ Chengdu Konggang



@ Beijing Wanliu

Basketball Contest



@ Beijing Wanliu



Children & Family Activities





Community Retail & Promotional Initiatives

Get Vaccinated! 你注射 我送礼!

- Supermarket cash voucher for the vaccinated.
- In collaboration with the Supermarket, we sought to encourage higher vaccination rate amongst residents in the community.
- Shoppers to redeem vouchers in mall.



@ Hefei Mengchenglu

Online Promotional Vouchers for Grabs



- Complimentary gifts and promotional vouchers up for grabs via BHG Mall's online mini program.
- Customers to redeem vouchers and gifts at individual malls.
- Encourage shoppers' loyalty and spending.
- Complimentary car wash above a certain spending.
- Reward points convertible to cash vouchers.



Looking Forward



Photo of Hefei Mengchenglu



China Macroeconomic Outlook¹

China	1H 2021	Average two-year rate ²
GDP Growth (year-on-year)	+12.7%	+5.3%
Retail Sales Growth (year-on-year)	+23.0%	+4.4%
Disposable income per capita for urban residents (year-on-year)	+12.6%	+7.4%

Look Forward

- China’s economy underwent a sound recovery momentum in 1H 2021. Gross domestic product¹ (“GDP”) grew 12.7% year-on-year to RMB 53.2 trillion in 1H 2021.
- According to the Chinese authorities, the nation’s economy is expected to maintain its recovery trend in the second half and achieve a full year economic expansion of over 6% in 2021.
- The Chinese authorities³ reiterated that domestic consumption shall remain the cornerstone of China’s economic development in the years ahead. The authorities will foster a new development pattern, generate new demand with innovation-driven development and stimulate consumption in all sectors.

1. Source: National Bureau of Statistics of China.
 2. The National Bureau of Statistics of China has disclosed the “average two-year growth rate (year-on-year)”, in light of irregular fluctuations arising from the COVID outbreak in 2020. The average two-year growth (year-on-year) is the geometric mean of the growth with the data of the same period in 2019 as the base (ie 2019 vis-à-vis 2020, and 2020 vis-à-vis 2021).
 3. Source: State Council of the People’s Republic of China.



Looking Forward

Notwithstanding this near-term headwind, the Manager remains focused and committed to proactively manage the existing portfolio, as well as to pursue growth.

Creating Organic Value

Proactive Asset Management

- Reinforce community positioning of our malls
- Improve rents while maintaining high occupancy rates
- Build firm partnerships with tenants, and demonstrate proactive tenant management
- Proactive marketing strategies
- Tap on the Sponsor's (Beijing Hualian Department Store Co., Ltd.) and Beijing Hualian Group's retail network and experience

Proactive Asset Enhancement

- Identify opportunities to improve the malls
- Achieve better efficiency or higher rental potential
- Upgrade existing facilities and reconfigure existing spaces

Pursuing Acquisition Growth

- Completed acquisition of Hefei Changjiangxilu in April 2019.
- We will continue to explore acquisition opportunities in both right of first refusal and third party quality income-producing retail properties.





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Thank you

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