The financial results presented in this Presentation are for the period from 10 May 2013 (being the official listing date (the "Listing Date") of Croesus Retail Trust ("CRT")) to 31 December 2013. However, the financial statements and results as presented in the announcement of results dated 14 February 2014 are for the period from 7 May 2012 (being the date of constitution of CRT) to 31 December 2013. Although CRT was constituted on 7 May 2012, CRT had been dormant as a private trust during the period from 7 May 2012 to 9 May 2013. The acquisition of properties by CRT was only completed on the Listing Date and consequently, the actual income derived from the properties for the current period was from the Listing Date to 31 December 2013.

## **Croesus Retail Trust**

Financial Results for the period from 10 May 2013 to 31 December 2013

14 February 2014







## **Important Notice**

Certain statements in this presentation constitute "forward-looking statements", including forward-looking financial information. Such forward-looking statements and financial information involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of Croesus Retail Trust ("CRT") or Croesus Retail Asset Management Pte. Ltd., as trustee-manager of CRT (the "Trustee-Manager") to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements and financial information. Such forward-looking statements and financial information are based on numerous assumptions regarding the Trustee-Manager's present and future business strategies and the environment in which CRT or the Trustee-Manager will operate in the future. Because these statements and financial information reflect the Trustee-Manager's current views concerning future events, they necessarily involve risks, uncertainties and assumptions and investors are cautioned not to place undue reliance on these statements and financial information. Actual performance could differ materially from these forward-looking statements and forward-looking financial information.

The Trustee-Manager expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward-looking statement or financial information contained in this presentation to reflect any change in the Trustee-Manager's expectations with regard thereto or any change in events, conditions or circumstances on which any such statement or information is based, subject to compliance with all applicable laws and regulations, the rules of Singapore Exchange Securities Trading Limited (the "SGX-ST") and/or any other regulatory or supervisory body or agency.

This presentation contains certain information with respect to the trade sectors of CRT's tenants. The Trustee-Manager has determined the trade sectors in which CRT's tenants are primarily involved based on the Trustee-Manager's general understanding of the business activities conducted by such tenants. The Trustee-Manager's knowledge of the business activities of CRT's tenants is necessarily limited and such tenants may conduct business activities that are in addition to, or different from, those shown herein.

This presentation includes market and industry data and forecasts that have been obtained from internal surveys, reports and studies, where appropriate, as well as market research, publicly available information and industry publications. Industry publications, surveys and forecasts generally state that the information they contain has been obtained from sources believed to be reliable, but there can be no assurance as to the accuracy or completeness of such information. While the Trustee-Manager has taken reasonable steps to ensure that the information from such industry publications, surveys and forecasts are extracted accurately and in their proper context, the Trustee-Manager has not independently verified any of the data from third party sources or ascertained the underlying economic assumptions relied upon therein.

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 the Trustee-Manager or 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 past performance of CRT is not indicative of the future performance of CRT. Similarly, the past performance of the Trustee-Manager is not indicative of the future performance of the Trustee-Manager.

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



## About Croesus Retail Trust

First Asia-Pacific retail business trust with an initial portfolio in Japan listed on the SGX-ST

- Portfolio currently comprises 4 quality prime and suburban retail malls with an aggregate NLA of 181,722 sq m and committed occupancy of approximately 100% as at 31 December 2013
- Exposure to resilient income-producing stabilised assets in Japan
  - Close to major transportation nodes and conveniently accessible
  - Mix of quality malls catering to the young and trendy and suburban malls catering to daily necessities
  - Most leases are Fixed-Term Leases, allowing for adjustment in rental income and tenant composition upon expiry
  - Market Capitalisation of S\$374 million <sup>1</sup>



Based on closing price of S\$0.875 on 7 February 2014. (1)

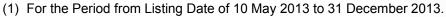
Key Highlights Financial Highlights Portfolio Performance Outlook





# Key Highlights

- CRT's first Distribution Per Unit of 5.24<sup>(1)</sup> Singapore cents exceeds the IPO forecast figures<sup>(2)</sup> by 3.1%
- 100% of total debt has been swapped to fixed-rate and at least 80% of the Distributable Income for FY2014 and FY2015 has been hedged
- Portfolio consists of 4 retail assets generating robust and resilient cash flow. AEIs carried out at Aeon Town Moriya to accommodate new tenants such as UNIQLO. Two tenant replacements at Mallage Shobu have shown positive rental reversions
- Approximately 100% occupancy and stable rents achieved through long WALE



(2) As extracted from the Prospectus (see slide 7 for further details), subject to the bases and assumptions stated therein.



Key Highlights Financial Highlights Portfolio Performance Outlook





## Financial Highlights – 10 May to 31 December 2013

	10	May to 31 Dec 2	2013 (1)	1 Oct to 31 Dec 2013			
	Actual	Forecast (2)	Variance %	Actual	Forecast (2)	Variance %	
Income Available for Distribution (¥'000)	1,852,529	1,724,912	7.4%	713,008	672,423	6.0%	
Distribution Per Unit (Singapore cents)	5.24	5.08	3.1%	2.02	1.98	1.8%	
Historical Annualised DPU (Singapore cents)(3)	8.11	7.39		8.01	7.39		
Historical Annualised Distribution Yield(4)							
@ S\$0.930 per unit (IPO Price)	8.7%	8.0%		8.6%	8.0%		
@ S\$0.875 per unit (closing price on 7 Feb 2014)	9.3%	8.4%		9.2%	8.4%		

(1) The acquisition of the Portfolio of CRT was completed on 10 May 2013, which was the day CRT was officially listed on the SGX-ST.

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- (2) The forecast figures are extracted from the Prospectus, subject to the bases and assumptions stated therein, and prorated to 92 days and 236 days for the period from 1 October 2013 to 31 December 2013 and for the period from 10 May 2013 to 31 December 2013, respectively, except for non-recurring items such as unrealised fair value gains, their related deferred tax expenses and prepaid property tax which are not proportionally prorated.
- (3) The annualised DPU is calculated by dividing the historical available DPU for the period from 1 October 2013 to 31 December 2013 and for the period from 10 May 2013 to 31 December 2013 by 92 days and 236 days, respectively, and multiplying the result by 365 days (the "Historical Annualised DPU"). The annualised DPU is for illustrative purposes only and should not be construed as a representation of the future DPU in FY2014 or a forecast of the future DPU.
- (4) The annualised distribution yield is calculated by dividing the Historical Annualised DPU by the respective unit price (in Singapore cents). The annualised distribution yield is for illustrative purposes only and should not be construed as a representation of the future distribution yield in RO FY2014 or a forecast of the future distribution yield.

### Income Available for Distribution Exceeds IPO Forecast by 7.4%

	YTD -	- 10 May to 31 Dec	2013	Q2 -	- 1 Oct to 31 Dec	2013
(JPY"000)	Actual	Forecast (5)	Variance %	Actual	Forecast (5)	Variance %
Gross Revenue	3,285,149	3,262,271	0.7%	1,286,912	1,271,733	1.2%
Less: Property Operating Expenses	(1,209,833)	(1,243,821)	(2.7)%	(481,044)	(484,880)	(0.8)%
Net Property Income	2,075,316	2,018,450	2.8%	805,868	786,853	2.4%
Trustee Manager's Fees (1)	(286,934)	(288,584)	(0.6)%	(115,714)	(112,498)	2.9%
Finance Costs	(289,109)	(290,178)	(0.4)%	(112,453)	(113,120)	(0.6)%
Other Trust Expenses (4)	(49,058)	(74,315)	(34.0)%	3,154	(28,971)	111%
Total Trust Income and Expenses	1,450,215	1,365,373	6.2%	580,855	532,264	9.1%
Net Change in Fair Value of Investment Properties/ Financial Instruments (2)	1,525,675	1,271,644	20.0%	310,093	0	N/A
Income Tax Expenses (4)	(631,218)	(446,521)	41.4%	(147,585)	(67,462)	119%
Profit after Tax	2,344,672	2,190,496	7.0%	743,363	464,802	59.9%
Distribution Adjustments (3)	(492,143)	(465,584)	5.7%	(30,355)	207,621	(115)%
Income Available for Distribution to Unitholders	1,852,529	1,724,912	7.4%	713,008	672,423	6.0%

(1) Includes Japan Asset Manager's fees.

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(2) Net sum between the fair value gain on investment properties arose from unrealized gain on revaluation of the investment properties on Listing Date, the fair value gain of the additional annex building acquired subsequent to the Listing Date, and the fair value gain on financial instruments arose from mark to market of forward foreign exchange contracts (in accordance with FRS 39) used to hedge distribution for the financial periods from Listing Date to 30 June 2014 and 1 July 2014 to 30 June 2015.

(3) Adjustments include Trustee-Manager's fees paid/ payable in units, amortization of prepaid property tax, fair value gain on investment properties net of tax, fair value gain on financial instruments, and others.

(4) Reclassification of JPY5,343,000 of business scale taxes from the forecasted income tax expenses to forecasted other trust expenses were made to be consistent with the actual accounts.

(5) The forecast figures are extracted from the Prospectus, subject to the bases and assumptions stated therein, and prorated to 92 days and 236 days for the period from 1 October 2013 to 31 December 2013 and for the period from 10 May 2013 to 31 December 2013, respectively, except for non-recurring items such as unrealised fair value gains, their related deferred tax expenses and prepaid property tax which are not proportionally prorated.



## **Healthy Balance Sheet**

(JPY"000)	Actual as of 30 September 2013	Actual as of 31 December 2013
Investment Properties	52,954,072	52,954,221
Other Non-current Assets	1,813,595	1,577,990
Current Assets	4,971,260	5,996,587
Total Assets	59,738,927	60,528,798
Loans and Borrowings (long-term)	23,974,424	24,012,719
Other Non-current Liabilities	2,672,246	2,637,308
Current Liabilities	2,150,411	2,115,981
Net Assets	30,941,846	31,762,790
Number of Units Issued and to be issued (1)	427,401,564	428,698,000
Net Asset Value per Unit (JPY)	72.40	74.09

(1) The number of units issued and to be issued as of 31 December 2013 consists of a) the number of units in issue as at 31 December 2013 of 427,368,000; and b) the estimated number of units to be issued to the Trustee-Manager as partial satisfaction of Trustee-Manager's fees payable for the period from 1 October 2013 to 31 December 2013 of 1,330,000.\*\*

\*\* As provided for in the trust deed dated 7 May 2012 constituting CRT (the "Trust Deed"), the price of the units issued shall be computed based on the volume weighted average price of a unit for the period of ten business days immediately preceding the relevant business day of the issue of such units. Therefore, the actual number of units to be issued may deviate from the above illustrative number of units.

## **Key Financial Indicators**

	Actual as of 30 September 2013	Actual as of 31 December 2013
Gearing Ratio	42.3%	41.8%
Interest Coverage Ratio	6.0 times	5.9 times
% of Debt Hedged	100%	100%
Average All-In Cost of Debt(1)	1.59%	1.59%
Debt Maturity(2)	4.6 years	4.4 years
Additional Debt Headroom(3)	JPY26.4 billion	JPY27.5 billion

(1) Cost of debt excluding professional and other fees incurred during the transaction.

(2) Does not include short-term debt of JPY1.3 billion due on February 2014, to be repaid from the consumption tax refund.

(3) Calculated based on a leverage limit of 60.0%.



## **Distribution Details**

Distribution Period	10 May 2013 – 31 December 2013
Distribution Per Unit	5.24 Singapore cents

#### **Distribution Timetable**

Notice of Books Closure Date

Units Trading Ex-Distribution

**Books Closure Date** 

Cash Distribution Payment Date

Friday, 14 February 2014

9:00 am, Monday, 24 February 2014

5:00 pm, Wednesday, 26 February 2014

Monday, 31 March 2014



Key Highlights Financial Highlights

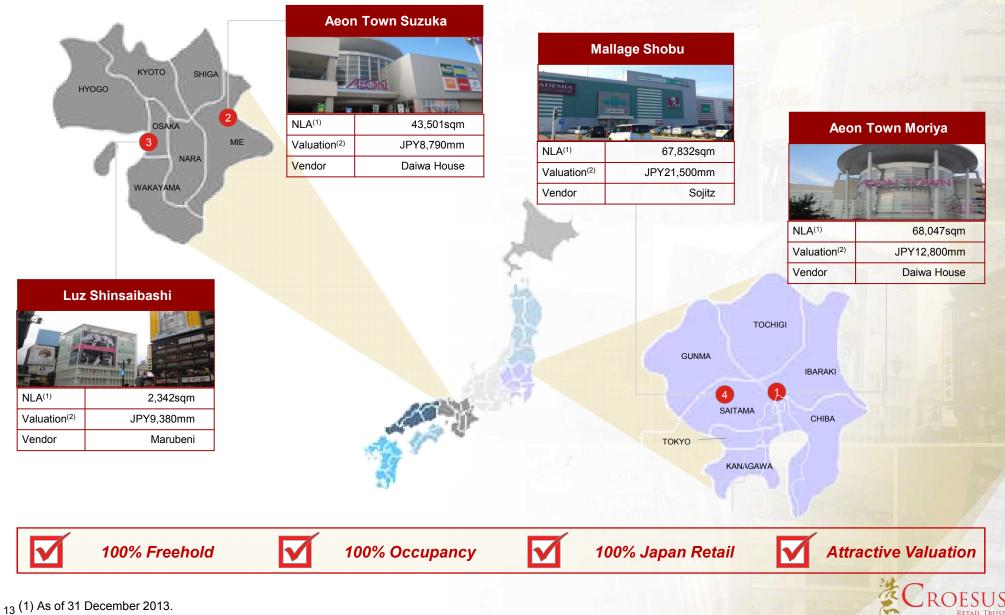
**Portfolio Performance** 

Outlook





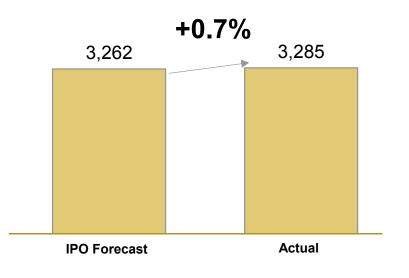
## **Portfolio Overview**



(2) Based on valuation by DTZ as of 31 March 2013. For Mallage Shobu, valuation by DTZ as of 1 June 2013, after including the Uniqlo annex is JPY21,900 mm.

## Portfolio Revenue and NPI — above IPO Forecast

### Gross Revenue (1) (JPY mm)



#### Net Property Income (1) (JPY mm)



(1) For the period from Listing Date of 10 May 2013 to 31 December 2013.



## **Balanced Portfolio with Strategically Located Properties**

Each of the properties is strategically located within its submarket, being directly connected via major transportation nodes.

	Forecast			Lease Expiry Profile <sup>(2)</sup>		Connectivity			
	Year 2014 NPI <sup>(3)</sup> (%)	Occupancy (%) <sup>(1)</sup>	WALE by NLA <sup>(1)</sup> (yrs)	31 Dec 2013 - 30 June 2014	Projection Year 2015	Train / Bus	Major Road	Key Tenants / Sub tenants	
Aeon Town Moriya	26%	100%	13.5	-	-	~	~	Aeon Cinema, Alpen, Food Square Kasumi, Futaba-Tosho, Uniqlo, Nojima	
Aeon Town Suzuka	19%	100%	13.5	-	-	~	~	Kahma Home Centre, APINA, Nitori, Hana- Shobu, Uniqlo, Atelier, Seria, G.U.	
uz Shinsaibashi	14%	100%	8.2	-	-	$\checkmark$	✓	H&M	
Aallage Shobu	40%	99.3%	5.3	0.4%	25.7%	~	~	Nafco, 109 Cinema <mark>s</mark> , Himaraya, York Mart, Nojima, Academia, Sanki, Play Land, Uniqlo	
45% of NPI secure rough long term ma ases with quality te (Aeon Town)	aster 1	Approximatel 00% occupan across all properties	cy 20	13 to 30 June	d from 31 Dec 2014 and ~75 <sup>6</sup> ear 2015 rental ocked in	% co s tr	Well- onnected by ain, bus or najor roads	Quality tenant base from diversifie trade sectors	
Aeon Tov	vn Moriya		Aeon To	wn Suzuka		Luz Sh	insaibashi	Mallage Shobu	
<ul> <li>7-min walk from</li> <li>Located along N a main commutine</li> <li>residents of neig</li> </ul>	ational Route	e 294, • Loo a n	cated along	om Hiratacho s Prefectural Roa I road in the are	ad 54, shop ea bout • Very	ping distri iques and	aka's premier ct with many specialty sho Namba and tations	connecting Saitama and Tokyo	

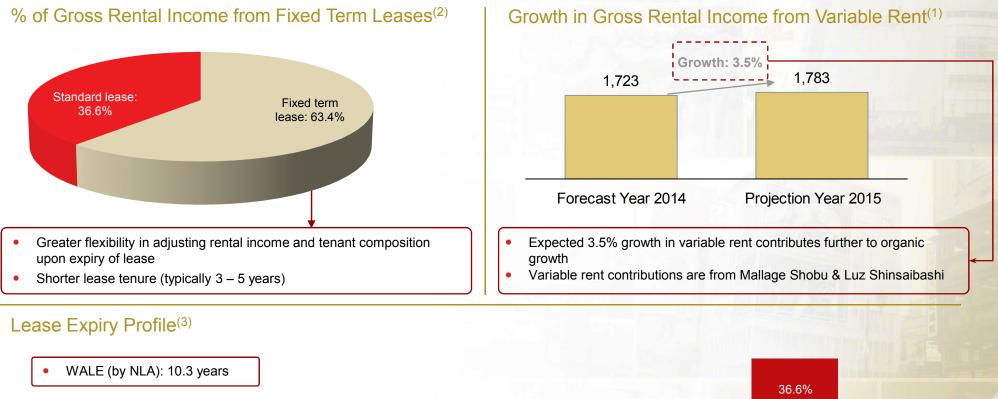
(2) As a % of portfolio gross rental income based upon rentals as of 31 December 2013.

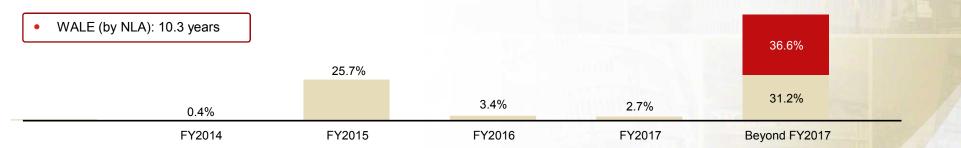
(3) As disclosed in the Prospectus, subject to the bases and assumptions stated therein.

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## **Favorable Lease Profile**

A substantial portion of CRT's Gross Rental Income is derived from leases structured as Fixed Term Leases, giving it greater flexibility to adjust rentals / tenant composition, or variable rent, allowing it to share any income upside with its tenants.





(1) As disclosed in the Prospectus, variable rent figures mentioned included guaranteed minimum rent.

(2) By Gross Rental Income for the month of December 2013.

<sup>16</sup> (3) For Initial Portfolio, as at December 2013.



## New Shop Openings during Q2 FY2014



#### UNIQLO (Aeon Town Moriya)





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EVISU (Mallage Shobu)



## Mallage Shobu – Marketing & Promotional Activities

26 October 2013 Kamen Rider GAIM Show



#### Mallage Shobu – Tenant Replacements

- Renovation work associated with tenant replacements (~JPY150mm in FY-2014 and ~JPY100mm in FY-2015)(1)
- Significant movement in the tenant composition, with 146 of 242 leases expiring in Nov-14
  - Rental reversion upon lease expiry, since most of the expiring leases were entered into in 2008 with lease terms favoring the lessees, given market conditions at the time
  - Attract strategic anchor tenants to further enhance the overall growth
  - Recent additions of new tenants such as Ootoya and Evisu; currently in negotiations with other high quality tenants



4 November 2013 May J. Live Concert

Favorable rental reversions anticipated when leases expire in November 2014



(1) As disclosed in the Prospectus.

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Key Highlights Financial Highlights Portfolio Performance

Outlook





## **Outlook: Promising Macro-Environment**

- Promising GDP and Tankan data
  - 3Q 2013 annualised GDP growth of +1.1% (quarter-on-quarter) to mark fourth straight quarter of expansion.
  - Quarterly Tankan index released in December 2013 rose to +16 from -8 in March 2013, highlighting increased confidence and optimism for the economy.
- Increase in CPI numbers
  - Core consumer prices for the month of December 2013 rose 1.3% on a yearto-year basis, making it the seventh consecutive month of increase.
  - 2013 annual CPI rose 0.4% (year-to-year), indicating an annual increase for the first time in the past five years.
- Based on survey by Japan Real Estate Institute
  - Suburban Tokyo, suburban Nagoya and prime Osaka have all shown expected cap rate compressions of approximately 10 to 30bps for the period from April 2012 to October 2013.
  - Tokyo suburban shown compression of 50bps from its recent peak in 2011.

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Source: Barclays Research Report and Japan Real Estate Institute

Each of Barclays and the Japan Real Estate Institute has not provided its consent to the inclusion of the information extracted from the relevant report published by it and therefore is not liable for such information. While the Trustee-Manager has taken reasonable actions to ensure that the information from the respective reports published by Barclays and the Japan Real Estate Institute is reproduced in its proper form and context, and that the information is extracted accurately and fairly from such report, neither the Trustee-Manager nor any other party has conducted an independent review of the information contained in such report nor verified the accuracy of the contents of the relevant information.

### **Thank You**

#### **Key Contact:**

**Ms. Hanako Tokunaga** Investor Relations & Financial Controller Tel: +65 6622 5531 Email: <u>htokunaga@croesusgroup.com</u>



