BHG RETAIL REIT

CGS-CIMB Trading Representatives Briefing

15 March 2023



ANCHORING FOUNDATIONS. STAYING RESILIENT.

Content

- Overview
- Investment Overview
- Looking Forward

Brief Introduction

Listed on SGX Mainboard on the 11 December 2015

Singapore's First Pure-Play China Retail REIT Established By A China-Based Group ("Beijing Hualian Group")

Investment Mandate

Income-producing real estate used primarily for retail purposes, with an initial focus on China



Number of Properties
6

Valuation of AUM[1]
4.7
RMB billion

1. Based on independent valuation from Colliers International (Hong Kong) Limited as at 31 December 2022.

MULTI-TENANTED

Beijing Wanliu



Chengdu Konggang



Hefei Mengchenglu



Hefei Changjiangxilu



MASTER-LEASED

Xining Huayuan



Dalian Jinsanjiao



The Big Picture: Our Value Proposition

Strategy

- One-stop destination malls
- Located in High Density Residential Neighbourhoods (Recurring Visitor-ships)
- Rising Chinese Residents' income + Consumption upgrade

Quality

- Track Record of Healthy occupancy rate and rental growth
- Capital Management
- Financially Strong & Committed Sponsor Group
  - Retail Conglomerate
  - Networks

Growth

- Hefei Changjiangxilu Acquisition (April 2019)
  - NAV per Unit & DPU accretive
- Visible & Substantial Sponsor Pipeline
- Continual Asset Enhancements

Financially Strong & Committed Sponsor Group

Beijing Hualian Group (BHG)

One of the Leading Chinese Retailers Headquartered in Beijing







BHG: Financially Strong & Committed Sponsor Group

Retail Malls

More than 30 Retail Malls owned and/or under management

Beijing Hualian Department Store Co., Ltd.

- **Listed on Shenzhen Stock Exchange (1998)**
- **Market cap of RMB 5.0 Billion[1]**
- **Wide network of retail malls across China**
- **With focus on community retail malls well located in areas of high population density**

http://www.bhgmall.com.cn

Sponsor

1. *Bloomberg data as of 7 March 2023.*









Supermarkets

More than 150 Supermarkets across entire China

Beijing Hualian Life Supermarket Co., Ltd.

- **Anchor / master-lease tenants at most properties in the REIT's portfolio**
- **Attracts recurring footfall while providing stable income and step-up**

生活超市 LIFESTYLE MARKET











BHG: Financially Strong & Committed Sponsor Group

SKP

SKP Luxury Department Stores

SKP Operates SKP Beijing, SKP Xi'An, SKP-S and SKP Chengdu

- **Amongst the Largest Luxury Department Stores in China**
- **SKP Beijing: Located at Beijing's prime Central Business District, as one of Beijing's landmark shopping places**
  http://www.skp-beijing.com
- **SKP Xi' An: Opened in May 2018**
- **SKP-S: Opened in Dec 2019**
- **SKP Chengdu: Opened in Dec 2022**











Investment Overview



Photo of Beijing Wanliu 北京万柳照片

Investment Overview

1. Growing China Economic Fundamentals
2. Resilient Sustainable Strategy:
   Situated in Densely Populated Residential Neighborhoods
3. Robust Quality Assets & Performance
4. Track Record of Strong Asset Enhancement and Asset Management Capabilities

1 China Economic Fundamentals[1]

Gross Domestic Product (GDP) Growth

+3.0%
2022 GDP Growth y-o-y

+7.6%
2012-2022 GDP CAGR Growth

- GDP grew 3.0% year-on-year to RMB 121.0 trillion in 2022 , beating market consensus of 1.8% expansion[2]

Disposable income per capita for urban residents

+4.1%
2022 Growth y-o-y

+6.7%
2012-2022 CAGR Growth

- Disposable income per capita of urban residents grew 4.1% year-on-year in 2022

Retail Sales Growth

-0.2%
2022 Growth y-o-y

+7.2%
2012-2022 CAGR Growth

- Retail sales of consumer goods fell 0.2% year-on-year to RMB 44.0 trillion in 2022

- The International Monetary Fund (IMF) raised its China's GDP outlook for 2023, revising it from 4.4% in October 2022 to 5.2% in January 2023, supported by the reopening of the economy following the lifting of its COVID-19 restrictions[3]

- China's shift from zero-covid to reopening since early December 2022 is seen as hugely beneficial to real estate, with the retail sector set to be one of the main beneficiaries. Retailer expansion is expected to pick up from 2Q 2023, underpinned by rising demand for prime retail space and bottoming of rents[4]

1. Source: National Bureau of Statistics of China.
2. The Business Times (17 January 2023): China's economy expands 3% in 2022 as zero-Covid policy hurts growth.
3. IMF (30 January 2023): Global economy to slow further amid signs of resilience and China re-opening.
4. CBRE (December 2022): China's shift from zero-covid to reopening seen as hugely beneficial to real estate.

2 Resilient Sustainable Strategy:
Situated in Densely Populated Residential Neighborhoods

Stable & Recurring Neighbourhood Visitorships
(Against Backdrop of Healthily Growing Residents' Income & Spending)

Beijing Wanliu



Typical Characteristics of Surrounding Neighbourhoods

- Residents population of about 200,000 to 300,000 within 3km radius.
- Suburban community, visitor profiles include:
  - People who drop-by the mall to shop for groceries or essential items before heading home after work.
  - Families who choose to eat out, and shop around after a meal.
  - Parents/Grand parents bringing children for enrichment classes.
  - Whole family coming to mall to attend events organised by the mall.

2 Resilient Sustainable Strategy:
Situated in Densely Populated Residential Neighborhoods

Stable & Recurring Neighbourhood Visitorships
(Against Backdrop of Healthily Growing Residents' Income & Spending)

Chengdu Konggang



Hefei Mengchenglu



2 Resilient Sustainable Strategy:
Situated in Densely Populated Residential Neighborhoods

Hefei Changjiangxilu (十里庙 Shilimiao Community, Shushan District)

Catchment Population Within a 3-kilometre Radius of Approximately 200,000, 50 Local Communities



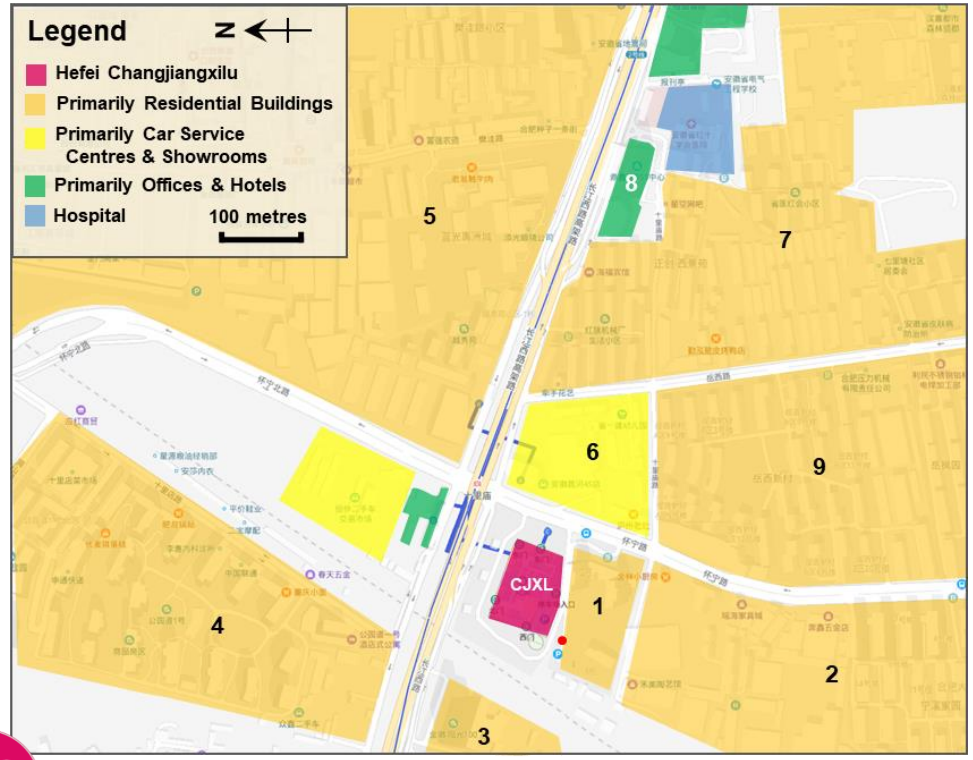




















3 Robust Quality Assets & Performance

Track Record of High Occupancy Rate and Healthy Leasing Demand

OCCUPANCY RATE	2016[1]	2017[1]	2018[1]	2019[1]	2020[1]	2021[1]	2022[2]
Beijing Wanliu	99.5%	100%	100%	96.2%	92.7%	96.1%	94.1%
Chengdu Konggang	91.3%	96.8%	97.0%	94.7%	96.4%	98.0%	96.6%
Hefei Mengchenglu	100.0%	100.0%	96.2%	95.1%	81.7%[3]	91.3%	91.1%
Hefei Changjiangxilu[2]	N.A.	N.A.	N.A.	97.6%	92.4%	98.2%	92.7%
Xining Huayuan	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Dalian Jinsanjiao	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Portfolio (NLA Weighted)	**97.6%**	**99.7%**	**98.7%**	**96.7%**	**93.5%**	**97.0%**	**95.2%**

1. As at 31 December.
2. Hefei Changjiangxilu Mall was acquired on 2 April 2019.
3. Due to tenancy rejuvenation.

● Multi-tenanted ● Master-leased

3 Robust Quality Assets & Performance

Lease Structure

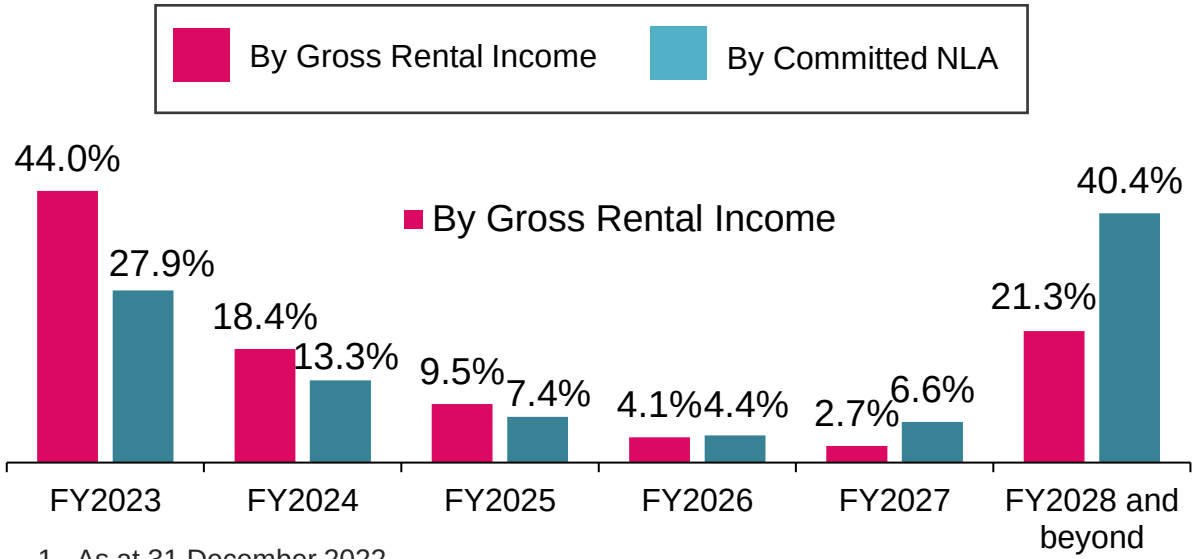
Defensive Lease Structure

- ✓ **Protected by base rents**
- ✓ **Enjoy upside from the turnover rents**
- ✓ **Majority of leases also come with rental escalation**

Lease Expiry Profile[1]

Staggered Lease Expiries

Weighted average lease expiry (WALE)	
By Gross Rental Income:	3.4 years
By Committed NLA:	5.5 years



1. As at 31 December 2022.

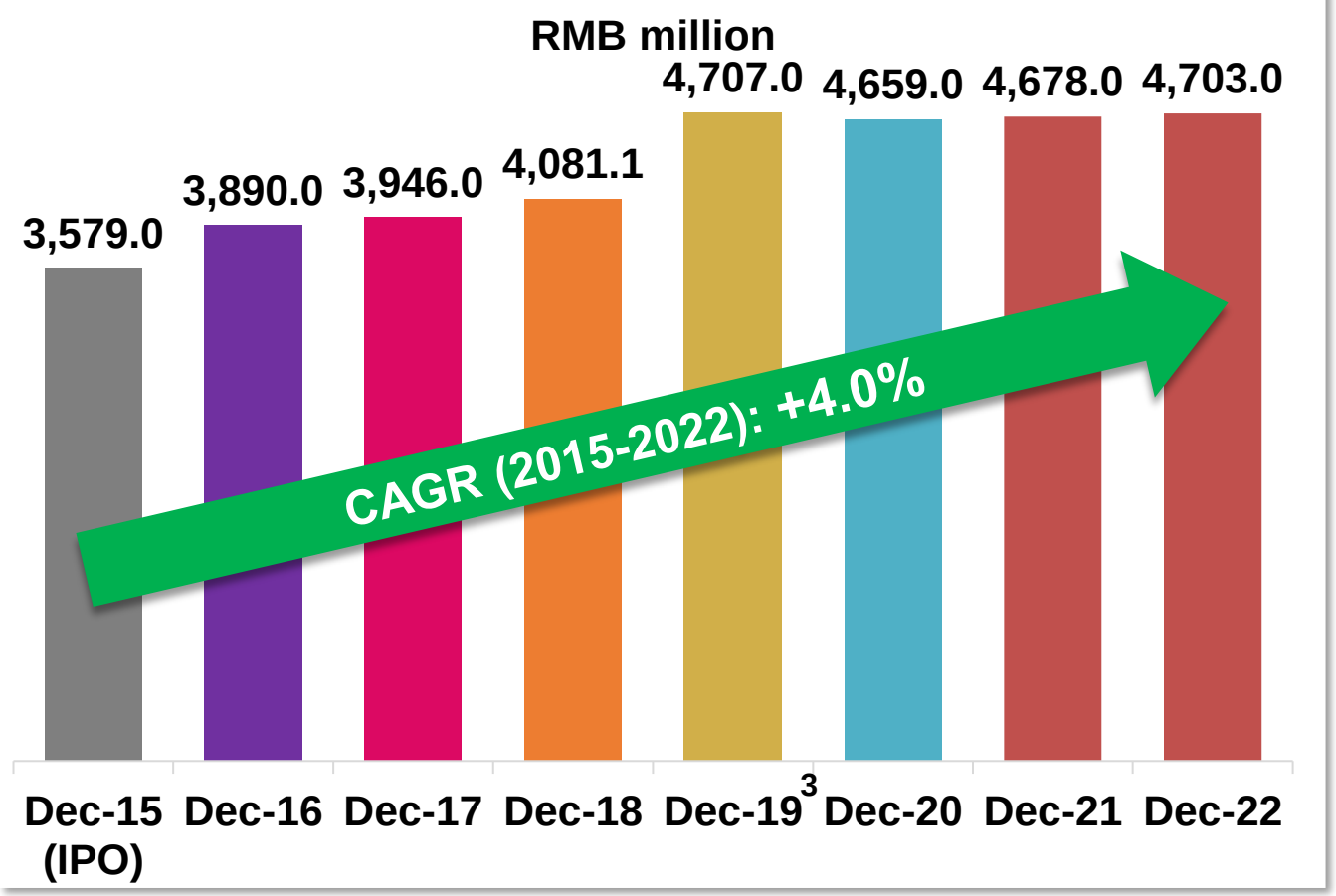
3 Robust Quality Assets & Performance

Solid Assets-Backed Financial Position

Extracted Statement of Financial Position
As at 31 December 2022 (SGD million)

Investment Properties	912.2
Total Assets	959.2
Total Liabilities	375.2
Net Assets	583.9
Net Asset Value Per Unit[1] (SGD cents)	0.79

Valuation of Investment Properties[1,2]: Dec 2015-2022 CAGR of ▲4.0% p.a.



1. Based on 100% contribution from Beijing Wanliu.
2. Based on annual valuation from independent valuers.
3. Includes contribution from Hefei Changjiangxilu Mall which was acquired on 2 April 2019.

3 Robust Quality Assets & Performance

Financial Performance 2016 to 2019

Consistently Higher Gross Revenue and NPI Year After Year (Pre-COVID-19)

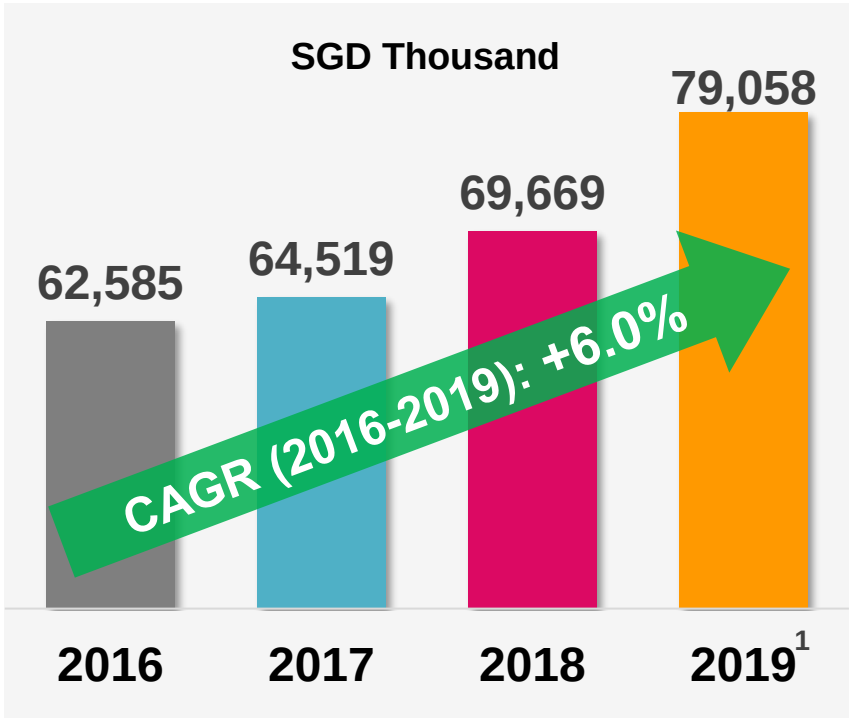
Gross Revenue CAGR 2016-2019

▲ 6.0%

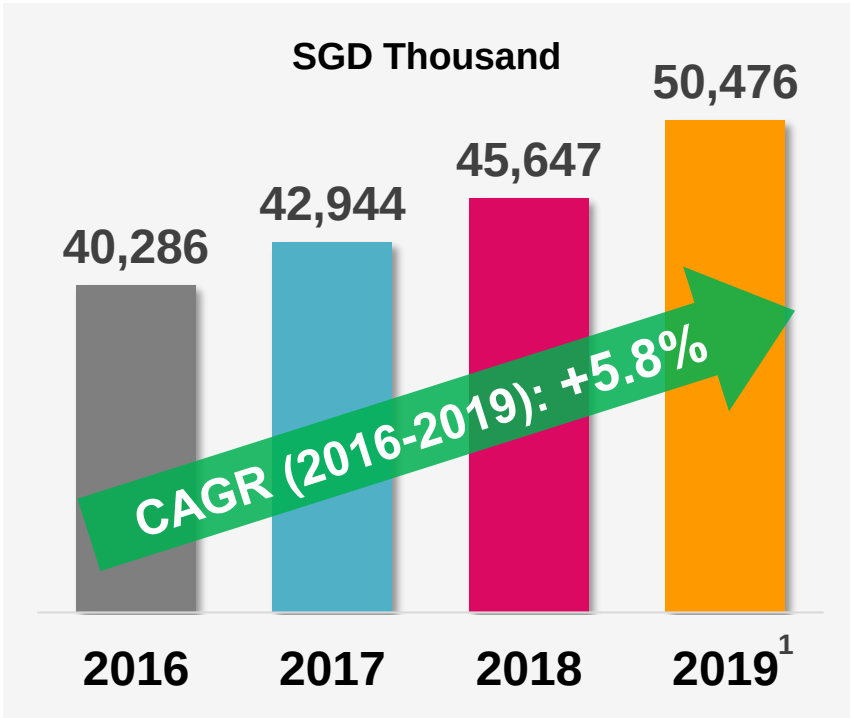
Net Property Income CAGR 2016-2019

▲ 5.8%

Gross Revenue



Net Property Income



1. Includes contribution from Hefei Changjiangxilu Mall which was acquired on 2 April 2019.

3 Robust Quality Assets & Performance

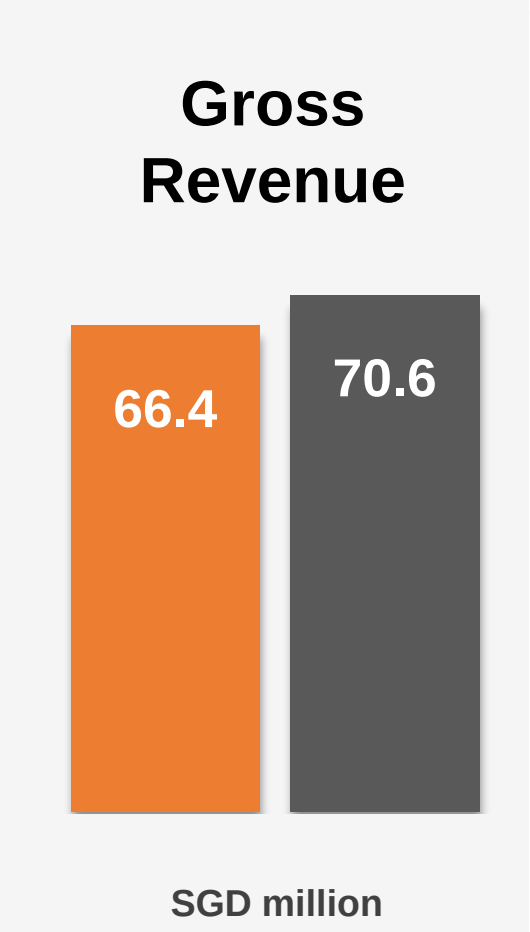
FY 2022 Financial Update

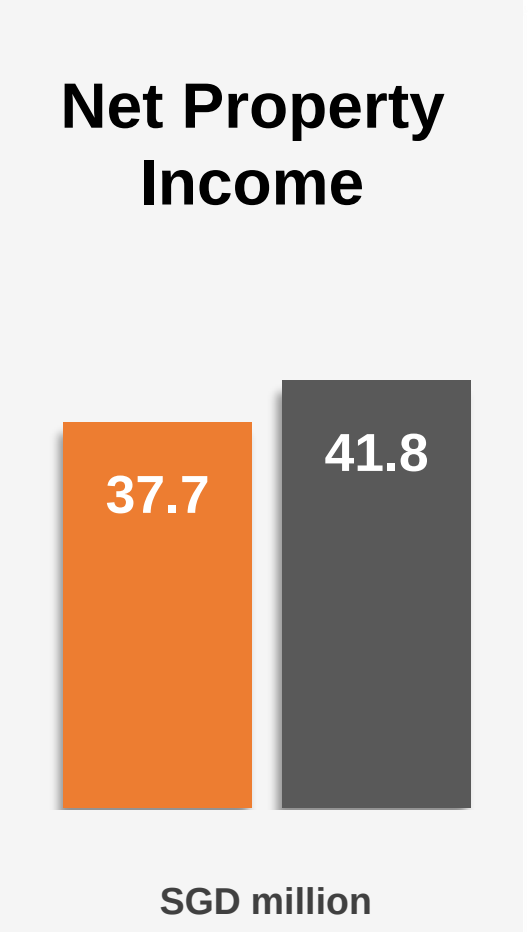
Gross Revenue
FY 2022
66.4
SGD million

Net Property Income
FY 2022
37.7
SGD million

Amount to be distributed to Unitholders[1,2]
FY 2022
6.0
SGD million

Distribution per Unit[1,2]
FY 2022
1.17
SGD cents





1. For the FY 2022, approximately S$0.7 million of the amount available for distribution has been retained for operational expenses and working capital requirements of the REIT.
2. Lower year-on-year largely attributed to rental rebates provided to support tenants in FY 2022 due to the COVID-19 situation in China while no rental rebates were given in FY 2021, as well as higher interest expenses, and one-off refinancing expenses incurred during the refinancing exercise completed in mid-March 2022.

3 Robust Quality Assets & Performance

Completion of Refinancing Exercise in March 2022

- **Commitment secured for:**
  - **Offshore Facilities of S$252.0m**
  - **Onshore Facilities of RMB 297.0m**
- **No significant refinancing requirements until 2025**
- **Reflects lenders' confidence and support in BHG Retail REIT's long-term growth strategy**

Healthy Gearing With Debt Headroom For Growth

As at 31 December 2022

Aggregated borrowings drawn down	Gearing Ratio	Average Cost of Debt[2]
S$297.2m	37.7 %	4.4%

Interest Coverage Ratio[3]
2.2x

- **Above 80% of borrowings are denominated in Singapore dollars ("Offshore")**
- **About 42% 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 approximately 5.3% 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.

4 Track Record of Strong Asset Enhancement

Beijing Wanliu (2018~2019): Anchor Tenant Resize (Hai Di Lao Level 4 & 5)



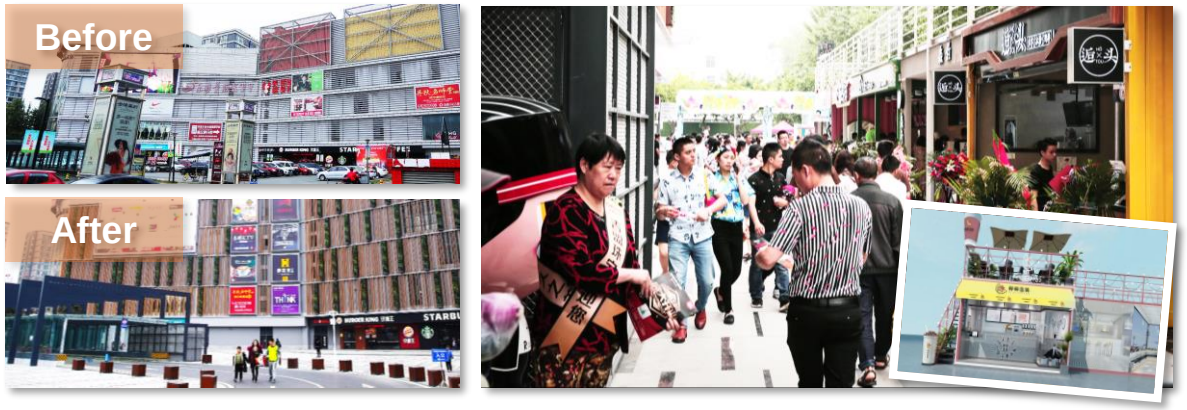
Beijing Wanliu (2020): Supermarket Resizing and Enhancement on B1



Chengdu Konggang (2017): Sports Zone Enhancement (B1 AEI + New Tenancies)



Chengdu Konggang (2018~2019): Exterior Upgrade in 2018 and Addition of Container-Style Food Lane in 2019



4 Track Record of Strong Asset Enhancement

Hefei Mengchenglu (2022):
Completion of new entrance to enhance accessibility and improve shopper traffic flow and circulation between ground and basement Levels



Photo of New Entrance @ Hefei Mengchenglu

Chengdu Konggang (2022):
Rejuvenation of exterior area Yuelai Square with appealing F&B pushcarts and container-style stores









4 Strong Asset Management

E-commerce platform: Staying Connected with Omnichannel Visitors



Select Mall

Live-Broadcast (Upcoming/Past)

- The BHG Mall online platform is launched amid COVID-19 via WeChat Mini-Program
- Sharing online capability across all BHG Malls
- Keep customers apprised of promotional items & events
- Provide a convenient and regular way for customers to stay connected with our malls
- Reward points to enhance customers' loyalty to both BHG malls as well as retailers

4 Strong Asset Management

Innovative New Retail @ Work



Live Broadcasts

- By Internet celebrities, retailers, and malls
- Combination of various style/format for example:
  (1) In-store retail exploration
  (2) Product introduction and awareness
  (3) Promotional deals
  (4) Showcasing skills & dining experience

WeChat Groups

- Exclusive BHG mall's WeChat group with participating merchants and members
- Efficient channel to communicate promotions, events, as well as mall information



Revitalising Tenancies
Enhancing Experiences

Photo of Hefei Mengchenglu

Revitalising Tenancies. Enhancing Experiences.

New Lifestyle and Sustainable Offerings In our Malls

Huawei 华为





24 Hours Smart Fitness Gym 小蛮熊运动



@ Hefei Mengchenglu


@ Chengdu Konggang



Facial Spa 洗脸熊



@ Beijing Wanliu

Revitalising Tenancies. Enhancing Experiences.

New Tenants In Our Malls (Retail and Children)

YAZAN 雅赞



@ Beijing Wanliu

Exull 依思Q



@ Hefei Changjiangxilu

WOW Colour



@ Chengdu Konggang

Chow Tai Fook 周大福



@ Hefei Mengchenglu

Linkfamily 林克宝宝



@ Beijing Wanliu

Children's Learning 快乐启点



@ Hefei Changjiangxilu

Revitalising Tenancies. Enhancing Experiences.

Popular F&B Chains Opening In Our Malls

Papa Johns 棒!约翰



Xiangcun Story 湘村故事



Outdoor Container-Style F&B Stores



Tong Ge Meat Store 桐哥肉铺



Yan Yu Fried Skewers 宴媽炸串





Engaging Communities Creating Lasting Memories

- *Customers continue to desire social interactions and physical events*
- *We continued to engage with surrounding communities through various physical events*



Anchoring Foundations. Staying Resilient.

Photo of Chengdu Konggang

Engaging Communities

Children & Family Activities



Children's Performance @ Chengdu Konggang


Flower Arrangement @ Beijing Wanliu



National Day Event @ Hefei Changjiangxilu

Engaging Communities

Children & Family Activities



Beer and Food Festival @ Chengdu Konggang



Parent-Child Art & Craft @ Beijing Wanliu



Children's Carnival @ Chengdu Konggang


Flower Arrangement @ Hefei Changjiangxilu

Our Sustainability Journey
Environmental, Social and Governance (ESG)



Our Sustainability Journey: Environmental

Water Management

Implemented practices to control and manage water wastage.
Such as:

- ✓ **Utilising water-efficient flushing cisterns;**
- ✓ **Installing motion sensor water faucets;**
- ✓ **Reducing tap flow rate**



Energy Efficiency

Established energy savings plan to ensure energy efficiency through lighting management efforts and optimisation of air-conditioning system output, such as:

- ✓ **Installing motion sensor-based & timing-controlled lights and LED lights;**
- ✓ **Installing air curtains, strip curtains and sunshades to dissipate excess heat, keeping the mall interior cool without requiring a high system output;**
- ✓ **Regular readjustment of system output based on actual weather conditions and temperature to minimise energy wastage**

Our Sustainability Journey

Environmental, Social and Governance (ESG)

Background

- ***We are cognisant of ESG issues that are relevant for BHG Retail REIT and our stakeholders***
- ***Proactively strive to address these ESG issues which are taken into account during our business strategy formulation***
- ***Started annual sustainability reporting and issued first Sustainability Report in FY 2018***



Climate Change

- ***We recognise that climate change has a widespread and severe impact on the environment we live in***
- ***Constantly finding ways to reduce carbon emissions and started exploring innovative solutions for our retail properties***
- ***Started climate risk assessment and scenario analysis in FY 2021 for our retail properties located in China***



Our Sustainability Journey: Social (CSR Initiatives)

CNY Gift Packs to Elderlies 孤寡老人爱心慰问活动



Tree Planting Programme 植树节



Movies for the Disabled 残疾人公益观影活动



Calligraphy Workshop with Visually Impaired Artist



Our Sustainability Journey: Governance

	Awards	Results	Year
1	Best Corporate Communications and Investor Relations Team (The Global CSR & ESG Awards 2022™)	Platinum	2022
2	Best Community Programme Award (The Global CSR & ESG Awards 2022™)	Platinum	2022
3	CSR & ESG Leadership Award (The Global CSR & ESG Awards 2022™)	Platinum	2022



Photo of Hefei Changjiangxilu

Looking Forward

The Manager remains focused and committed to proactively managing 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 healthy 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


Photo of Beijing Wanliu

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Thank you

For further information and enquiries:

BHG Retail Trust Management Pte. Ltd.
Contact: (65) 6805 8288 Email: ir@bhgreit.com
Website: http://www.bhgreit.com

