



# BHG RETAIL REIT

## 北京华联商业信托

# Factsheet

As at 27 May 2017

### SINGAPORE'S FIRST PURE-PLAY CHINA RETAIL REIT SPONSORED BY A CHINA-BASED GROUP

Listed on SGX-ST, BHG Retail REIT has a diversified portfolio of five retail properties strategically located in major cities in China, namely Beijing, Chengdu, Hefei, Xining and Dalian.

All of BHG Retail REIT's malls are located in high population density areas frequented by growing middle class professionals and families. Designed as lifestyle destinations, each multi-tenanted mall features a compelling mix of shopping, dining, education and entertainment establishments. In every mall, the anchor tenant or master lessee is the highly popular Beijing Hualian Hypermarket Co., Ltd. (北京华联综合超市股份有限公司) catering to the daily needs of residents of the surrounding neighbourhoods.

BHG Retail REIT is managed by BHG Retail Trust Management Pte. Ltd., an indirect wholly-owned subsidiary of Beijing Hualian Department Store Co., Ltd. (北京华联商厦股份有限公司) (the "Sponsor"). The Sponsor and Beijing Hualian Hypermarket Co., Ltd are part of Beijing Hualian Group Investment Holding Co., Ltd. (北京华联集团投资控股有限公司), one of China's largest retail enterprises with more than 20 years of retail operating experience.

### INVESTMENT MANDATE

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

### COMMITTED OCCUPANCY RATE AS AT 31 MARCH 2017

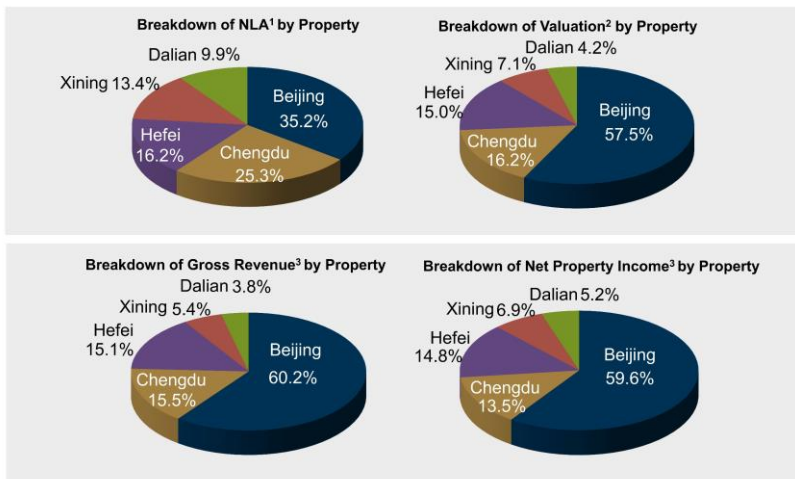
Beijing Wanliu	99.5%
Chengdu Konggang	95.0%
Hefei Mengchenglu	100.0%
Xining Huayuan	100.0%
Dalian Jinsanjiao	100.0%
<b>Portfolio (NLA Weighted)</b>	<b>98.6%</b>

### ROBUST RETAIL OUTLOOK IN CHINA<sup>1</sup>

<b>+6.9%</b> China GDP Growth in 1Q 2017 (y-o-y)	<b>+6.5%</b> China GDP Growth Forecast 2017 <sup>2</sup> (y-o-y)	<b>+10.0%</b> China Retail Sales Growth in 1Q 2017 (y-o-y)
<b>+6.3%</b> Disposable income per capita for urban residents in 1Q 2017 (Real growth) (y-o-y)	Urban residents increase from 56.1% in 2015 to 57.3% in 2016	Two child Policy from 2016

1. Source: National Bureau of Statistics of China  
2. Source: National Development and Reform Commission of the People's Republic of China

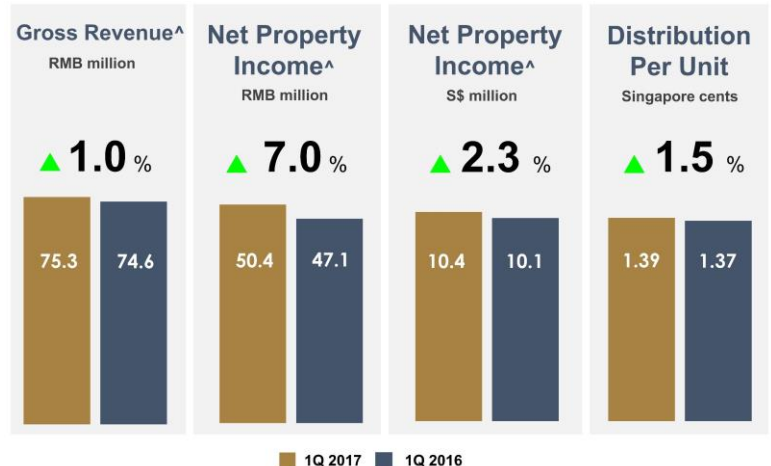
### PORTFOLIO OF FIVE PROPERTIES IN CHINA



1 As at 31 March 2017  
2 Based on independent valuation from Knight Frank Petty Limited as at 31 December 2016.  
3 Based on 1Q 2017 results

### KEY FINANCIAL HIGHLIGHT 1Q 2017

#### Stable and Resilient Performance



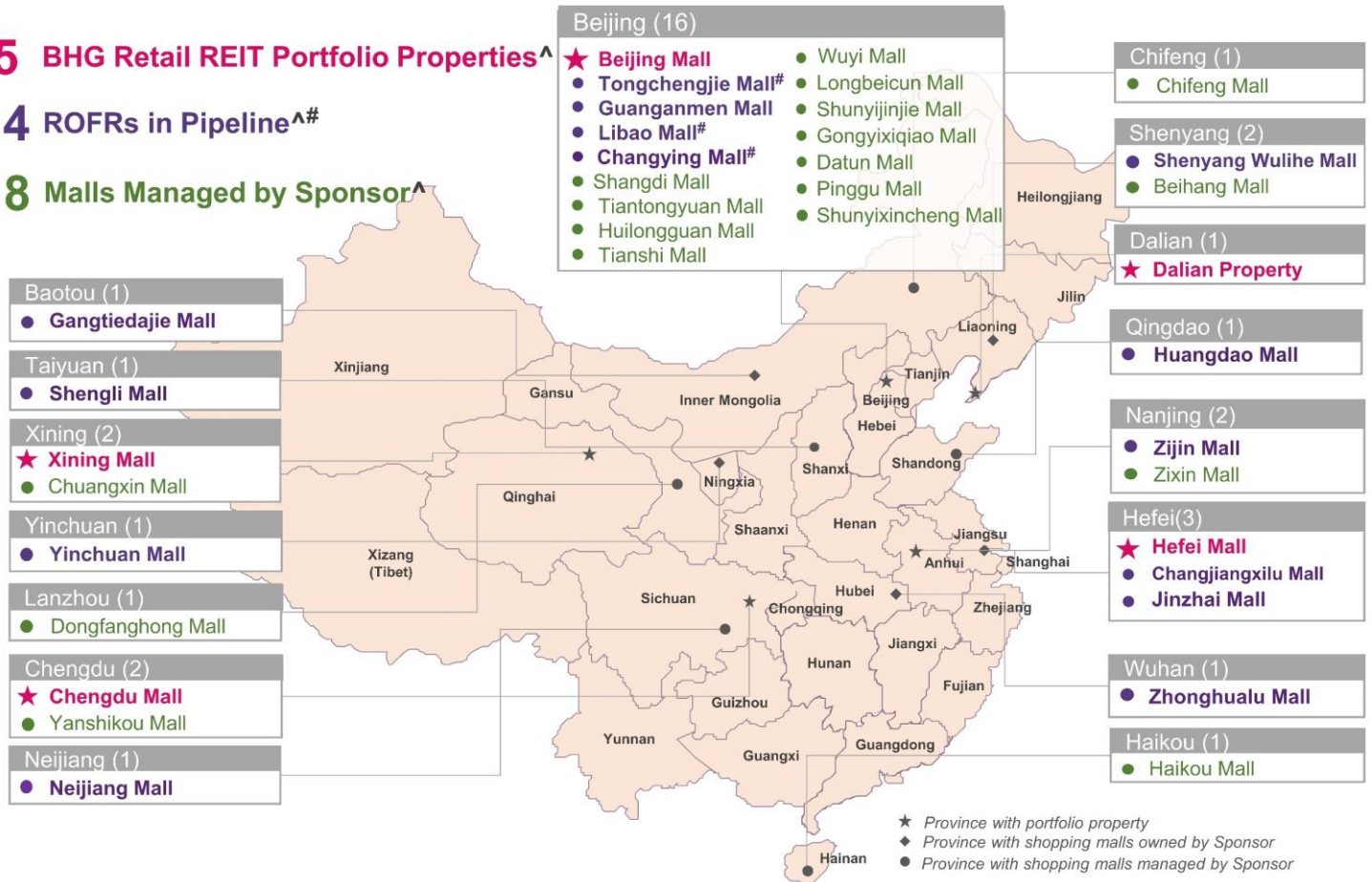
<sup>^</sup> Prior to 1 May 2016, Business Tax was reflected under property operating expenses. With effect from 1 May 2016, Value Added Tax ("VAT") replaced Business Tax in China and it is net off the revenue instead of reflecting in the property operating expenses.

**SPONSOR: STRONG RETAIL MALL MANAGEMENT EXPERIENCE**

**5 BHG Retail REIT Portfolio Properties<sup>^</sup>**

**14 ROFRs in Pipeline<sup>^#</sup>**

**18 Malls Managed by Sponsor<sup>^</sup>**



<sup>^</sup> As at 31 March 2017

<sup>#</sup> 3 out of the 14 ROFRs (namely Tongchengjie, Libao, and Changying) were given by a private fund, managed by a fund manager which is 50% owned by Beijing Hualian Group Investment Holding Co., Ltd.

**Annualised  
Distribution Yield<sup>1</sup>**  
**7.62%**

**Portfolio  
Valuation<sup>2</sup>**  
**S\$810.7  
million**

**Gearing<sup>3</sup>**  
**32.5%**

**Portfolio  
Occupancy<sup>4</sup>**  
**98.6%**



1. Based on closing price of S\$0.74 as at 31 March 2017.  
2. Based on independent valuation from Knight Frank Petty Limited as at 31 December 2016.  
3. Based on total loans and borrowings principal attributable to Unitholders divided by total assets attributable to Unitholders.  
4. As at 31 March 2017.