

3Q 2021 BUSINESS UPDATES

11 November 2021

Anchoring Foundations. Staying Resilient.



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Anchoring Foundations. Staying Resilient.



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

旺顺园

3Q 2021 Updates

Photo of Beijing Wanliu 北京万柳照片

Portfolio Overview

MULTI-TENANTED



Beijing Wanliu



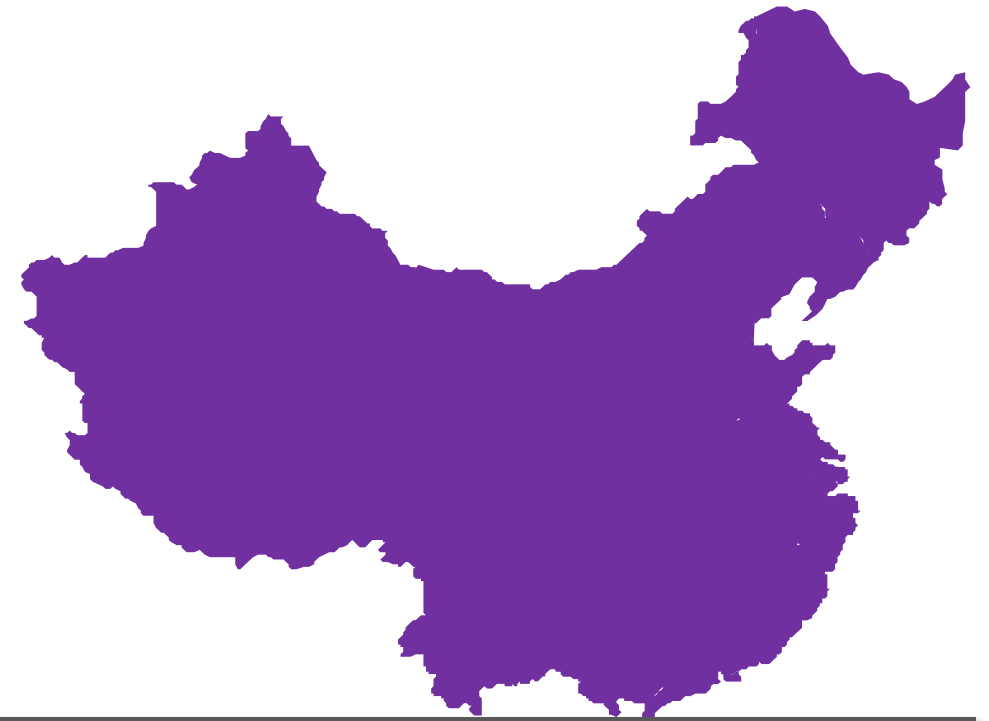
Hefei Mengchenglu



Chengdu Konggang



Hefei Changjiangxilu



MASTER-LEASED



Xining Huayuan



Dalian Jinsanjiao



Portfolio Overview¹

6
Properties

4,659.0
(RMB million)
Valuation²

178,463
Net Lettable Area
(NLA) sqm

96.0%
Committed
Occupancy Rate

6.3 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	38,999	23,659	27,321	20,807	15,345
Committed Occupancy Rate	95.2%	96.5%	90.1%	97.0%	100.0%	100.0%
WALE (NLA) years	4.0	3.7	4.7	4.4	13.3	13.3

1 As at 30 September 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.

● Multi-tenanted
● Master-leased

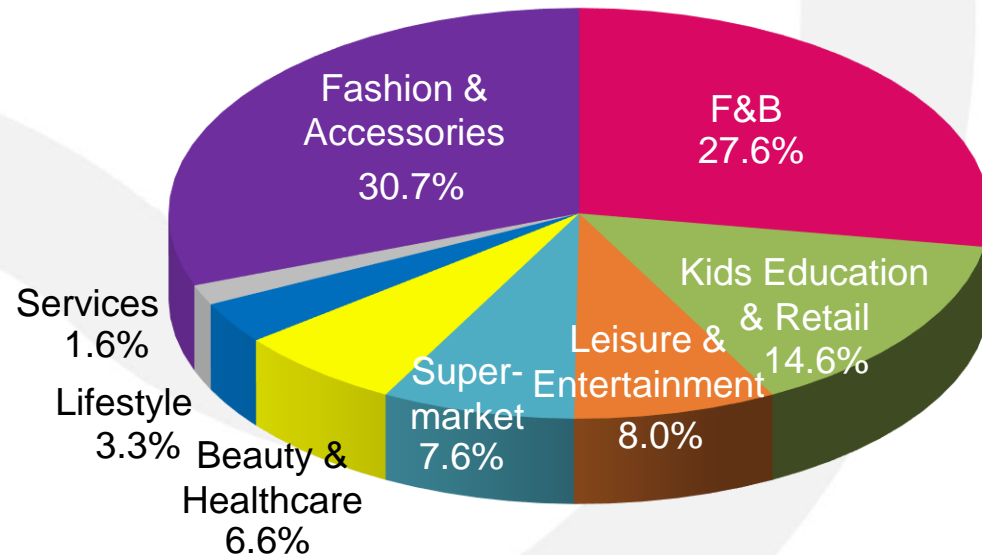


Diversified Tenant Mix

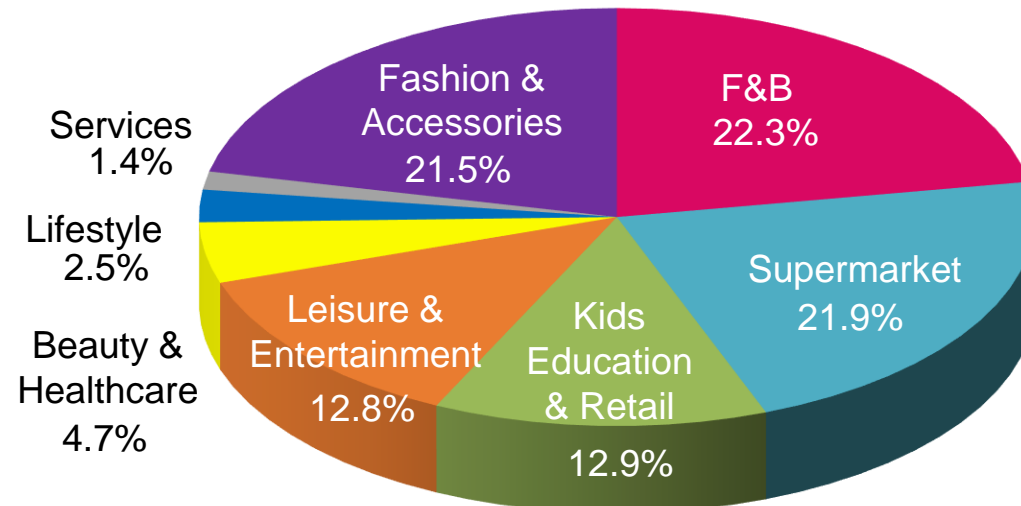
About 70% of Gross Rental Income and close to 80% of Net Lettable Area from experiential segment (exclude fashion & accessories)

Multi-tenanted Malls (As at 30 September 2021)

Breakdown of Gross Rental Income by Trade Sector



Breakdown of Net Lettable Area by Trade Sector



Lease Expiry Profile

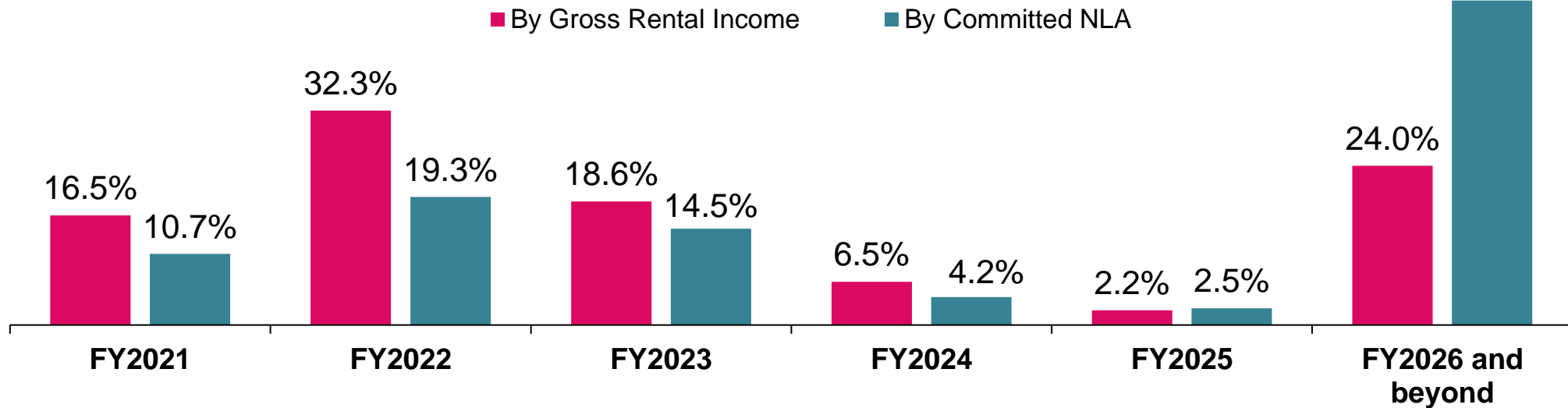
**Weighted average lease expiry (WALE)
as at 30 September 2021**

By Gross Rental Income: 3.6 years

By Committed NLA: 6.3 years



Lease Expiry Profile as at 30 September 2021





Revitalising Tenancies

Enhancing Experiences



Photo of Beijing Wanfu



New Dining Concepts @ Hefei Mengchenglu

Capturing Hearts of Local Diners

Hai Xian Gang 海仙港 (Seafood Buffet)



Hai Xian Gang 海仙港 @ Hefei Mengchenglu

Mu Tong Ji 木桶记



Mu Tong Ji 木桶记 @ Hefei Mengchenglu



Embracing Beijing's Consumption Upgrade



Popular F&B Chains Opening

KFC 肯德基



KFC 肯德基 @ Chengdu Konggang

Hefu Noodle 和府捞面



Hefu Noodle 和府捞面 @ Beijing Wanliu

NAYUKI PRO Tea & Coffee



NAYUKI PRO Tea & Coffee @ Beijing Wanliu



Revitalising Tenancies. Enhancing Experiences.

Fashion Brands



Camel @ Beijing Wanliu



Yishion @ Chengdu Konggang



JONION @ Hefei Changjiangxilu



B. Duck Kids @ Chengdu Konggang

Children & Family



Rock Star 音乐培训 @ Beijing Wanliu



Yishion Kids @ Chengdu Konggang



Engaging Communities



Photo of Chengdu Konggang



Children & Family Activities

Community Workout



Toddlers Crawling Contest



Street Dance Contest





Children & Family Activities

Story-telling Session



@ Hefei Changjiangxilu

Traditional Practices Class



@ Hefei Mengchenglu

Mid-Autumn Festival Performance



@ Hefei Mengchenglu

Shoe-Painting Family Exercise



@ Beijing Wanliu

Plant Arrangement Workshop



@ Beijing Wanliu

Pets Adoption Event



@ Hefei Changjiangxilu

Vegetable Redemption Exercise



@ Chengdu Konggang



Capital Management



Capital Management

Healthy Gearing With Debt Headroom For Growth

As at 30 September 2021

Aggregated borrowings drawn down
s\$296.2m

Gearing Ratio¹

34.5 %

Average Cost of Debt²

3.8%

Interest Coverage Ratio³

2.8 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.



Photo of Chengdu Konggang

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 4.7% 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.



Looking Forward



Photo of Beijing Wanliu

China Macroeconomic Outlook¹

China	9M 2021	Average two-year rate ²
GDP Growth (year-on-year)	+9.8%	+5.2%
Retail Sales Growth (year-on-year)	+16.4%	+8.0%
Disposable income per capita for urban residents (year-on-year)	+9.5%	+6.3%

Look Forward

- China's economy maintained a moderate recovery momentum in 9M 2021. Gross domestic product¹ ("GDP") grew 9.8% year-on-year to RMB 82.3 trillion in 9M 2021.
- According to the Chinese authorities, "market sales continued to grow with sales of upgraded goods and basic living goods increasing fast".
- Residents' income grew in tandem with the economy. Employment was basically stable, with urban surveyed unemployment rate of 4.9%.
- The Chinese authorities reiterated their plans to expedite the building of a new development pattern, carry out the routine epidemic prevention and control, make efforts to promote sustained and healthy economic development, focus on deepening the reform and opening-up and innovation, continuously stimulate market vitality, strengthen development momentum and unleash the potential of domestic demand.

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).

Looking Forward

Notwithstanding the near-term uncertainties and headwinds from COVID-19, 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 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

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