



SASSEUR REIT

First Listed Outlet REIT in Asia

Financial Results for 3Q 2019

14 November 2019

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DBS Bank Ltd. was the sole financial adviser and issue manager for the initial public offering of Sasseur REIT (the "**Offering**"). DBS Bank Ltd. and Bank of China Limited, Singapore Branch were the joint global coordinators to the Offering. DBS Bank Ltd., Bank of China Limited, Singapore Branch, China International Capital Corporation (Singapore) Pte. Limited, Citigroup Global Markets Singapore Pte. Ltd., Credit Suisse (Singapore) Limited, Haitong International Securities (Singapore) Pte. Ltd. and Maybank Kim Eng Securities Pte. Ltd. were the joint bookrunners and underwriters to the Offering.

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3Q 2019 Key Highlights



SASSEUR (KUNMING) OUTLETS

3Q 2019 Key Highlights



 EMA Rental Income¹	 Distributable Income	 Distribution Per Unit	 NAV Per Unit
S\$30.6 million	S\$19.6 million	1.640 S Cents	84.99 S Cents
↑ 5.2% y-o-y	↑ 7.6% y-o-y	↑ 6.4% y-o-y	↑ 6.2% as at IPO

1. Excluding straight-line accounting adjustment

Financial Results



SASSEUR (CHONGQING) OUTLETS

3Q 2019 DPU Increased 6.4% y-o-y



	3Q2019	3Q2018	Change %
Fixed Component (RMB mil)	99.8	95.7	+4.3
Variable Component (RMB mil)	56.0	50.1	+11.8
EMA Rental Income ¹ (RMB mil)	155.8	145.8	+6.9
Exchange Rate ² (RMB/S\$)	5.0967	5.012	+1.7
EMA Rental Income ¹ (S\$ mil)	30.6	29.1	+5.2
Distributable Income (S\$ mil)	19.6	18.2	+7.6
DPU (S cents)	1.640	1.542	+6.4

1. Excluding straight-line accounting adjustment
2. Using the average SGD:RMB rate for the period

YTD 2019 DPU Exceeded Projection By 7.8%



	3Q 2019			YTD 2019		
	Actual	Projection	Change %	Actual	Projection	Change %
Fixed Component (RMB mil)	99.8	98.5	+1.4	296.9	295.6	+0.5
Variable Component (RMB mil)	56.0	56.0	0.0	158.2	151.7	+4.3
EMA Rental Income ¹ (RMB mil)	155.8	154.5	+0.8	455.1	447.3	+1.8
Exchange Rate (RMB/S\$)	5.0967	4.9300	+3.4	5.0242	4.9300	+1.9
EMA Rental Income ¹ (S\$ mil)	30.6	31.3	-2.4	90.6	90.7	-0.1
Distributable Income (S\$ mil)	19.6	18.9	+3.7	58.4	54.2	+7.7
DPU (S cents)	1.640	1.581	+3.7	4.904	4.551	+7.8

1. Excluding straight-line accounting adjustment

2. Using the average SGD:RMB rate for the period. An exchange rate of SGD:RMB of 1:4.930 was adopted in the projection

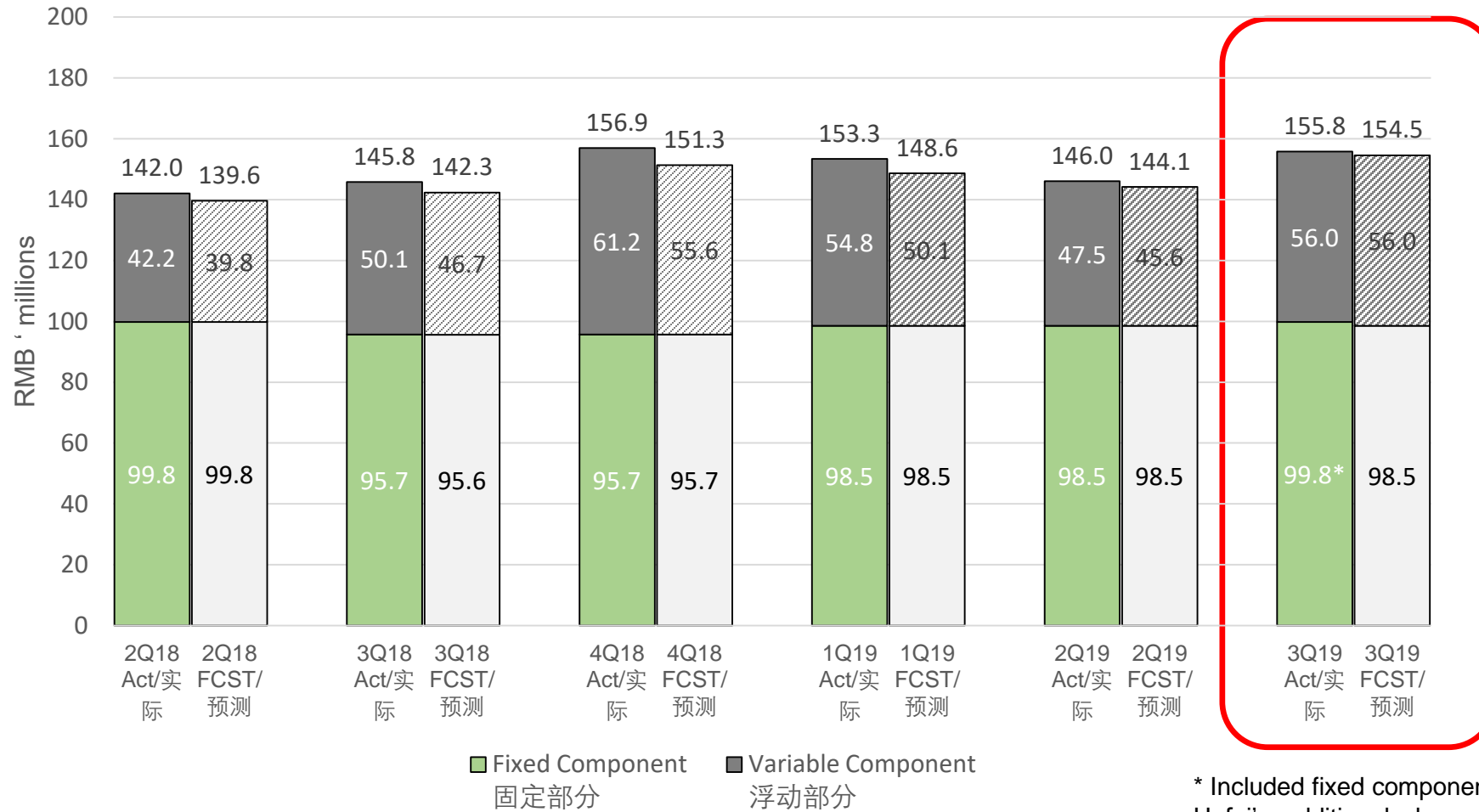
Healthy Balance Sheet



S\$ mil	Actual 30 Sep 2019	Actual 31 Dec 2018
Investment properties	1,522.0	1,539.5
Cash and short-term deposits	164.1	203.6
Other assets	22.5	25.5
Total Assets	1,708.6	1,768.7
Loans and borrowings	480.0	493.3
Other liabilities	211.7	201.4
Total Liabilities	691.7	694.7
Net Assets	1,016.9	1,074.0
NAV per unit (cents) ¹	84.99	90.33
Aggregate Leverage	29.0%	29.0%
Debt Headroom	276.0	283.0

1. Based on units in issue and issuable of 1,196,494,243 and 1,188,953,352 as at 30 September 2019 and 31 December 2018 respectively

EMA Rental Income vs Forecast By Quarter



* Included fixed component of Hefei's additional shop units acquired during the year

Distribution Details



Distribution Period
Distribution Per Unit¹

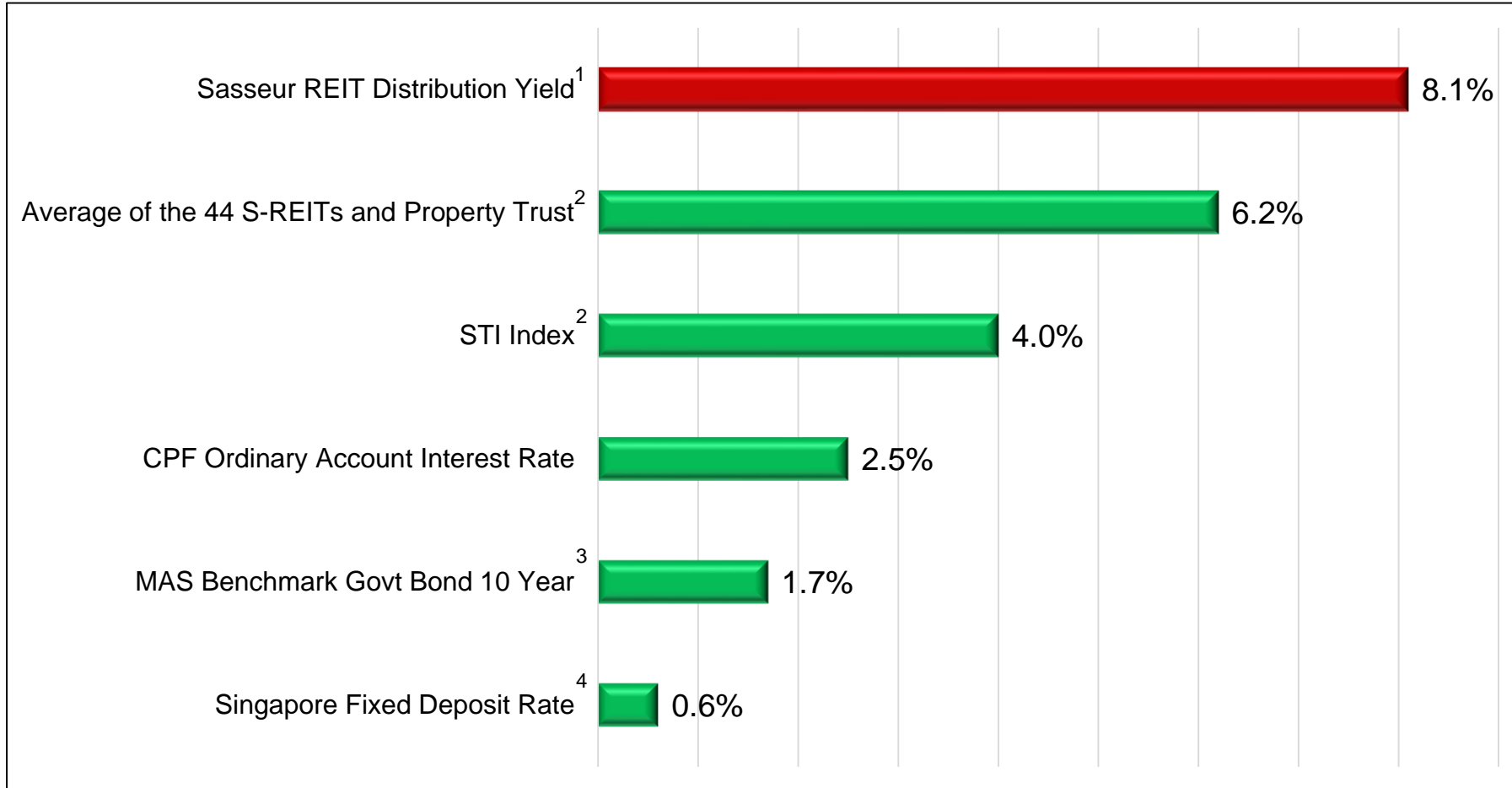
1 July to 30 September 2019
1.640 Singapore cents

1. Based on 100% distribution pay-out ratio

Distribution Timetable	
Notice of Books Closure Date	14 November 2019
Ex-dividend Date	28 November 2019
Books Closure Date	29 November 2019
Distribution Payment Date	27 December 2019

Quarterly distribution pay-out with effect from 1 January 2019

Sasseur REIT has highest yield vs other asset classes



Notes:

- 1. Annualised distribution yield for 3Q2019 based on the listing price of S\$0.80
- 2. Based on 12M Average Dividend Yield
- 3. Based on 10 Year Yield
- 4. 12M Bank fixed deposit rates from MAS as of 30 September 2019

Source: Bloomberg, SGX, Central Provident Fund (CPF) Board, data as of 31 October 2019

Capital Management



SASSEUR (HEFEI) OUTLETS

Prudent Capital Management



	Onshore Facilities	Offshore Facility	TOTAL
Currency	RMB	SGD	-
Quantum	~SGD 370 million (RMB 1.90 billion)	SGD 125 million ¹ (~RMB 0.64 billion)	~SGD 495 million (~RMB 2.54 billion)
Proportion	74.8%	25.2%	100%
Tenure	5 years	3 years	4.5 years (weighted average)
Interest Rate (p.a.) (exclude upfront debt-related costs)	4.75%	3.49%	4.43% (weighted average)
Interest Cover	-	-	YTD19: 4.8 times (FY2018: 4.1 times)
Floating Rate	PBOC benchmark 1-5 years lending rate	Singapore SOR	-

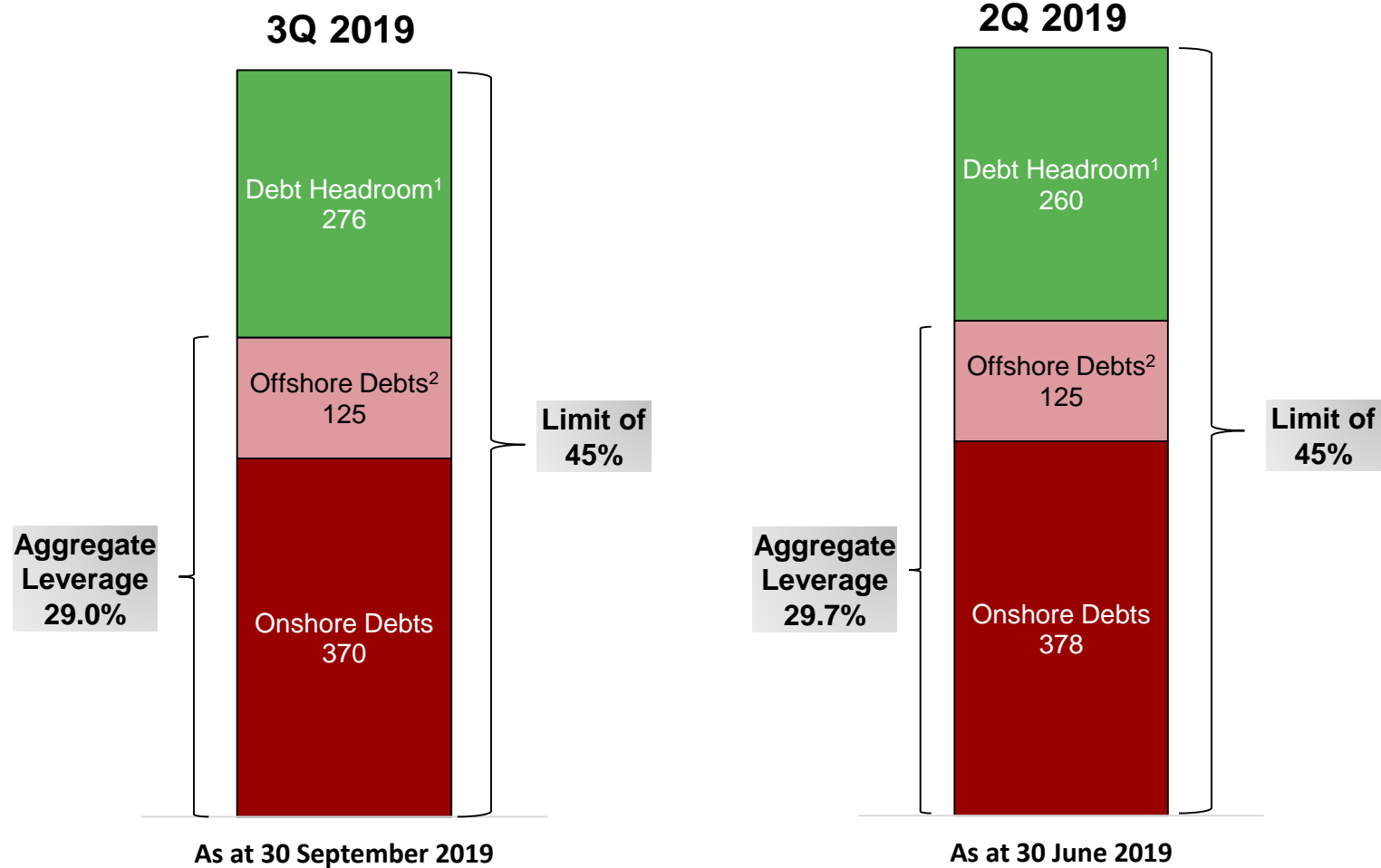
1. 50% of Offshore Loan is hedged

Note: All calculations are done according to the SGD to RMB exchange rate of 5.1355 as at 30 September 2019

Prudent Capital Management



Debt Facilities (SGD million)



1. Debt headroom is computed based on corresponding periods' deposited property value or total assets value

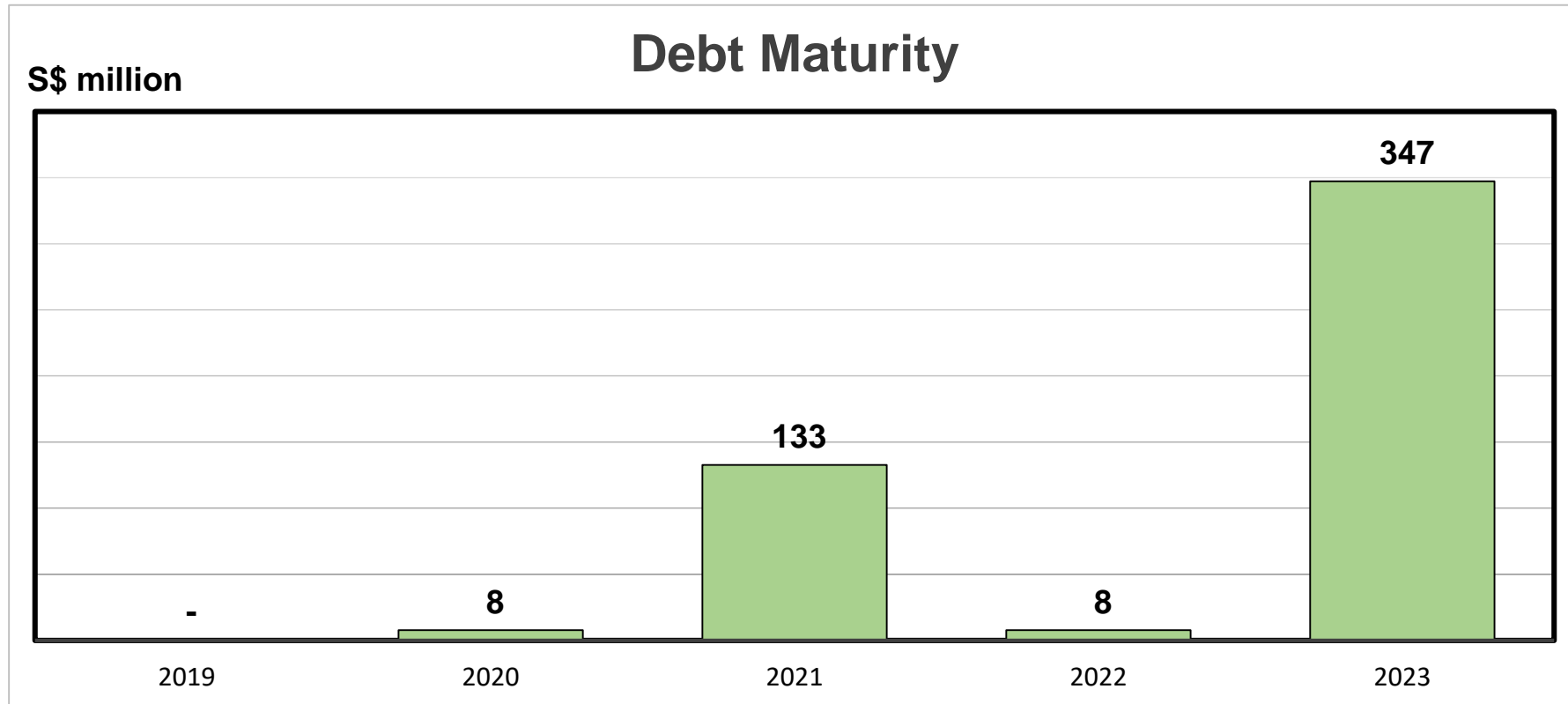
2. 50% of Offshore Loan is hedged

Note: - All calculations are done according to the SGD to RMB exchange rate of 5.1355 as at 30 September 2019 and 5.0805 as at 30 June 2019

Debt Maturity Profile



Weighted average debt maturity is 2.98 years with no major re-financing until 2021



Portfolio Update



SASSEUR (HEFEI) OUTLETS

Portfolio Summary

Portfolio

Valuation* : 7,810 mil

NLA : 312,844 sqm

Occupancy ^ : 95.4%

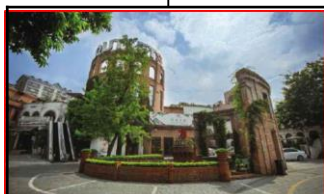


Hefei Outlet Mall

Valuation : 2,624 mil

NLA : 144,583 sqm

Occupancy : 95.0%

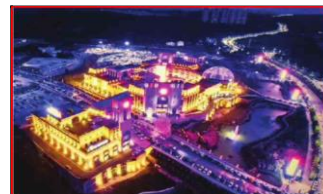


Bishan Outlet Mall

Valuation : 790 mil

NLA : 47,308 sqm

Occupancy : 91.9%



Kunming Outlet Mall

Valuation : 1,495 mil

NLA : 70,067 sqm

Occupancy : 94.8%



Chongqing Outlet Mall

Valuation : 2,901 mil

NLA : 50,885 sqm

Occupancy : 100%

* Based on independent valuation as at 31 Dec 18 by Savills (RMB million) and the average independent valuation as at 28 Feb 2019 by Savills and JLL for the shop units in Hefei Outlet which was acquired on 14 May 19.

^ Occupancy for 3Q 2019

Q3 2019 Outlets Summary



YTD 2019 Total Outlet Sales Increased 20.9%

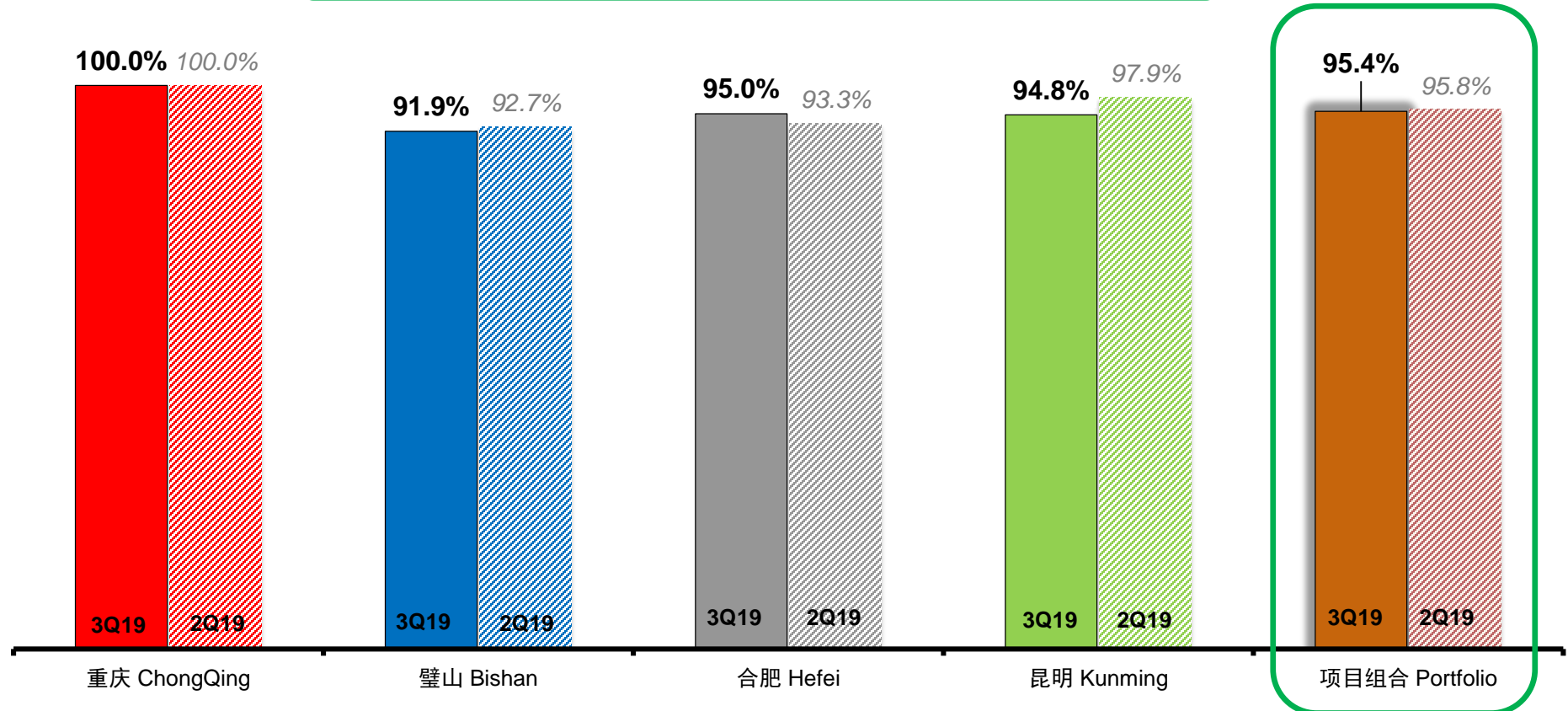
Outlets	NLA (sqm)	Occupancy (%)	Q3 2019 ¹ Sales (RMB'mil)	Q3 2019 vs Q3 2018 ² Change (%)	YTD 2019 ³ Sales (RMB'mil)	YTD 2019 vs YTD 2018 ⁴ Change (%)
Chongqing	50,885	100.0	579.7	-5.4	1,669.0	+8.9
Bishan	47,308	91.9	114.3	+18.6	332.3	+32.7
Hefei	144,583	95.0	286.4	+32.2	802.5	+28.8
Kunming	70,067	94.8	238.0	+26.9	647.3	+44.4
Portfolio	312,844	95.4	1,218.4	+9.4	3,451.1	+20.9

1. Q3 2019: 01 July 2019 – 30 September 2019
2. Q3 2018: 01 July 2018 – 30 September 2018
3. YTD 2019: 01 January 2019 – 30 September 2019
4. YTD 2018: 01 January 2018 – 30 September 2018

Portfolio Occupancy (3Q 2019 vs 2Q 2019)



4 Outlets Malls enjoy high stable occupancy

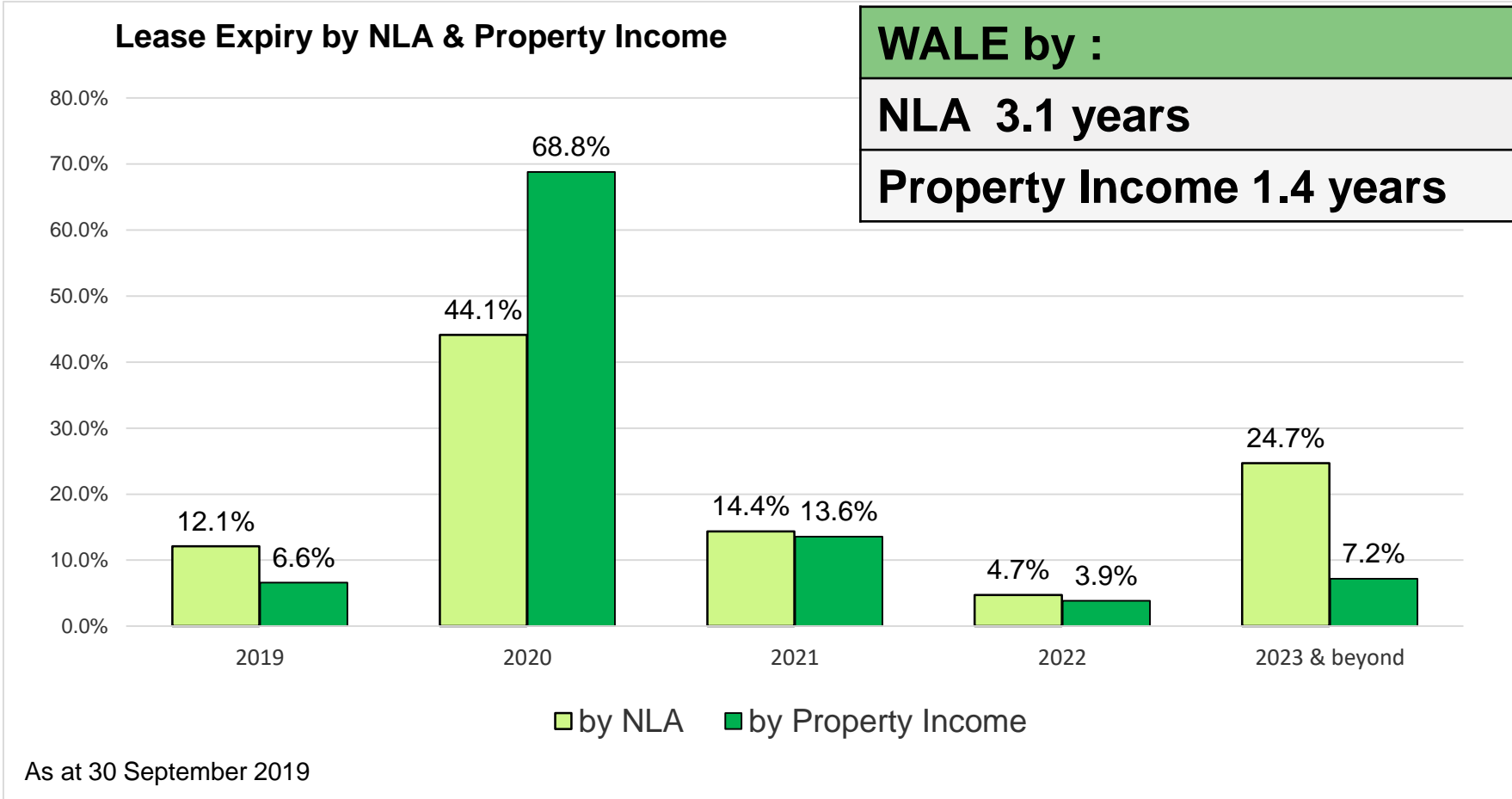


3Q 2019 vs 2Q 2019

Weighted Average Lease Expiry (WALE)



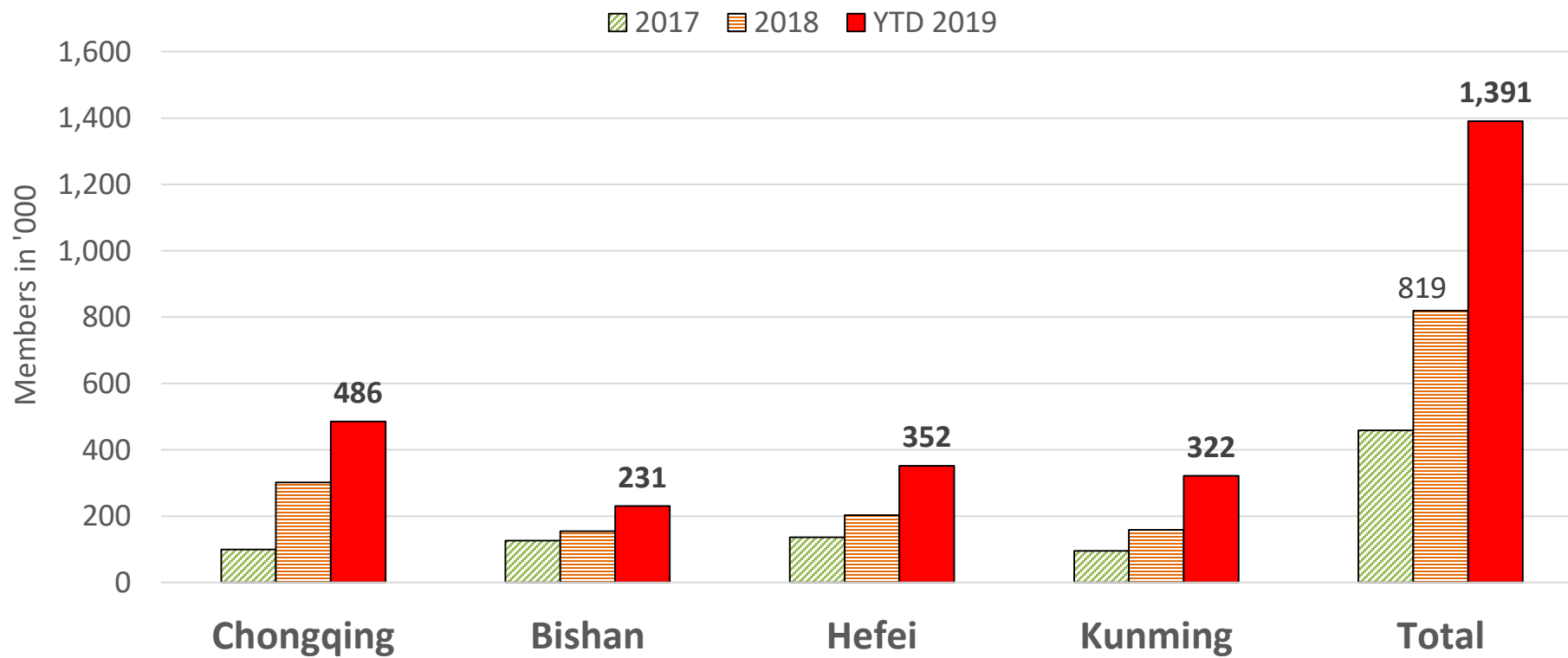
Deliberate short lease to optimise tenant mix



VIP Members - Growth by Outlets



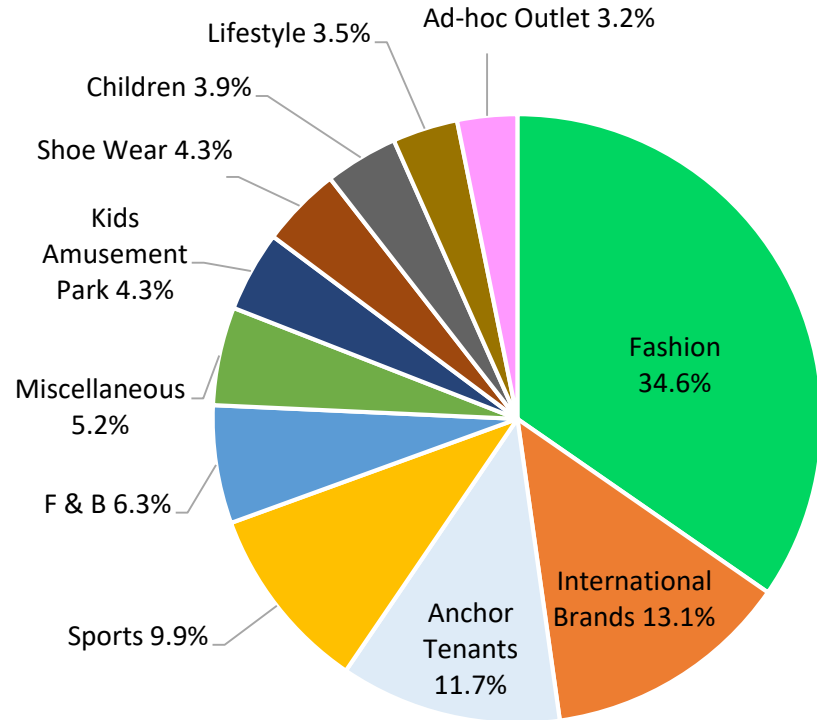
Total VIP members have jumped 70% from end of 2018 to reach 1.391 million



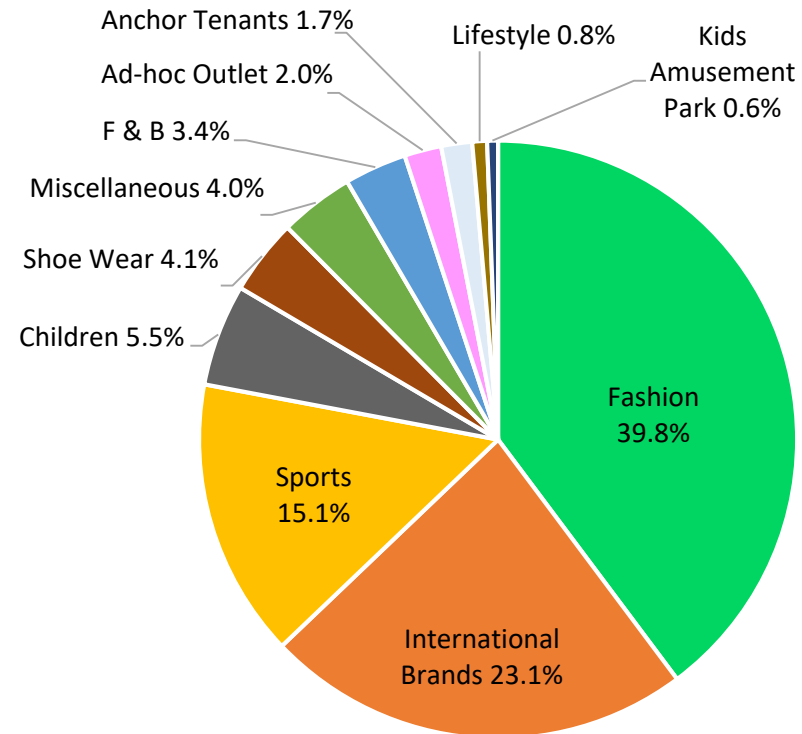
Well Diversified Trade Mix



Breakdown of NLA¹ by Trade Mix



Breakdown of Revenue² by Trade Sector



Fashion, Sports and International Brands

57.6%

78.0%

1. As percentage of the portfolio's net lettable areas as at 30 September 2019

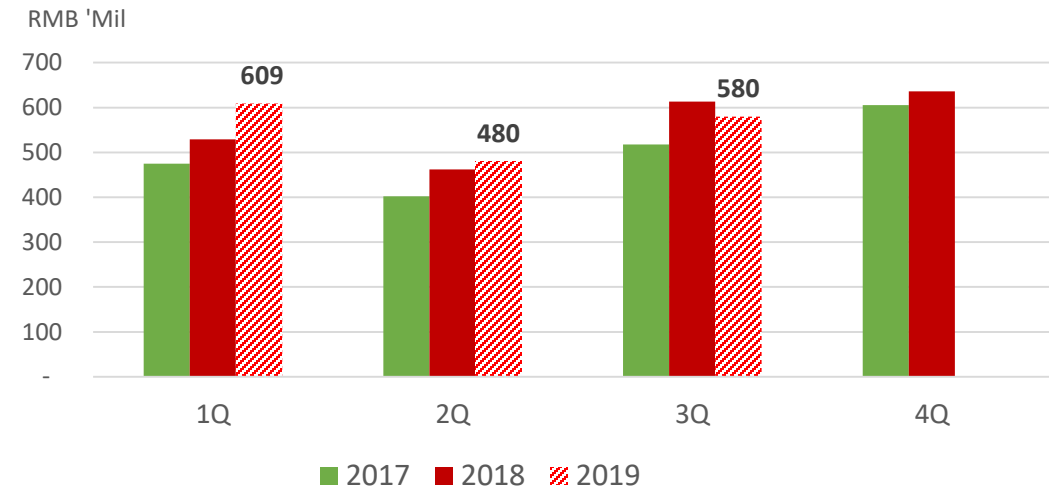
2. As percentage of the portfolio's gross revenue as at 30 September 2019

Chongqing Outlets

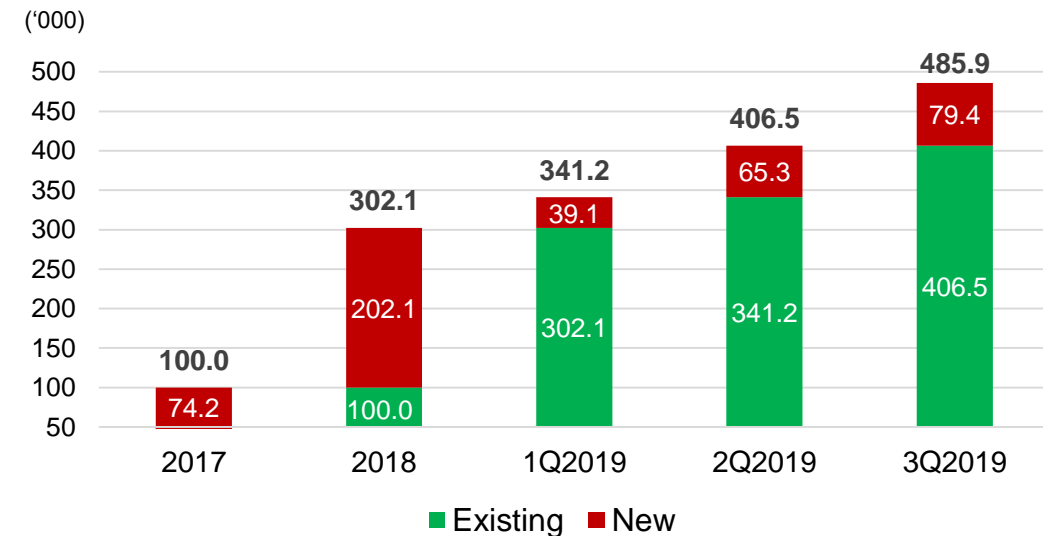


Year Commenced Operations	Sep 2008
GFA (sqm)	73,373
NLA (sqm)	50,885
Occupancy Rate (% , 30 Sep 19)	100
No. of Tenants (30 Sep 19)	435
Top Brands/Tenants	FILA, Adidas, +39 Space, High Wave, Naersi
Car Park Lots	500
Valuation (RMB mil, 31 Dec 18)	2,901

Sales



Outlet Members

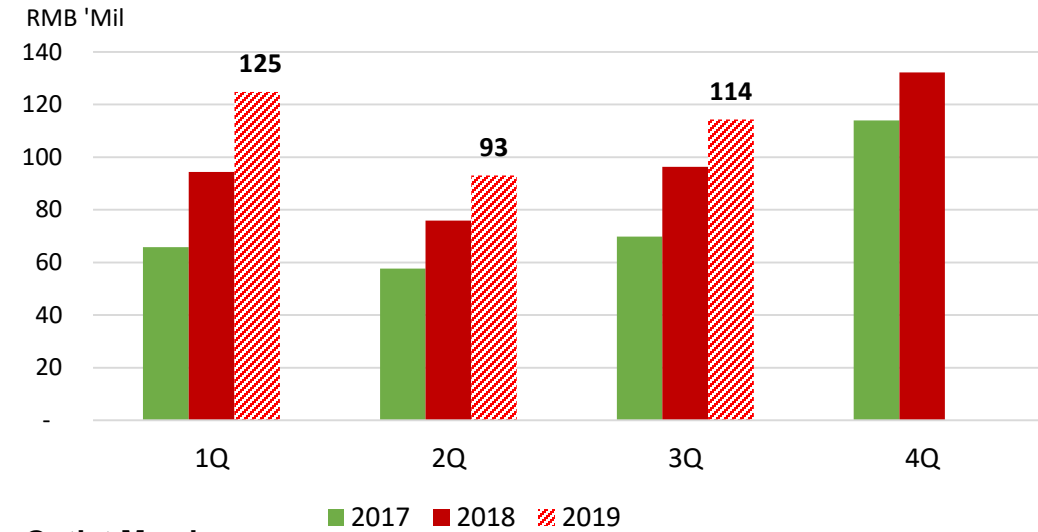


Bishan Outlets

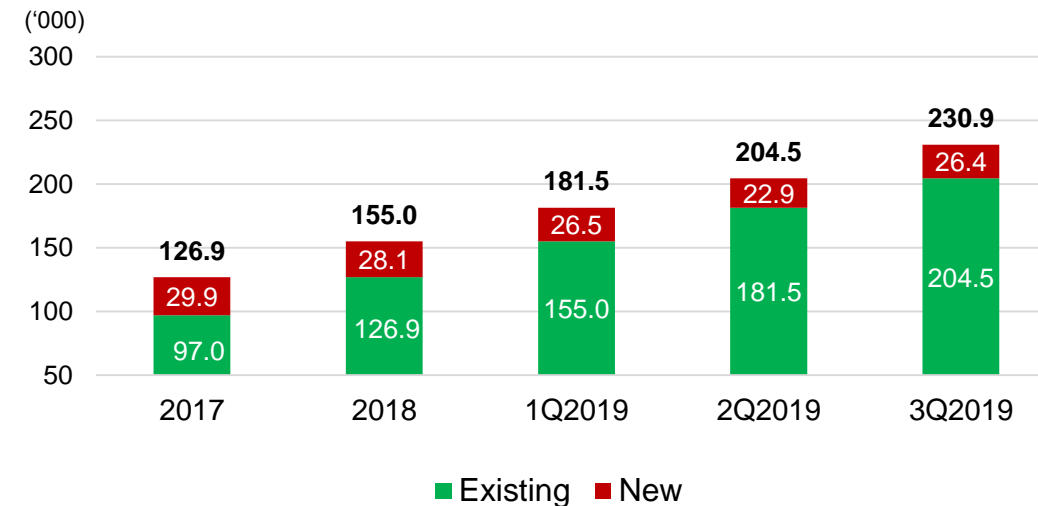


Year Commenced Operations	Oct 2014
GFA (sqm)	68,791
NLA (sqm)	47,308
Occupancy Rate (% , 30 Sep 19)	91.9
No. of Tenants (30 Sep 19)	212
Top Brands/Tenants	Adidas, Nike, Polo Sport, OBEG, +39 Space
Car Park Lots	400
Valuation (RMB mil, 31 Dec 18)	790

Sales



Outlet Members

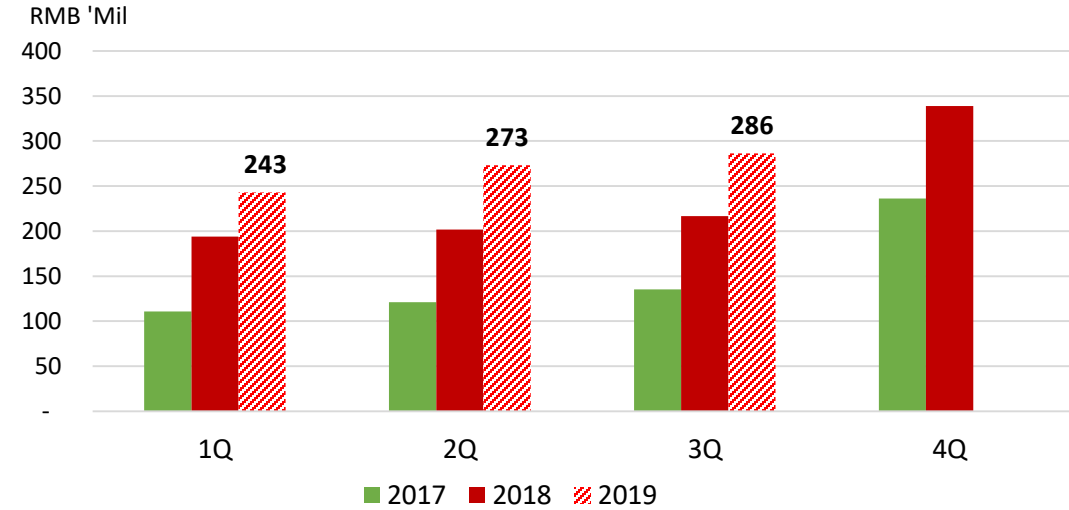


Hefei Outlets

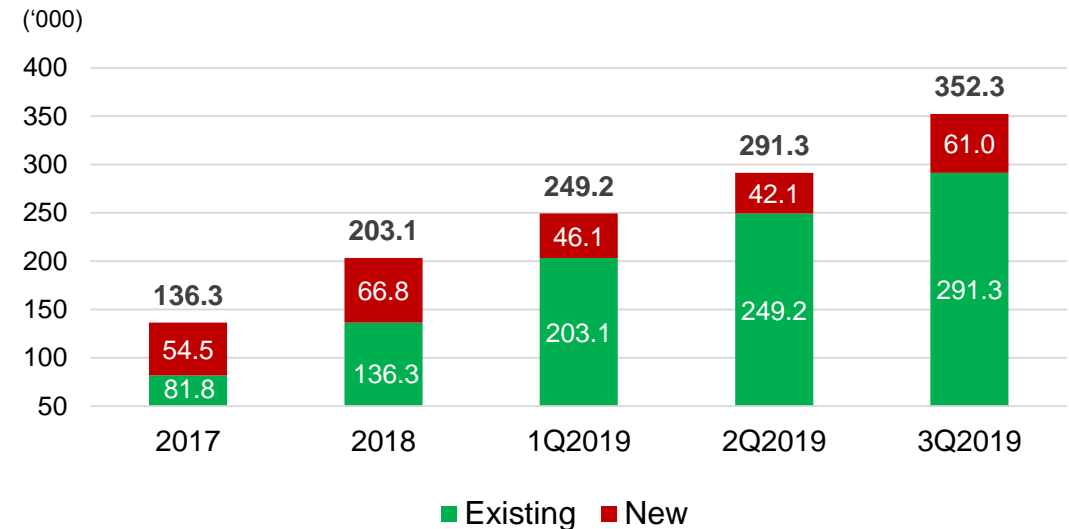


Year Commenced Operations	May 2016
GFA (sqm)	147,316
NLA (sqm)	144,583
Occupancy Rate (% , 30 Sep 19)	95.0
No. of Tenants (30 Sep 19)	336
Top Brands/Tenants	Adidas, Coach, Michael Kors, Nike, Hazzys
Car Park Lots	1,566
Valuation (RMB mil)	2,624

Sales



Outlet Members

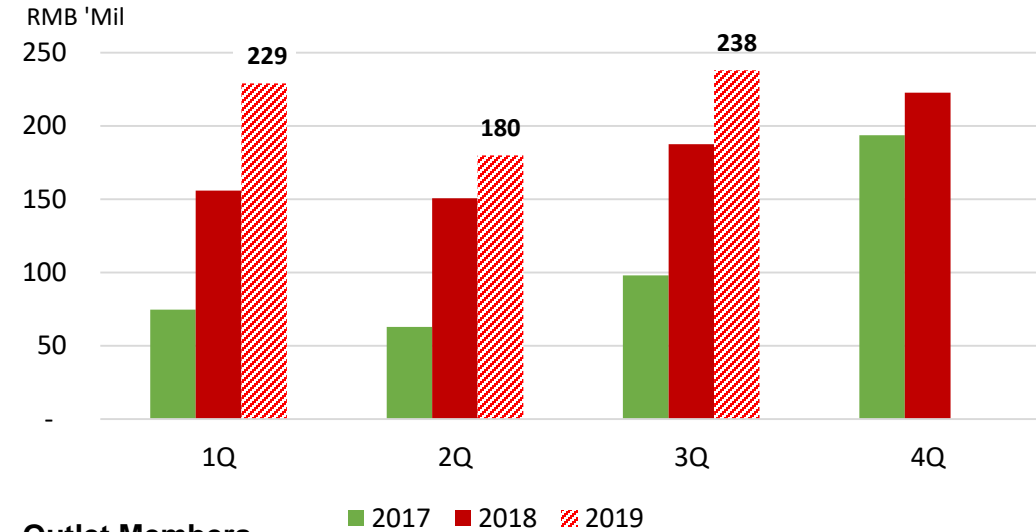


Kunming Outlets

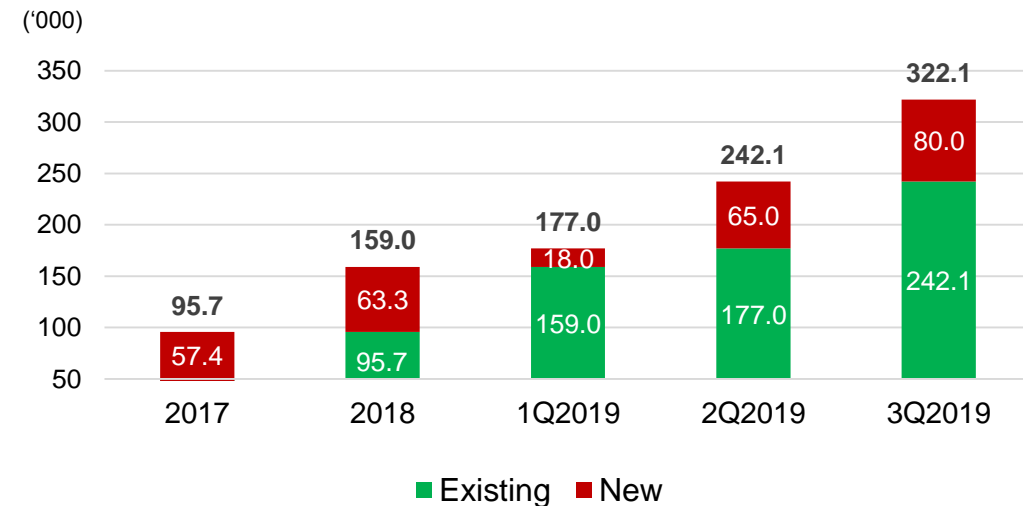


Year Commenced Operations	Dec 2016
GFA (sqm)	88,257
NLA (sqm)	70,067
Occupancy Rate (% , 30 Sep 19)	94.8
No. of Tenants (30 Sep 19)	251
Top Brands/Tenants	Nike, Adidas, Fila, Polo Sport, +39 Space
Car Park Lots	2,000
Valuation (RMB mil, 31 Dec 18)	1,495

Sales



Outlet Members



Anniversary Celebrations : Record Breaking Sales on a Single-Day



	Chongqing	Bishan	Hefei	Kunming	Total
2019	RMB 131.2 million	RMB 20.8 million	RMB 34.9 million	RMB 28.7 million	RMB 215.5 million
2018	RMB 130.0 million	RMB 16.7 million	RMB 27.3 Million	RMB 24.0 million	RMB 197.9 million
Change y-o-y	↑ 1%	↑ 25%	↑ 28%	↑ 20%	↑ 9%

Exciting Events to Drive Shoppers' Traffic



Potential Pipelines



- All acquisitions must be yield accretive
- First China, then the World
- Potential properties increased to 11

ROFR Properties

	Xi'an	Guiyang
Opening Date	Sep 2017	Dec 2017
GFA (sqm)	141,708	193,520
Car Park Lots	c.2,000	c.1,000



Opening Soon

Pipeline Properties

	Nanjing	Hangzhou	Changchun	Changsha	Lanzhou	Xiamen	Shenzhen	Yangzhou	Shanghai
Opening Date	May 2015	Jun 2011	Sep 2017	Dec 2018	~4Q 2019	~3Q2020	~4Q 2020	~4Q 2020	~3Q2021
GFA (sqm)	149,875	45,873	172,128	210,600	~100,000	~75,000	~150,000	~85,000	~109,000
Car Park Lots	c.8,000	c.5,000	c.4,000	c.2,084	c.2,500	c.2,000	c.2,200	c.1,200	c.2,500

Investment Merits



SASSEUR (KUNMING) OUTLETS

Investment Merits



1

Market Leadership: Sasseur Group is the one of the largest operator of outlet malls in China, with 10 malls and over 11 years of operating experience

2

Unique Art-Commerce Business Model: Aligns interests of tenants, unitholders and entrusted managers, with potential to share upside

3

6 Consecutive Quarters of DPU Outperformance Since Listing:
Beating forecast for 2018 and projection for 2019

4

Top Performing China S-REIT 9M2019: Total Return 33.6% as per SGX report

5

Strong Partnerships: Longstanding business relationships with leading premium international and local retail brands



Thank You

For enquiries, please contact:

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