

Frasers Centrepoint Trust

7th Annual General Meeting

21 January 2016



Presentation by
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Manager of Frasers Centrepoint Trust

Certain statements in this Presentation constitute “forward-looking statements”, including forward-looking financial information. Such forward-looking statement and financial information involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of FCT or the Manager, or industry results, 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 Manager’s present and future business strategies and the environment in which FCT or the Manager will operate in the future. Because these statements and financial information reflect the Manager’s current views concerning future events, these statements and financial information necessarily involve risks, uncertainties and assumptions. Actual future performance could differ materially from these forward-looking statements and financial information.

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This Presentation contains certain information with respect to the trade sectors of FCT’s tenants. The Manager has determined the trade sectors in which FCT’s tenants are primarily involved based on the Manager’s general understanding of the business activities conducted by such tenants. The Manager’s knowledge of the business activities of FCT’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 forecast that have been obtained from internal survey, 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 included information. While the Manager has taken reasonable steps to ensure that the information is extracted accurately and in its proper context, the Manager has not independently verified any of the data from third party sources or ascertained the underlying economic assumptions relied upon therein.

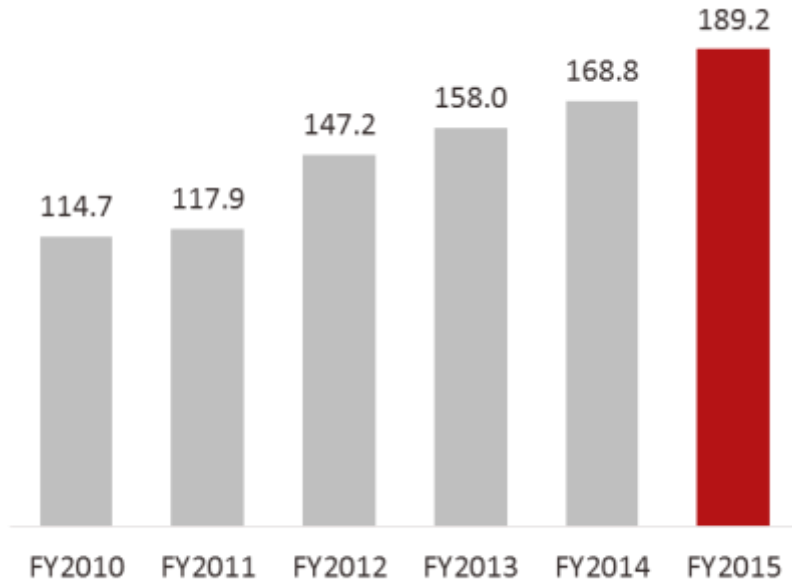
FY2015 - Highlights

FY2015 Highlights – Good Results and Strong Financial Position

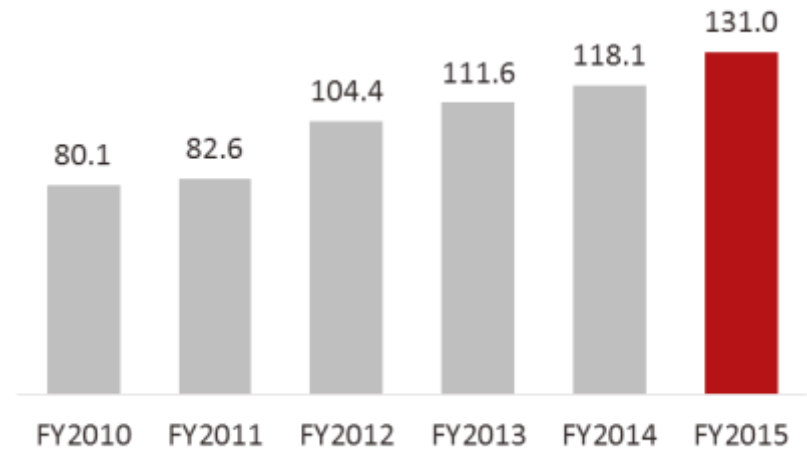
Revenue	Net Property Income
\$189.2 million, +12.1%	\$131.0 million, +11.0%
Net Asset Value	Distribution per unit
\$1.91 per unit +3.2%	11.608 cents, +3.8%
Strong Financial position	
Gearing: 28.2%	
Cost of borrowings 2.4%	

Consistent growth through the years

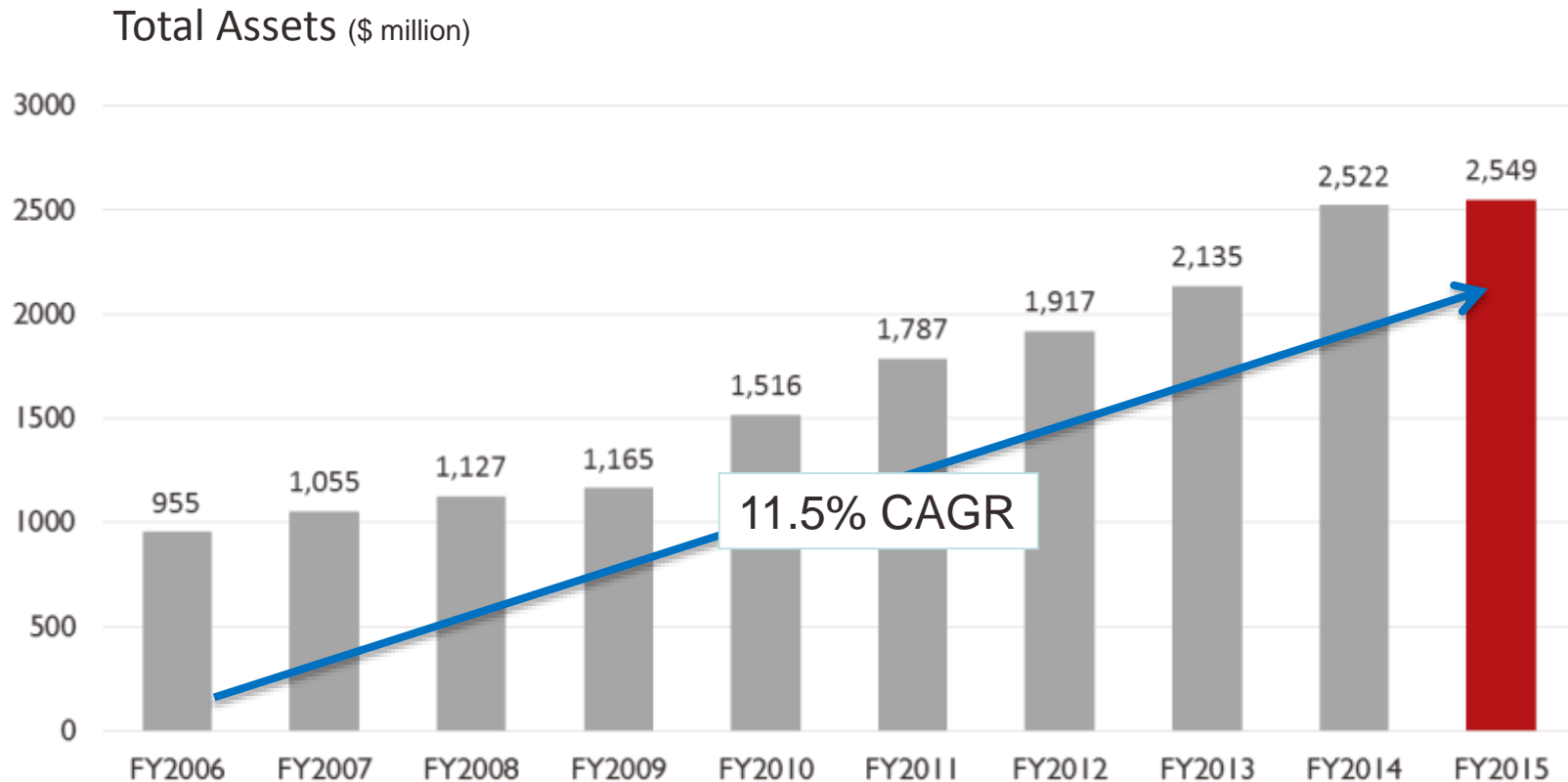
Gross Revenue (\$ million)



Net Property Income (\$ million)



Steady portfolio growth through acquisitions and asset enhancement initiatives (AEI)

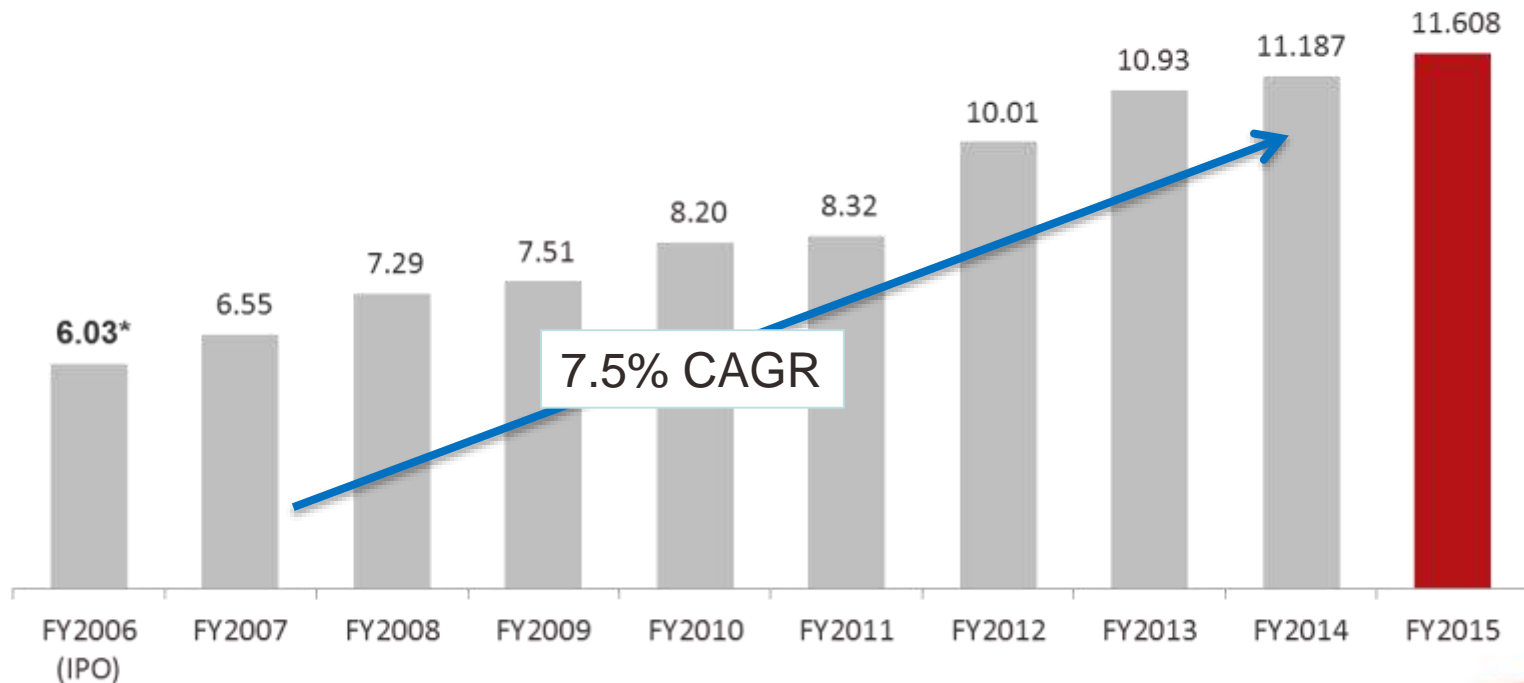


Note: FCT Financial year ends 30 September
CAGR: compound annual growth rate.

Stable and Growing Distributions

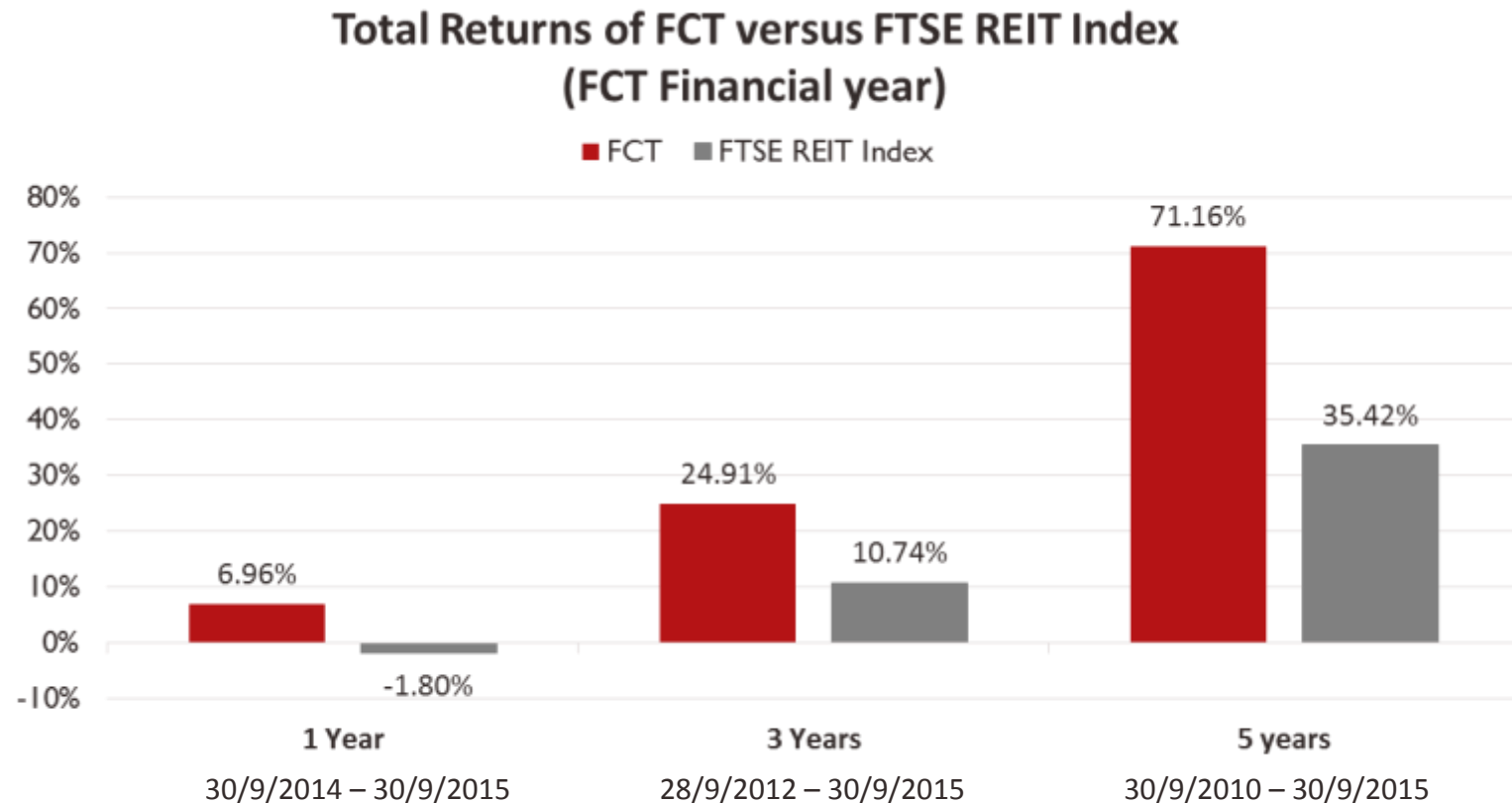
- Nine consecutive years of DPU growth since listing
- Maintained 100% payout ratio on an annual basis

Distribution per unit (cents)



Note: FCT Financial year ends 30 September
FY2006 DPU of 6.03 cents is derived by annualising 4QFY06 DPU
CAGR: compound annual growth rate.

Consistent total returns over long-term



Note: Calculation of the price change is based on the closing price on the last day of the preceding reporting period compared with the closing price on the last day of the next period. Calculation of the total return assumed the distributions paid during the period are reinvested.

Source: Bloomberg

Higher shopper traffic and tenants' sales growth

FY2015 Year-on-year

Shopper Traffic: ▲ 3.1%

Tenants' Sales: ▲ 2.9%



24-hour walkway at Causeway



Food Court at Northpoint

Going Forward

Going forward – Highlights

Causeway Point

- Woodlands - Regional Centre under URA master plan
- 2 new office towers opposite Causeway Point add catchment of office crowd
- Woodlands MRT station to be an interchange for Thomson Line (under construction)



Going forward – Highlights

Northpoint

- AEI to spruce up retail offering and shopper experience
- Integration with upcoming retail component to form a larger Northpoint City, the largest in the north of Singapore

Northpoint



North Park Residences



Seamless integration

New retail component of Northpoint City

Going forward – Highlights

Changi City Point

- Expo station is the MRT interchange station for East-West spur line and the upcoming DTL 3, adds new connectivity of Changi City Point to other parts of Singapore



Changi City Point



Going forward – Highlights

YewTee Point – stable catchment, best performer among the 3 small malls

Anchorpoint – catchment increasing with the rejuvenation of Queenstown area and new private condominiums within the vicinity obtaining TOP.

Bedok Point – Focus on improving occupancy and sprucing up the offering of the mall



Outlook

Outlook

- Singapore's retail market has been facing headwinds from weaker consumer spending, slower tourists' arrival, e-commerce and manpower shortages.
- Some of these headwinds are expected to persist in FY2016
- We believe suburban sector suburban retail sector will continue to remain resilient, underpinned by growth in median household income, sustained low unemployment rate and improvement in Singapore's economy.
- Our well-located suburban malls with healthy shopper traffic will contribute to stability and sustainability of FCT's rental income and occupancy rates.

Thank you

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