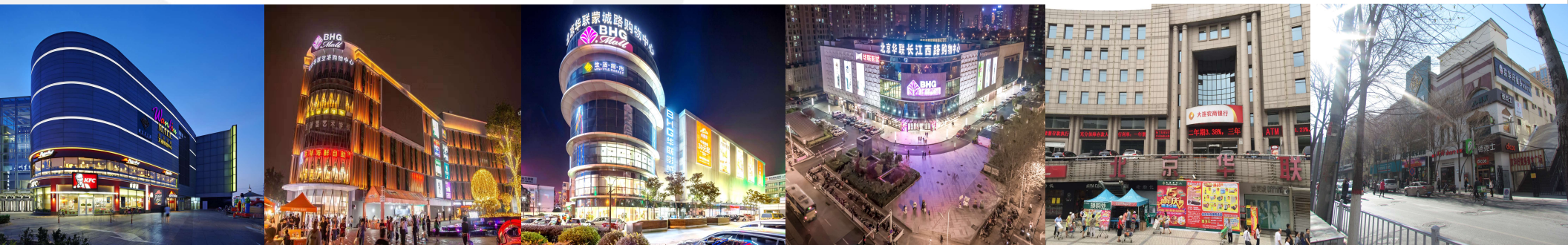


BHG Retail REIT

1H 2024 Results Presentation

8 August 2024



Content

- 1H 2024 Key Highlights
- Financial Update
- Portfolio Update
- Looking Forward



Photo of Hefei Mengchenglu

1H 2024 Key Highlights



31.3
(SGD million)
Gross Revenue
in 1H 2024

17.9
(SGD million)
Net Property Income in
1H 2024

0.25
(SGD cents)
Distribution per Unit in
1H 2024¹



96.8%
Portfolio
Occupancy²

39.8%
Gearing²

Revitalising Tenancies
Enhancing Experiences



+5.0%
China GDP
Growth
in 1H 2024³
(y-o-y)

+4.6%
Disposable
income
per capita for urban residents
in 1H 2024³ (y-o-y)

+3.7%
China Retail Sales
Growth
in 1H 2024³
(y-o-y)

1. For the 1H 2024, approximately S\$0.1 million of the amount available for distribution has been retained for operational expenses and working capital requirements of the REIT.

2. As at 30 June 2024.

3. Source: National Bureau of Statistics of China.

Financial Update



Photo of Beijing Wanliu

1H 2024 Financial Update

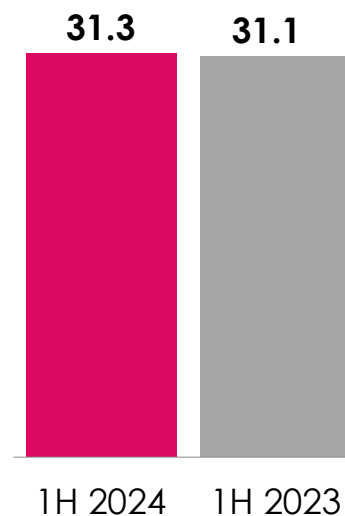
Gross Revenue
1H 2024
31.3
SGD million

Net Property Income
1H 2024
17.9
SGD million

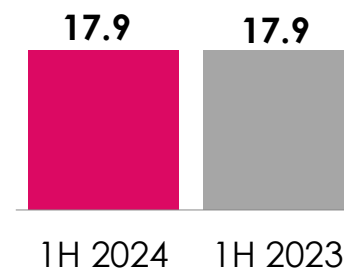
Amount to be distributed
to Unitholders^{1,2}
1H 2024
1.3
SGD million

Distribution per Unit^{1,2}
1H 2024
0.25
SGD cents

Gross Revenue³
SGD million



Net Property Income³
SGD million



1. For the 1H 2024, approximately S\$0.1 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 mainly due to weakening of RMB against SGD and lower other income from early lease termination.
3. Gross Revenue and Net Property Income for 1H 2024 in RMB term were higher by 4.2% and 3.5% year-on-year respectively.

1H 2024 Distribution Payment

Distribution Details

Distribution Period	1 January 2024 to 30 June 2024
Distribution Per Unit (SGD)	0.25 cents per unit

Distribution Timetable

Ex-Date	16 August 2024
Books Closure Date	19 August 2024
Payment Date	27 September 2024

Balance Sheet and Capital Management

Balance Sheet (\$GD million)

As at 30 June 2024

Investment Properties	881.2
Total Assets	926.9
Total Liabilities	382.7
Net Assets	544.3
Net Asset Value Per Unit ¹ (\$GD)	0.72

Healthy Gearing with Debt Headroom for Growth	As at 30 June 2024
Aggregated Borrowings Drawn Down	\$S\$301.2m
Gearing Ratio ²	39.8%
Average Cost of Debt ³	5.7%

- Above 80% of borrowings are denominated in Singapore dollars (offshore borrowings)
- Approximately 50% of offshore syndicated borrowings hedged via interest rate swaps

1. Based on net assets attributable to Unitholders.

2. Based on total loans and borrowings principal attributable to Unitholdings divided by total assets attributable to Unitholders. According to the MAS's Property Fund Appendix, the gearing ratio limits of S-REIT should not exceed 45%. With effect from 1 January 2022, S-REITs are allowed to increase the gearing ratio beyond the prevailing 45% (up to 50%) with a minimum Adjusted ICR of 2.5 times requirement.

3. Average cost of debt will be approximately 6.5% per annum if amortisation of loan establishment fee is included.

Portfolio Update



Photo of Chengdu Konggang

Portfolio Overview

MULTI-TENANTED



Beijing Wanliu



Hefei Mengchenglu



Chengdu Konggang



Hefei Changjiangxilu



MASTER-LEASED



Xining Huayuan



Dalian Jinsanjiao

Portfolio Overview¹

6 Properties **4,723.0** (RMB million) Valuation² **179,216** Net Lettable Area (NLA) sqm **96.8%** Committed Occupancy Rate **5.3** Years Weighted Ave. Lease Expiry by NLA

	Beijing Wanliu	Chengdu Konggang	Hefei Mengchenglu	Hefei Changjiangxilu	Xining Huayuan	Dalian Jinsanjiao
Valuation ² (RMB million)	2,551.0 ³	674.0	587.0	483.0	266.0	162.0
NLA (sqm)	52,497	37,780	28,067	24,721	20,807	15,345
Committed Occupancy Rate	98.2%	96.8%	95.7%	90.1% ⁴	100.0%	100.0%
WALE (NLA) years	3.4	2.6	3.9	5.5	10.5	10.5

1. As at 30 June 2024.

2. Based on independent valuation from Colliers International (Hong Kong) Limited as at 31 December 2023.

3. Based on 100% interest of Beijing Wanliu. Valuation of Beijing Wanliu based on 60% interest amounted to RMB 1,530.6million.

4. Due to ongoing tenancy rejuvenation.

● Multi-tenanted

● Master-leased

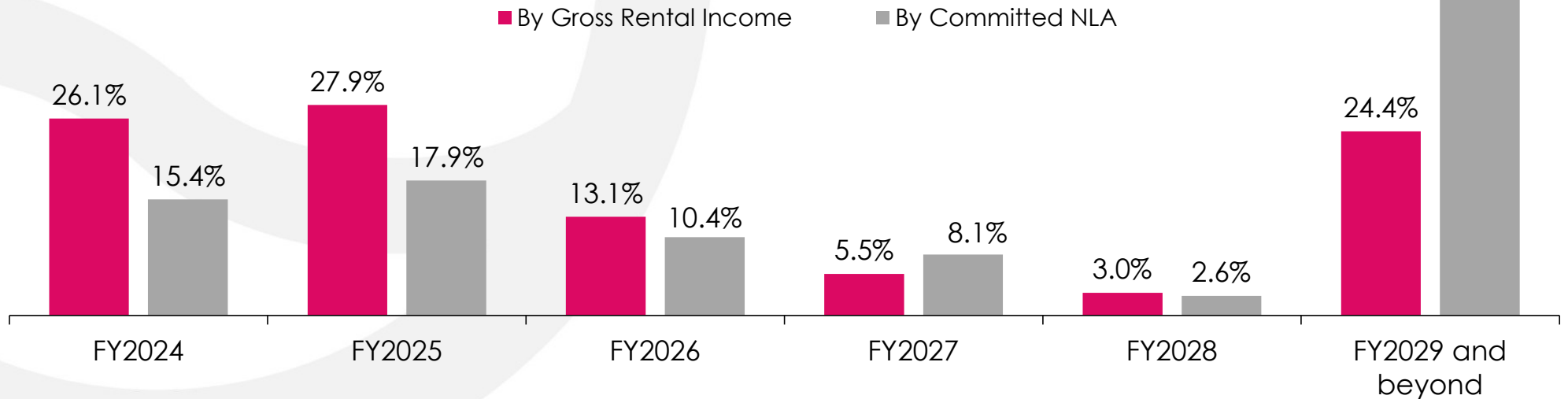
Lease Expiry Profile

Weighted Average Lease Expiry (WALE) as at 30 June 2024

By Gross Rental Income: 3.2 years

By Committed NLA: 5.3 years

Lease Expiry Profile as at 30 June 2024

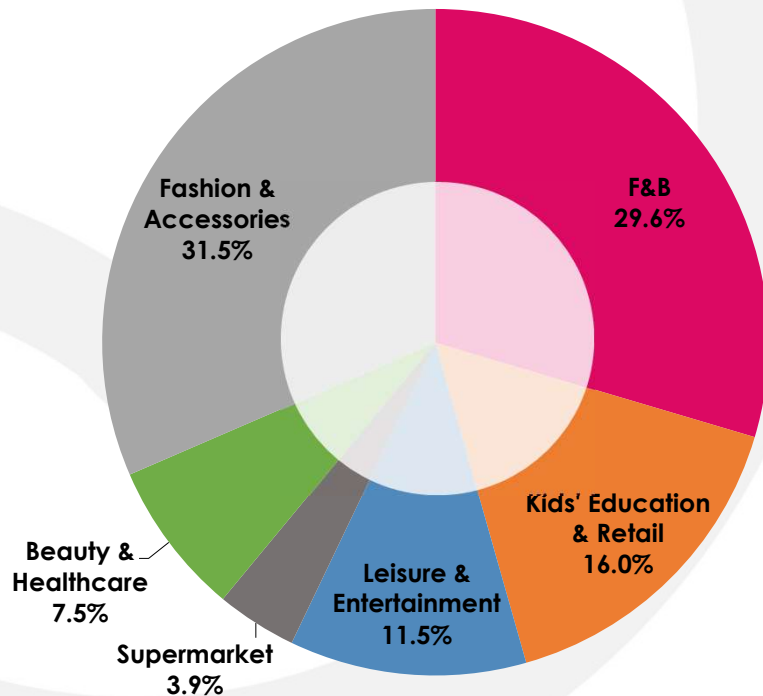


Diversified Tenant Mix

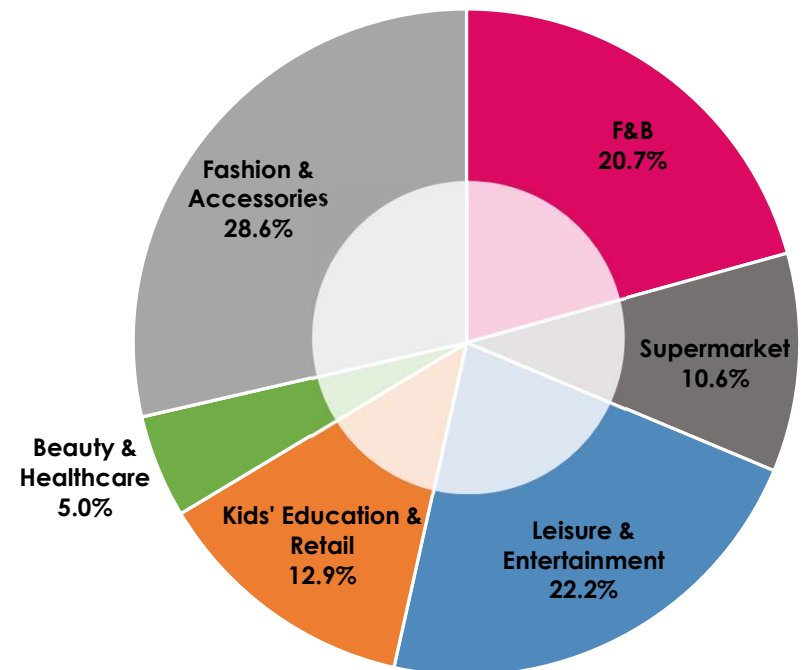
Close to 69% of Gross Rental Income and 71% of Net Lettable Area from experiential segment (exclude fashion & accessories)

Multi-tenanted Malls (As at 30 June 2024)

Breakdown of Gross Rental Income by Trade Sector



Breakdown of Net Lettable Area by Trade Sector



北京华联蒙城路购物中心
BHG
Mall

生·活·超·市
LIFESTYLE MARKET

Revitalising Tenancies Enhancing Experiences

Photo of Hefei Mengchenglu

New Lifestyle and Retail Offerings In our Malls

ONTO Snow - Indoor Skiing
爱上雪运动中心 室内滑雪



@ Beijing Wanliu

Ji Ban Anime Model
集办之社 动漫模型



@ Beijing Wanliu

Ji Hou Beauty Salon
肌后洗脸吧 美容



@ Beijing Wanliu

Lai Bai Jewellery
莱百传世 金饰
莱百传世



@ Beijing Wanliu

Bang Wei Sports
邦威体育



@ Hefei Changjiangxilu

Chuan Mao Mao Children Art & Craft
串猫猫萌趣乐园 儿童手工



@ Hefei Changjiangxilu

Popular F&B Selections

Chuan He Cheng Sichuan Dry Pot
川合成 麻辣香锅



@ Beijing Wanliu

Bao Zhu Yoghurt
宝珠奶酪



@ Beijing Wanliu

Niu Tang Ge Beef Noodles
牛汤哥 牛肉面



@ Beijing Wanliu

Du Yi Du Thai Restaurant
嘟一嘟 泰国小馆



@ Chengdu Konggang

Hey Tea Bubble Tea
喜茶



@ Chengdu Konggang

Shang Yu Xian Little Hotpot
尚渝鲜 小伙锅



@ Hefei Changjiangxilu

New Tenants In Our Malls (Fashion and Children)

Tribeca Women Wear
Tribeca 女装



@ Beijing Wanliu

Mufan Fashion
慕凡 服装



@ Hefei Mengchenglu

Mu Zi Shang Fashion
木子尚 服装



@ Hefei Changjiangxilu

Masiendi Women Wear
Masiendi 女装



@ Beijing Wanliu

Jiu Sui Ban Children Wear
久岁伴 童装



@ Beijing Wanliu

Xue Er Si Education
学而思 教育



@ Beijing Wanliu

REFRESH, REJUVENATE, RE-ENERGISE

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 during the year*

Photo of Chengdu Konggang

Engaging Shoppers and Communities

Need BHG Day
有你真合拍



@ Beijing Wanliu

Burger Guessing Competition
汉堡竞猜大赛



@ Beijing Wanliu

Summer Outdoor Musical Concert
夏日户外音乐会



@ Chengdu Konggang

Kindergarten Mini Concert
幼儿园表演



@ Chengdu Konggang

Labour Holiday Celebration
五一潮玩



@ Hefei Changjiangxilu

Need BHG Day
有你真合拍



@ Hefei Changjiangxilu

Children & Family Activities

Children's Day Exhibition
儿童节品牌联展



@ Beijing Wanliu

Family Sports Day
亲子运动会



@ Beijing Wanliu

Mini Kitchen Cooking Challenge
迷你厨房厨艺大冒险



@ Chengdu Konggang

Summer Outdoor Water Challenge
夏日泼水大战



@ Chengdu Konggang

Children's Day Bazaar
儿童节摊玩市集



@ Hefei Mengchenglu

Flea Market
跳蚤市场



@ Hefei Changjiangxilu

Our Sustainability Journey

Environmental, Social and Governance (ESG)



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 consider and address these ESG issues 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: Environmental

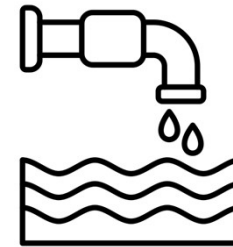
Energy Efficiency



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 and 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

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

Our Sustainability Journey: Social (CSR Initiatives)

Gift Packs to Elderlies 孤寡老人爱心慰问活动



Visit to the Community 爱心慰问活动



Community Health Checkup 社区体检



Fun Activities to Engage The Elderlies



Our Sustainability Journey: Governance

	Awards	Results	Year
1	Best Retail REIT (for companies with less than US\$1 billion in market capitalisation) Asia Pacific Best of the Breed REITs Awards 2023™	Platinum	2023
2	Best Investor Relations Asia Pacific Best of the Breed REITs Awards 2023™	Platinum	2023
3	Best Corporate Communications and Investor Relations Team The Global CSR & ESG Awards 2024™	Platinum	2024
4	Best CEO The Global CSR & ESG Awards 2024™	Gold	2024
5	CSR & ESG Leadership Award The Global CSR & ESG Awards 2024™	Silver	2024



Looking Forward

Photo of Beijing Wanliu

China Macroeconomic Outlook

China	
GDP Growth (year-on-year)	+5.0%
Disposable income per capita of urban residents (year-on-year)	+4.6%
Retail Sales of Consumer Goods Growth (year-on-year)	+3.7%

1H 2024

- China's 1H 2024 gross domestic product¹ ("GDP") grew 5.0% year-on-year to RMB 61.7 trillion. Disposable income per capita of urban residents grew 4.6% year-on-year in 1H 2024 while retail sales of consumer goods increased 3.7% year-on-year¹, driven mainly by food and beverages, communication equipment as well as sport and recreational goods sales which grew by 7.9%, 11.3% and 11.2% respectively.
- The International Monetary Fund (IMF) raised its China's GDP outlook for 2024, revising it from 4.6% in January 2024 to 5.0% in May 2024², the upgrade reflects strong Q1 GDP data and recent policy measures.
- Following the July 2024 Third Plenum's pledge to prioritize consumption growth, the Chinese government unveiled a 20-point plan in August 2024 to stimulate consumer spending. Key measures include financial support for small and medium-sized enterprises, personal income tax adjustments, and policies aimed at cultivating new consumption trends³.
- According to CBRE, performance of retailers in China generally had been softened in 1H 2024 with the exception of a few niche brands, selected lifestyle retailers and new F&B concepts which are performing well and are still expanding. The firm expects eventual recovery on the back of population's accumulated savings during Covid and supportive government policies in both housing and bank financing⁴.

1. Source: National Bureau of Statistics of China.
 2. IMF (28 May 2024): IMF Staff Completes 2024 Article IV Mission to the People's Republic of China.
 3. The Business Times (5 August 2024): China Rolls Out Action Plan on Boosting Domestic Consumption.
 4. CBRE (July 2024): Asia Pacific Retail Trends Q2 2024 | Creating Resilience.

Looking Forward

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 rent 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 and 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 relation to quality income-producing properties from the Sponsor's pipeline as well as third-party vendors



Photo of Beijing Wanliu

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Thank you

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