



RHB Signature Conference

20-21 April 2015

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This presentation contains certain information with respect to the trade sectors of CRT’s tenants. The Trustee-Manager has determined the trade sectors in which CRT’s tenants are primarily involved based on the Trustee-Manager’s general understanding of the business activities conducted by such tenants. The Trustee-Manager’s knowledge of the business activities of CRT’s tenants is necessarily limited and such tenants may conduct business activities that are in addition to, or different from, those shown herein.

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This presentation is for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for units in CRT.

In this presentation, references to “forecast figures” or “forecast” are to forecast figures which the Trustee-Manager has extracted from the announcement dated 27 February 2014 in relation to the acquisition of Luz Omori and NIS Wave 1 and forecast figures for Forecast Year 2014 which the Trustee-Manager has extracted from the prospectus of CRT dated 2 May 2013 (the “Prospectus”), are subject to the bases and assumptions stated therein respectively, and pro-rated or, as the case may be, extrapolated for the actual number of days attributable to the respective reporting period, except for non-recurring items such as unrealised fair value gains, their related deferred tax expenses and prepaid property tax which are not proportionally pro-rated, or as the case may be, extrapolated. Such forecast figures are for illustrative purposes only and should not be construed as a representation of the actual performance or results of CRT.



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Location of Properties

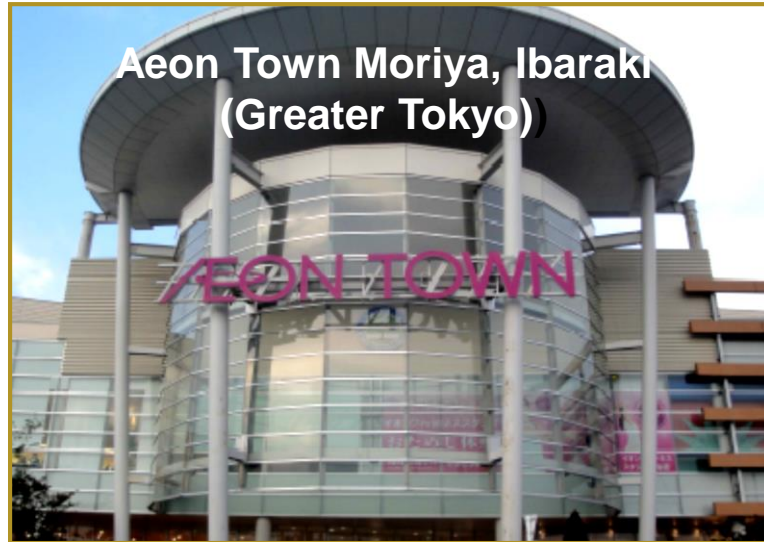
JAPAN

CURRENT PORTFOLIO

- 1 AEON TOWN MORIYA
- 2 AEON TOWN SUZUKA
- 3 CROESUS SHINSAIBASHI
- 4 LUZ OMORI
- 5 MALLAGE SHOBU
- 6 NIS WAVE I
- 7 ONE'S MALL



Initial Portfolio



Post IPO Acquisitions



- 6 (1) Acquisition was completed on 16 October 2014.
(2) Previously known as NIS Wave I. Please refer to announcement dated 30 January 2015 for more details in relation to the change in name.

Croesus Retail Trust At A Glance



- ❖ S6NU.SI
- ❖ Listed on 10 May 2013
- ❖ Market Capitalisation of S\$484 million¹
- ❖ Financial year ending 30 June 2015
- ❖ Semi-annual distribution; Payment of 2.50 Sing cents for the period from 11 Sept 2014 to 31 Dec 2014 on 31 Mar 2015
- ❖ Strategic Partners: Daiwa House and Marubeni
- ❖ Analyst coverage – CIMB, DBS, Phillip Capital, RHB
- ❖ Substantial shareholders – Target Asset Management Pte Ltd, DBS Bank Ltd

7 (1) Based on closing price of S\$0.945 on 15 April 2015.

Investment Highlights

Exposure to resilient income-producing stabilised assets in Japan

- ✓ Close to major transportation nodes and conveniently accessible
- ✓ Mix of quality malls catering to the young and trendy and suburban malls catering to daily necessities
- ✓ Most leases are Fixed-Term Leases, allowing for adjustment in rental income and tenant composition upon expiry

Stable Distribution

- ✓ 100% payout for first two years
- ✓ Semi-annual distribution
- ✓ Attractive yield spread over comparables
- ✓ Currency hedge extended to cover close to 100% of distributions for entire FY2015 and FY2016

Promising Macro-Environment

- ✓ Stabilising CPI numbers
- ✓ Promising Tankan and GDP data
- ✓ Increasing Property Prices

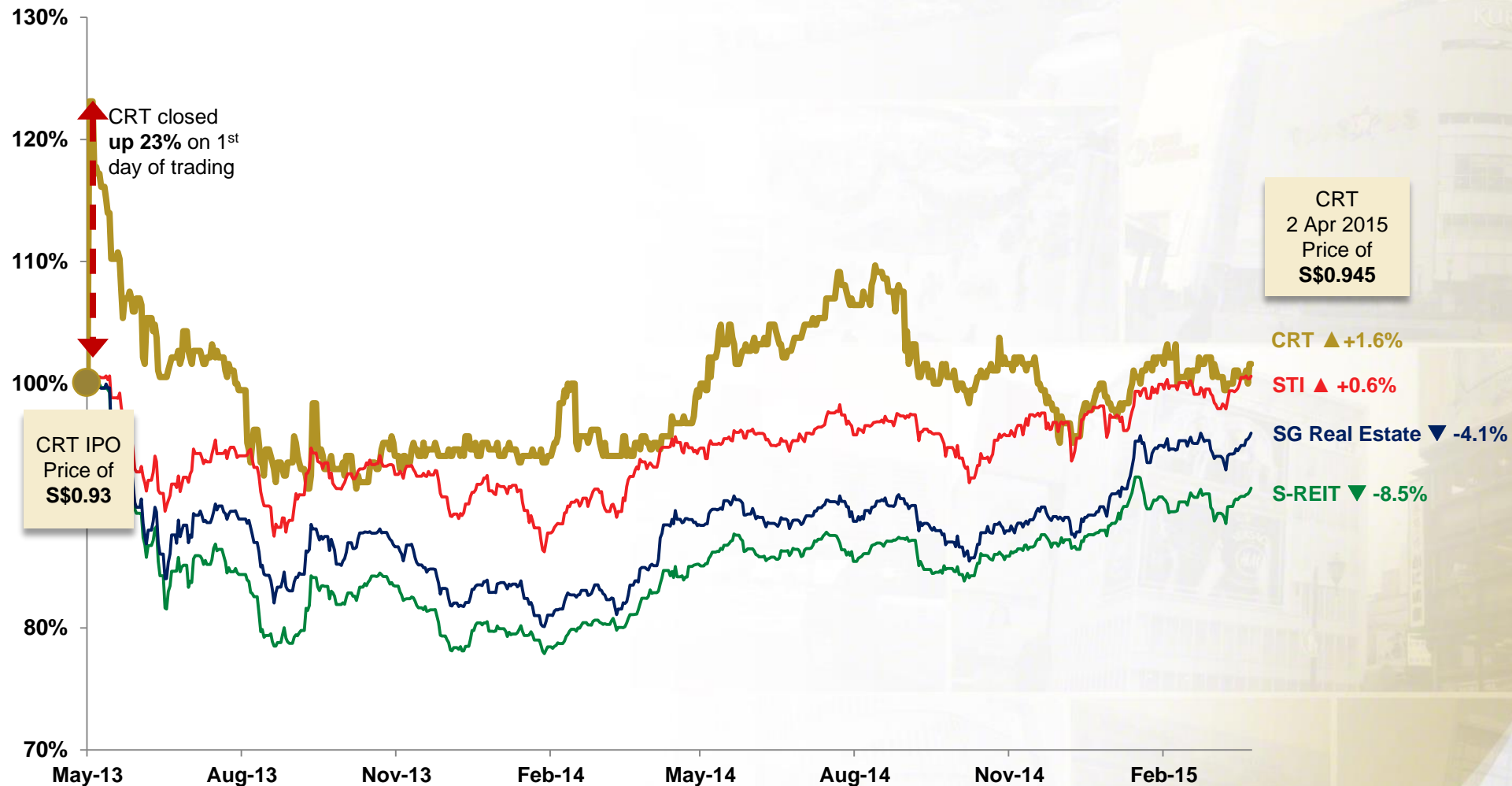
Strong Growth Drivers

- ✓ Accretive acquisitions in Japan in the short to medium term
- ✓ Potential rent reversion opportunities during FY2015

Robust Balance Sheet

- ✓ Fixed rate financing for five years (no interest rate risk and no refinancing risk for five years)
- ✓ Interest bearing liabilities are in JPY; Natural hedge with property and rental income

CRT Trading Performance has Remained Resilient since IPO

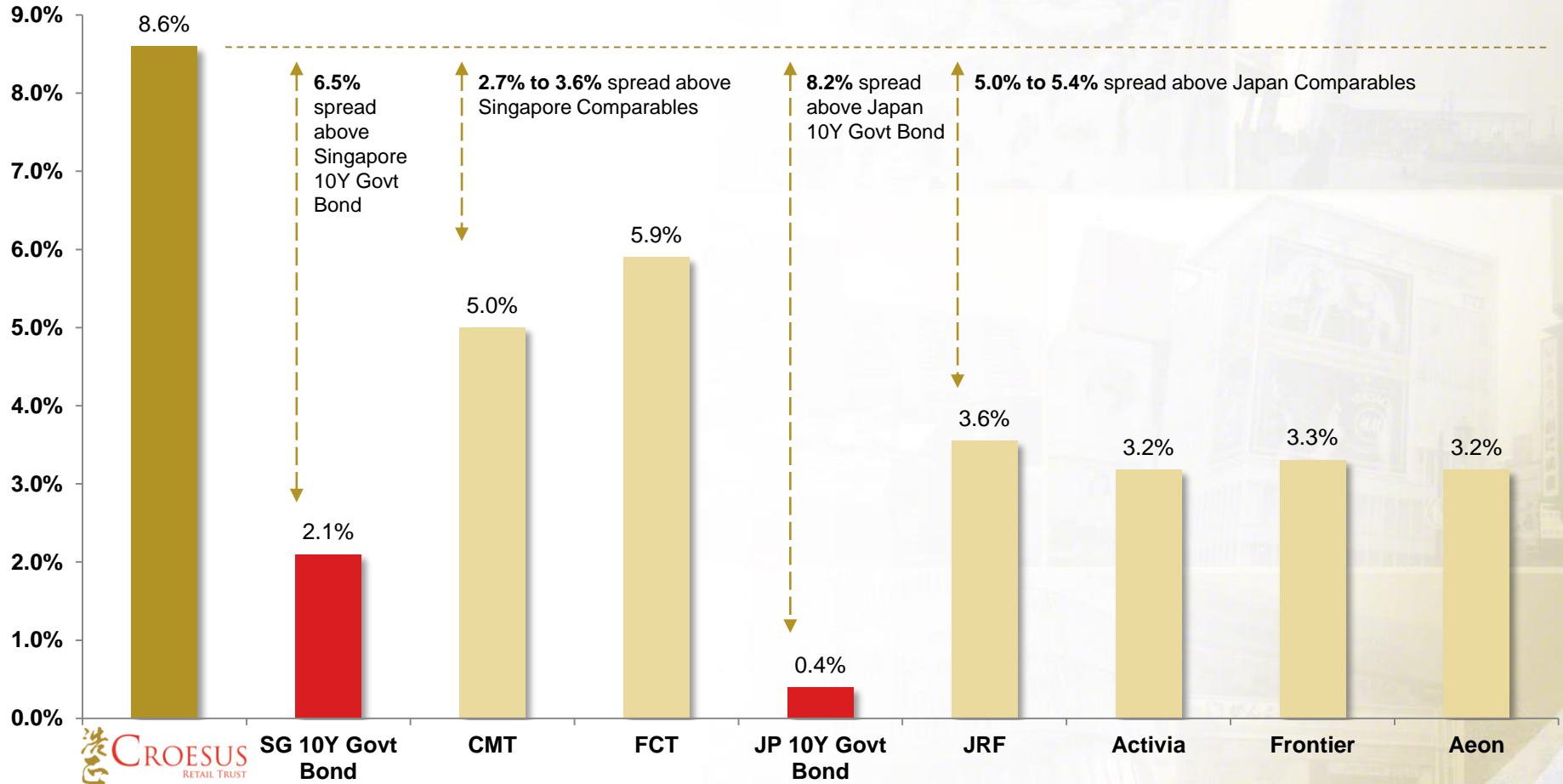


- CRT closed 23% above IPO price at the end of the 1st Trading Day
- Even in a volatile market, CRT price has held up well as compared with the overall STI, S-REIT Index and SG Real Estate Index

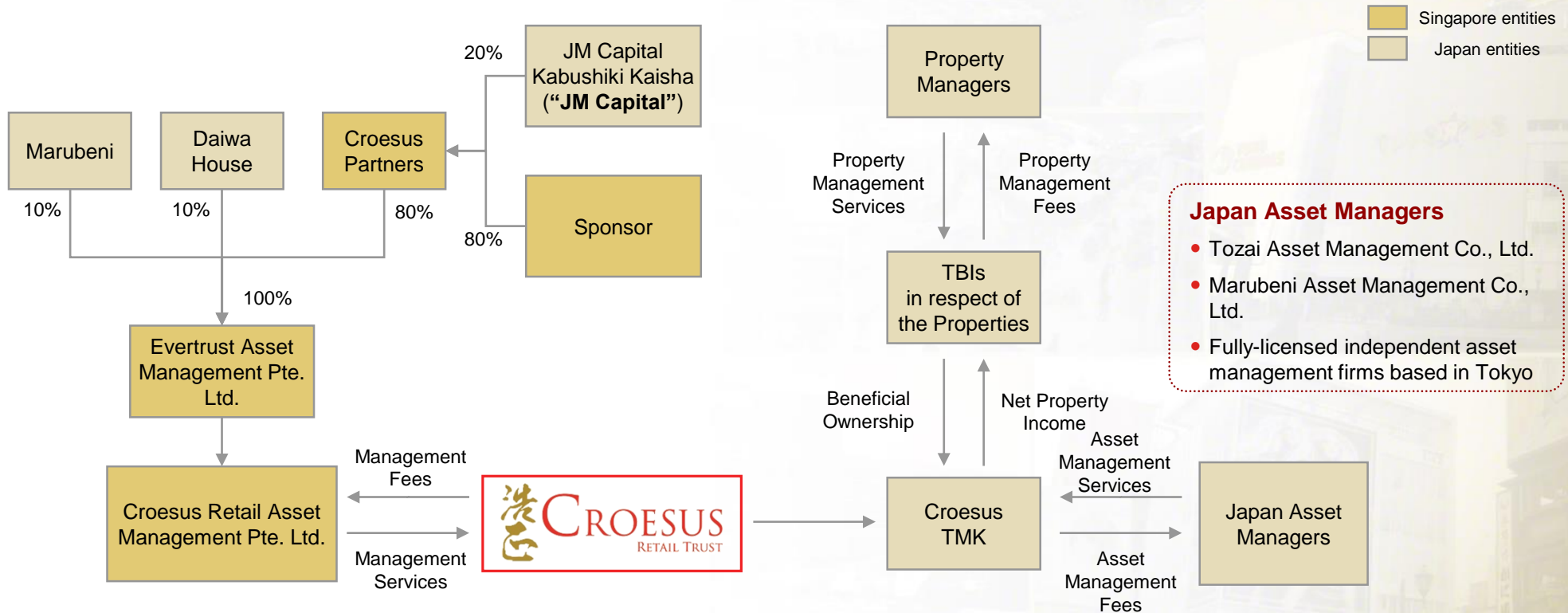
Competitive Yield Spread vs. 10-year Government Bond

CRT offers an attractive yield spread between the CY-2015E distribution yield and 10-year government bond yield, relative to its retail REIT comparables in the Asia-Pacific region.

CY2015E Distribution Yield vs. 10-yr Govt. Bond



Structure of Croesus Retail Trust



Japan Asset Managers

- Tozai Asset Management Co., Ltd.
- Marubeni Asset Management Co., Ltd.
- Fully-licensed independent asset management firms based in Tokyo

Strategic Partners

- Daiwa House and Marubeni
- Contributed 3 properties (~59% by appraised value) to the Initial Portfolio
- Provided CRT with a right of first refusal ("ROFR") over predominantly retail properties in Asia-Pacific ex-Japan

Sponsor

- Croesus Merchants International Pte Ltd
- Co-founders & key shareholders are Mr. Jim Chang (51%) and Mr. Jeremy Yong (49%)
- Holds 1.1% stake in CRT and effectively 64.0% in the Trustee-Manager

Property Managers

- AIM CREATE Co. Ltd. (Aeon Town Moriya and Aeon Town Suzuka and NIS Wave I)
- Marubeni Real Estate Management Co. Ltd. (Croesus Shinsaibashi and Luz Omori)
- Sojitz Commerce Development Corporation (Mallage Shobu)
- Xymax Properties Corporation (One's Mall)



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2Q Financial Highlights – 1 October 2014 to 31 December 2014

	1 Oct 2014 to 31 Dec 2014 (Actual)	1 Oct 2013 to 31 Dec 2013 (Actual)	Variance %	1 Oct 2014 to 31 Dec 2014 (Forecast)	Variance %
Income Available for Distribution (¥'000)	874,755	713,008	22.7%	646,994 ⁽¹⁾	35.2%
Distribution Per Unit ('DPU') (Singapore cents)⁽⁴⁾	2.08	2.02	3.0%	1.89 ⁽¹⁾	10.1%
Historical Annualised DPU (Singapore cents)⁽²⁾	8.25	8.01		7.49 ⁽⁵⁾	
Historical Annualised Distribution Yield⁽³⁾					
@ S\$0.93 per unit (IPO Price)	8.9%	8.6%		8.1%	
@ S\$0.950 per unit (closing price on 3 Feb 2015)	8.7%	8.4%		7.9%	

- (1) The Forecast figures are derived from the forecast figures for Projection Year 2015 in the Prospectus and prorated to 92 days for the period from 1 October 2014 to 31 December 2014 (based on a 365-day financial year). The Forecast figures are only in respect of the Initial Portfolio and do not include Croesus Tachikawa, Luz Omori and One's Mall.
- (2) The historical annualised DPU is calculated by dividing the DPU for the period from 1 October to 31 December by 92 days and multiplying the result by 365 days (the "Historical Annualised DPU"). The Historical Annualised DPU is for illustrative purposes only and should not be construed as a representation of the future DPU or a forecast of the future DPU.
- (3) The historical annualised distribution yield is calculated by dividing the Historical Annualised DPU by the respective unit price (in Singapore cents). The historical annualised distribution yield is for illustrative purposes only and should not be construed as a representation of the future distribution yield or a forecast of the future distribution yield.
- (4) CRT had entered into forward foreign currency exchange contracts to hedge the currency risk for distributions to the unitholders of CRT ("Unitholders"). The DPU is computed taking such contracts into consideration. On 26 September 2014, CRT made an advance distribution of 1.66 Singapore cents per unit of CRT for the period from 1 July 2014 to 10 September 2014. Accordingly, the DPU for the remaining period in 1H FY2015 is 2.50 Singapore cents.
- (5) This is the DPU forecast for Projection Year 2015, as reflected in the Prospectus.

1H Financial Highlights – 1 July 2014 to 31 December 2014

	1 July 2014 to 31 Dec 2014 (Actual)	1 July 2013 to 31 Dec 2013 (Actual) ⁽⁴⁾	Variance %	1 July 2014 to 31 Dec 2014 (Forecast)	Variance %
Income Available for Distribution (¥'000)	1,665,750	1,444,345	15.3%	1,293,988 ⁽¹⁾	28.7%
Distribution Per Unit ('DPU') (Singapore cents)⁽⁵⁾	4.16	4.09	1.7%	3.78 ⁽¹⁾	10.1%
Historical Annualised DPU (Singapore cents)⁽²⁾	8.25	8.11		7.49 ⁽⁶⁾	
Historical Annualised Distribution Yield⁽³⁾					
@ S\$0.93 per unit (IPO Price)	8.9%	8.7%		8.1%	
@ S\$0.950 per unit (closing price on 3 Feb 2015)	8.7%	8.5%		7.9%	

- (1) The Forecast figures are derived from the forecast figures for Projection Year 2015 in the Prospectus and prorated to 184 days for the period from 1 July 2014 to 31 December 2014 (based on a 365-day financial year). The Forecast figures are only in respect of the Initial Portfolio and do not include Croesus Tachikawa, Luz Omori and One's Mall.
- (2) The historical annualised DPU is calculated by dividing the DPU for the period from 1 July to 31 December by 184 days and multiplying the result by 365 days (the "Historical Annualised DPU"). The Historical Annualised DPU is for illustrative purposes only and should not be construed as a representation of the future DPU or a forecast of the future DPU.
- (3) The historical annualised distribution yield is calculated by dividing the Historical Annualised DPU by the respective unit price (in Singapore cents). The historical annualised distribution yield is for illustrative purposes only and should not be construed as a representation of the future distribution yield or a forecast of the future distribution yield.
- (4) For a more meaningful comparison, the results from 1 July 2013 to 31 December 2013 (which are prorated to 184 days based on the actual results for the 236-day period from 10 May 2013 to 31 December 2013) are presented as the comparative period for the period from 1 July 2014 to 31 December 2014.
- (5) CRT had entered into forward foreign currency exchange contracts to hedge the currency risk for distributions to the unitholders of CRT ("Unitholders"). The DPU is computed taking such contracts into consideration. On 26 September 2014, CRT made an advance distribution of 1.66 Singapore cents per unit of CRT for the period from 1 July 2014 to 10 September 2014. Accordingly, the DPU for the remaining period in 1H FY2015 is 2.50 Singapore cents.
- (6) This is the DPU forecast for Projection Year 2015, as reflected in the Prospectus.

2Q FY2015 Distribution Per Unit 10.1% Above Forecast

(JPY'000)	2Q FY2015 Actual	2Q FY2014 Actual	Variance %	2Q FY2015 Forecast	Variance %
Gross Revenue	1,952,061	1,286,912	51.7%	1,280,831	52.4%
Less: Property Operating Expenses	(752,699)	(481,044)	56.5%	(451,753)	66.6%
Net Property Income	1,199,362	805,868	48.8%	829,078	44.7%
Trustee-Manager's Fees ⁽¹⁾	(162,008)	(115,714)	40.0%	(111,331)	45.5%
Finance Costs	(255,885)	(112,453)	128%	(110,597)	131%
Other Trust Expenses ⁽⁴⁾	(47,307)	3,154	(1,600)%	(32,376)	46.1%
Total Trust Income and Expenses	734,162	580,855	26.4%	574,774	27.7%
Net Change in Fair Value of Investment Properties/ Financial Instruments ⁽²⁾	536,055	310,093	72.9%	0	N/A
Income Tax Expenses ⁽⁴⁾	(337,063)	(147,585)	128%	(64,643)	421%
Profit after Tax	933,154	743,363	25.5%	510,131	82.9%
Distribution Adjustments ⁽³⁾	(58,399)	(30,355)	92.4%	136,863	(143)%
Income Available for Distribution	874,755	713,008	22.7%	646,994	35.2%
Distribution per Unit (Singapore cents)	2.08	2.02	3.0%	1.89	10.1%

(1) Includes Japan Asset Manager's fees.

(2) Net sum between the fair value gain on investment properties which arose from unrealised gain on revaluation of the investment properties of the CRT Group and the fair value gain on financial instruments which arose from mark to market of forward foreign exchange contracts (in accordance with FRS 39) used to hedge distribution.

(3) Adjustments include Trustee-Manager's fees paid/ payable in units, amortization of upfront costs, amortization of prepaid property tax, fair value gains on investment properties net of tax, fair value gains on financial instruments, deferred tax expenses and others.

(4) Reclassification of JPY3,414,000 of business scale taxes from the forecast income tax expenses to forecast other trust expenses were made to be consistent with the actual accounts. Other trust expenses comprise of finance income, other administrative expenses, other trust expenses and foreign exchange gains/ losses.

1H FY2015 Distribution Per Unit 10.1% Above Forecast

(JPY'000)	1H FY2015 Actual	1H FY2014 Actual ⁽⁵⁾	Variance %	1H FY2015 Forecast	Variance %
Gross Revenue	3,664,543	2,561,303	43.1%	2,561,661	43.1%
Less: Property Operating Expenses	(1,351,723)	(943,260)	43.3%	(903,505)	49.6%
Net Property Income	2,312,820	1,618,043	42.9%	1,658,156	39.5%
Trustee-Manager's Fees ⁽¹⁾	(315,066)	(223,712)	40.8%	(222,661)	41.5%
Finance Costs	(490,624)	(225,407)	118%	(221,194)	122%
Other Trust Expenses ⁽⁴⁾	(83,446)	(38,249)	118%	(64,752)	28.9%
Total Trust Income and Expenses	1,423,684	1,130,675	25.9%	1,149,549	23.8%
Net Change in Fair Value of Investment Properties/ Financial Instruments ⁽²⁾	701,983	1,189,510	(41.0)%	0	N/A
Income Tax Expenses ⁽⁴⁾	(518,874)	(492,135)	5.4%	(129,286)	301%
Profit after Tax	1,606,793	1,828,050	(12.1)%	1,020,263	57.5%
Distribution Adjustments ⁽³⁾	58,957	(383,705)	(115)%	273,725	(78.5)%
Income Available for Distribution	1,665,750	1,444,345	15.3%	1,293,988	28.7%
Distribution per Unit (Singapore cents)	4.16	4.09	1.7%	3.78	10.1%

(1) Includes Japan Asset Manager's fees.

(2) Net sum between the fair value gain on investment properties which arose from unrealised gain on revaluation of the investment properties of the CRT Group and the fair value gain on financial instruments which arose from mark to market of forward foreign exchange contracts (in accordance with FRS 39) used to hedge distribution.

(3) Adjustments include Trustee-Manager's fees paid/ payable in units, amortization of upfront costs, amortization of prepaid property tax, fair value gains on investment properties net of tax, fair value gains on financial instruments, deferred tax expenses and others.

(4) Reclassification of JPY6,828,000 of business scale taxes from the forecast income tax expenses to forecast other trust expenses were made to be consistent with the actual accounts. Other trust expenses comprise of finance income, other administrative expenses, other trust expenses and foreign exchange gains/ losses.

16 (5) For a more meaningful comparison, the results from 1 July 2013 to 31 December 2013 (which are prorated to 184 days based on the actual results for the 236-day period from 10 May 2013 to 31 December 2013) are presented as the comparative period for the period from 1 July 2014 to 31 December 2014.

Balance Sheet

(JPY'000)	Actual as at 31 Dec 2014	Actual as at 30 June 2014
Investment Properties	81,503,165	69,881,664
Other Non-current Assets	4,871,972	2,323,383
Current Assets	7,365,654	6,346,037
Total Assets	93,740,791	78,551,084
Loans and Borrowings (long-term)	46,680,852	40,244,092
Other Non-current Liabilities	5,820,141	3,989,538
Current Liabilities	3,066,591	1,923,920
Net Assets	38,173,207	32,393,534
Number of Units Issued and to be issued ⁽¹⁾	513,388,000	431,438,000
Net Asset Value per Unit (JPY)	74.36	75.08

- ◆ Net asset value per unit as at 31 December 2014 of JPY74.36 is arrived at after distributing advance distribution of 1.66 Singapore cents (equivalent to JPY1.50) for the period from 1 July 2014 to 10 September 2014.

(1) The number of units issued and to be issued as at 31 December 2014 consists of a) the number of units in issue as at 31 December 2014 of 511,788,000; and b) the estimated number of units to be issued to the Trustee-Manager as partial satisfaction of Trustee-Manager's fees payable for the period from 1 October 2014 to 31 December 2014 of 1,600,000.**

** As provided for in the trust deed dated 7 May 2012 constituting CRT as amended (the "Trust Deed"), the price of the units issued shall be computed based on the volume weighted average price of a unit for the period of ten business days immediately preceding the relevant business day of the issue of such units.

Debt Maturity Profile

Total Long-term Debt: JPY 46,681 million

Unit: JPY mm



% of total debt maturing	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
	0%	0%	19%	52%	17%	12%

- Weighted debt maturity as at 31 December 2014 is 3.3 years
- No refinancing requirements until FY2017

Key Financial Indicators

	Actual as at 31 Dec 2014	Actual as at 30 June 2014
Gearing Ratio	50.9%	51.7%
Interest Coverage Ratio	3.9 times	4.6 times
% of Debt Hedged	100%	100%
Average All-In Cost of Debt⁽¹⁾	1.96%	2.13%
Debt Maturity	3.3 years	3.7 years
Additional Debt Headroom⁽²⁾	JPY21.4 billion	JPY16.2 billion

(1) Cost of debt excluding professional and other fees incurred during the transaction.

(2) Calculated based on a leverage limit of 60.0%.



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Locked in an attractive purchase price (5.2% discount to valuation⁽²⁾) for the acquisition of One's Mall at a time when real estate prices in Japan continue to rise. Enlarged portfolio continues to be geographically diversified across Japan, located near major transportation nodes.

Croesus Shinsaibashi

Valuation ⁽¹⁾ (JPY mm)	9,940
NLA (sqm)	2,342
Vendor: Marubeni	

Aeon Town Suzuka

Valuation ⁽¹⁾ (JPY mm)	8,970
NLA (sqm)	43,501
Vendor: Daiwa House	

Mallage Shobu

Valuation ⁽¹⁾ (JPY mm)	22,700
NLA (sqm)	67,853
Vendor: Sojitz	

Croesus Tachikawa

Valuation ⁽¹⁾ (JPY mm)	11,700
NLA (sqm)	7,141
Vendor: US Private Fund	

Luz Omori

Valuation ⁽¹⁾ (JPY mm)	3,560
NLA (sqm)	9,285
Vendor: Marubeni	

One's Mall

Valuation ⁽²⁾ (JPY mm)	11,600
NLA (sqm)	52,844
Vendor: Private fund	

Aeon Town Moriya

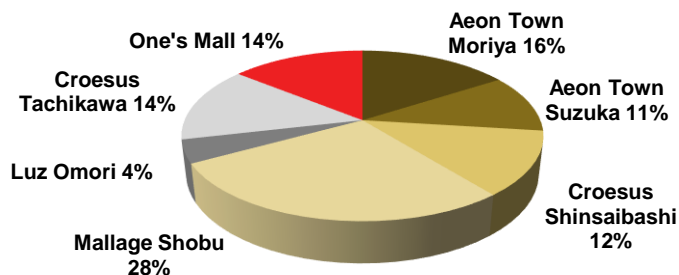
Valuation ⁽¹⁾ (JPY mm)	13,000
NLA (sqm)	68,047
Vendor: Daiwa House	

(1) Based on valuation by DTZ Debenham Tie Leung K.K. ("DTZ") as at 30 June 2014
 (2) Based on valuation by DTZ as at 31 July 2014

Key Information on the Assets

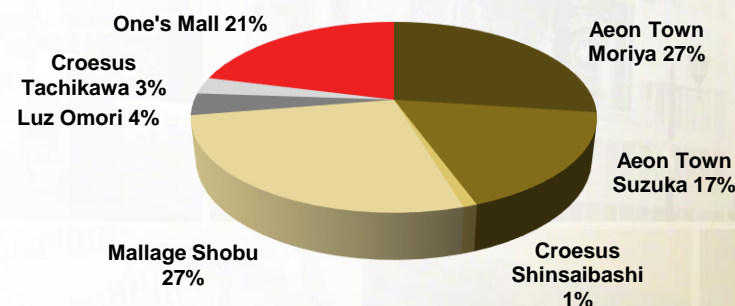
	City	Number of Tenants ⁽¹⁾	Age of Building (yrs) ⁽¹⁾	Leasehold / Freehold	Valuation ⁽²⁾ (JPY mm)	1H FY2015 Actual NPI (JPY mm)	Purchase Price (JPY mm)	Annualised NPI Yield ⁽³⁾
Aeon Town Moriya	Ibaraki	1 master lessee, 111 subtenants	7.6	Freehold	13,000	406.7	12,154	6.6%
Aeon Town Suzuka	Mie	1 master lessee, 40 subtenants	7.6	Freehold	8,970	296.9	8,439	7.0%
Croesus Shinsaibashi	Osaka	4	5.3	Freehold	9,940	231.1	9,021	5.1%
Mallage Shobu	Saitama	220	6.1	Freehold	22,700	797.5	20,584	7.7%
Luz Omori	Tokyo	29	3.9	Leasehold expiring in July 2059	3,560	121.7	3,450	7.0%
Croesus Tachikawa⁽⁶⁾	Tokyo	10	7.5	Freehold / Leasehold expiring in Dec 2029 ⁽⁴⁾	11,700	324.4	10,800	6.0%
One's Mall⁽⁷⁾	Chiba	52 ⁽⁵⁾	14.1	Freehold	11,600	134.5	11,000	5.8%
Total		466	8.4		81,470	2,312.8	75,448	6.6%

Breakdown by Valuation



Total Valuation: JPY 81,470 mm

Breakdown by NLA



Total NLA: 251,017 sqm

(1) As at 31 December 2014.

(2) Based on valuation by DTZ as at 30 June 2014 and 31 July 2014 for One's Mall.

(3) Based on annualising the Actual NPI (which comprises of the 184-day period from 1 July 2014 to 31 December 2014 and for the 77-day period from 16 October 2014 to 31 December 2014 for One's Mall, respectively) divided by the purchase price. The annualised NPI yield is for illustrative purposes only and should not be construed as a representation or forecast of the future NPI yield.

(4) Croesus Tachikawa comprises 4 plots of amalgamated land. 3 parcels are freehold and owned by CRT, while 1 parcel is leasehold with an expiry in Dec 2029.

(5) Daiei, one of the key tenants at One's Mall, further subleases to 21 subtenants.

(6) Name change from NIS Wave I to Croesus Tachikawa effective 1 February 2015.

(7) Acquisition of One's Mall was completed on 16 October 2014.

Balanced Portfolio Contributing to Stable Income and Sustainable Growth

Each of the properties is strategically located within its submarket, being directly connected via major transportation nodes.

	1H FY2015 NPI %	Occupancy (¹)	WALE by NLA (¹) (yrs)	Lease Expiry Profile		Connectivity		Key Tenants / Sub tenants
				FY2015	FY2016	By Train	By Major Road	
Aeon Town Moriya	18%	100%	12.5	-	-	✓	✓	Aeon Cinema, Sports DEPO, Food Square Kasumi, Futaba-Tosho, Uniqlo, Nojima
Aeon Town Suzuka	13%	100%	12.5	-	-	✓	✓	Kahma Home Centre, APINA, Nitori, Hana-Shobu, Uniqlo, Atelier, Seria, G.U.
Croesus Shinsaibashi	10%	100%	7.2	-	-	✓	✓	H&M
Mallage Shobu	34%	94.6%	5.0	6.1%	3.1%	✓	✓	Nafco, 109 Cinemas, Himaraya, York Mart, Nojima, Academia, Sanki, Play Land, Uniqlo
Luz Omori	5%	96.8%	15.8	-	0.7%	✓	✓	Ota ward, Docomo, Daiso
Croesus Tachikawa ⁽²⁾	14%	100%	4.0	-	3.8%	✓	✓	NEXUS Holdings, Sumitomo Mitsui Trust Bank
One's Mall	6% ⁽³⁾	99.3%	5.3	0.6%	2.0%	✓	✓	Daiei, Central Sports, Toys 'R' Us, Nitori, Sports DEPO

31% of NPI secured through master leases with high quality tenant (Aeon Town)

Approximately 100% occupancy across all properties

~93% of FY2015 and ~84% of FY2016 rentals have been locked in

Well-connected by train, bus or major roads

Quality tenant base from diversified trade sectors

(1) As at 31 December 2014.

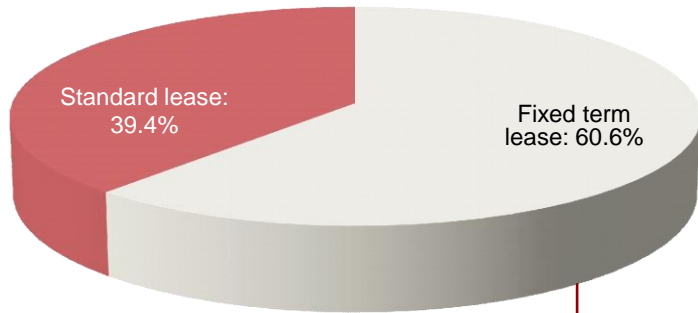
(2) Name change from NIS Wave I to Croesus Tachikawa effective 1 February 2015.

(3) Based on actual percentage contribution from the period from 16 October 2014 to 31 December 2014.

Favourable Lease Profile

A substantial portion of CRT's Gross Rental Income is derived from leases structured as Fixed Term Leases, giving it greater flexibility to adjust rentals / tenant composition, or variable rent, allowing it to share any income upside with its tenants.

% of Gross Rental Income from Fixed Term Leases⁽²⁾



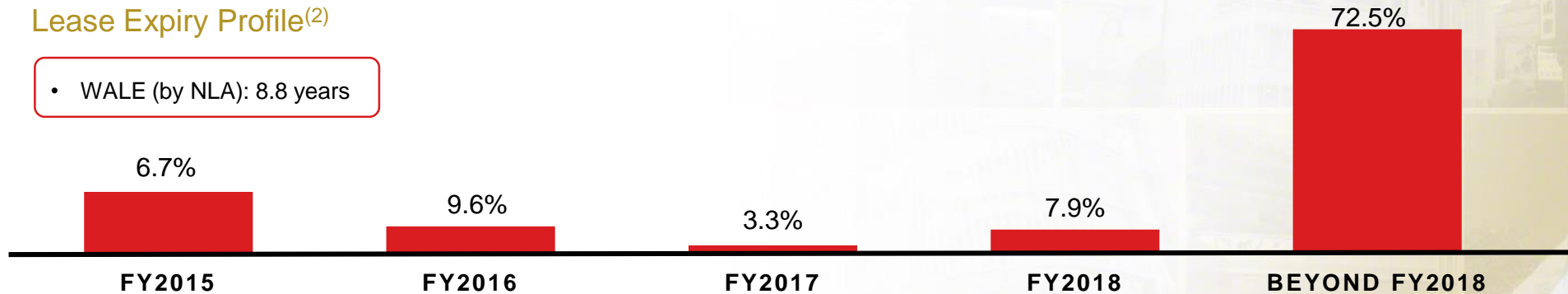
- Greater flexibility in adjusting rental income and tenant composition upon expiry of lease
- Shorter lease tenure (typically 3 – 5 years)

Growth in Gross Rental Income from Variable Rent⁽¹⁾

- Among the properties, Croesus Shinsaibashi, Luz Omori, Mallage Shobu and One's Mall have leases with variable rent components
- As of 31 December 2014⁽³⁾ 34.3% of gross rental income of the portfolio had a variable rent component
- Of total variable rent, the variable portion is 12.3% and 22.0% is guaranteed minimum base rent. Therefore, pure fixed rent constitutes 87.7% of total portfolio gross rental income

Lease Expiry Profile⁽²⁾

- WALE (by NLA): 8.8 years



(1) Variable rent figures mentioned included guaranteed minimum rent

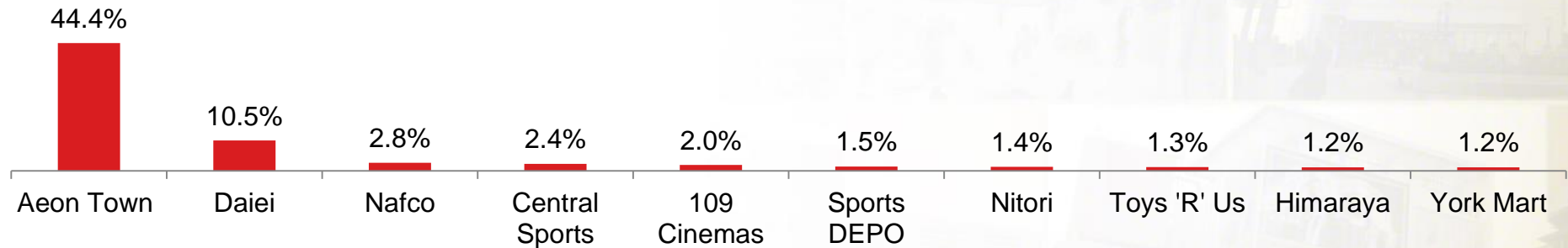
(2) By Gross Rental Income for the month of December 2014

(3) From 1 July 2014 to 31 December 2014

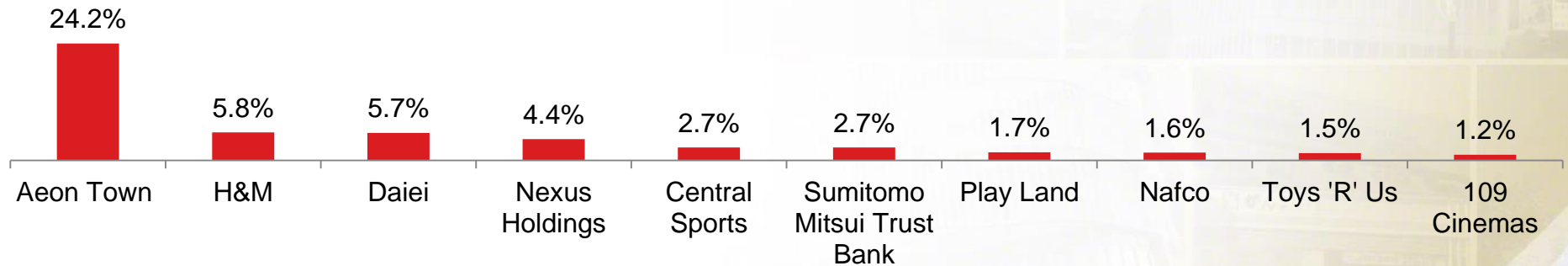
Top Ten Tenants of CRT

Diversification of CRT's tenant base achieved post recent acquisitions with addition of new anchor tenants

Top 10 Tenants by **NLA**
 (As at 31 December 2014)



Top 10 Tenants by **Gross Rental Income**
 (For the month of December 2014)



Mallage Shobu – Grand Renewal Celebration

28 March 2015 Grand Renewal Opening Ceremony



Mallage Shobu – Tenant Replacements

- Significant movement in tenant composition with tenant renewal exercise for 155 out of 242 leases during FY2015
 - Introduction of 69 new brands, 28 refreshed store transfers and 58 renewed leases
 - Positive rental uplift of 20% to 25% anticipated for new leases
 - Family-friendly improvement works to restrooms, nursing rooms and rest areas, as well as improved LED lighting facilities
 - Recent additions of new tenants such as Muji, KOE (fashion apparel brand) and Jelly Beans (women's shoe retailer); Toys R Us expected to commence in June 2015



Renovated restroom and nursing room

New Shop Openings at Mallage Shobu



MUJI



KOE



Jelly Beans



Matsumoto Kiyoshi



Overview

Financial Highlights

Portfolio Performance

Macro Outlook

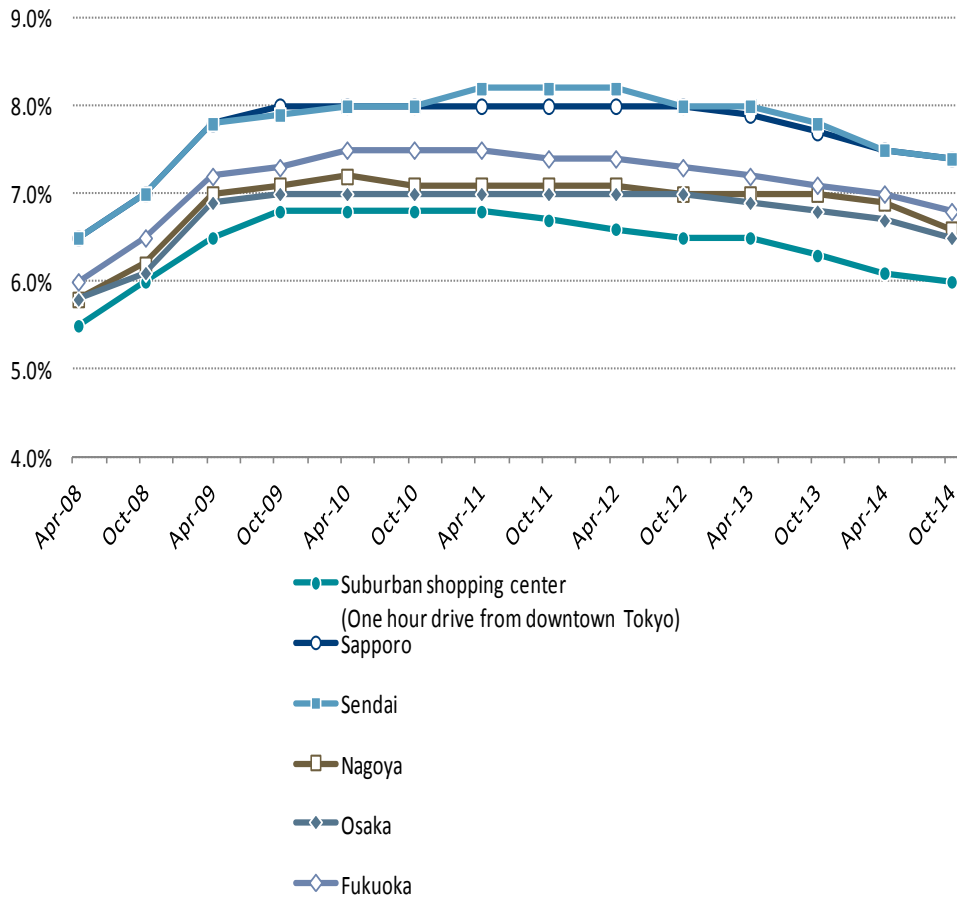
Media Coverage

Outlook: Promising Macro-Environment

- **Stabilising CPI numbers**
- **Promising Tankan and GDP data**
- **Increasing Property Prices**

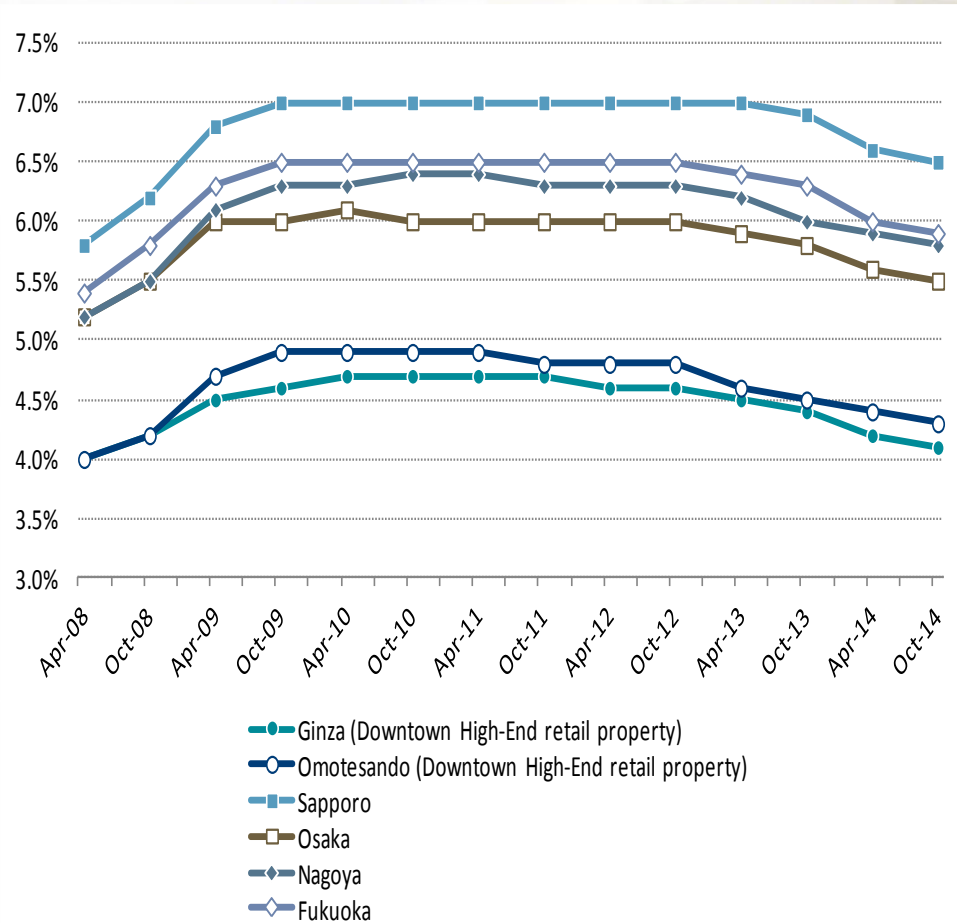
Retail Cap Rate Trends

Suburban Retail Cap Rate Trends



Expected cap rates of suburban shopping centers located one hour drive from Tokyo have shown compression by 80bps to 6.0% compared to the highest point in April 2011 of 6.8%

Prime Retail Cap Rate Trends



Osaka's expected cap rate has recently compressed by 40bps to 5.5% compared to April 2013

Significant Retail deals across Japan



Property Name	Town/ City	Purchaser	Vendor	Price (JPY Billion)	NOI Cap Rate (%)	Closing Date
Yodobashi Camera Multimedia Kichijoji	Kichijoji, Tokyo	United Urban Investment (REIT)	Kichijoji YCM Funding	28.0	5.2	Mar 2013
Kawasaki Lefront	Kawasaki, Kanagawa	Japan Retail Fund Investment (REIT)	MJ Retail Investments One	30.0	6.2	Oct 2013
G Building Shinsaibashi 03	Shinsaibashisuji, Osaka	Japan Retail Fund Investment (REIT)	Unique Osaka LLC (RREEF)	22.3	4.3	Oct 2013
Aeon Lake Town Mori (40%)	Koshigaya, Saitama	Aeon REIT Investment (REIT)	Aeon Retail	21.1	5.6	Nov 2013
Kobe Kyu Kyoryuchi 25 Bankan (includes hotel)	Kobe, Hyogo	Activia Properties (REIT)	SPC of Tokyu Land	21.3	4.8	Dec 2013
Valor Suzuka Shopping Center	Suzuka-shi, Mie	Orix J-REIT Inc. (REIT)	Orix Real Estate	3.2	6.3	April 2014
Shinsaibashi Square	Shinsaibashisuji, Osaka	Frontier Real Estate Investment Corporation (REIT)	Mitsui Real Estate Corporation	8.62	4.1	Dec 2014

Source: DTZ Research & Daiwa Real Estate Market Report Summer 2014

Each of DTZ Research and Daiwa Real Estate has not provided its consent to the inclusion of the information extracted from the relevant report published by it and therefore is not liable for such information. While the Trustee-Manager has taken reasonable actions to ensure that the information from the respective reports published by DTZ Research and Daiwa Real Estate is reproduced in its proper form and context, and that the information is extracted accurately and fairly from such report, neither the Trustee-Manager nor any other party has conducted an independent review of the information contained in such report nor verified the accuracy of the contents of the relevant information.



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Acquisitions to drive DPU growth for rest of FY2015: CRT

Croesus Retail Trust posts 3% rise in DPU in Q2 FY15, eyes positive rental reversions at Mallage Shobu

By Lynette Khoo
lynkoo@sp.com.sg
@LynetteKhooBT

Singapore

YIELD-accrue acquisitions helped lift the distribution per unit (DPU) at Croesus Retail Trust (CRT) in its fiscal second quarter and fiscal first-half, and they look set to drive DPU growth for the rest of fiscal 2015.

CRT's DPU for the quarter ended Dec 31, 2014 rose 3 per cent from a year ago to 2.08 Singapore cents, the trust-manager of Japanese retail assets said on Wednesday.

Its net property income jumped 48.8 per cent year-on-year to 1.2 billion yen (\$14 million) while gross revenue leapt 51.7 per cent to 1.95 billion yen as it racked up higher rental income.

The rise in DPU was smaller than the 2.7 per cent year-on-year jump in income available for distribution (DI) during the quarter due to an en-



Jeremy Yong (above) says that the accretive impact of acquisitions is beginning to flow into fiscal 2015

42.9 per cent to 2.3 billion yen, while its DPU rose 1.7 per cent to 4.16 Singa-

Croesus Retail Trust

	Q2 FY 2015	Q2 FY 2014	Y-O-Y % CHANGE
Gross revenue	1,952	1,287	51.7
Net property income	1,199	806	48.8
DI	875	713	22.7
DPU (S¢)	2.08	2.02	

said the co-founder of CRT's sponsor Croesus Merchants.

For FY2015 ending June 30, Mallage Shobu has completed most of the negotiations to either replace or renew lease agreements with some 150 tenants. Rental income for these tenants accounts for about 16 per cent of CRT's revenue.

While there is no definitive acquisition targets on the table now, CRT is

As competition for assets intensifies in Greater Tokyo, which now accounts for 77 per cent of CRT's portfolio by asset value, CRT is also looking at the merits of up-and-coming cities like Osaka, Nagoya and Fukuoka, Mr Yong said. "We still want to be 70 per cent Tokyo, but if there are compelling opportunities in second-tier cities, we will consider them."

Mr Yong said he expects "moderate capital appreciation over the medium term" in Japan, which was reflected in revaluation gains of 307.3 million yen for CRT in the second quarter ended Dec 31.

Rising asset prices in Japan is becoming a double-edged sword, he noted. While this leads to revaluation gains on the existing assets, the rate of return on property or its capitalisation rate is increasingly compressed.

According to Japan Real Estate Institute's Real Estate Investor Survey as at October 2014, both suburban and prime retail cap rates are show-

CHANNEL NEWSASIA NEWS TV PREMIER
ASIA PACIFIC SINGAPORE WORLD BUSINESS SPORT ENTERTAINMENT TECHNOLOGY HEALTH LIFESTYLE

Croesus Retail Trust hedges against weak yen, eyes Japan acquisitions

Croesus Retail Trust increases currency hedging to guard against weaker yen's impact on Singapore dollar earnings, but also eyes acquisitions in Japan.



SINGAPORE: Mainboard-listed Croesus Retail Trust said it has increased its currency hedging efforts as the Japanese yen weakens against the Singapore dollar, hitting earnings from retail properties in Japan.

The business trust also hopes that rising property prices in Japan could help mitigate the foreign exchange risk, Channel NewsAsia reports. The seven retail properties in Japan are Aeon Town Moriya, Aeon Town Suzuki, Croesus Shinsaibashi, Luz Omori, Mallage Shobu, NIS Wave I and One's Mall. Its hedging efforts are aimed at covering its distributable income.

"The asset and liability has a natural hedge because they are all in yen, the only unhedged portion is the net asset value, so if the yen weakens, the net asset value on the Singapore dollar basis will also weaken," said Mr Jeremy Yong, co-founder and managing director of the Croesus Group.

"However there are mitigating factors, and the biggest mitigating factor is that our property values are going up. So whatever negative currency impact that we see should be offset by the positive capital gains of the revaluations of the assets."

RHB
Company Update, 2 April 2015

Croesus Retail Trust (CRT SP)

Property - REITS
Market Cap: USD350m

Buy (Maintain)
Target Price: S\$01.15
Price: S\$00.93

Moors: +
Risks: +
Growth: +
Value: +

A Trip To CRT's Malls



CRT announced that the tenant renewal and asset enhancement exercise at Mallage Shobu, which we visited in the past week, is close to completion, with 69 and 26 new and refreshed shop transfers, as well as 69 tenants with improvements to the store facades by end-2015. Maintain BUY and S\$01.15 TP (24% upside). Management expects an overall potential rental uplift of 15-16% for the entire mall from this exercise. WBS JPI hedged \$1 end-FY15, we are positive on CRT.

Rental reversions close to completion. We visited some of Croesus Retail Trust's (CRT) malls in the past week and were quite pleased with what we saw, especially at Mallage Shobu Mall. Asset enhancement works have been completed at the mall while tenant renewal exercise is close to completion, with 69 and 26 new and refreshed shop transfers, as well as 69 tenants with improvements to the store facades by the end of the financial year in 2016. CRT has made headway here but

Croesus Retail Trust: Achieves 6 Consecutive Quarters Of DPU Outperformance, DPU For 1H FY2015 Exceeds Forecast By 10.1%.

11 Feb 2015 11:27

Croesus Retail Trust maintains strong DPU at 4.16 Singapore cents for 1H FY2015. 2Q FY2015 DPU of 2.08 Singapore cents per unit with quarterly year-on-year DPU growth of 3.0%. Accretive acquisitions since IPO expected to be the main driver of strong DPU performance for the remainder of FY2015. Currency hedges over distribution extended to cover entire FY2015 and FY2016...

Croesus Retail Trust enjoys acquisition-driven growth, plans further purchases

BY MICHELLE TEO |

Despite the moribund economy in Japan, Croesus Retail Trust (CRT) has managed to deliver higher distributions than forecast for its 1H FY2015 ended December 2014. And, it looks to be on track to delivering a robust return in FY2016, fuelled by contributions from recently acquired properties and rental hikes at existing properties.

Since its IPO in May 2013, the Japanese shopping mall owner has grown its income and portfolio via an aggressive spate of acquisitions. It has pledged to return 100% of its distributable income to unitholders in FY2014 and FY2015, and at least 90% thereafter. That puts its forward yield at more than 11%. There is a risk, however, that its acquisition spree has pushed its debt-to-asset ratio to more than 50%, potentially limiting its future financial flexibility.

CRT is a business trust, sponsored by Croesus Merchants International. It owns seven malls with a combined value of \$81.5 billion (\$930.3 million). Four of the properties are suburban malls, while the others are located in prime districts in Greater Tokyo and Osaka. About 65% of the trust's gross rental income is derived from fixed-term leases, which gives it



About 60% of the tenants at Mallage Shobu have leases expiring in FY2015. Analysts note it has seen double-digit rental reversions so far.

drive about two hours northwest out of central Tokyo, and the metal and glass towers give way to grey industrial blocks, farmland and clusters of low houses with traditional tiled roofs. Eventually, a vast complex comes into view. The building has familiar fashion and household brands emblazoned on its walls and is surrounded by a parking lot for more than 7,000 vehicles.

Mallage Shobu, a shopping mall in a suburban, almost rural part of Kaito city in Greater Tokyo, caters for 150,000 to 200,000 people living within a 10 to 15 km radius. It is part of a portfolio of seven shopping centres owned by Croesus Retail Trust (CRT), and is the launchpad for the trust's next phase of growth.

"Mallage Shobu is one of the most interesting stories in the Japanese retail market," says Kiyoshi Sato, chief investment officer of CRT. "It was planned and [built] on scratch, on vacant land. It was a kind of a desert. So, we have created a city."

The mall appears to have become a destination of sorts for residents in the area. On



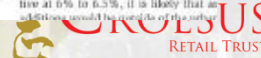
Mallage Shobu's recent revamp has allowed CRT to secure more leases with a variable rent component.

monthly meetings are held with tenant promoters ways to improve the mall's perior SHH, with about half of NTA's to Dale a master lease. Sato acknowledges it is to generate more activity through ty-wide promotional events.

Increasing variable rents

Indeed, after the initial boost led by a items that is providing much of the gov FY2015, it remains to be seen how CRT c the expansion going. Nearly two-third portfolio is locked in long-term master CRT has the option of two rights-of-use (ROU) assets from its strategic partner wa House and Marushin. However, Sa the properties are "not yet quite ready incorporated into the portfolio. Mallage in Kyushu, has technical issues with the hold land it stands on, while Kyoto K machi is in the process of replacing re-

Sato says CRT has identified a num other properties to acquire this year. W utilisation rates outside of Tokyo move thin at 6% to 6.5%, it is likely that an



Media Coverage in Japan

2015年3月30日(月)

ウルトラマンも駆け付け モラージュ菫蒲、開業以来の大改装で式典



ウルトラマンも駆け付けたグランドリニューアルオープニングセレモニー。久喜市菫蒲町のモラージュ菫蒲

久喜市菫蒲町の大型商業施設「モラージュ菫蒲」で28日、2008年の開業以来最大規模の改装を記念して「グランドリニューアル・オープニングセレモニー」を開いた。

モラージュ菫蒲は双日商業開発（東京都港区、河野宏毅社長）が運営。施設面積は約9万平方メートルで、約240店舗が入店。そのうち新規や改装・移設する114店舗が6月末までに順次開店する。

式典にはウルトラマンや久喜市のご当地キャラクターしょうぶパン鬼一、来久ちゃんもゲスト出演。rapperのSEAMOさんがゲストライブを行った。

式典のあいさつで河野社長は「地域に愛される店を自負し、立ち止まることなく発展を目指したい」と話した。



大改装、若い家族層に的

モラージュ菫蒲 60店入れ替え

双日商業開発（東京・丸の内）は、埼玉県久喜市に所在するモラージュ菫蒲（モラージュ）の改装工事を完了し、3月末までに改装完了する。改装は、若い家族層に的を絞る。改装は、若い家族層に的を絞る。改装は、若い家族層に的を絞る。



One's Mall (photo: Croesus Retail Trust)

NIKKEI REAL ESTATE MARKET REPORT

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Singapore's Croesus acquiring Chiba mall for Y11bn (corrected)

09.04.2014

Singapore's **Croesus Retail Trust (CRT)** announced on September 1 that it will acquire *One's Mall*, a large retail facility in Inage-ku, Chiba City.

The price is 11 billion yen [\$100 million]. The seller is believed to be a special purpose company formed by Minato-ku-based **Tozai Asset Management**.

The retail facility has 84,000 m2 of gross floor area with 53,000 m2 of net leasable area. It is located about 3 km to the north of JR Inage Station and 5 km from JR Chiba Station. The suburban-type shopping center is surrounded by residential districts and was opened by **Nissan Real Estate** in 2000. The facility is occupied by 52 tenants including core tenant super market **Daieli**, **Central Sports**, **Toys"R"Us** and household goods retailer **Nitori**. The facility is close to the Anagawa Interchange on the Keiyo Road and also has parking for about 1,500 vehicles.

The net profits is expected at about 632 million yen [\$5.9 million], and the cap rate based on this figure and the acquisition price is 5.7%. The occupancy rate is 99.4% and the weighted average lease to expiry (WALE) is 5.8 years.

CRT, which was listed in Singapore in May 2013, invests in retail facilities in Japan including *Luz Shinsaibashi* in Osaka City, *Mallage Shobu* in Saitama Prefecture and *NIS WAVE. I* in Tachikawa City, Tokyo.

日本経済新聞 2015年(平成27年)3月18日(水)

住宅地、下落幅が縮小



2015年公示地価特集

三大都市圏 商業地の7割上昇

国土交通省が発表した公示地価は、商業地の下落幅が縮小した。三大都市圏の商業地は、前年比で7割以上上昇した。これは、商業地の需要が回復していることが要因と見られる。また、住宅地の下落幅も縮小している。これは、住宅市場の回復が期待されていることが要因と見られる。

区分	変動率
商業地	7.1%
住宅地	1.2%
工業地	0.5%

CDL Hospitality Trusts enters Japan, acquires two hotels

Acquisition of Hotel MStays Asakusabashi and Hotel MStays Kamata to cost 6 billion yen



We now see the acquisition and expansion from the growth trajectory of the Japanese market and the growth of the Japanese market and the growth of the Japanese market.

CDL Hospitality Trusts (CDLHT) is making its foray into Japan by acquiring two hotels at a total cost of six billion yen (\$56.3 billion).

CDLHT - a stapled group comprising CDL Hospitality Real Estate Investment Trust (H-REIT) and CDL Hospitality Business Trust (HBT) - will acquire the 136-room Hotel MStays Asakusabashi and the 116-room Hotel MStays Kamata for \$2 billion yen and 2.6 billion yen respectively from AHI KJ. Both hotels operate in the business economy segment.

The acquisition cost at 5.8 billion yen, while a further 188 million yen will go towards acquisition fees and transaction expenses. The purchase consideration is lower than the average valuations of the properties by DTZ Debenham Leung Kooi Kasahara and International Appraisals Inc comprising of 6.06 billion yen.

Meanwhile, in connection with the acquisitions, HBT has through its subsidiary CDL HBT Home, entered into a separate sale-and-purchase agreement to acquire the existing operating company which is the master lessee of the hotels. AKO KJ, from Ippan Shadan Hojin SH42 for 2.6 million yen. The master lessee will continue to assume the obligations under the above agreements, which

Oxley Holdings makes foray into Japanese property market

Oxley Holdings has acquired Chiba Port Square, a mixed development located in the heart of Chiba City's port area in Greater Tokyo.



File picture of the skyline of Tokyo in Japan. (Photo: AFP/Kazuo Negi)

SINGAPORE: Homegrown realty property developer Oxley Holdings has made its foray into the Japanese property market. It has acquired Chiba Port Square, a mixed development located in the heart of Chiba City's port area in Greater Tokyo.

This follows an announcement by Oxley earlier in November that it was planning to buy the property for \$3.55 billion (\$59.5 million) from Masuya Home Company.

With a site area of 20,072.5 square metres, the development consists of a 28-floor office building known as Parkside Tower, including a 21-floor hotel called Canedo Hotels Chiba.

Oxley intends to hold the property for investment purposes.

Mr Ching Chai Kwong, chairman and CEO of Oxley, said: "We are excited about the prospects in the Japanese property market. The Japanese industry has fallen to its lowest level since 2007 in recent weeks. The weak yen, coupled with the government's efforts to invigorate the economy, made this an opportunity not to be missed."

Oxley said the deal will strengthen its investment property portfolio, which currently comprises Spacework/Tampines, an industrial property, as well as two hotel developments.

Sumitomo Realty banks on Singapore's appetite for Tokyo property

Sumitomo Realty, a Japanese real estate company, is targeting Singapore investors for Tokyo property.



Sumitomo Realty has been targeting Singapore investors for Tokyo property.

SINGAPORE: Sumitomo Realty, a Japanese real estate company, is targeting Singapore investors for Tokyo property. The company has been active in the Japanese market, and is looking for foreign investors to help it expand its business in Japan. Sumitomo Realty has been targeting Singapore investors for Tokyo property, and is looking for foreign investors to help it expand its business in Japan.

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New major shareholder steers small-cap, fit-out player into Japanese property

CDL plans to use the funds to purchase three properties in Tokyo.

COMMUNICATIONS DESIGN INVESTMENT (CDI) is set to morph into a Japanese property player, after shareholders have voted unanimously at the EGM on Nov 14 to allow the interior design and fit-out company to raise \$24.9 million through the placement of 245 million new shares at 12 cents each.

CDI plans to use the funds to purchase three properties in Tokyo. The company has been active in the Japanese market, and is looking for foreign investors to help it expand its business in Japan. CDI plans to use the funds to purchase three properties in Tokyo.

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Japan expects economy to recover in fiscal 2015 after 2014 slump

By Anthony Rowley



Japan's economy will grow by 1.5 per cent in inflation-adjusted 'real' terms in the fiscal year from April 1, said Tokyo on Monday in an upgrade of its previous forecast of 1.4 per cent.

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GIC sinks US\$1.7b into Tokyo space

By Michelle Quah

SINGAPORE: Sovereign wealth fund GIC is sinking what some have estimated to be in the region of US\$1.7 billion (\$2.2 billion) into one of Tokyo's most prime office spaces.

The investment firm said it is taking up the entire office component of Pacific Century Place Marunouchi, located next to Tokyo Station and a stone's throw from the Ginza shopping district.

The office portion consists of the 8th to 31st floors of the building, and has a gross floor area of 36,840 sqm of net lettable area. The lower floors - not part of the transaction - are taken up by Four Seasons Hotel Tokyo and retail space.

GIC did not reveal how much it paid for the office block; but Reuters reported on Aug 25 that Secured Capital Investment Management Co., which GIC said it bought the property



GIC is taking up the entire office component of Pacific Century Place Marunouchi, next to Tokyo Station

tal appreciation over the long term," said Lee Kok Sun, co-head of Asia, GIC

should fund capital values higher. Meanwhile, CBRE Research said in its Q2 2104 global office rent cycle report that rents in Tokyo are on an up-trend.

Mr Lee added: "The attractions of the property are its prime location, superior building quality, and quality tenants. This investment demonstrates our confidence in Japan and, specifically, the Tokyo office market over the long run."

Pacific Century Place Marunouchi counts among its tenants SHJ Japan, BHP Billiton Japan, Deloitte Touche Tohmatsu and Verizon Japan.

The *Business Times* understands that the current vacancy rate for the building is in the low single-digit range. JLL's report said that the overall vacancy rate for Tokyo's office space was "stable at 3.7 per cent in Q2 2014."

Pacific Century Place Marunouchi was built by Hong Kong tycoon Richland Life Pacific Century Group and completed in 2001. The group then

Blackstone to buy GE's property assets in Japan for \$1.6 billion

By Junko Fujita

Tokyo | The Nov 20, 2014 5:14pm EST

Blackstone will buy more than 10,000 apartment units in 200 properties in Japan's largest cities including Tokyo, Osaka and Nagoya, the buyout fund said in a statement.

The deal comes as GE Capital Real Estate is retreating from its property investments globally as it shifts its focus to property land.

"This transaction supports our global strategy to reduce our equity book as we continue to build our global debt operations," Francois Trausch, Chief Executive, Asia-Pacific at GE Capital

can move more quickly, know the market better, and can offer finance market changes from local banks, according to Mr Trausch. Credit Suisse investment in Japanese real estate made up about 1.6 per cent of the top 100 real estate deals of more than US\$1 billion, an increase on the previous year, according to Mr Mancini.

The increase in land prices since Prime Minister Shinzo Abe came to power has driven the price to new heights. The increase in land prices since Prime Minister Shinzo Abe came to power has driven the price to new heights.

Mr Ishii, who oversees treasury cases of Japanese financial institutions in the line 1996, at one point worked in the financial services sector when a real estate bubble dating back to previous decade burst, said it is not uncommon.

Relative yields on office acquisitions that are higher than in other major international cities also are driving investors to Tokyo. The Tokyo REit's index tracking 45 property-related companies rose 0.6 per cent to close at the highest since April 1 in Tokyo.

Private real estate investment trusts, which started in Japan with \$200 million of assets under management in 2011, have expanded and become key investors in the property market, said Koichiro Abe, the head of research and strategy in the Asia-Pacific region at Deutsche Asset



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Tokyo Property Deals Surge as Rising Rents Lure Buyers

By Nathaniel Chu and Katsuyo Kawano

Tokyo | The Nov 20, 2014 2:33 PM GMT+0800

Investment in Tokyo properties is surging on prospects that rents will rise, boosting returns, even after a 20 per cent gain in prices since Japanese Prime Minister Shinzo Abe took office almost two years ago.

"There is a sense of value here that you don't find in other major office markets," said Jon Tanaka, Tokyo-based managing director of Angelo Gordon & Co, an alternative asset manager with about \$27 billion in assets. "Japanese and offshore core buyers have capital available and they are very engaged in find investment opportunities in Tokyo."

Real estate investment in Japan rose 70 percent to 4.6 billion yen (\$44 billion), the highest level since March 2008, in the 12 months ended in March from a year earlier, according to a report published in July by Deutsche Asset & Wealth Management. Among deals in the past week, a unit of China's Fosun Group acquired the Citigroup Center building in Tokyo and Misoni Trust Co bought an office and banquet hall complex in the capital for more than \$1 billion.

Office rents for the best buildings in Tokyo are estimated to rise by about 30 percent over the next three years, giving potential investors a chance to capitalize on rental incomes, according to CBRE Group Inc. (CBG)

While Abe's efforts to revive the nation's economy and end more than a decade of deflation have led to a recovery in the property market, prices in Tokyo, the world's most-sought real estate investment market, are still 20 percent below their 2007 peak, according to an estimate by Deutsche Asset. In an effort to restore economic momentum, Abe reshuffled his cabinet today, 20 months after taking office.

Relative Yields

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Events Calendar



2015 EVENTS (Tentative and Subject to Change)	
14 May	Q3 Results ending 31 March 2015
26 August	Q4 and Full Year Financial Results ending 30 June 2015
27 October	FY2015 Annual General Meeting
12 November	Q1 Results ending 30 September 2015



Thank You

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