



# CAPITALAND MALL TRUST

Singapore's First & Largest REIT

## Full Year 2018 Financial Results Annexes

23 January 2019



# Gross Revenue by Property

## CMT PORTFOLIO<sup>(1)</sup>

	% of Total Gross Revenue
	For FY 2018
Tampines Mall	10.1
Junction 8	7.5
IMM Building	10.6
Plaza Singapura	11.3
Bugis Junction	10.5
Lot One Shoppers' Mall	5.5
The Atrium@Orchard	6.2
Clarke Quay	4.8
Bugis+	4.2
Bedok Mall	7.1
Westgate <sup>(2)</sup>	3.6
Other assets <sup>(3)</sup>	7.2
Raffles City Singapore	11.4
<b>Total</b>	<b>100.0</b>

(1) Includes CMT's 40.0% interest in Raffles City Singapore and excludes Funan which was closed in July 2016 for redevelopment.

(2) Includes CMT's 30.0% and 100.0% interest in Westgate for period 1 January 2018 to 31 October 2018 and 1 November to 31 December 2018 respectively.

(3) Includes Bukit Panjang Plaza, JCube and Sembawang Shopping Centre which was sold in June 2018.



# Well-Diversified Trade Mix

## CMT PORTFOLIO<sup>(1)</sup>

	% of Gross Rental Income <sup>(2)</sup>
	For the month of December 2018
Food & Beverage	31.3
Fashion	12.3
Beauty & Health	11.8
Department Store	6.6
Leisure & Entertainment / Music & Video <sup>(3)</sup>	4.5
Gifts & Souvenirs / Toys & Hobbies / Books & Stationery / Sporting Goods	4.4
Services	4.4
Shoes & Bags	3.9
Supermarket	3.8
IT & Telecommunications	3.3
Office	3.3
Home Furnishing	3.0
Jewellery & Watches	2.3
Electrical & Electronics	1.7
Education	1.4
Warehouse	1.3
Others <sup>(4)</sup>	0.7
<b>Total</b>	<b>100.0</b>

(1) Includes CMT's 40.0% interest in Raffles City Singapore (excluding hotel lease) and excludes Funan which was closed in July 2016 for redevelopment and Sembawang Shopping Centre which was sold in June 2018.

(2) Excludes gross turnover rent.

(3) Includes tenants approved as thematic dining, entertainment and a performance centre in Bugis+.

(4) Others include Art Gallery and Luxury.



# Top 10 Tenants

**10 Largest Tenants Contribute About 19.8% of Total Gross Rental Income<sup>(1)</sup>  
No Single Tenant Contributes More Than 4.0% of Total Gross Rental Income**

Tenant	Trade Sector	% of Gross Rental Income
RC Hotels (Pte.) Ltd	Hotel	3.3
Temasek Holdings (Private) Limited	Office	2.9
Cold Storage Singapore (1983) Pte Ltd	Supermarket / Beauty & Health / Services / Warehouse	2.4
NTUC Enterprise	Supermarket / Beauty & Health / Services / Food & Beverage	2.2
Robinson & Co. (Singapore) Pte Ltd	Department Store / Beauty & Health	2.0
BHG (Singapore) Pte. Ltd.	Department Store	1.7
Wing Tai Retail Management Pte. Ltd.	Fashion / Sporting Goods / Shoes & Bags	1.5
Auric Pacific Group Limited	Food & Beverage	1.3
BreadTalk Group Limited	Food & Beverage	1.3
Isetan (Singapore) Limited	Department Store	1.2
<b>Total</b>		<b>19.8</b>

(1) Based on gross rental income for the month of December 2018 and excludes gross turnover rent.



# Trade Mix – Tampines Mall

	% of Gross Rental Income <sup>(1)</sup>
	For the month of December 2018
Food & Beverage	29.8
Beauty & Health	11.8
Fashion	11.4
Jewellery & Watches	6.9
Gifts & Souvenirs / Toys & Hobbies / Books & Stationery / Sporting Goods	6.7
IT & Telecommunications	6.3
Supermarket	6.0
Department Store	5.1
Leisure & Entertainment / Music & Video	3.8
Shoes & Bags	3.7
Education	3.4
Electrical & Electronics	2.6
Services	2.1
Home Furnishing	0.4
<b>Total</b>	<b>100.0</b>

(1) Excludes gross turnover rent.



## Trade Mix – Junction 8

	% of Gross Rental Income <sup>(1)</sup>
	For the month of December 2018
Food & Beverage	34.2
Beauty & Health	16.7
Fashion	8.3
Services	7.0
Department Store	6.5
Supermarket	5.5
Electrical & Electronics	4.5
Gifts & Souvenirs / Toys & Hobbies / Books & Stationery / Sporting Goods	3.6
Leisure & Entertainment / Music & Video	3.4
Shoes & Bags	3.3
Jewellery & Watches	1.9
IT & Telecommunications	1.8
Office	1.5
Home Furnishing	1.2
Education	0.6
<b>Total</b>	<b>100.0</b>

(1) Excludes gross turnover rent.



# Trade Mix – IMM Building

	% of Gross Rental Income <sup>(1)</sup>
	For the month of December 2018
Food & Beverage	21.5
Warehouse	13.8
Home Furnishing	13.7
Fashion	9.9
Gifts & Souvenirs / Toys & Hobbies / Books & Stationery / Sporting Goods	7.3
Shoes & Bags	7.2
Supermarket	6.9
Beauty & Health	5.9
Electrical & Electronics	5.0
Services	2.9
Department Store	2.1
Jewellery & Watches	2.0
IT & Telecommunications	1.8
<b>Total</b>	<b>100.0</b>

(1) Excludes gross turnover rent.





# Trade Mix – Plaza Singapura

	% of Gross Rental Income <sup>(1)</sup>
	For the month of December 2018
Food & Beverage	27.5
Beauty & Health	12.1
Fashion	11.4
Home Furnishing	6.7
Services	6.0
Department Store	5.8
Gifts & Souvenirs / Toys & Hobbies / Books & Stationery / Sporting Goods	5.5
Leisure & Entertainment / Music & Video	5.5
IT & Telecommunications	5.3
Shoes & Bags	4.7
Supermarket	4.2
Education	2.6
Jewellery & Watches	2.4
Electrical & Electronics	0.3
<b>Total</b>	<b>100.0</b>

(1) Excludes gross turnover rent.





# Trade Mix – Bugis Junction

	% of Gross Rental Income <sup>(1)</sup>
	For the month of December 2018
Food & Beverage	31.4
Fashion	15.9
Department Store	11.8
Beauty & Health	11.4
Gifts & Souvenirs / Toys & Hobbies / Books & Stationery / Sporting Goods	7.4
IT & Telecommunications	6.7
Jewellery & Watches	5.3
Shoes & Bags	4.8
Supermarket	3.0
Services	1.9
Electrical & Electronics	0.4
<b>Total</b>	<b>100.0</b>

(1) Excludes gross turnover rent.



# Trade Mix – JCube

	% of Gross Rental Income <sup>(1)</sup>
	For the month of December 2018
Food & Beverage	44.5
Leisure & Entertainment / Music & Video	14.7
Fashion	12.3
Beauty & Health	10.5
Services	5.2
Supermarket	3.8
IT & Telecommunications	2.1
Gifts & Souvenirs / Toys & Hobbies / Books & Stationery / Sporting Goods	1.9
Department Store	1.5
Shoes & Bags	1.5
Education	0.9
Home Furnishing	0.8
Electrical & Electronics	0.3
<b>Total</b>	<b>100.0</b>

(1) Excludes gross turnover rent.



# Trade Mix – Raffles City Singapore (Retail Only)

	% of Gross Rental Income <sup>(1)</sup>
	For the month of December 2018
Food & Beverage	31.1
Fashion	20.4
Department Store	17.0
Beauty & Health	9.6
Shoes & Bags	6.0
Others <sup>(2)</sup>	5.3
Services	3.2
Gifts & Souvenirs / Toys & Hobbies / Books & Stationery / Sporting Goods	2.9
Supermarket	2.6
IT & Telecommunications	1.0
Jewellery & Watches	0.6
Electrical & Electronics	0.3
<b>Total</b>	<b>100.0</b>

(1) Excludes gross turnover rent.

(2) Others include Art Gallery and Luxury.



# Trade Mix – Lot One Shoppers' Mall

	% of Gross Rental Income <sup>(1)</sup>
	For the month of December 2018
Food & Beverage	31.7
Beauty & Health	16.7
Fashion	12.3
Services	6.1
Electrical & Electronics	5.0
Gifts & Souvenirs / Toys & Hobbies / Books & Stationery / Sporting Goods	4.7
Supermarket	4.2
Department Store	4.1
Leisure & Entertainment / Music & Video	4.0
IT & Telecommunications	3.2
Shoes & Bags	2.6
Jewellery & Watches	2.1
Education	1.8
Home Furnishing	1.5
<b>Total</b>	<b>100.0</b>

(1) Excludes gross turnover rent.



# Trade Mix – Bukit Panjang Plaza

	% of Gross Rental Income <sup>(1)</sup>
	For the month of December 2018
Food & Beverage	40.4
Beauty & Health	14.6
Supermarket	10.8
Services	9.6
Education	4.7
Gifts & Souvenirs / Toys & Hobbies / Books & Stationery / Sporting Goods	3.7
Fashion	2.8
IT & Telecommunications	2.7
Jewellery & Watches	2.5
Electrical & Electronics	2.5
Department Store	2.1
Shoes & Bags	1.9
Home Furnishing	1.7
<b>Total</b>	<b>100.0</b>

(1) Excludes gross turnover rent.



# Trade Mix – The Atrium@Orchard

	% of Gross Rental Income <sup>(1)</sup>
	For the month of December 2018
Office	48.7
Food & Beverage	17.3
Beauty & Health	13.6
Fashion	7.5
Services	5.8
Shoes & Bags	1.6
Electrical & Electronics	1.3
Department Store	1.2
Gifts & Souvenirs / Toys & Hobbies / Books & Stationery / Sporting Goods	1.1
IT & Telecommunications	1.1
Home Furnishing	0.5
Jewellery & Watches	0.3
<b>Total</b>	<b>100.0</b>

(1) Excludes gross turnover rent.



# Trade Mix – Clarke Quay

	% of Gross Rental Income <sup>(1)</sup>
	For the month of December 2018
Food & Beverage	66.3
Leisure & Entertainment / Music & Video	30.3
Office	2.3
Beauty & Health	0.9
Services	0.2
<b>Total</b>	<b>100.0</b>

(1) Excludes gross turnover rent.





# Trade Mix - Bugis+

	% of Gross Rental Income <sup>(1)</sup>
	For the month of December 2018
Leisure & Entertainment / Music & Video <sup>(2)</sup>	36.9
Fashion	29.3
Food & Beverage	15.0
Beauty & Health	7.7
Gifts & Souvenirs / Toys & Hobbies / Books & Stationery / Sporting Goods	5.4
Shoes & Bags	1.9
Services	1.9
IT & Telecommunications	1.0
Jewellery & Watches	0.9
<b>Total</b>	<b>100.0</b>

(1) Excludes gross turnover rent.

(2) Includes tenants approved as thematic dining, entertainment and a performance centre.



# Trade Mix – Bedok Mall

	% of Gross Rental Income <sup>(1)</sup>
	For the month of December 2018
Food & Beverage	36.3
Beauty & Health	17.4
Fashion	14.7
Supermarket	6.4
Services	4.5
IT & Telecommunications	4.3
Shoes & Bags	3.7
Home Furnishing	2.7
Gifts & Souvenirs / Toys & Hobbies / Books & Stationery / Sporting Goods	2.7
Jewellery & Watches	2.5
Electrical & Electronics	2.4
Department Store	1.6
Leisure & Entertainment / Music & Video	0.4
Education	0.4
<b>Total</b>	<b>100.0</b>

(1) Excludes gross turnover rent.



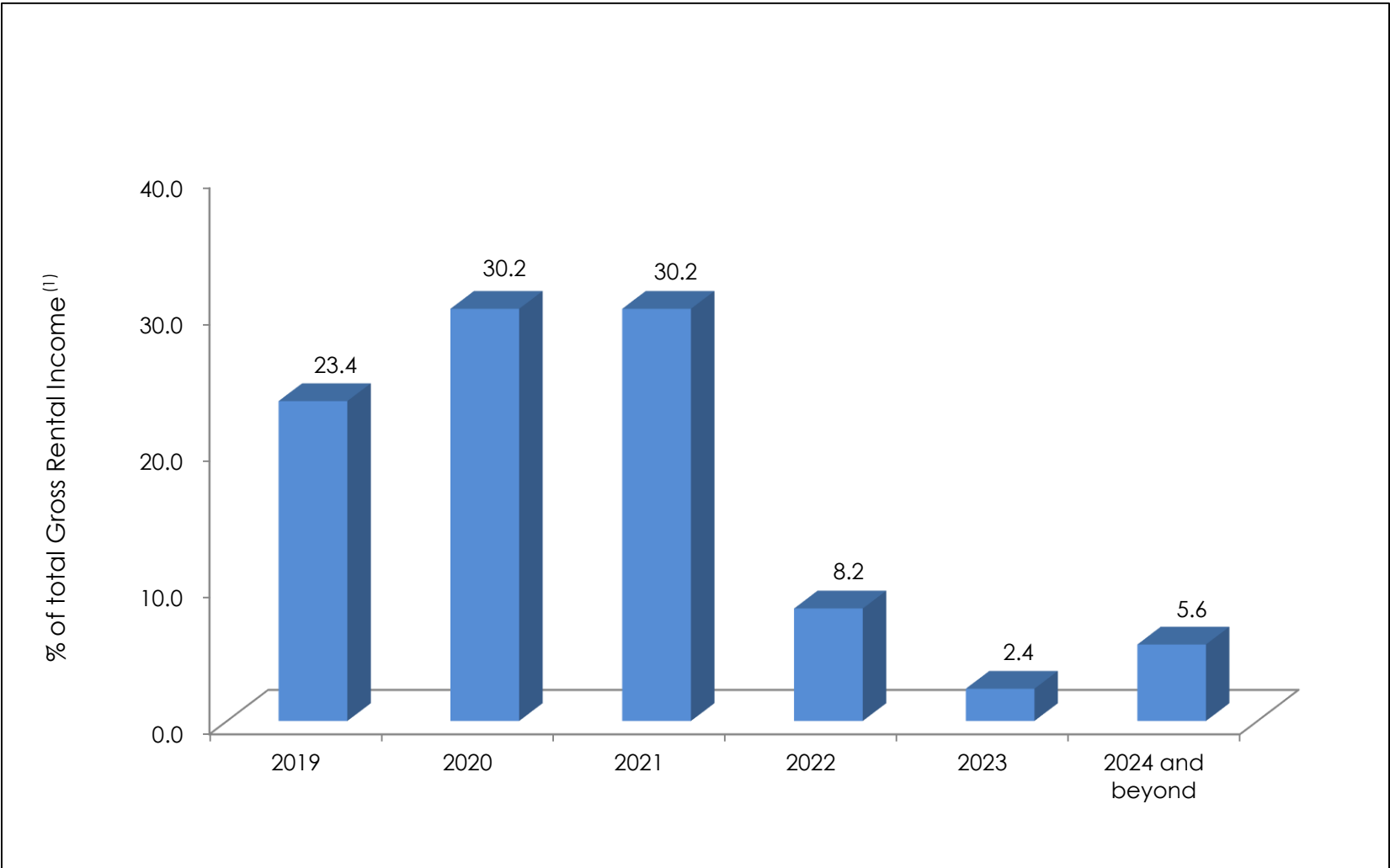
# Trade Mix – Westgate

	% of Gross Rental Income <sup>(1)</sup>
	For the month of December 2018
Food & Beverage	35.7
Beauty & Health	16.1
Department Store	11.5
Fashion	7.7
Services	7.6
Home Furnishing	5.4
Education	4.9
IT & Telecommunications	4.1
Shoes & Bags	2.9
Gifts & Souvenirs / Toys & Hobbies / Books & Stationery / Sporting Goods	2.8
Jewellery & Watches	0.5
Leisure & Entertainment / Music & Video	0.5
Electrical & Electronics	0.3
<b>Total</b>	<b>100.0</b>

(1) Excludes gross turnover rent.



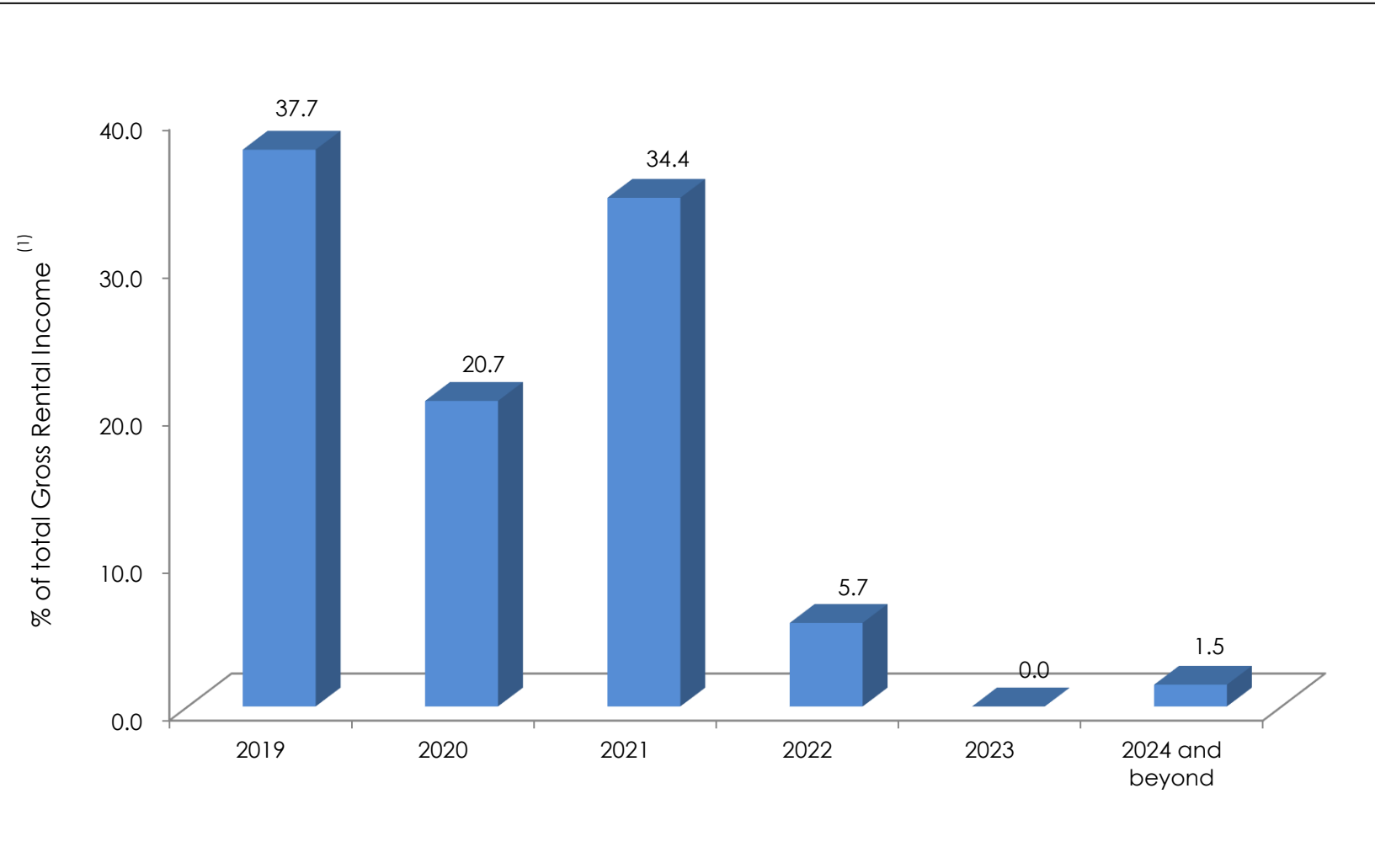
# Lease Expiry Profile – Tampines Mall



(1) As at 31 December 2018. Based on committed gross rental income for the expiry month of the lease and excludes gross turnover rental.



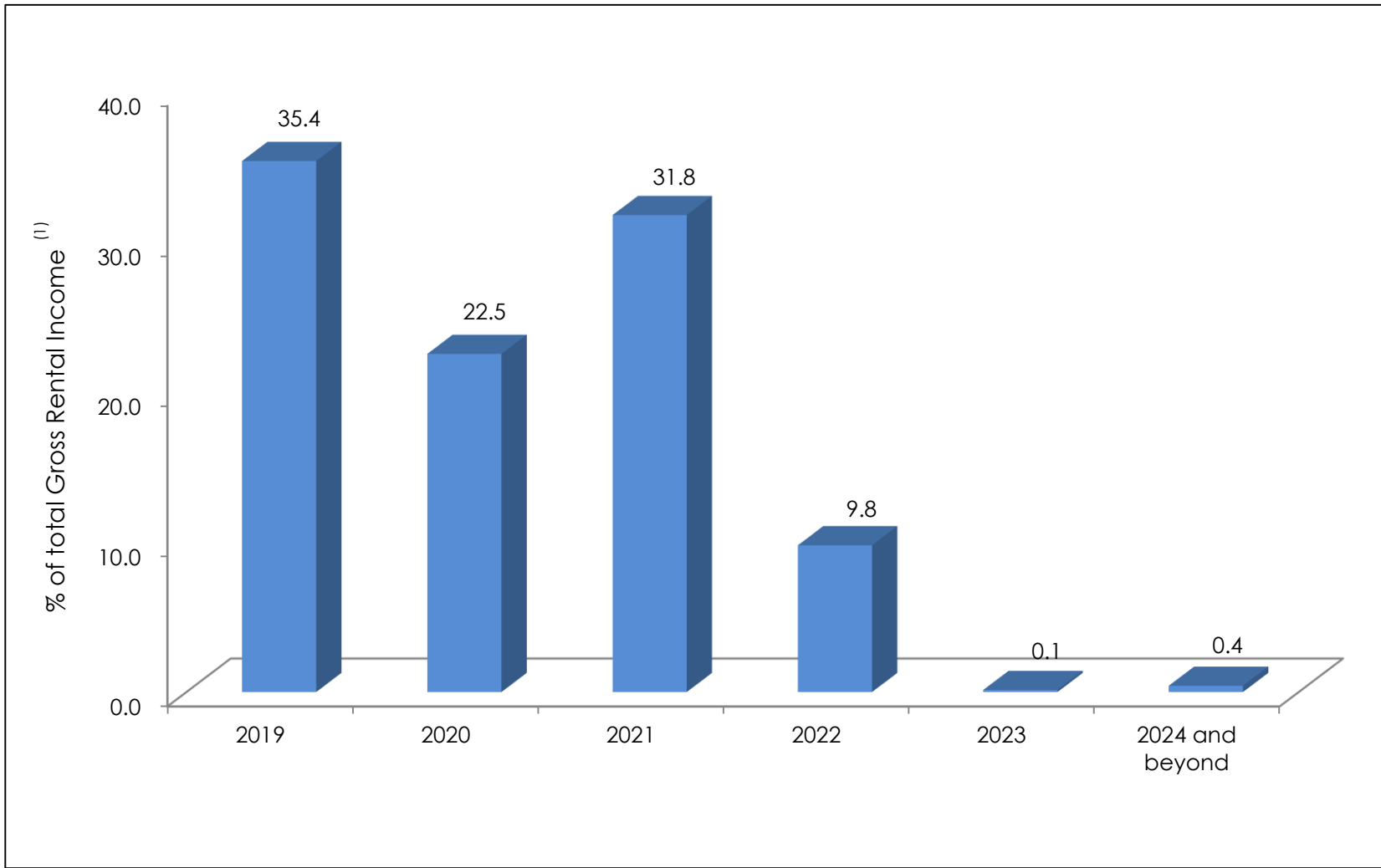
# Lease Expiry Profile – Junction 8



(1) As at 31 December 2018. Based on committed gross rental income for the expiry month of the lease and excludes gross turnover rental.



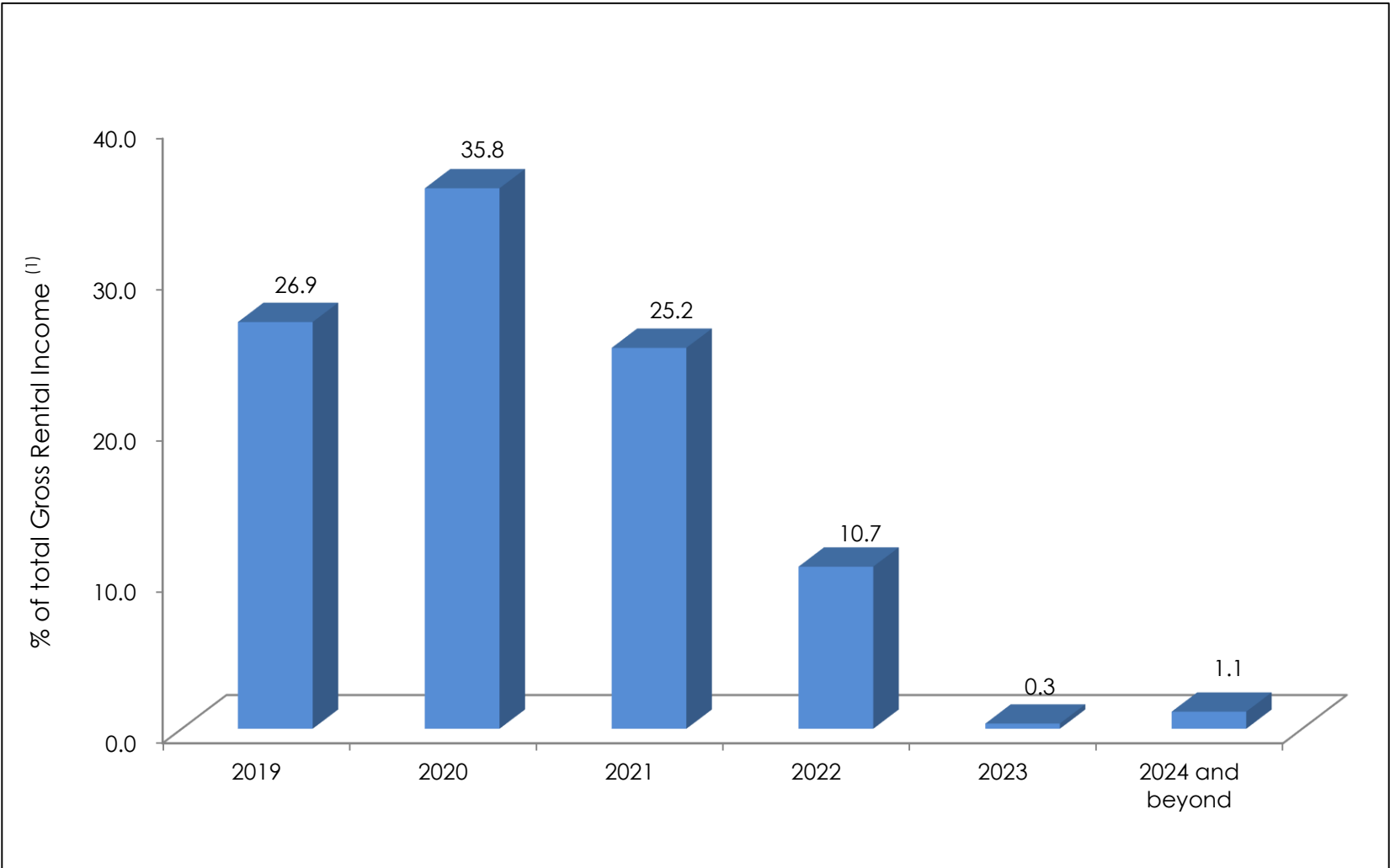
# Lease Expiry Profile – IMM Building



(1) As at 31 December 2018. Based on committed gross rental income for the expiry month of the lease and excludes gross turnover rental.



# Lease Expiry Profile – Plaza Singapura

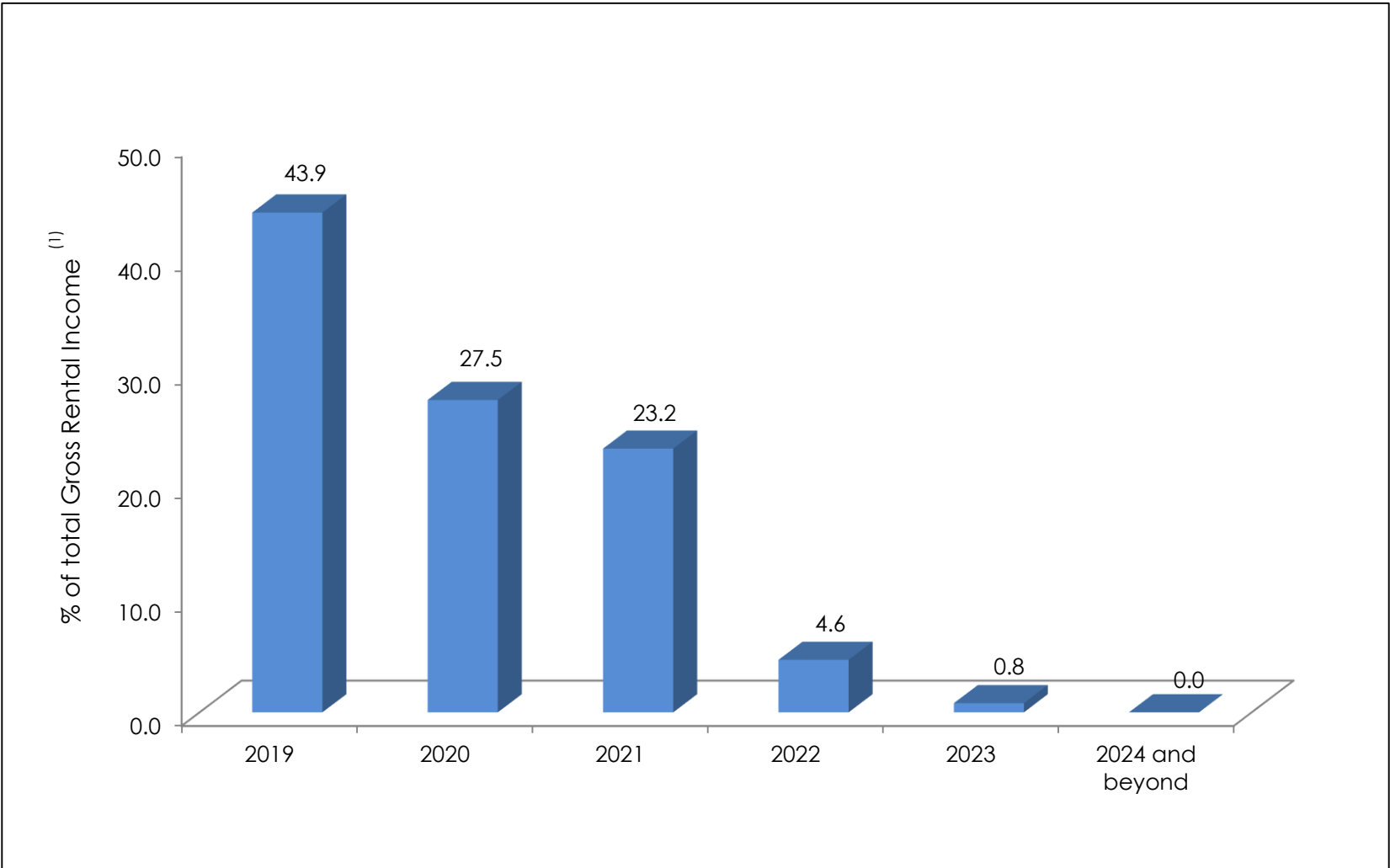


(1) As at 31 December 2018. Based on committed gross rental income for the expiry month of the lease and excludes gross turnover rental.





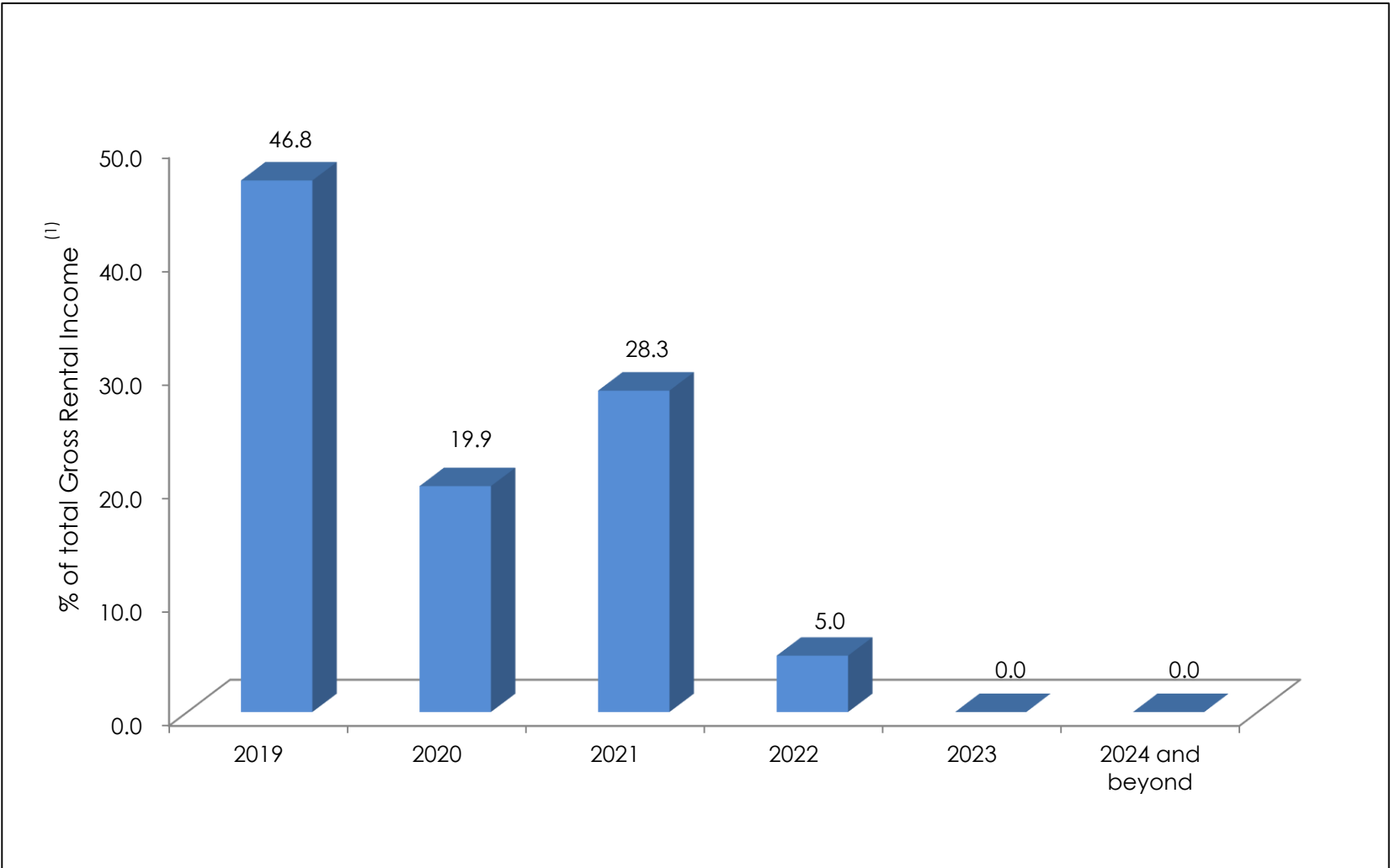
# Lease Expiry Profile – Bugis Junction



(1) As at 31 December 2018. Based on committed gross rental income for the expiry month of the lease and excludes gross turnover rental.



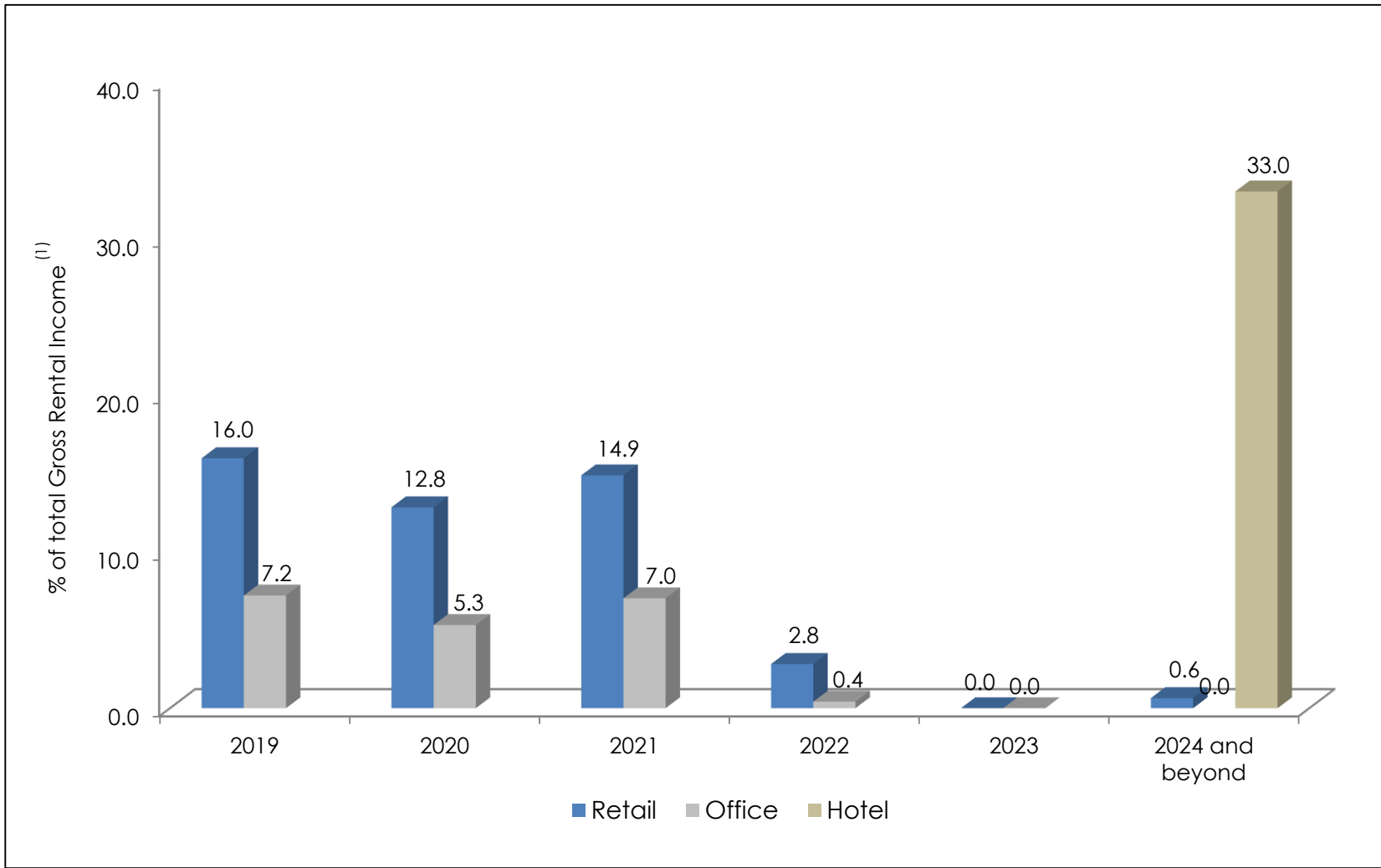
# Lease Expiry Profile – JCube



(1) As at 31 December 2018. Based on committed gross rental income for the expiry month of the lease and excludes gross turnover rental.



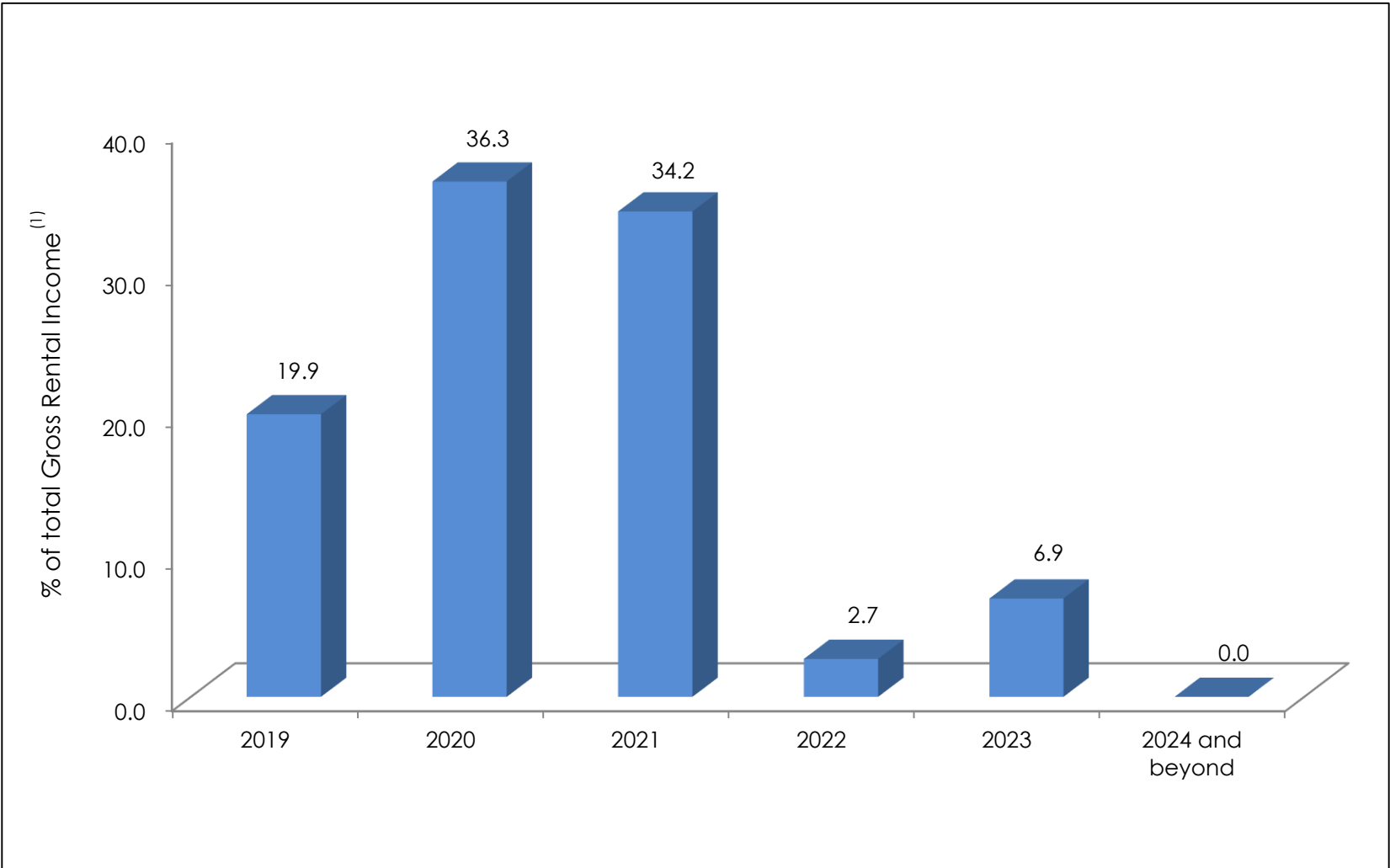
# Lease Expiry Profile – Raffles City Singapore



(1) As at 31 December 2018. Based on committed gross rental income and excludes gross turnover rental.



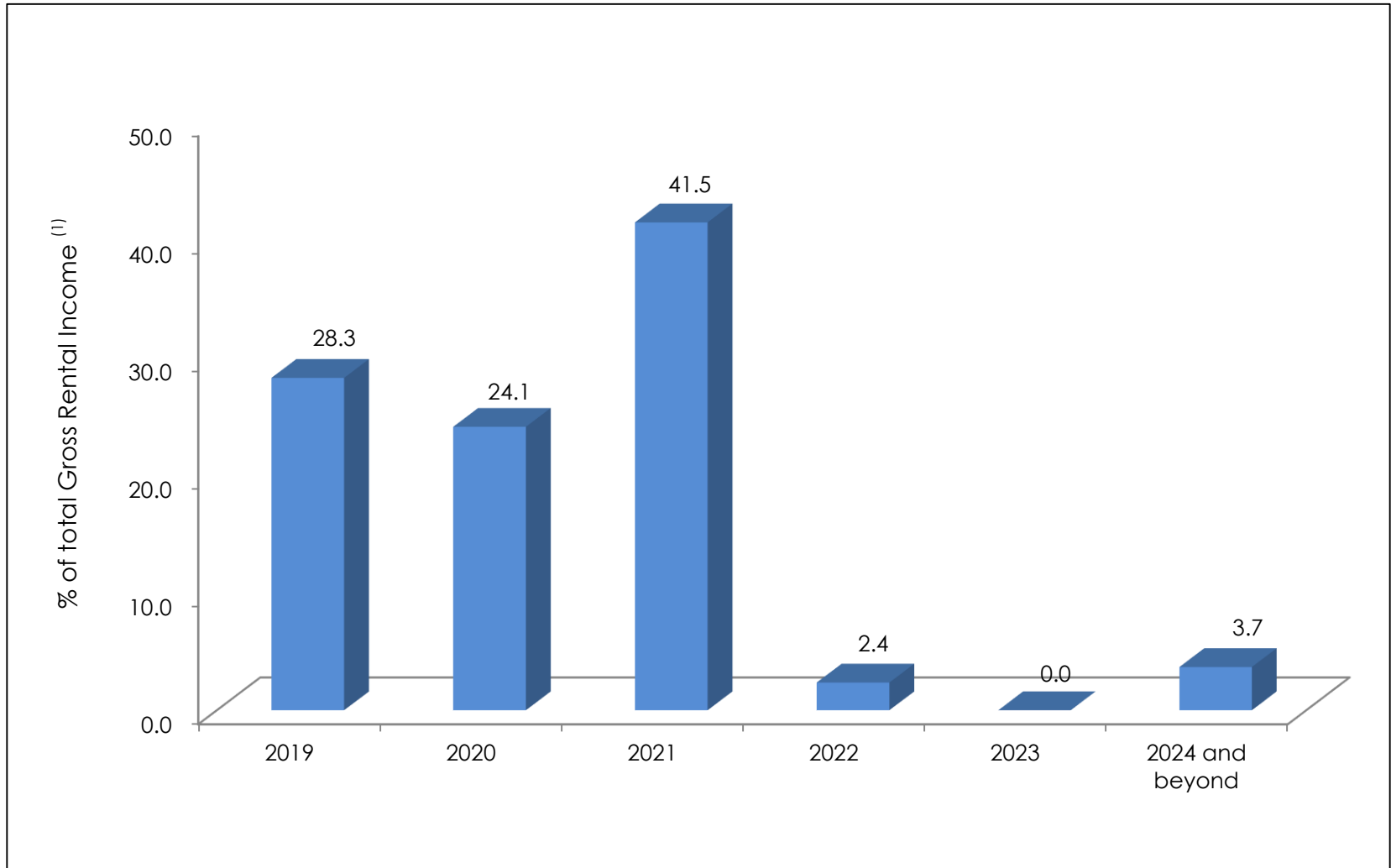
# Lease Expiry Profile – Lot One Shoppers' Mall



(1) As at 31 December 2018. Based on committed gross rental income for the expiry month of the lease and excludes gross turnover rental.



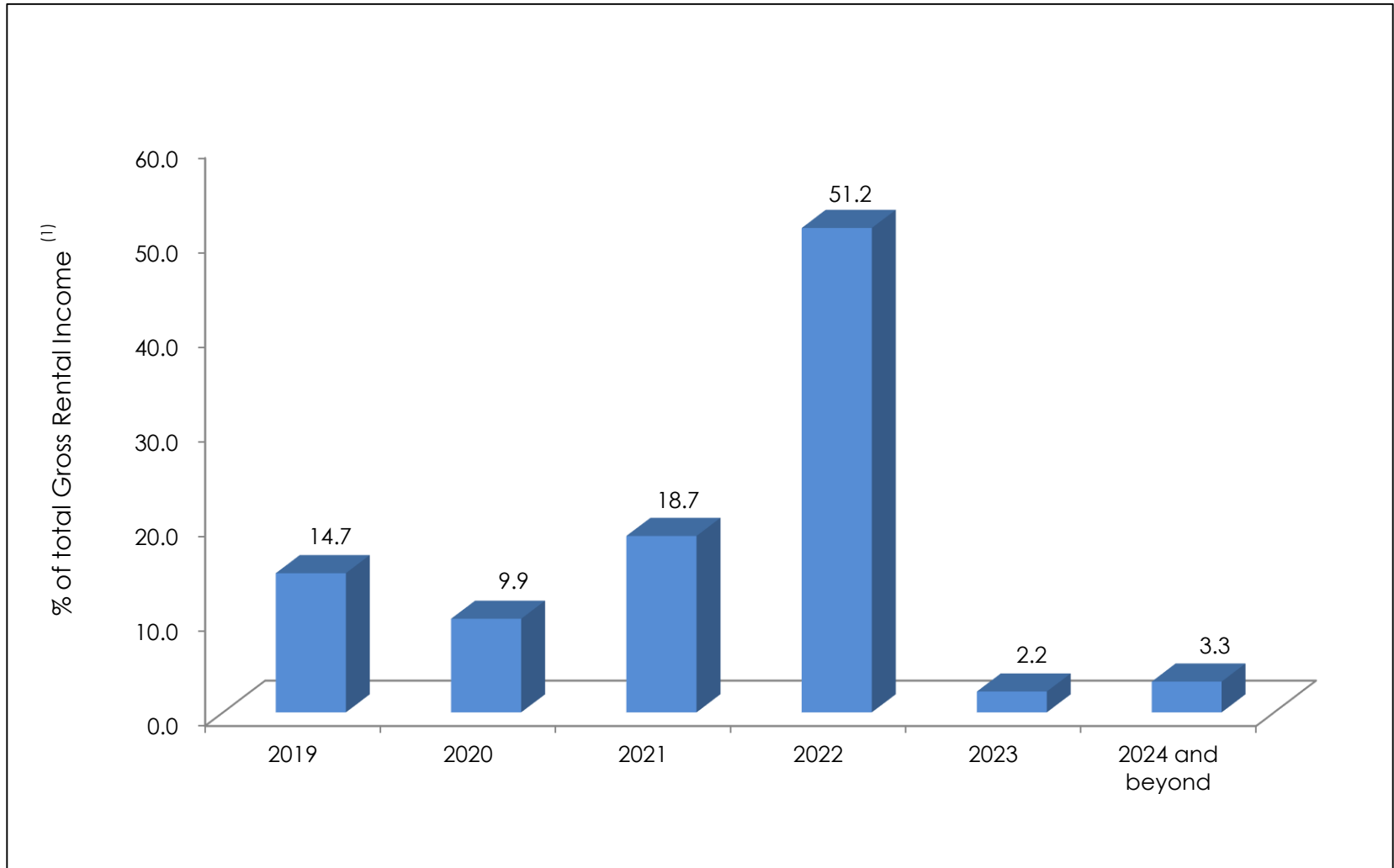
# Lease Expiry Profile – Bukit Panjang Plaza



(1) As at 31 December 2018. Based on committed gross rental income for the expiry month of the lease and excludes gross turnover rental.



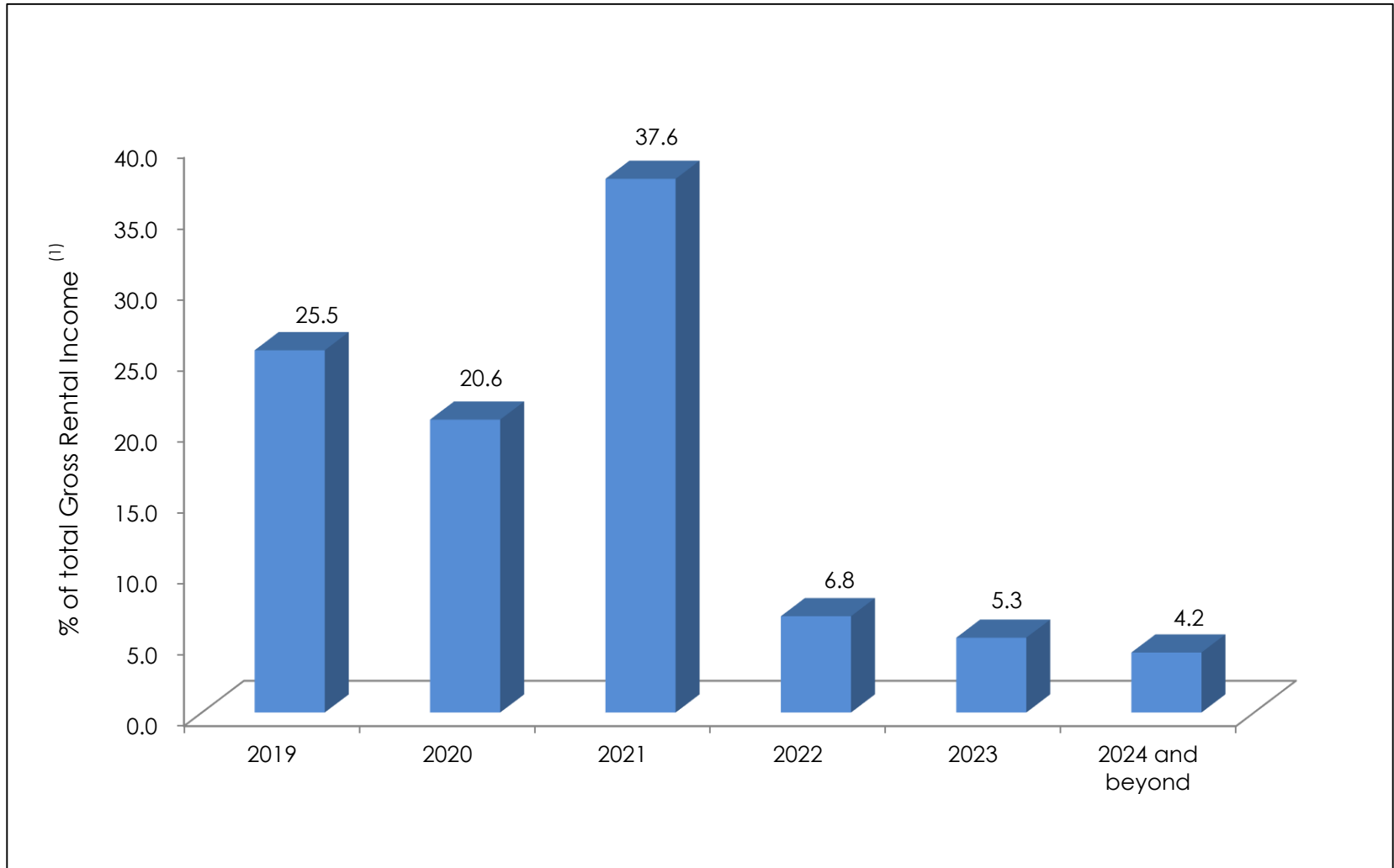
# Lease Expiry Profile – The Atrium@Orchard



(1) As at 31 December 2018. Based on committed gross rental income for the expiry month of the lease and excludes gross turnover rental.



# Lease Expiry Profile – Clarke Quay

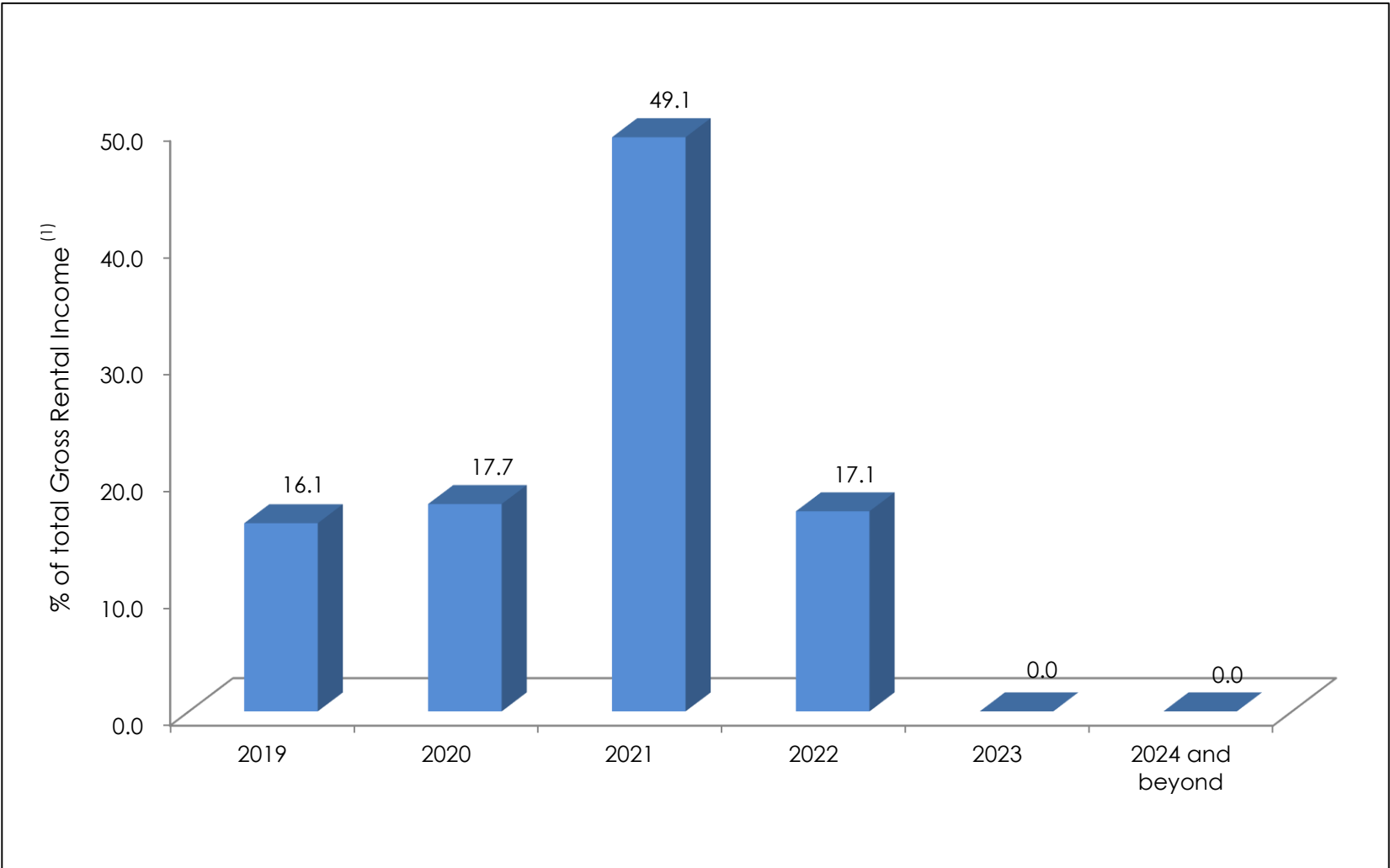


(1) As at 31 December 2018. Based on committed gross rental income for the expiry month of the lease and excludes gross turnover rental.





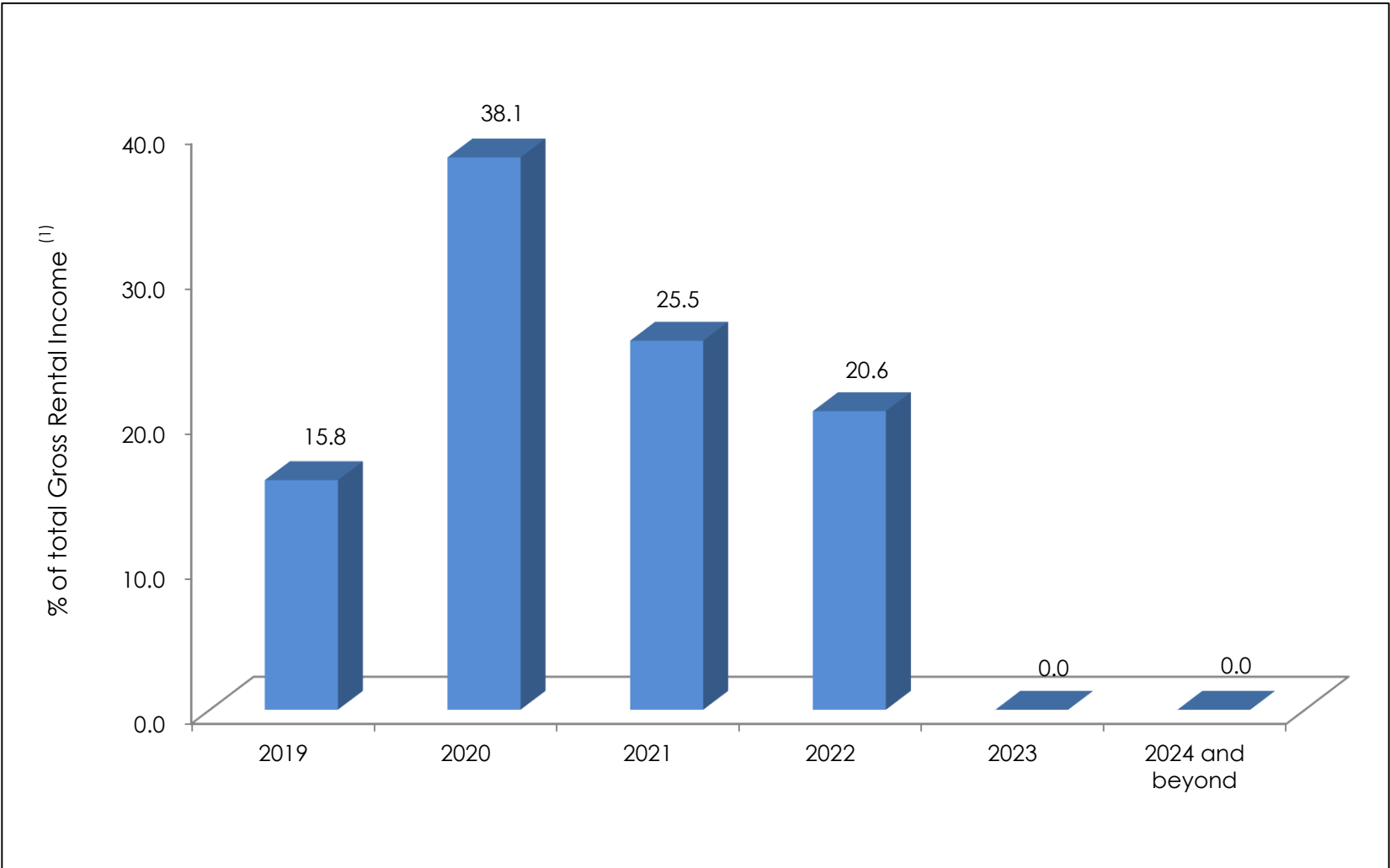
# Lease Expiry Profile – Bugist+



(1) As at 31 December 2018. Based on committed gross rental income for the expiry month of the lease and excludes gross turnover rental.



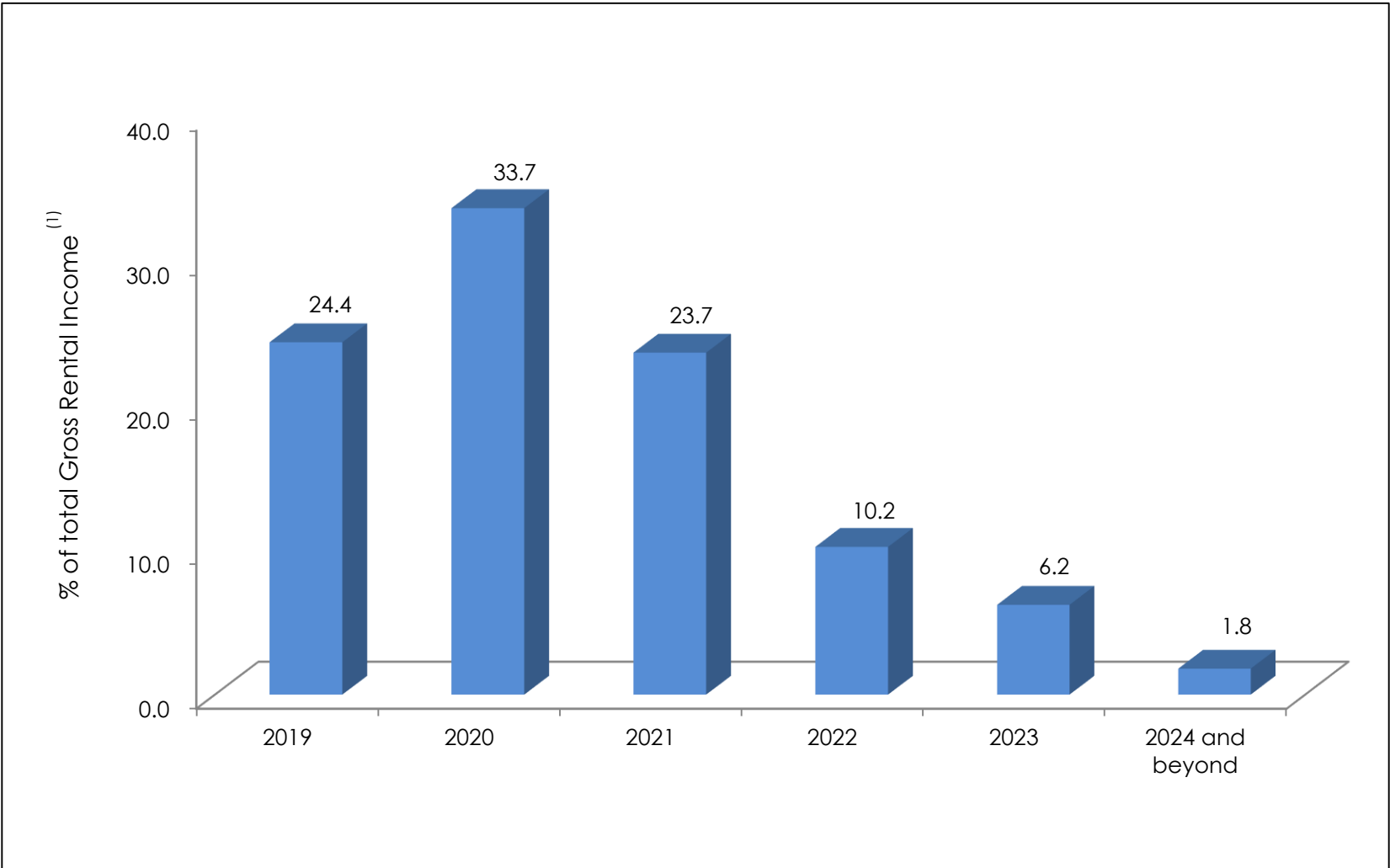
# Lease Expiry Profile – Bedok Mall



(1) As at 31 December 2018. Based on committed gross rental income for the expiry month of the lease and excludes gross turnover rental.



# Lease Expiry Profile – Westgate



(1) As at 31 December 2018. Based on committed gross rental income for the expiry month of the lease and excludes gross turnover rental.



**CapitaLand**  
Mall Trust

# Thank you

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