

General Announcement for PLC (v13)

RELEASED

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Submitting Secretarial Firm	TMF GLOBAL SERVICES (MALAYSIA) SDN BHD		

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MAIN	
Type	Announcement
Subject	OTHERS
Description	CMMT Presentation Slides : 3Q 2020 Financial Results
Shareholder Approval	No

Announcement Details/Table Section			
<p>This announcement is dated 28 October 2020.</p> <p>Please refer to the attachment below.</p>			
Attachment	No	File Name	Size
	1	CMMT 3Q 2020 Results Slides.pdf	1.9MB



CAPITALAND MALAYSIA MALL TRUST

3Q 2020 Results Presentation

28 October 2020

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Contents

- **3Q 2020 Overview**
- **Financial Results**
- **Portfolio Updates**
- **Gurney Food Hall**
- **COVID-19 Developments**

3Q 2020 Overview



3Q 2020 Updates

3Q 2020 Results

- Net Property Income: RM40.8 mil (▼ 17.2% YoY)
- Distribution Per Unit: 1.13 sen (▼ 25.2% YoY)
- Shopper Traffic: 9.5 mil (▼ 32.5% YoY)
- As at 30 September 2020:
 - Rental Reversion: -10.7%
 - Portfolio Occupancy: 86.4%

Proactive Portfolio and Asset Management

Asset Enhancement Initiative

- Completion of Gurney Plaza contemporary food hall and opened officially on 15 October 2020

Refreshing Tenant Mix

- New to region affordable luxury fashion brands and a Japanese pastry café introduced at Gurney Plaza

Financial Results

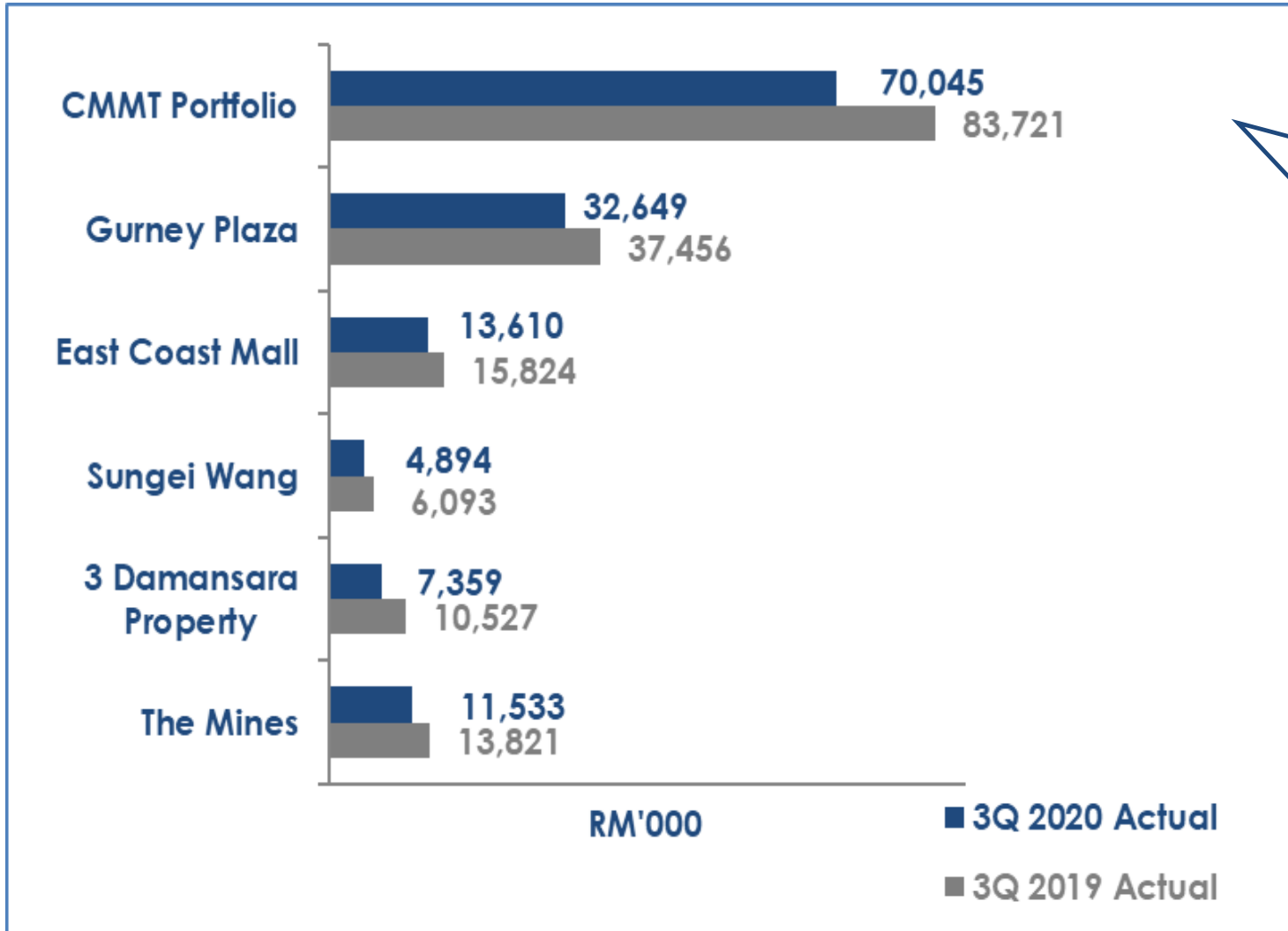
JUMPA @ Sungei Wang, Kuala Lumpur, Malaysia

Distribution Statement

RM'000	3Q 2020 Actual (Unaudited)	3Q 2019 Actual (Unaudited)	Change %	YTD 2020 Actual (Unaudited)	YTD 2019 Actual (Unaudited)	Change %
Gross revenue	70,045	83,721	(16.3)	194,458	256,474	(24.2)
Less: Property operating expenses	(29,295)	(34,525)	(15.1)	(94,987)	(104,198)	(8.8)
Net property income	40,750	49,196	(17.2)	99,471	152,276	(34.7)
Interest income	252	661	(61.9)	1,238	2,318	(46.6)
Other non-operating income	4,958	-	-	4,958	-	-
Fair value loss of investment properties (net)	-	-	-	-	(30,042)	(100.0)
Net investment income	45,960	49,857	(7.8)	105,667	124,552	(15.2)
Manager's management fee	(4,965)	(5,346)	(7.1)	(13,712)	(16,205)	(15.4)
Trust and other expenses	(485)	(486)	(0.1)	(1,553)	(1,533)	1.3
Finance costs	(14,284)	(15,616)	(8.5)	(44,714)	(46,326)	(3.5)
Profit before taxation	26,226	28,409	(7.7)	45,688	60,488	(24.5)
Taxation	-	-	-	-	-	-
Deferred taxation	-	-	-	-	(9,752)	(100.0)
Profit for the period	26,226	28,409	(7.7)	45,688	50,736	(10.0)
Distribution adjustments	(3,057)	2,425	(>100.0)	(1,672)	46,110	(>100.0)
Income available for distribution	23,169	30,834	(24.9)	44,016	96,846	(54.6)
Distributable income¹	23,226	30,982	(25.0)	43,985	96,804	(54.6)
DPU (sen)	1.13	1.51	(25.2)	2.14	4.73	(54.8)

1. The difference between distributable income and income available for distribution is due to rounding effect of DPU.

3Q 2020 Gross Revenue



Mainly due to:

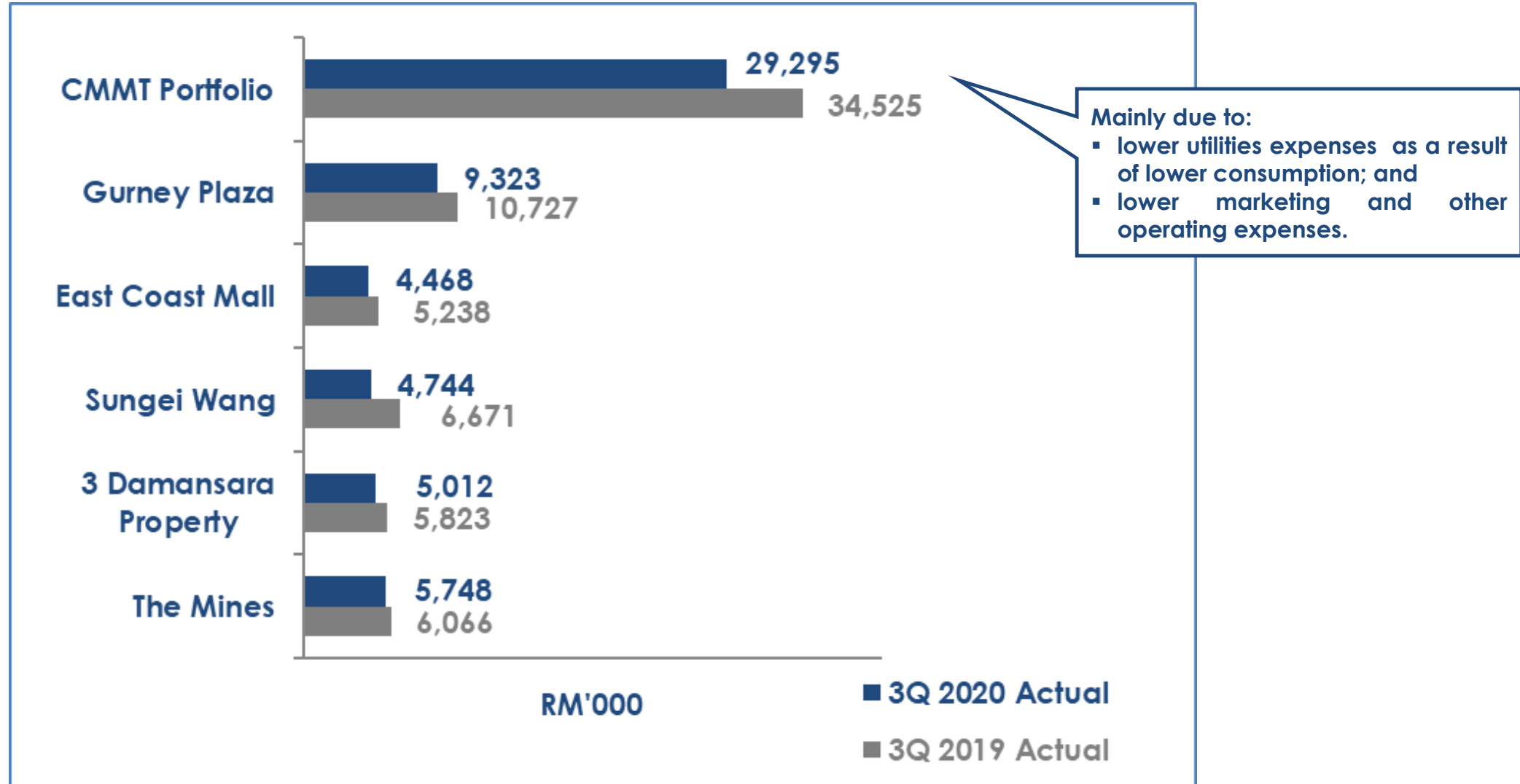
- targeted rental waivers and rebates extended to non-essential services tenants during Recovery Movement Control Order;
- lower car park and marcom income;
- lower recovery of utilities; and
- lower occupancies amidst the uncertainties arising from the pandemic and economic recovery post various phases of Movement Control Orders.

Partially mitigated by:

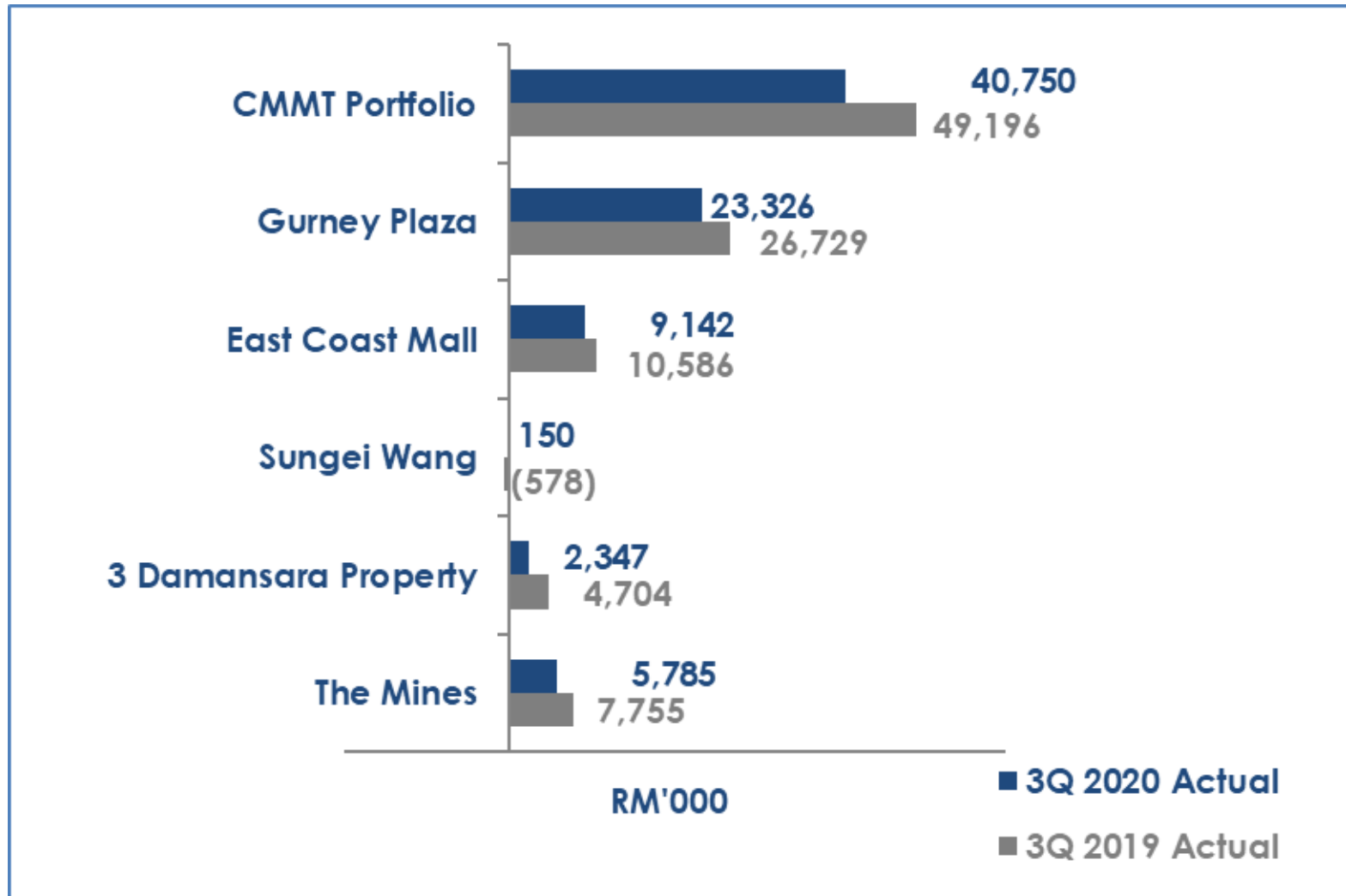
- revenue contribution from JUMPA which opened in 4Q 2019.

Note: 3 Damansara and Tropicana City Office Tower are collectively known as 3 Damansara Property.

3Q 2020 Property Operating Expenses

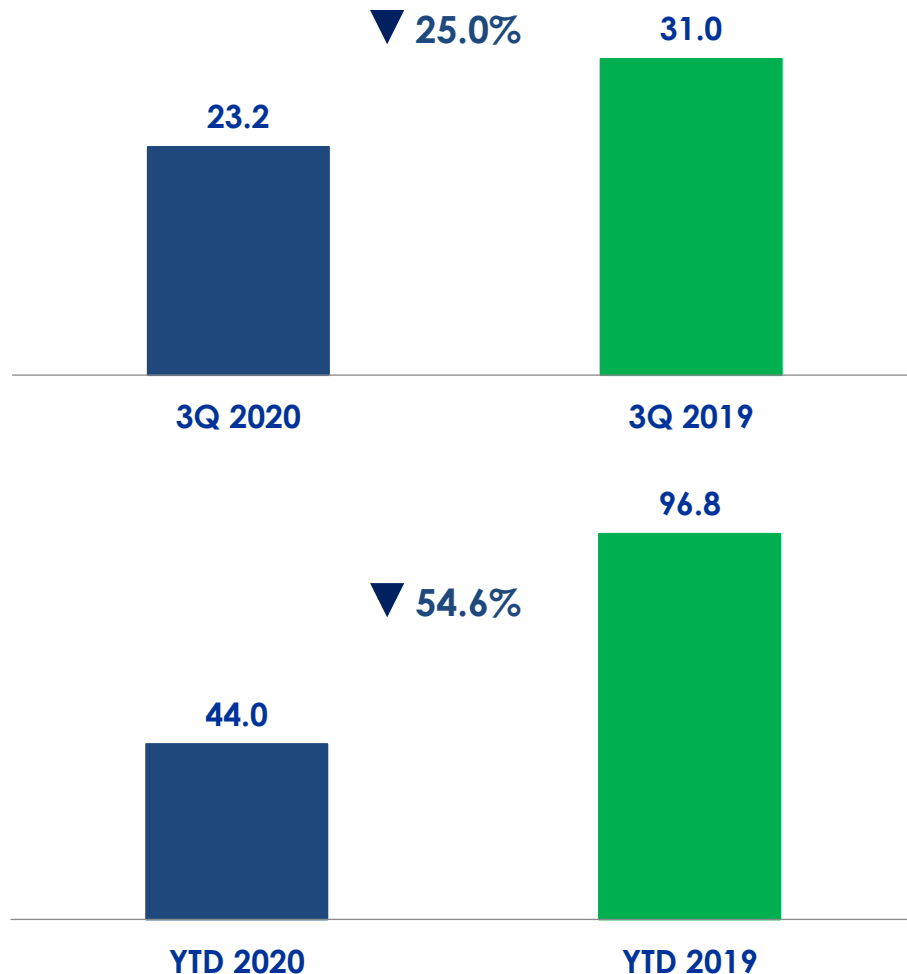


3Q 2020 Net Property Income

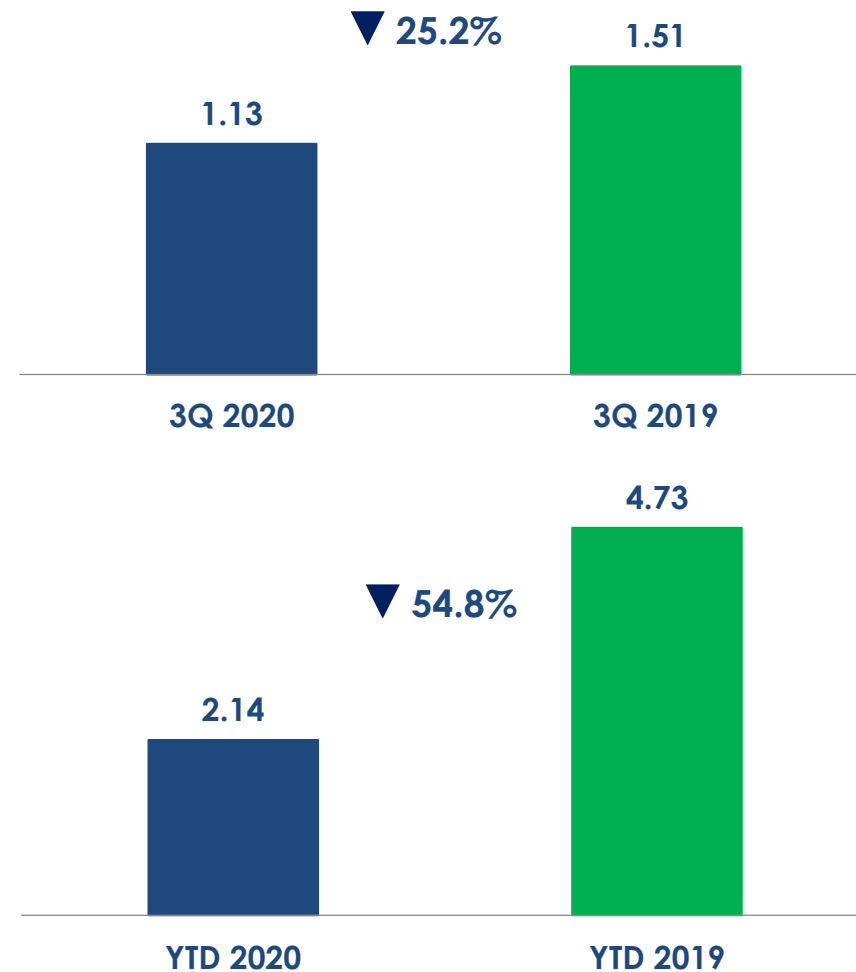


Distributable Income and DPU

Distributable Income (RM'mil)

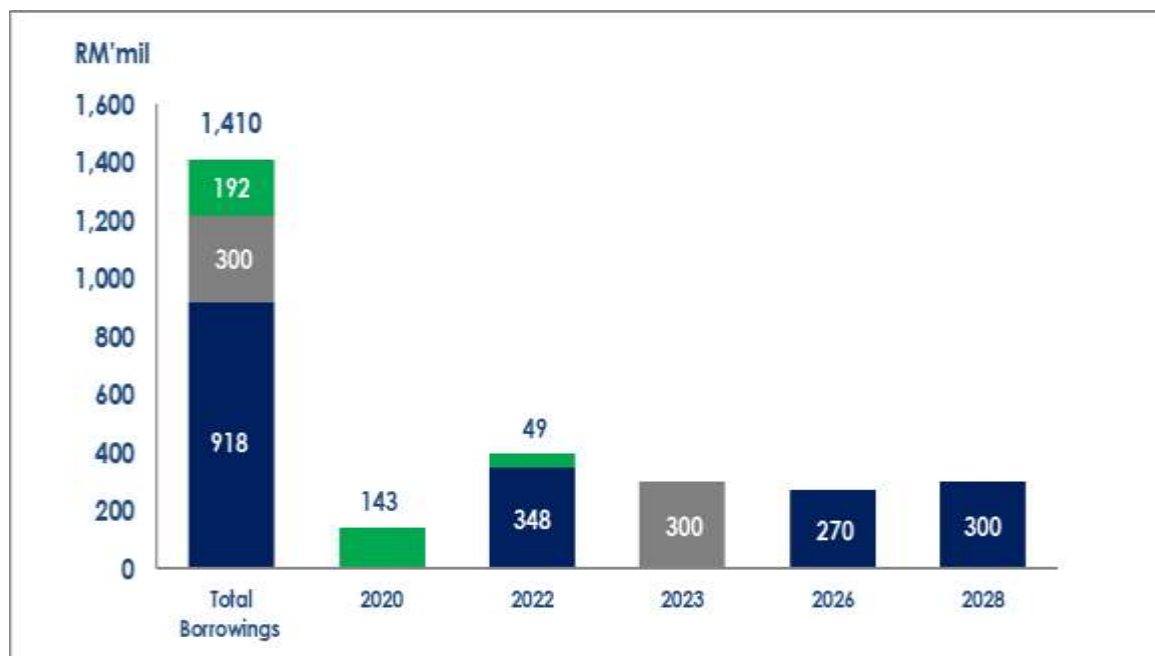


Distribution Per Unit (sen)



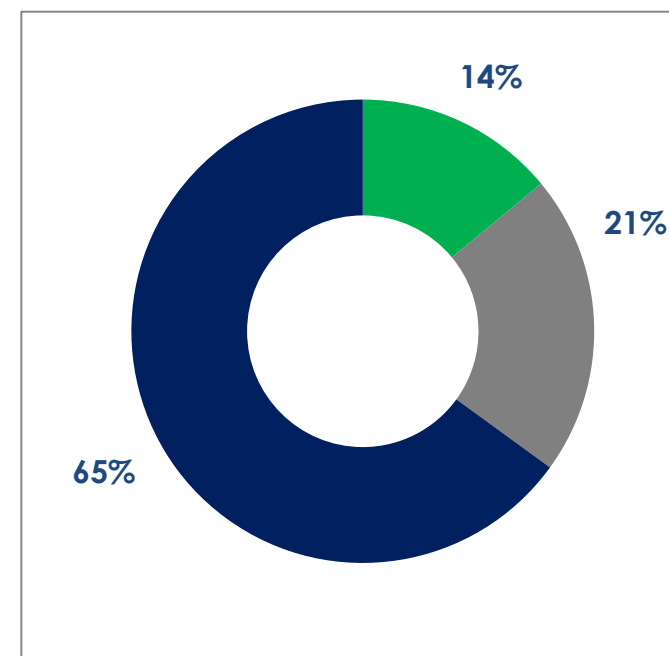
Debt Profile

Well-spread Debt Maturity Profile



- Term Loan Facilities
- Unrated Medium Term Notes
- Revolving Credit Facilities

Diversified Sources of Funding



Key Financial Indicators

	3Q 2020	2Q 2020
Unencumbered assets as % of total assets	28.6%	28.7%
Gearing ratio	33.9%	34.2%
Average cost of debt	4.21%	4.30%
Fixed:Floating rate debt ratio	81%:19%	81%:19%
Net debt / EBITDA (times)	11.7	14.2
Interest coverage (times)	2.1	1.7
Average term to maturity (years)	3.7	3.9

Balance Sheet

As at 30 September 2020	RM'mil
Non-current Assets	4,050
Current Assets	108
Total Assets	4,158
Current Liabilities	252
Non-current Liabilities	1,317
Total Liabilities	1,569
Net Assets	2,589
Total Unitholders' Funds	2,589
Number of Units in Circulation (in million units)	2,055

NAV (RM'mil)	
- before income distribution	2,589
- after income distribution	2,545
NAV per unit (RM)	
- before income distribution	1.2597
- after income distribution	1.2383

Portfolio Updates



Rental Reversion

From 1 January 2020 to 30 September 2020 ¹	No. of new leases/renewals	Var. over preceding rental ^{2, 3, 4} (%)
Gurney Plaza	73	-6.2
East Coast Mall	33	-1.5
Sungei Wang	18	-26.0
3 Damansara	14	+1.4
The Mines	51	-33.8
CMMT Portfolio (Retail)	189	-10.7
Tropicana City Office Tower	-	-
CMMT Portfolio (Retail + Office)	189	-10.7

1. Excluding newly created and reconfigured units.
2. Excluding gross turnover rent component.
3. Majority of leases have rental escalation clause.
4. The % is computed based on the increase in the 1st year rental of the renewed term over last year rental of the preceding term.

Portfolio Lease Expiry (By Year)

As at 30 September 2020	CMMT (Retail)		
	No of Leases ¹	Gross Rental Income RM'000	% of Total Gross Rental Income ²
2020	309	4,986	25.2%
2021	450	6,588	33.3%
2022	296	5,815	29.4%
Beyond 2022	102	2,404	12.1%

As at 30 September 2020	CMMT (Office)		
	No of Leases ¹	Gross Rental Income RM'000	% of Total Gross Rental Income ³
2021	7	260	83.4%
2022	1	52	16.6%

1. Based on all committed leases as at 30 September 2020.

2. Based on committed gross rental income for CMMT (Retail) as at 30 September 2020.

3. Based on committed gross rental income for CMMT (Office) as at 30 September 2020.

Portfolio Lease Expiry Profile for 2020

As at 30 September 2020	No. of Leases ¹	% of Net Lettable Area ¹	% of Goss Rental Income ¹
Gurney Plaza	74	7.9%	10.1%
East Coast Mall	60	5.3%	6.3%
Sungei Wang	55	3.2%	1.9%
3 Damansara	60	7.9%	3.1%
The Mines	60	4.1%	3.5%
CMMT (Retail)	309	28.4%	24.9%
Tropicana City Office Tower	-	-	-
CMMT Portfolio (Retail & Office)	309	28.4%	24.9%

1. Based on committed leases for CMMT Portfolio(Retail + Office) as at 30 September 2020.

Occupancy Rate

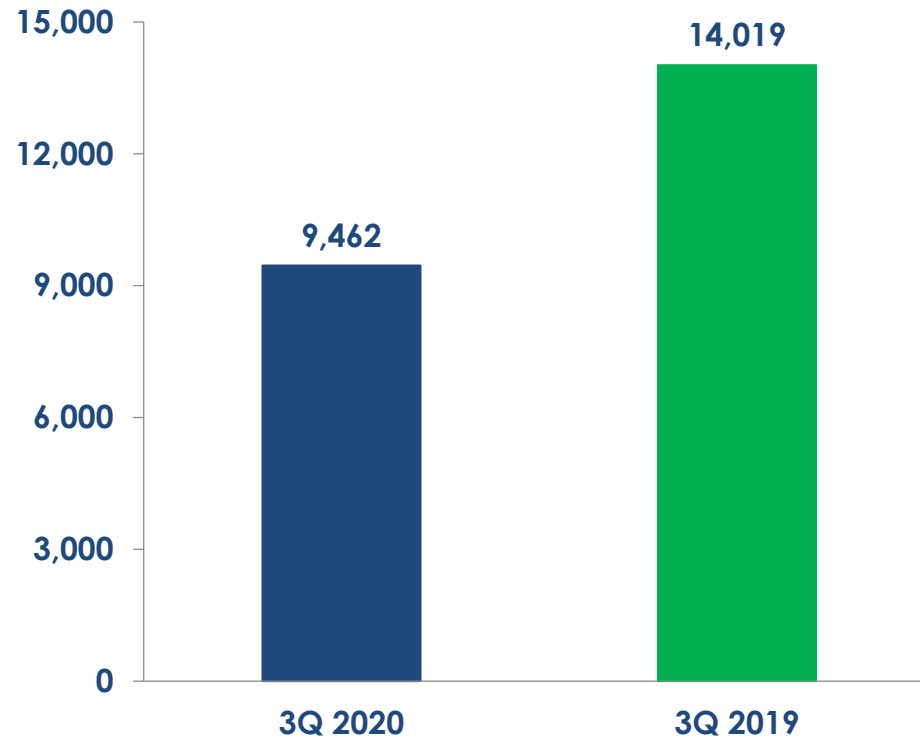
	3Q 2020 30 September 20 ¹	2Q 2020 30 June 20 ¹
Gurney Plaza	98.1%	97.6%
East Coast Mall	95.7%	94.9%
Sungei Wang	66.2%	71.5%
3 Damansara ²	80.2%	85.8%
The Mines	85.8%	82.4%
CMMT (Retail)	87.4%	87.9%
Tropicana City Office Tower ²	57.4%	100.0%
CMMT Portfolio (Retail & Office)	86.4%	88.3%

1. Based on committed leases.

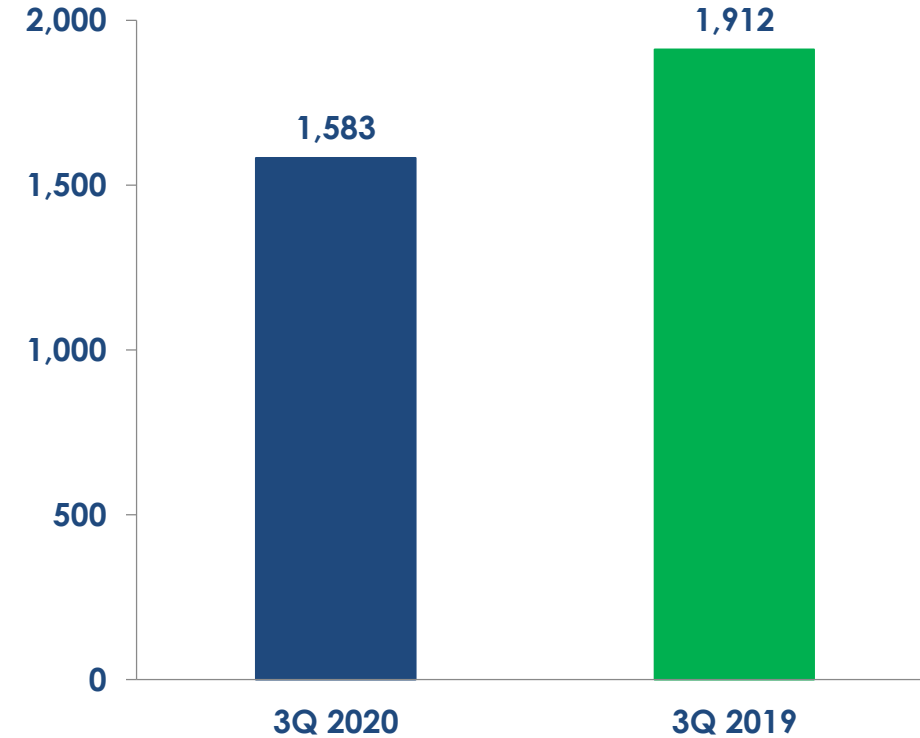
2. The occupancy of 3 Damansara Property is 76.1% as at 30 September 2020.

Shopper and Vehicular Traffic

Shopper Traffic
32.5% lower than 3Q 2019



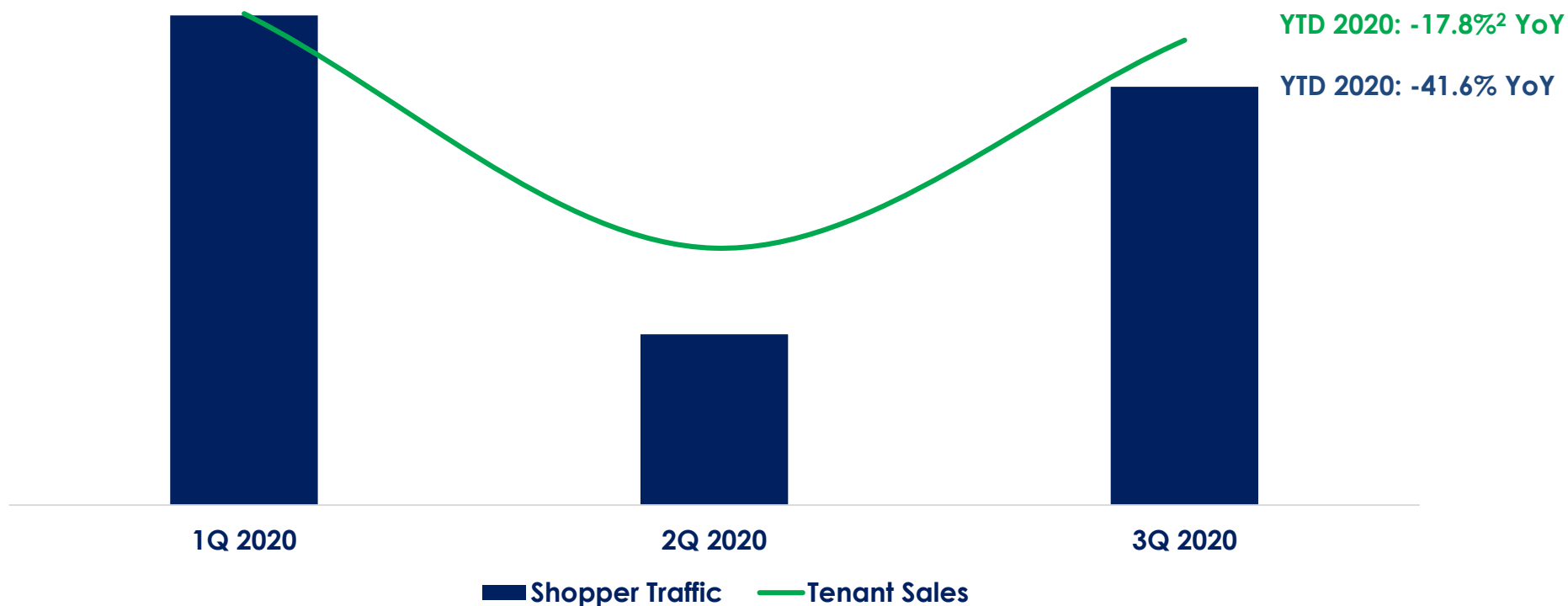
Vehicular Traffic
17.2% lower than 3Q 2019



Post-MCO recovery

Shopper traffic recovered to 58% while tenant sales psf recovered to 82%

YTD Sep 2020 Performance



1. Shopper traffic and tenant sales were impacted by the MCO (18 March to 3 May), CMCO (4 May to 9 June) and RMCO (from 10 June) implemented by the Government to curb the spread of COVID-19.
2. Change in tenant sales per square foot.

Gurney Food Hall





Gurney Food Hall

Gurney Food Hall is an upscale contemporary food hall located on Level 4 and features a modern and cosy interior design. The food hall showcases an intricate concept comprising a variety of details based on local elements with each zone – The Pier, The Port, The Palm and The Patio, representing landmarks in Penang. With a seating capacity of 600, shoppers will be spoilt for choice ranging from local street food to international cuisine when dining in this food haven.



The Pier



The Port



The Palm



The Patio





Gurney Food Hall Official Launch

Launched officially on 15 October, there were various performances and games held to commemorate the occasion. Among the local favourites include The Roasted C., Penang Hong Zhai, Uncle King Pan Mee and Triple Star Hainanese Chicken Rice while the international flavours found here are Hana Ramen, Mr Shawerma, Chennai Express, Thailander and Sailor Gourmet.



New Retail Offerings



GURNEY PLAZA: More affordable luxury fashion brands such as Tommy Hilfiger and Calvin Klein Performance; and the first Japanese patisserie-cum-café – Châteraisé were introduced to the Northern Region



GURNEY PLAZA: Yomie's Rice X Yogurt

EAST COAST MALL: Maison Berger Paris

EAST COAST MALL: Saronghae Rice Stick Sosiji






24 July - 06 Sept 2020

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worth of CashBack* up for grabs!

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HOW TO REDEEM YOUR CASHBACK

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 Spend minimum RM50 in a single receipt.

Step 2
 Redeem your receipt via the CapitalStar mobile app. That will auto-member* you up instantly by clearing the app!

Step 3
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Portfolio-wide month-long cashback campaign






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CapitaLand Malaysia Food Trust

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Jalan Datarang, MINES Resort City, 43300 Seri Kembangan
Tel: 03 (044) 0351 | Fax: 03 (044) 0368
Website: www.the-mines.com.my | Open Daily: 10am - 11pm





26

COVID-19 Developments



Prioritising safety and well-being

Rolling out enhanced safety measures through innovative technology solutions



Cautious outlook in the near term

Retail Environment

- Retail headwinds given the current macroeconomic uncertainties arising from COVID-19
- Despite the gradual return in shopper footfall seen post-MCO, the recent increase in COVID-19 cases as well as reintroduction of CMCO in several areas including Klang Valley, is expected to affect the traffic recovery of the retail sector
- Pressure on rental reversion and occupancy due to cautious retailer sentiment

Proactive Portfolio and Asset Management

- Renewed over 50% of the leases due this year and are in advanced negotiations for the remaining major expiring leases
- Completion of Gurney Plaza's asset enhancement initiative expected to contribute positively to CMMT's performance from 4Q 2020
- Monitor the situation closely and remain committed to ride out the challenging period with tenants

Prudent Capital Management

- Refinanced a fixed rate term loan at a lower rate that will provide annual interest savings
- Cash conservation through the completed 1H 2020 Distribution Reinvestment Plan
- A healthy and adequate financial position to meet financial and operational obligations with no near-term refinancing requirements until 2022



Thank you

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