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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 I 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.



# **Location of Properties**





# **Croesus Retail Trust At A Glance**



- ❖ S6NU.SI
- ❖ Listed on 10 May 2013
- Market Capitalisation of S\$489 million¹
- Financial year ending 30 June 2015
- Semi-annual distribution; Dividend payment of 4.16 Singapore cents for the period from 1 July 2014 to 31 Dec 2014
- Strategic Partners: Daiwa House and Marubeni
- ❖ Analyst coverage CIMB, DBS, Phillip Capital, RHB
- Substantial shareholders Target Asset Management Pte Ltd, DBS Bank Ltd

# **Initial Portfolio**













# **Post IPO Acquisitions**











- 7 (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.

# **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

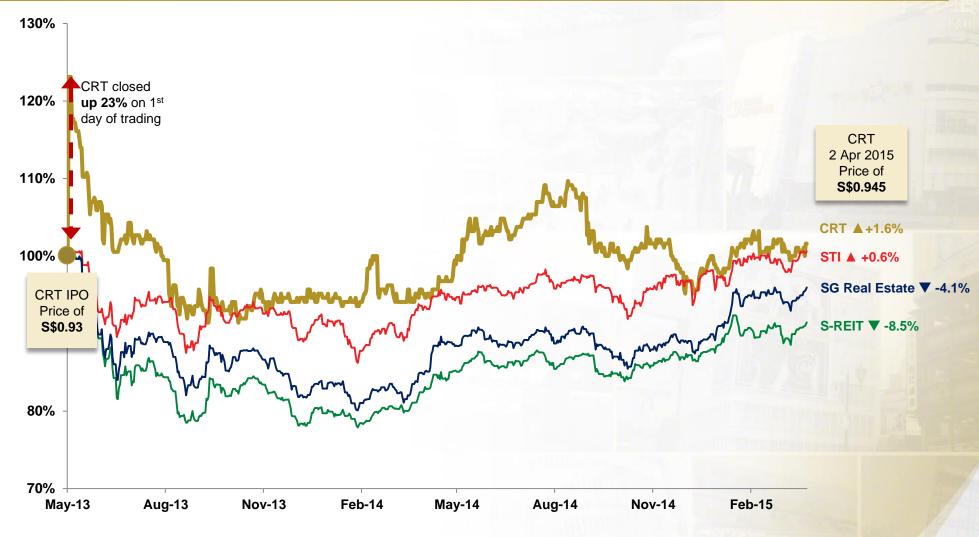
### **Robust Balance Sheet**

- 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

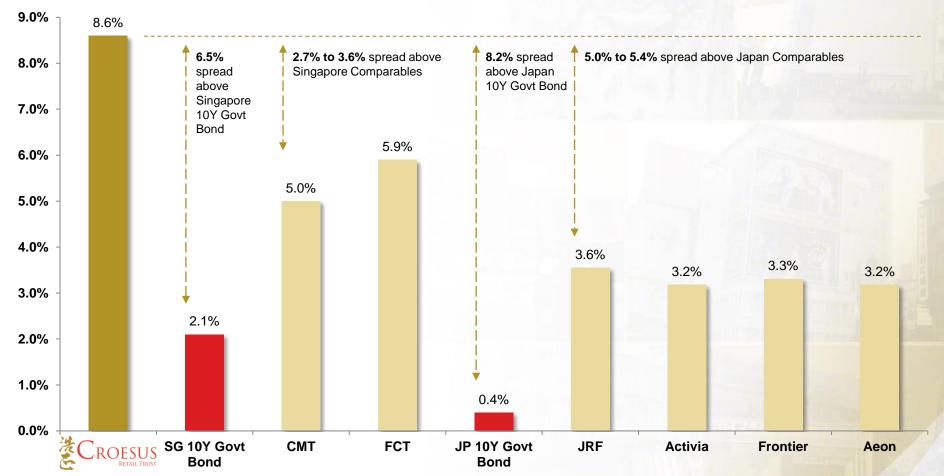


# Competitive Yield Spread vs. 10-year Government Bond



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.

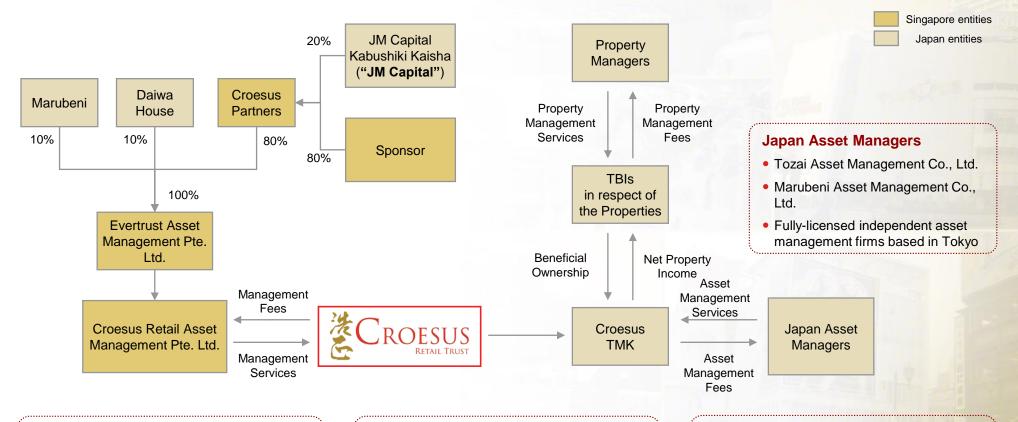
## CY2015E Distribution Yield vs. 10-yr Govt. Bond





# **Structure of Croesus Retail Trust**





#### **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)

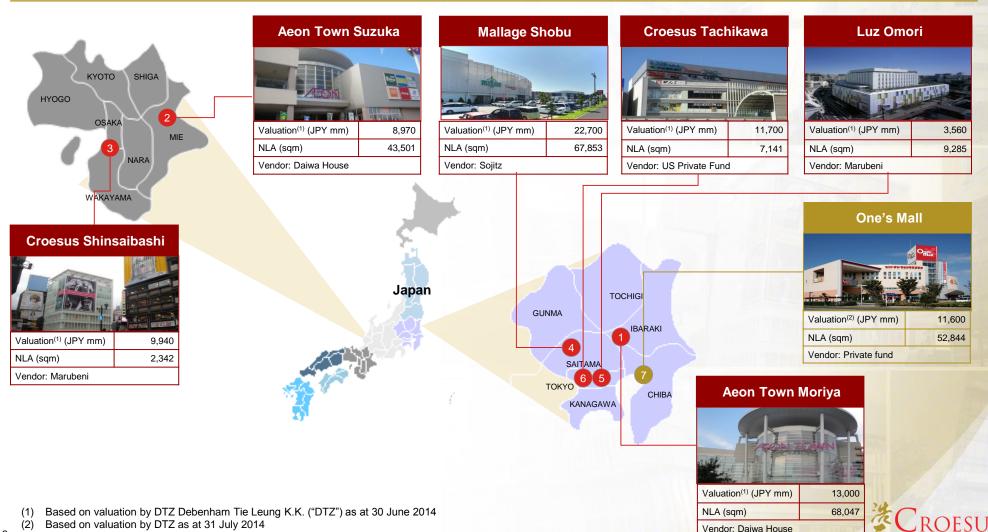




## **Portfolio Overview**



Locked in an attractive purchase price (5.2% discount to valuation<sup>(2)</sup>) 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.



# 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 Muji,
     KOE (fashion apparel brand) and Jelly Beans
     (women's shoe retailer); Toys R Us expected to commence in June 2015

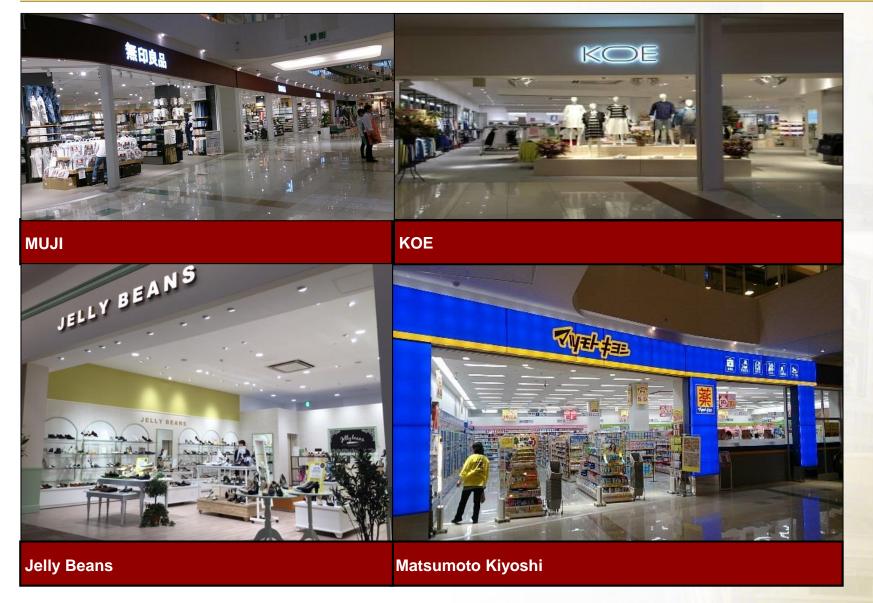




Renovated restroom and nursing room

# **New Shop Openings at Mallage Shobu**





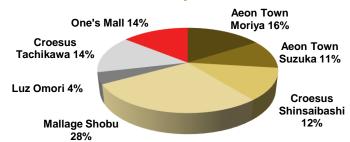


# **Key Information on the Assets**



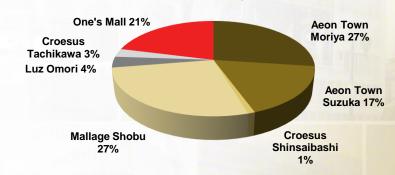
	City	Number of Tenants <sup>(1)</sup>	Age of Building (yrs) <sup>(1)</sup>	Leasehold / Freehold	Valuation <sup>(2)</sup> (JPY mm)	1H FY2015 Actual NPI (JPY mm)	Purchase Price (JPY mm)	Annualised NPI Yield <sup>(3)</sup>
Aeon Town Moriya	Ibaraki	1 master lessee, 111 subtenants	7.6	Freehold	13,000	406.7	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 <sup>(6)</sup>	Tokyo	10	7.5	Freehold / Leasehold expiring in Dec 2029 <sup>(4)</sup>	11,700	324.4	10,800	6.0%
One's Mall <sup>(7)</sup>	Chiba	52 <sup>(5)</sup>	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.

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- (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		WALE by	Lease Exp	oiry Profile	Conne	ectivity	
	FY2015 NPI %	Occupancy (1)	NLA <sup>(1)</sup> (yrs)	FY2015	FY2016	By Train	By Major Road	Key Tenants / Sub tenants
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%	$\checkmark$	$\checkmark$	Ota ward, Docomo, Daiso
Croesus Tachikawa <sup>(2)</sup>	14%	100%	4.0	-	3.8%	<b>✓</b>	✓	NEXUS Holdings, Sumitomo Mitsui Trust Bank
One's Mall	6% <sup>(3)</sup>	99.3%	5.3	0.6%	2.0%	<b>✓</b>	<b>✓</b>	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



<sup>(1)</sup> As at 31 December 2014.

<sup>2)</sup> Name change from NIS Wave I to Croesus Tachikawa effective 1 February 2015.

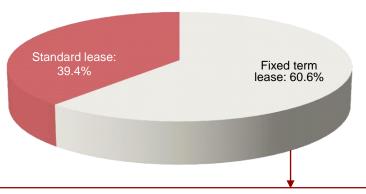
<sup>(3)</sup> Based on actual percentage contribution from the period from 16 October 2014 to 31 December 2014.

## **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.

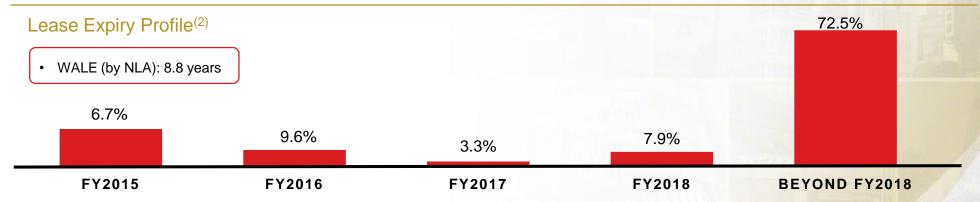
#### % of Gross Rental Income from Fixed Term Leases<sup>(2)</sup>

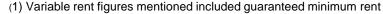


- Greater flexibility in adjusting rental income and tenant composition upon expiry of lease
- Shorter lease tenure (typically 3 5 years)

#### 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<sub>(3)</sub> 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





<sup>(2)</sup> By Gross Rental Income for the month of December 2014

(3) From 1 July 2014 to 31 December 2014

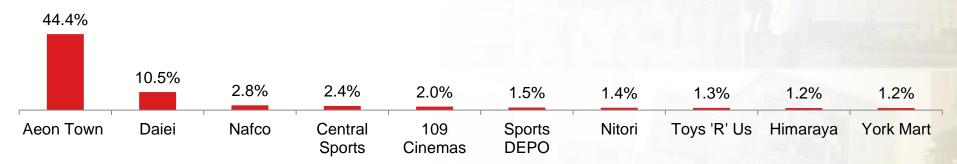


# **Top Ten Tenants of CRT**

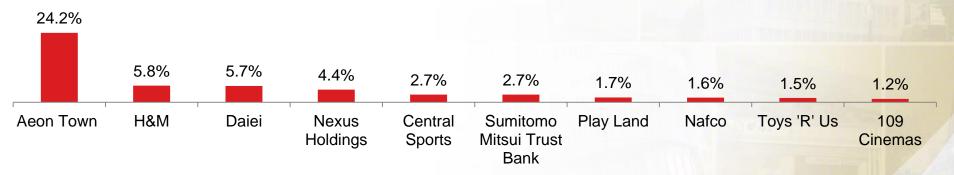


Diversification of CRT's tenant base achieved post recent acquisitions with addition of new anchor tenants

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



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







# **Outlook: Promising Macro-Environment**



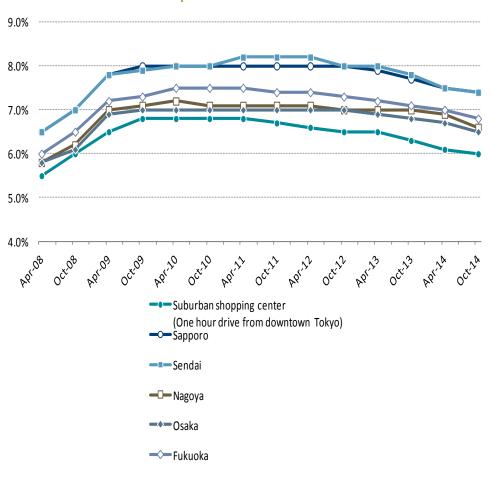
- Stabilising CPI numbers
- Promising Tankan and GDP data
- Increasing Property Prices



# **Retail Cap Rate Trends**



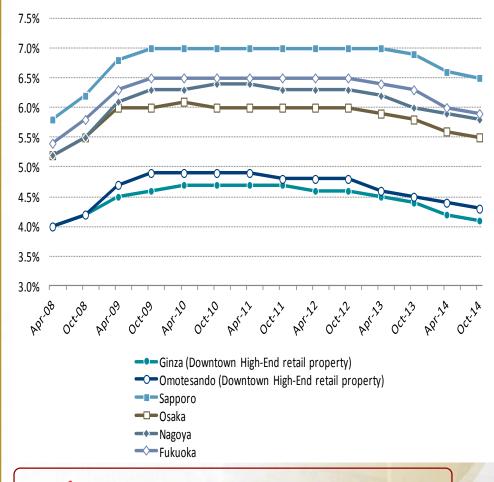
### Suburban Retail Cap Rate Trends





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

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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 <sup>(1)</sup>	35.2%
Distribution Per Unit ('DPU') (Singapore cents) <sup>(4)</sup>	2.08	2.02	3.0%	1.89 <sup>(1)</sup>	10.1%
Historical Annualised DPU (Singapore cents) <sup>(2)</sup>	8.25	8.01		7.49 <sup>(5)</sup>	
Historical Annualised Distribution Yield <sup>(3)</sup>					
@ 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) <sup>(4)</sup>	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 <sup>(1)</sup>	28.7%
Distribution Per Unit ('DPU') (Singapore cents) <sup>(5)</sup>	4.16	4.09	1.7%	3.78 <sup>(1)</sup>	10.1%
Historical Annualised DPU (Singapore cents) <sup>(2)</sup>	8.25	8.11		7.49 <sup>(6)</sup>	
Historical Annualised Distribution Yield <sup>(3)</sup>					
@ S\$0.93 per unit (IPO Price)	8.9%	8.7%		8.1%	
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- (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.
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# 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 <sup>(1)</sup>	(162,008)	(115,714)	40.0%	(111,331)	45.5%
Finance Costs	(255,885)	(112,453)	128%	(110,597)	131%
Other Trust Expenses <sup>(4)</sup>	(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 <sup>(2)</sup>	536,055	310,093	72.9%	0	N/A
Income Tax Expenses <sup>(4)</sup>	(337,063)	(147,585)	128%	(64,643)	421%
Profit after Tax	933,154	743,363	25.5%	510,131	82.9%
Distribution Adjustments <sup>(3)</sup>	(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%

<sup>(1)</sup> Includes Japan Asset Manager's fees.

<sup>(4)</sup> 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.



<sup>(2)</sup> 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.

<sup>(3)</sup> 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.

# 1H FY2015 Distribution Per Unit 10.1% Above Forecast



(JPY'000)	1H FY2015 Actual	1H FY2014 Actual <sup>(5)</sup>	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 <sup>(1)</sup>	(315,066)	(223,712)	40.8%	(222,661)	41.5%
Finance Costs	(490,624)	(225,407)	118%	(221,194)	122%
Other Trust Expenses <sup>(4)</sup>	(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 <sup>(2)</sup>	701,983	1,189,510	(41.0)%	0	N/A
Income Tax Expenses <sup>(4)</sup>	(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 <sup>(3)</sup>	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%

<sup>(1)</sup> Includes Japan Asset Manager's fees.

<sup>5)</sup> 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.



<sup>(2)</sup> 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.

<sup>(3)</sup> 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.

<sup>(4)</sup> 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.

# **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 <sup>(1)</sup>	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.\*\*

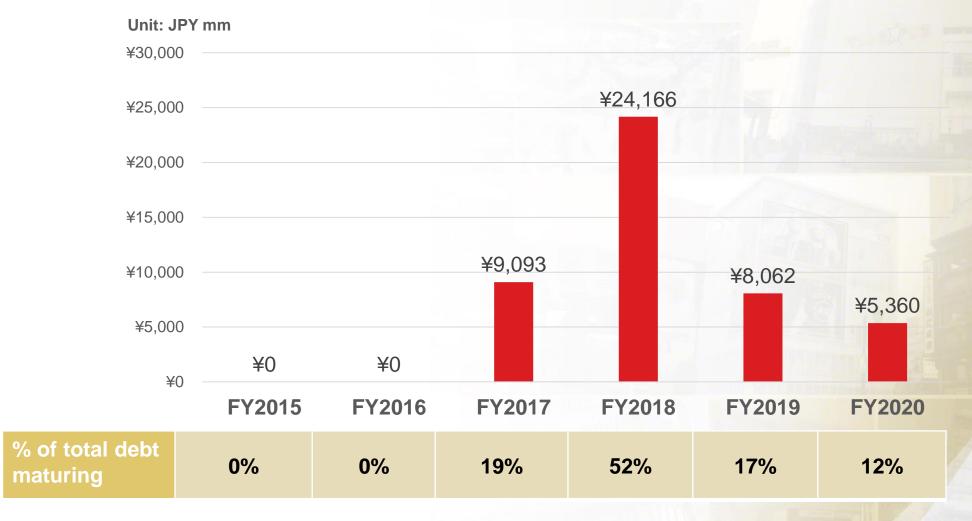
<sup>\*\*</sup> As provided for in the trust deed dated 7 May 2012 constituting CRT as amended (the "Trust Deed"), the price of the units issued shall be computed based on the volume weighted average price of a unit for the period of ten business days immediately preceding the relevant business day of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



# **Debt Maturity Profile**



## Total Long-term Debt: JPY 46,681 million



- 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 <sup>(1)</sup>	1.96%	2.13%
Debt Maturity	3.3 years	3.7 years
Additional Debt Headroom <sup>(2)</sup>	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%.





# Coverage in Singapore

# ASIA'S COMPANIES

**Buv** (Maintained

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 28 new and refreshed shop transfers, as well

Maintain BUY and SGD1.15 TP (24% upside). Management expects an

SGD0.93

# 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

lynkhoo@sph.com.sg @LynetteKhooBT

Singapore

YIELD-accretive 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 guarter 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 ven (\$\$14 million) while gross revenue leapt 51.7 per cent to 1.95 billion yen as it racked up higher rental

The rise in DPU was smaller than the 22.7 per cent year-on-year jump in income available for distribution



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

### Croesus Retail Trust

	FY 2015	Q2 FY 2014	Y-O-Y % CHANGE	
	(MILLIO	(MILLION YEN)		
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 at October 2014, both suburban

ling opportunities in second-tier cities, we will consider them.

Mr Yong said he expects "moderate capital appreciation over um term" in Japan, which wa ed in revaluation gains of 3 lion yen for CRT in the secon ended Dec 31

Rising asset prices in Japa coming a double-edged swor ed. While this leads to regains on the existing assets of return on property or its c tion rate is increasingly com

According to Japan Rea Institute's Real Estate Investo

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, Nagova and Fukuoka, Mr. Yong said. "We still want to be 70 per cent Tokyo, but if there are compel-

> 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 Retali Trust maintains strong DPU at 4.16 Singapore cents for 1H FY2015. 2Q FY2015 DPU of 2.08 Singapore cents per unit with quarterly yearon-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 (CRT SP)

A Trip To CRT's Malls

Property - REITS Market Cap: USD350n

Lift from recent acquisitions

is likely to cause some frictional vacancy at Mallage Shobu. Hence, we expe the revenue growth momentum to be muted in 3Q and pick up in the followin quarter. Apart from the continued income growth, inorganic drivers such a

Boost from new acquisitions >

# Croesus Retail Trust enjoys acquisitiondriven growth, plans further purchases

BY MICHELLE TEO

spite the moribund economy in apan, Croesus Retail Trust (CRT) has managed to deliver higher distribuions than forecast for its 1HFY2015 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 for ward 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 revisions so far.

#### recovery after acquisition-led growth rive about two hours northwest out of central Tokyo, and the metal and fase towers give way to grey indusrial blocks, farmland and clusters

of low houses with traditional tiled pols. Eventually, a vast complex comes into riew. The building has familiar fashion and ousehold brands emblaconed on its walls end is surrounded by a parking lot for more han 7,000 vehicles

Mallage Shobu, a shopping mall in a subirban, almost rural part of Kuki city in Greatr Tokyo, caters for 150,000 to 200,000 people iving within a 10 to 15km rachus. It is nort of a sortfolio of seven shopping centres owned by rowus Retail Trust (CRT), and is the launchaid for the trust's next phase of growth.

Mallage Shobu is one of the most intersting stories in the Japanese retail market," avs Klyoshi 5.ap, chief Investment officer of 'RT' '9r was obviously and thurlet from scratch. on) vacant land. It was a kind of a desert, So. we have created a city.

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



Croesus Retail Trust bets on Japan retail

Malbage Shabu's recent revarus has allowed CRT to secure more leases with a variable next component

monthly moetings are held with tenan plote ways to improve the mall's perior Still, with about half of NLA let to Dale. a master lease, Sato acknowledges it er to generate more activity through ty-wide promotional events.

#### Increasing variable rents

Indeed, after the initial boost led by tions that is providing much of the gro-FY2015, it remains to be seen how CRT of the expansion going. Nearly two-third portfolio is locked in long-term master CRT has the option of two right of first (ROFR) assets from its strategic partner wa House and Marubeni, However, Sa. the properties are "not yet quite ready incompared into the particlio. Mallagin Kyushu, has rechnical issues with the hold land it stands on, while Kyoto K macht is in the process of replacing to

Satu save CRT has identified a nun other properties to acquire this year. Wi nalisation rates outside of Tokyo most



ニューアル・オーブニングセレモニー」を開いた。

ASIA'S COMPANIES

2015年3月30日(月)

ウルトラマンも駆け付け モラージュ菖蒲、開業以 来の大改装で式典







ぶパン鬼ー、来久ちゃんもゲスト出演。ラッパーのSEAMO さんがゲストライブを行った。 式肉のあいさつで河野社長は「地域に愛される店を目指し、

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

久喜市菖蒲町の大型商業施設「モラージュ菖蒲」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

モラージュ菖蒲は双日商業開発(東京都港区、河野宏殿社 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

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=久裏市直帰町のモラージュ

立ち止まることなく発展を目指したい」と話した。

## NIKKEI REAL ESTATE MARKET REPORT

PROJECTS TENANTS

でに顔次開店する。

#### 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 Daiei, Central Sports, Toys"R"Us and

One's Mall (photo: Croesus Retail Trust)

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

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,

は大型商業施設「モ は墓瀬 8月末までにほぼ終え

レル大学のクロフ

ほぼ半数を改装する。 約の店の人れ替えを含 日本版網 鄉 新加

2015年(P成23年)3月19日(#

# 地、下落幅が





# Japan News

#### ASIA'S BEST COMPANIES

#### CDL Hospitality Trusts enters Japan, acquires

Acquisition of Hotel MyStays Asakusabashi and Hotel MyStays Kamata to



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

CDLHT - a stapled group comprising CDL Hospitality Real Estate Investment Trust (H-Reit) and CDL Hospitality Business Trust (HBT) - will acquire the 138-room Hotel MvStavs Asakusabashi and the 116-room Hotel MvStavs Kamata for 3.2 billion yen and 2.6 billion yen respectivel from AKH GK. Both hotels operate in the business economy segment

The acquisition cost is 5.8 billion yen, while a further 188 million yen will go towards acquisition fees and transaction expenses. The purchase consideration lower than the average valuation of the properties by DTZ Debenham Tie Leung Kodo Kaisha and International Appraisals Incorporated of 6.06 billion yen.

Meanwhile, in connection with the acquisitions, HBT has through its subsidiary CDL HBT Hanei, entered into a separate sale-and-purchase agreement to acquire the existing operating company which is the master lessee of the hotels, AKO GK, from Ippan Shadan Hojin SH42 for

#### CHANNEL NEWSASIA NEWS TV PREMIER 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.



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 (S\$39.5 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 Portside Tower, including a 21-floor hotel called Candeo Hotels Chiba.

Oxley intends to hold the property for investment purposes

Mr Ching Chiat Kwong, chairman and CEO of Oxley, said: "We are excited about the prospects in the Japanese property market. The Japanese yen 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

#### Sumitomo Realty banks on Singapore's appetite for Tokyo property



### Tokyo Property Deals Surge as Rising Rents Lure Buvers

Investment in Tokyo properties is surging on prospects that rents will rise, boosting returns, even after a 20 percent gain in 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 buyer have capital available and they are very eager to find investment opportunities in

Real estate investment in Japan rose 70 percent to 4.6 trillion 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 Mori Trust Co. bought an office and banquet hall complex in

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 third-biggest real estate investment market, are still 20 percent below their 2007 peak according to an estimate by Deutsche Asset. In an effort to resto omentum, Abe reshuffled his cabinet today, 20 months after taking office.

#### Relative Yields

The Topix Real Estate Index tracking 45 property-related companies rose 0.6 percent to close at the highest since Aug. 1 in Tokyo

luring investors. The difference between the return on equity and long-term interest rates is more than 400 basis points above 10-year bond yields, according to Deutsche Asset. That compares with less than 100 basis points in Singapore and Hong Kong, and 200 basis points in London and New York.

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

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

I BY GOOLA WARDEN I

ternational (CDI) is set to morph into a Japanese proper labashi, a leasehold mixed-use deriv play, after sharehold-eres voted unanimosity at labashi, a leasehold mixed-use development consisting of 75 residenties of the control design and fire-out company to the labashi-hondhe metro station. The control design and fire-out company to the labashi-hondhe metro station, meter of 245 min moses shares a building is Hatelobori Place, commercia of 245 control design and meter of 245 min moses shares a building is Hatelobori Place, commercial of 245 min moses shares a building is Hatelobori Place, commercial of 245 min moses shares a building is Hatelobori Place, commercial of 245 min moses alternative moses and the control of the control

as well as capital appreciation poten- share, compared with 6.86 cents as action as deplotary precision forces as a state companies with most of the company has a fing me that a lot of the assets in the sustrounding areas are experiencing lings per share for the financial year. In more than enough to maintain the more than enough the more than enough to maintain the more than enough the more tha

mpression in cap rates.
Among the properties is Green
rest Kuramae, a freehold 78-unit
"We will have \$1.3 million worth-

in a five-minute walk of the Kura-ommunication Design In-ternational (CDI) is set to Another property is Green Forest prising a six-storey commercial of

CDI plans to use the funds to purfice development with a supermarket chase three properties in Tokyo. "We can the ground floor, located within are paying \$31 million for the properties. The arrangement with the vendor is to pay \$55 million, which a major school. takes into account the debt in the properties of \$24 million. The valuation is about \$70 million," says The 245 million new shares CDI is issuing to finance the acquisi-Zheng Jiabin, an executive director its share base to 490 million. Afte at the company, during a recent in-terview. All the three properties are well-located, and offer good rental the placement, and the acquisition, the company's net tangible assets will be a pro forma 8.86 cents per

to June would fall from 1.78 cents

ies," according to Zheng. That will be more than enough to maintain the

assets as well as grow CDI's property

has already agreed to purchase, these two properties are also near transpor- in Vietnam and Cambodia have run

tation hubs, schools and amenities. ahead of fundamentals. "If we use "If we build up to an income of \$2.5 our capital for that, there would be no million per annum, we intend to es-income, and it would seem we were

#### Japan expects economy to recover in fiscal 2015 after 2014 slump

By Anthony Rowley btworld@sph.com.sg btworld@sph.com.sg

### GIC sinks US\$1.7b into Tokyo space

@MichelleQuahBT

SINGAPORE sovereign wealth fund GIC is sinking what some have esti-mated 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 tak ing 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 38,840 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 Capi-



component of Pacific Century Place

Meanwhile, CBRE Research said in its Q2 2104 global office rent cycle report that rents in Tokyo are on an up

Mr Lee added: "The attractions of the property are its prime location, su tenants. This investment demor

BHP Billiton Japan, Deloitte Touche Tohmatsu and Verizon Japan.

The Business Times understands space was "stable at 3.7 per cent" in

was built by Hong Kong tycoon Rich-

## Blackstone to buy GE's property assets

▼ Tweet 22 in Share 8 Share this 8+1 0 ≥ Email Print

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

Francois Trausch, Chief Executive, Asia-Pacific at GE Capital

perior building quality, and quality strates our confidence in Japan and specifically, the Tokyo office market

over the long run. Pacific Century Place Marunouchi counts among its tenants Shell Japan,

that the current vacancy rate for the range. JLL's report said that the ove all vacancy rate for Tokyo's office

Pacific Century Place Marunouchi

# in Japan for \$1.6 billion

(Reuters) - Blackstone Group LP, the world's largest private equity investor in real estate, said it will buy residential assets in Japan from General Electric Co (GE)'s property unit in a deal worth more than 190 billion ven (\$1.6 billion), Japan's largest property deal this year.

Blackstone will buy more than 10,000 apartment units in 200

"This transaction supports our global strategy to reduce our equity book as we continue to build our global debt operations,"

#### tal appreciation over the long term," said Lee Kok Sun, co-head of Asia, GIC completed in 2001. The group then Wealth funds turning to Tokyo property as land prices continue to rise

## CLOBAL wealth funds are moving to variage of rising prices in the Japa-ness capital, one of the highest-rank-ing officials at the land ministry said. Long-term penaion funds in the US and Europe, perticularly in Scandi-navia, are looking to lift their posi-tions in Japanese real estate, Kisabu-ro Ishii, a vice minister at the minis-try, said on March 30. "They have

been underweight Japanese real es-Norway's US\$870 billion wealth fund is preparing to purchase proper-ties in Tokyo after scouring Asia for

invesiment opportunities. Kersten Ka-Brytg, head of stall estate investments at the Odo-based fund, said on March 20. Commercial property prices in Tolao rose 29 per cent last ven, after a 23 per cent gain in 2013, as foreign investors, including Singapore's sov-ereign wealth fund, GIC Pte, snapped up assets. For large pension funds, there is quite a lot of movement to make up for the shortfall of Japanese real estate in global portfolios, Mr

or-yielding assets. CIC paid US\$1.7 billion for a build-ing in the business district, next to

howed investional dealer drawning the last of the contract from th the Tokyo Station, in October, Black-stone Coupt IP agreed in November to buy OF, I agen Copt's residen-to buy OF, I agen Copt's residen-and North American IP's insurance

the Tokion Station, in October, Block-stone Goup IP agreed in November 1997, and the state of funge-and Month American IE insurance of funge-and Month American IE insurance or comparison, who are spring alpoint like continues, the II france, Germany, or state of bright in movey from the Continues, the II france, Germany, or several beginning, and Morthis. The part of the part beginning, and Morthis. The part of the comparison of the the mindset has been to move movey around locally." In the The first MITM Jepan made state that the continues of the testing of the time of the state of the time of time of time the time of time time time to time of time time time of time time time of time time

investment into Japanese real estate myestners, mo apparese real estate made up about 10 per cent of the to-tal last year on deals of more than USS10 million, an increase on the pre-vious year, though still below about 25 per cent seen in 2007, Nr Mancini adiad.

The increase in land prices since

cases of Japanese financial institu-tions in the late 1990s at what evolved into the Financial Services Agency when a real estate bubble dx ing back to previous decade burst said he is not concerned.

twice on a year on year bases on two of the least 34 years.
"It's true that in certain areas there are a let of investors wanting to buy and we have seen one very high numbers," he added. "In a bubble, you see things with no value attract special-title build, and that is different to rehat the content of the content of

Tokyo

JAPAN'S economy will grow by 1.5 per cent in inflationadjusted "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.

But analysts pointed out that the rate of economic expansion and the projected inflation rate for next year will still fall short of targets set under Prime Minister Shinzo Abe's economic policy

In the current fiscal year to March 31, the world's third largest economy is forecast to contract by 0.5 per cent in real terms, compared to a previously forecast expansion of 1.2 per cent. This points to the severe impact of last April's sales tax hike.

Nominal growth is projected to be 1.7 per cent in the current fiscal year, and 2.7 per cent in fiscal 2015. The fact that real growth rates are now projected at well below nominal ones means the economy has returned to a more "normal" state, analysts said.



# **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



