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**Presentation by Frasers Centrepont Trust  
at the REITs Symposium 2018  
19 May 2018, Suntec Singapore**



# Forward-looking statements

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- ◆ Certain statements in this Presentation constitute “forward-looking statements”, including forward-looking financial information. Such forward-looking statement and financial information involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of FCT or the Manager, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements and financial information. Such forward-looking statements and financial information are based on numerous assumptions regarding the Manager’s present and future business strategies and the environment in which FCT or the Manager will operate in the future. Because these statements and financial information reflect the Manager’s current views concerning future events, these statements and financial information necessarily involve risks, uncertainties and assumptions. Actual future performance could differ materially from these forward-looking statements and financial information.
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- ◆ This Presentation contains certain information with respect to the trade sectors of FCT’s tenants. The Manager has determined the trade sectors in which FCT’s tenants are primarily involved based on the Manager’s general understanding of the business activities conducted by such tenants. The Manager’s knowledge of the business activities of FCT’s tenants is necessarily limited and such tenants may conduct business activities that are in addition to, or different from, those shown herein.
- ◆ This Presentation includes market and industry data and forecast that have been obtained from internal survey, reports and studies, where appropriate, as well as market research, publicly available information and industry publications. Industry publications, surveys and forecasts generally state that the information they contain has been obtained from sources believed to be reliable, but there can be no assurance as to the accuracy or completeness of such included information. While the Manager has taken reasonable steps to ensure that the information is extracted accurately and in its proper context, the Manager has not independently verified any of the data from third party sources or ascertained the underlying economic assumptions relied upon therein.

# Frasers Centrepoint Trust (FCT)

- ◆ Six suburban retail properties located in Singapore's densely-populated residential areas, with excellent footfall catchment and connection to public transport infrastructure
- ◆ Tenancy-mix focused on necessity and convenience shopping; F&B and services which remain resilient through economic cycles
- ◆ Strong track record: 11 consecutive years of Distribution per Unit (DPU) growth since IPO in 2006
- ◆ Poised for Growth: Opportunities to acquire retail properties from Sponsor and 3<sup>rd</sup> parties; AEI and organic growth from current properties
- ◆ Sponsored by Frasers Property Limited

**Market Cap of  
S\$2.1 billion<sup>1</sup>**

Bloomberg: FCT SP  
Reuters: J69U.SI  
SGX: J69U



**Total appraised  
value of S\$2.7  
billion<sup>2</sup>**

**Total net lettable  
area of 1.1  
million square  
feet**



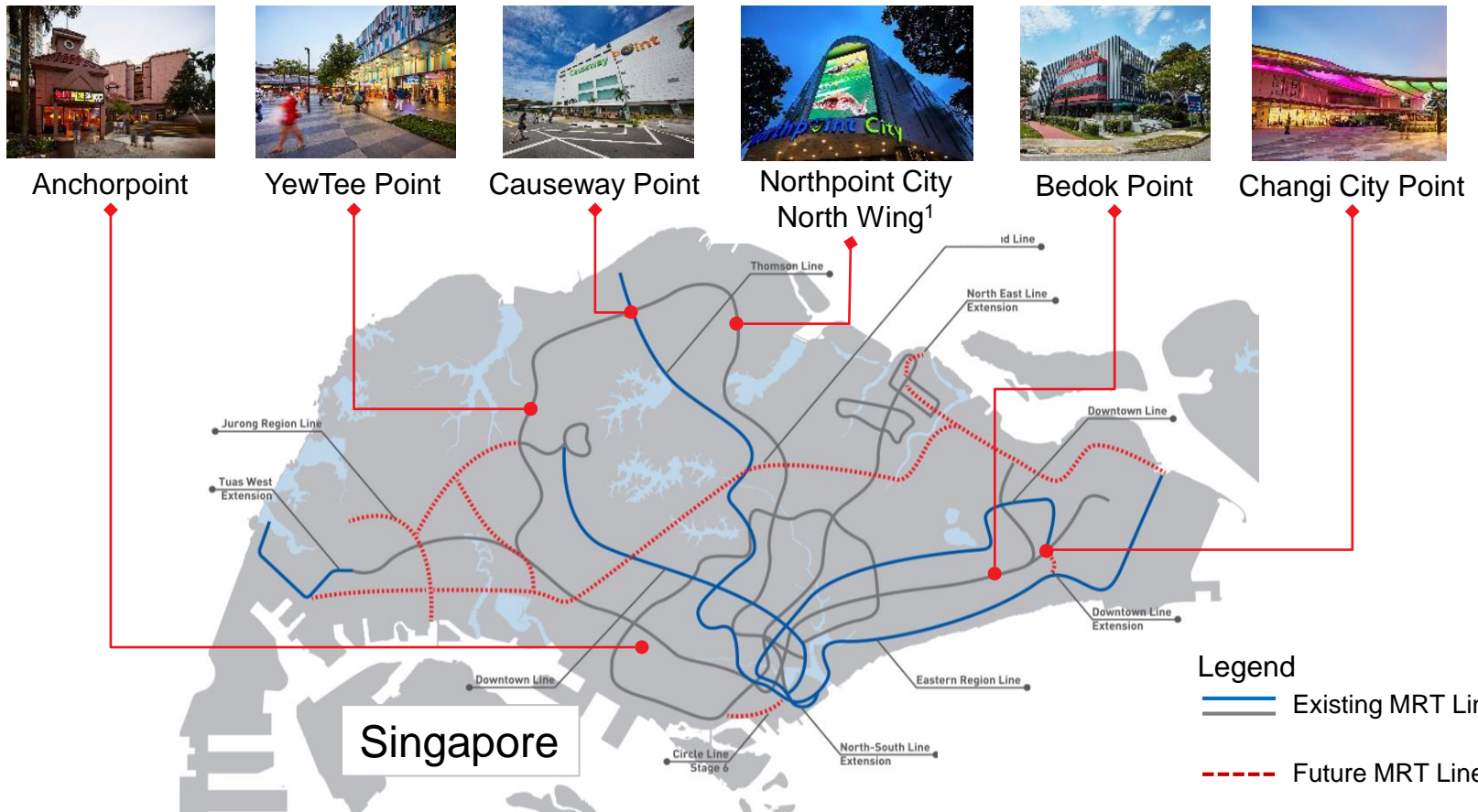
1. Based on closing price of \$2.24 on 30 April 2018

2. As at 31 March 2018



# Portfolio of six suburban retail properties

- Well-located suburban retail properties that enjoy good connectivity to public transport, high footfall and high occupancy



1. Also includes Yishun 10 retail podium located next to Northpoint City North Wing | Map source: URA Master Plan, Illustration not to scale

# Many reasons for shoppers to visit our malls

- ◆ Diversified tenant base that focuses on necessity and convenience shopping; staple F&B; and services to sustain footfall and tenants' sale



Necessity shopping



Fun for the family



Delightful shopper experiences



Everyday dining



Essential services

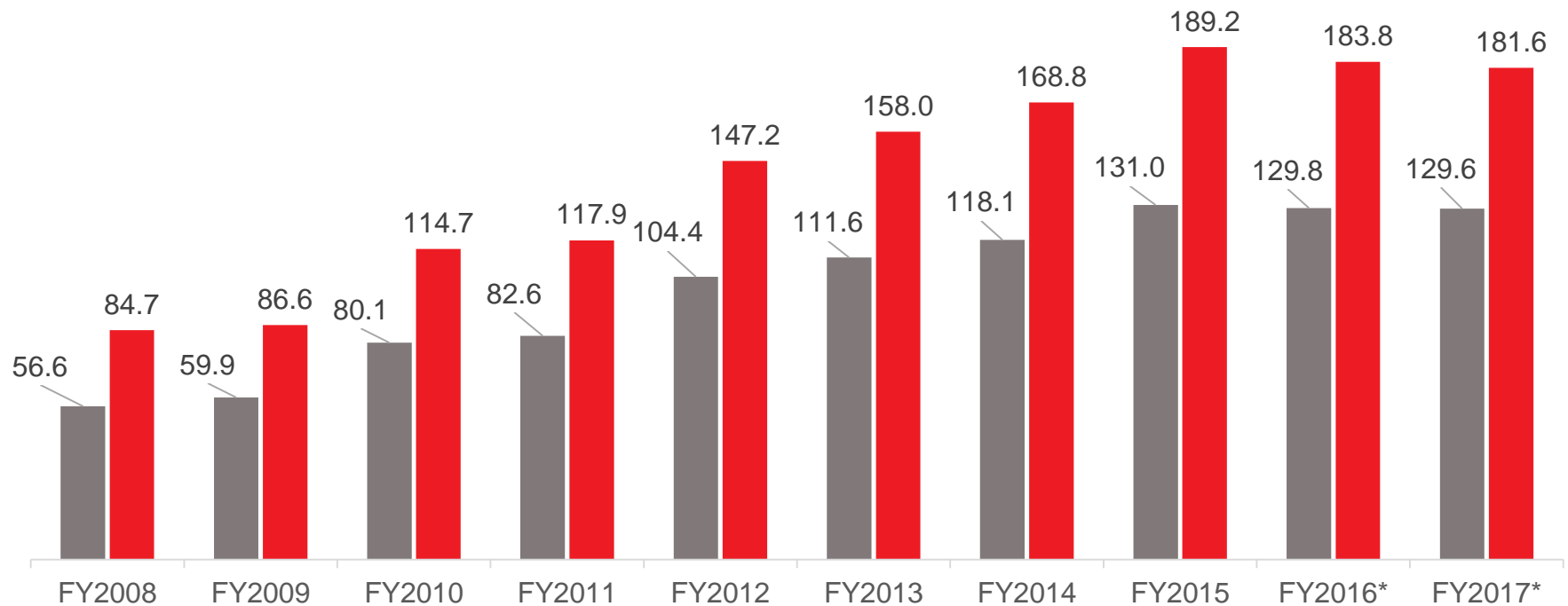


Social and family dining

# Consistent performance

Revenue and Net Property Income (S\$ million)

■ Net Property Income ■ Gross Revenue

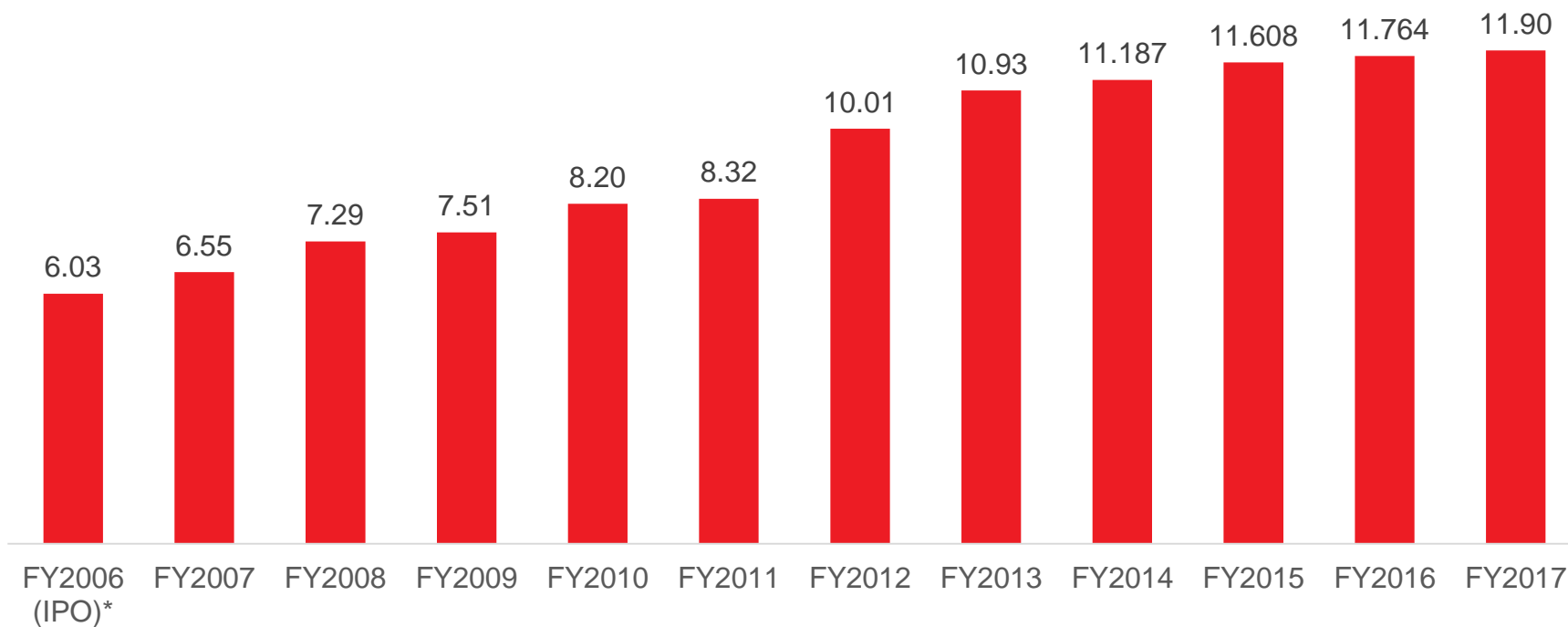


\* Revenue and Net Property Income in FY2016 and FY2017 were affected by the asset enhancement works at Northpoint City North Wing

# Steady growth in Distribution per Unit (DPU)

- 11 consecutive years of DPU growth

Distribution per Unit (\$ cents)



\* Annualised DPU for the period 5 Jul 06 (IPO) to 30 September 2006.



# Completed 4 acquisitions and 4 AEIs

## Northpoint 2 YewTee Point



Purchase price: \$290.2m  
Acquired: 5 Feb 2010

## Bedok Point



Purchase price: \$127.0m  
Acquired: 23 Sep 2011

## Changi City Point



Purchase price: \$305.0m  
Acquired: 16 Jun 2014

## Yishun 10 Retail Podium



Purchase price: \$37.75m  
Acquired: 16 Nov 2016

## Anchorpoint AEI



Completed: May 2008  
Net Value Creation: \$18.5m  
Capex: \$12.8m  
ROI: 12%

## Northpoint AEI



Completed: Mar 2010  
Net value creation: \$32.7m  
Capex: \$38.6m  
ROI: 11%

## Causeway Point AEI



Completed: Dec 2012  
Net value creation: \$204m  
Capex: \$71.8m  
ROI: 17%

## Northpoint City North Wing AEI



Completed: Sep 2017  
Capex: \$60m





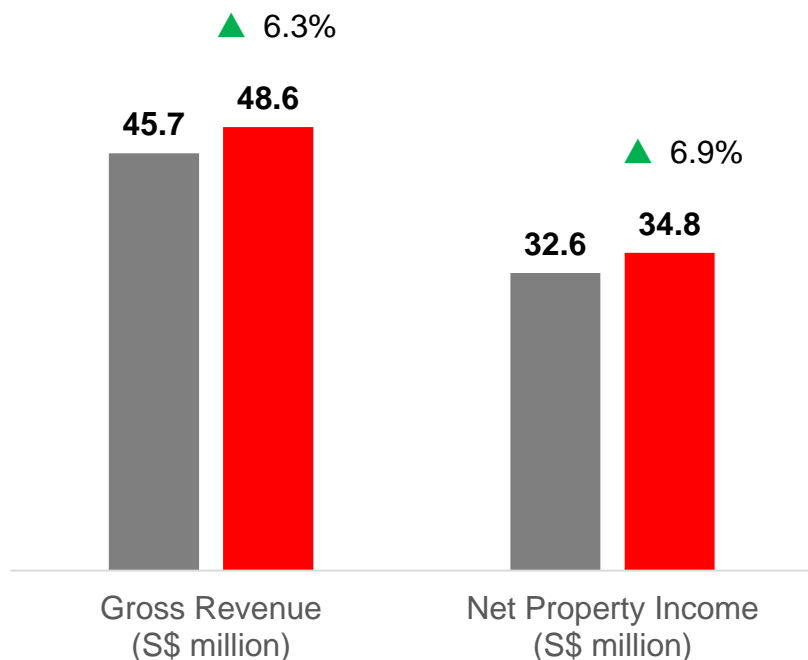
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# Highlights from 2Q/1HFY2018 Financial Results

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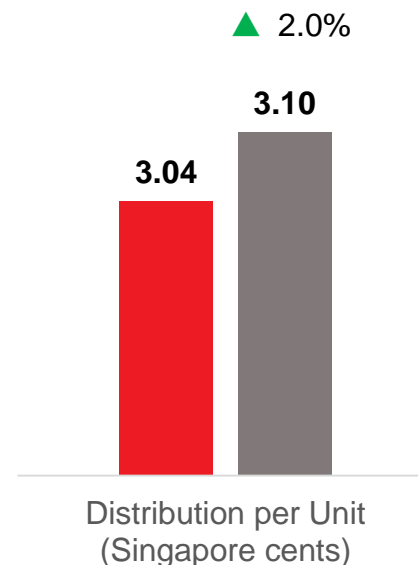
Healthy Financial Results,  
driven mainly by Northpoint  
City North Wing

■ 2QFY17 ■ 2QFY18



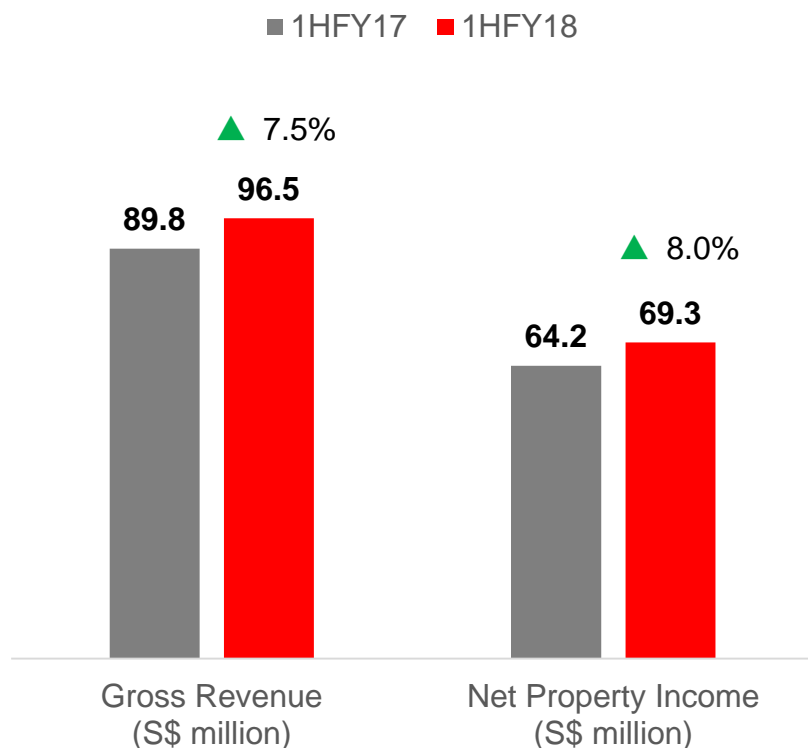
2QFY18 DPU up 2.0% to 3.1  
cents, a new quarterly high

■ 2QFY17 ■ 2QFY18

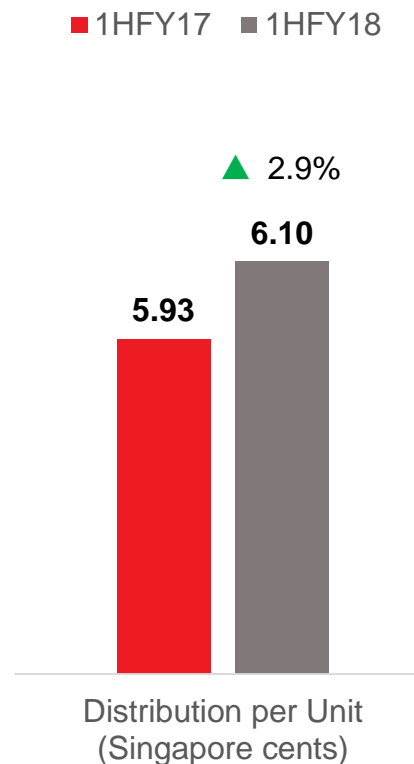


# Highlights from 2Q/1HFY2018 Financial Results

**1HFY2018 Revenue up 7.5%  
and Net Property Income up  
8.0% year-on-year**

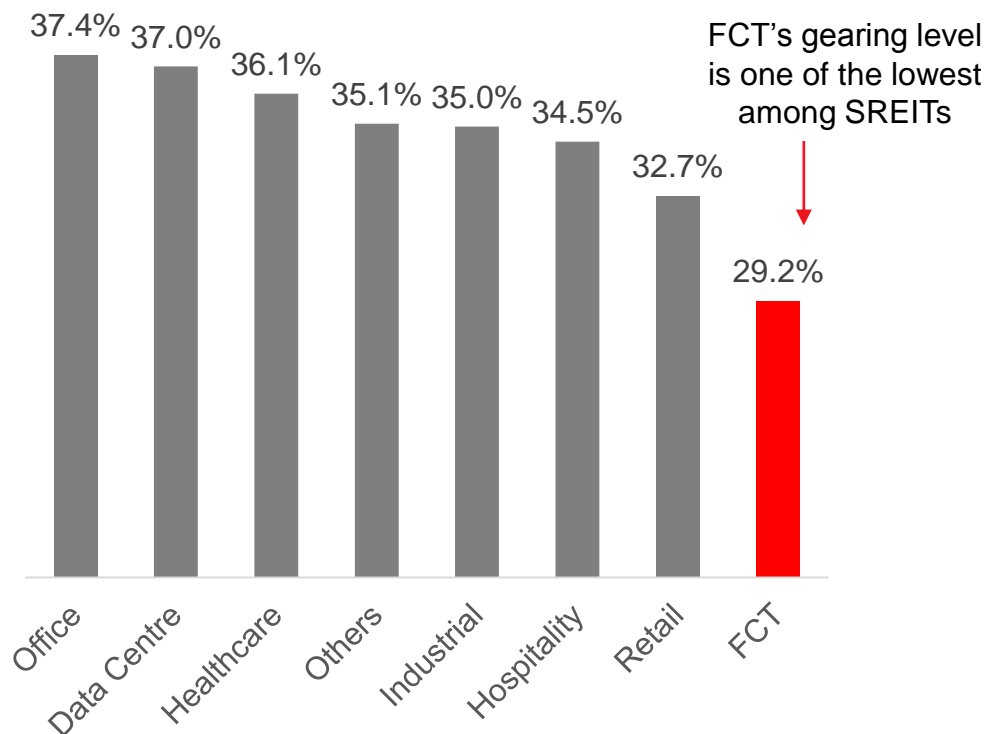


**1HFY2018 DPU up 2.9% to  
6.1 cents**



# Strong financial position

Gearing level of SREIT by sector<sup>1</sup>



## Key financial indicators as at 31 March 2018

Gearing level <sup>1</sup>	29.2%
Interest Cover <sup>2</sup>	6.64 times
Weighted average debt maturity	2.5 years
Percentage of borrowings on fixed rates or hedged via interest rate swaps	56%
Unencumbered assets as % of total assets	85.5%
All-in average cost of borrowings	2.4%
Corporate credit rating <ul style="list-style-type: none"> <li>S&amp;P</li> <li>Moody's</li> </ul>	BBB+ (Stable) Baa1 (Stable)

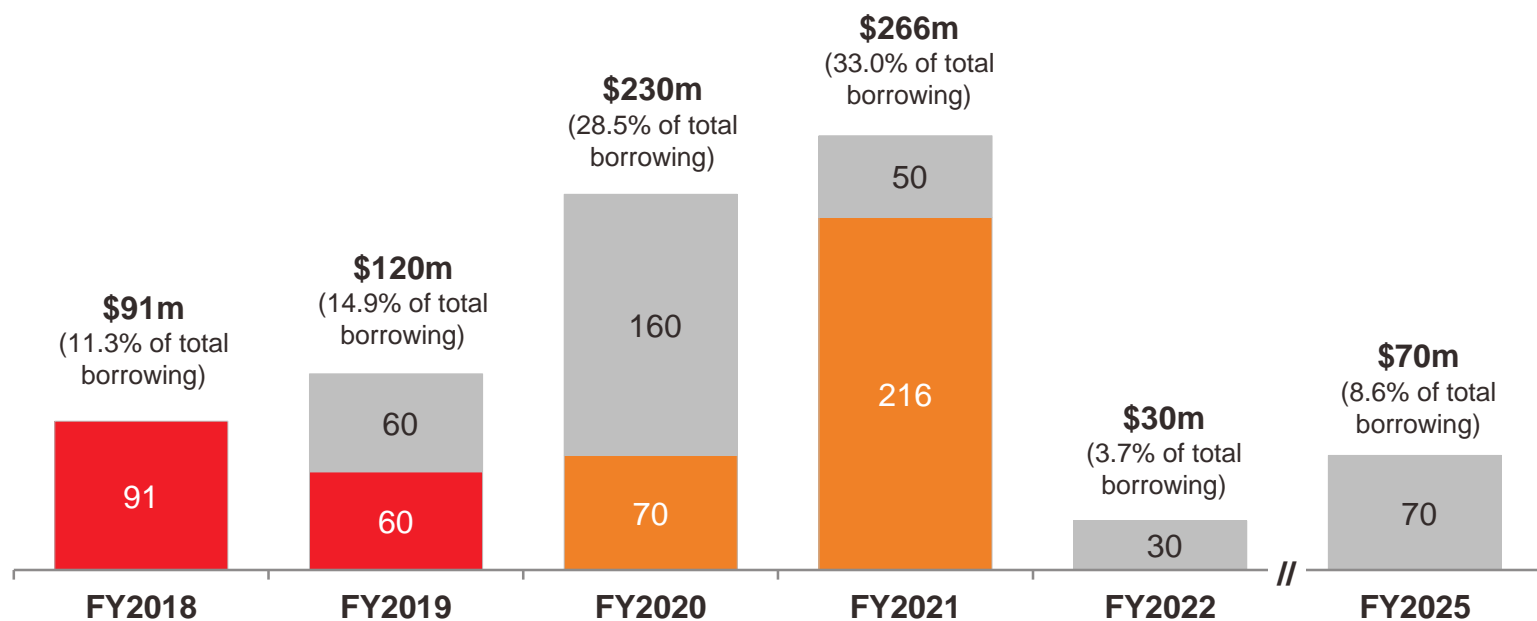
1 Source: OCBC Investment Research Weekly S-REITs Tracker, 14 May 2018

1. The ratio of total outstanding borrowings over total assets as at stated balance sheet date  
2. Earnings before interest and tax (EBIT) divided by interest expense



# Weighted average debt maturity @ 31 Mar 2018: 2.5 years

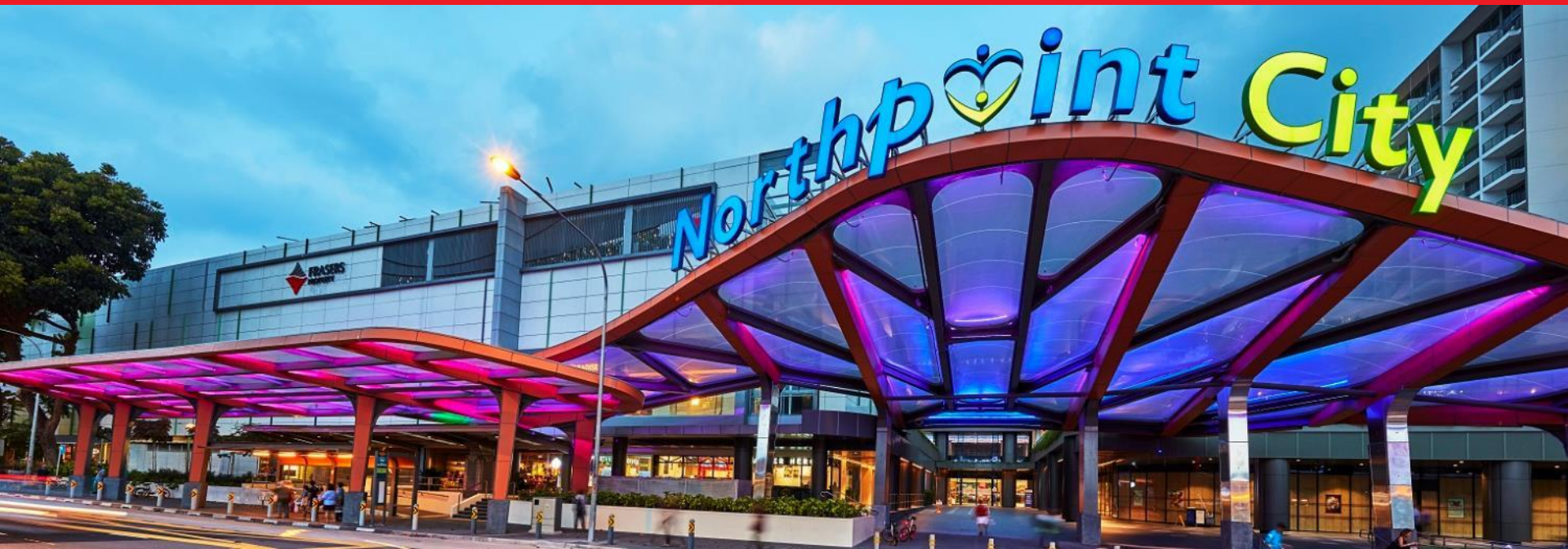
Type of borrowings	Aggregate amount
Unsecured bank borrowings	S\$151 million (18.7%)
Medium Term Note	S\$370 million (45.9%)
Secured bank borrowings*	S\$286 million (35.4%)
<b>Total Borrowings</b>	<b>S\$807 million (100.0%)</b>



\* Secured on Anchorpoint, YewTee Point and Bedok Point. Causeway Point, Northpoint City North Wing (including Yishun 10 retail podium) and Changi City Point, representing 85.5% of total investment property portfolio, are unencumbered.

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# Growth Strategies



# Clear growth strategies

## Acquisition Growth

- ♦ Growing the portfolio through accretive acquisitions of quality retail properties from Sponsor's pipeline and/or 3<sup>rd</sup> party assets, in both Singapore and overseas
- ♦ To enhance the yield and returns for unitholders while improving portfolio diversification

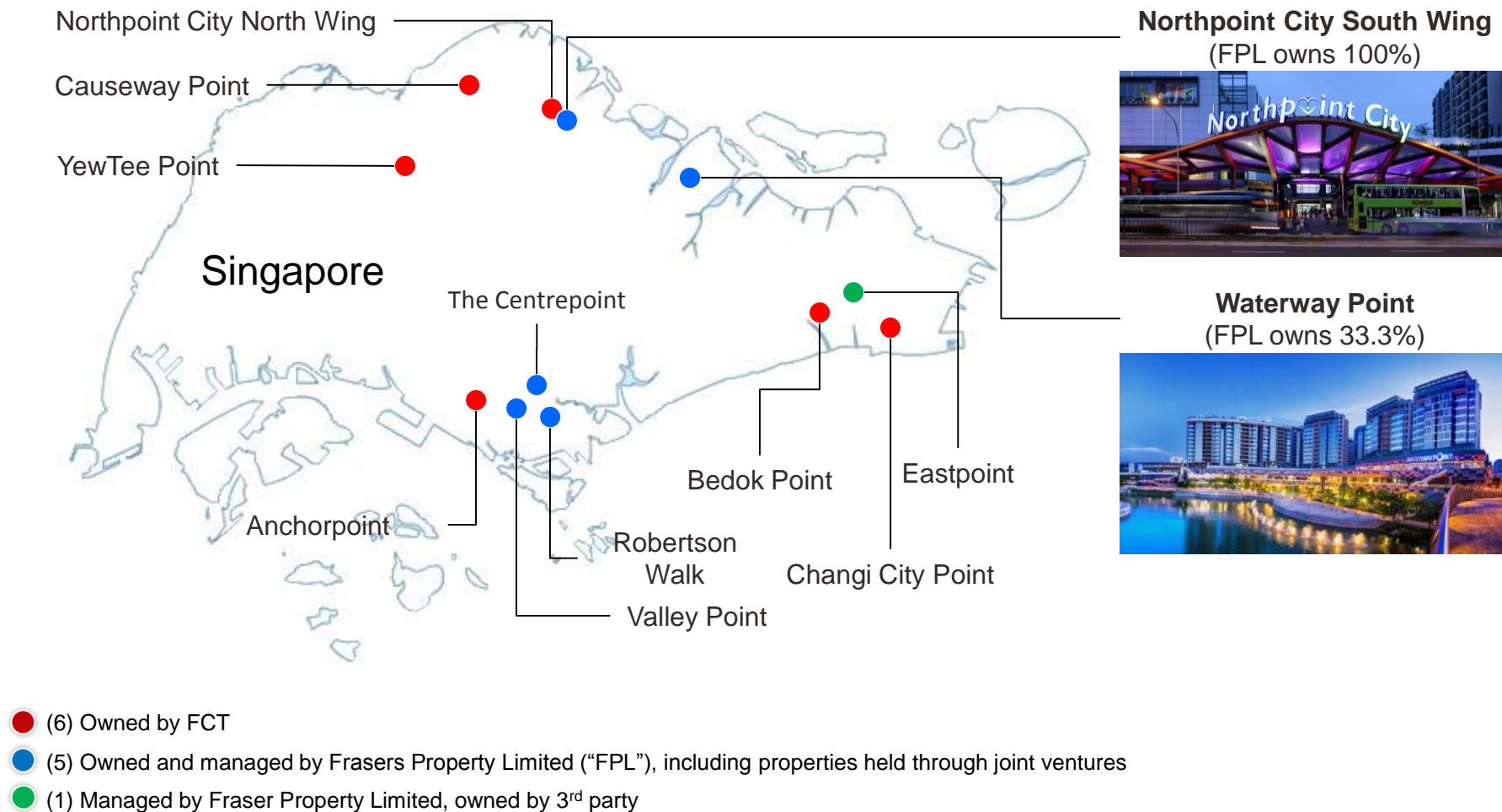
## Enhancement Growth

- ♦ Undertake asset enhancement initiative (AEI) works that:
  - provide sustainable income growth and capital value-add to our properties
  - reduce our carbon footprint, as part of our sustainability efforts
  - enhance shopper experience at our properties

## Organic Growth

- ♦ Proactive asset and property management to maintain high property occupancy and positive rental reversions
- ♦ Optimize tenant-mix to drive sustainable rental growth

# Fraser's Property's retail assets in Singapore





# Summary

## Quality assets and management skillsets

- ◆ Well-located suburban retail properties that enjoy good connectivity to public transport, high footfall and high occupancy
- ◆ Diversified tenant base that focuses on necessity and convenience shopping; staple F&B; and services to sustain footfall and tenants' sale
- ◆ Skillsets that are fundamental to successful AEI with good returns on investment and capital value creation

## Growing DPU and strong financial position

- ◆ Growing DPU and NAV through prudent asset, capital and risk management
- ◆ Strong financial position with low gearing and cost of borrowings
- ◆ Strong support from sponsor Frasers Property Limited

## Poised for further growth

- ◆ Opportunities to acquire retail assets from Sponsor and/or 3<sup>rd</sup> parties, both in Singapore and overseas
- ◆ Positive macro-environment factors that support consumption growth in suburban retail sector (low unemployment rate, growing median household income, growing population in the suburban residential areas, better public transport connectivity)

**Experience  
matters.**

