

Frasers Centrepoint Trust

Presentation at Lim and Tan Securities Clients and TR evening

SGX Auditorium, 2 Shenton Way, SGX Centre 1
Singapore 068804

18 November 2015



Causeway Point



Northpoint



Changi City Point



Bedok Point



YewTee Point



Anchorpoint

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Overview

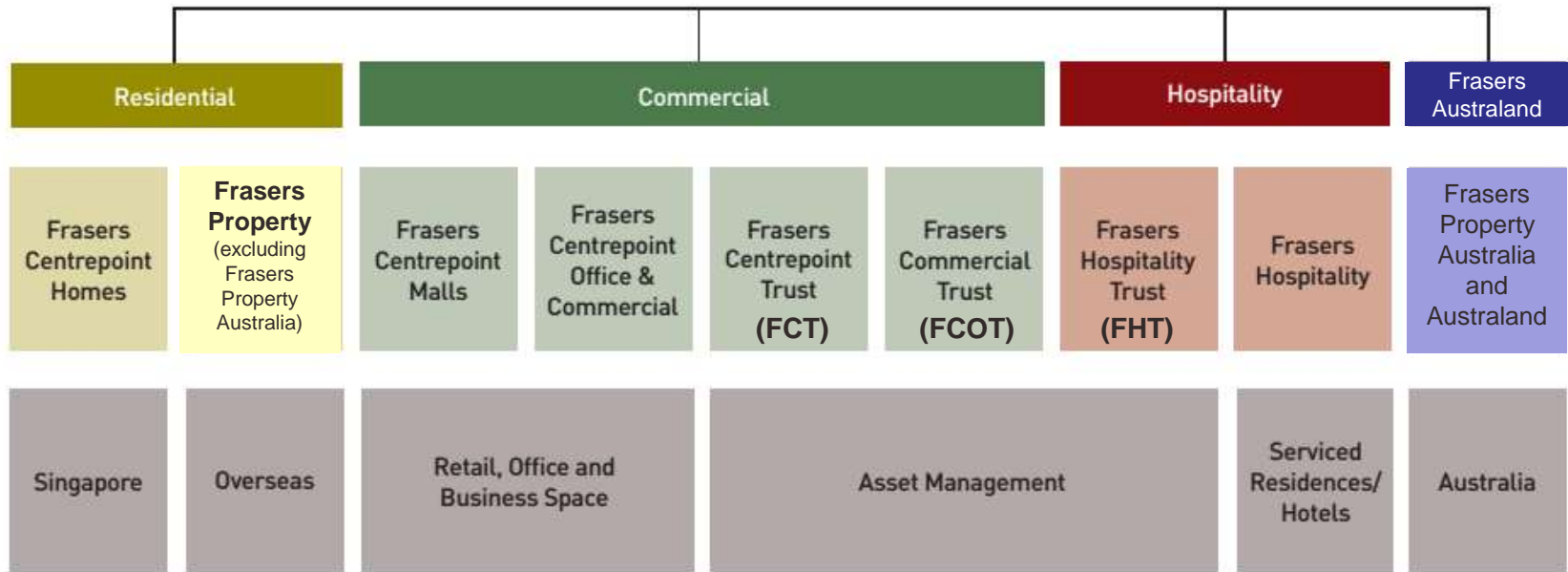
Fraser's Centrepoint Trust (FCT)

- REIT listed on the SGX-ST with a market capitalisation of S\$1.7 billion¹
- Owns a portfolio of six suburban retail malls in Singapore, which are located next to /near MRT stations and bus interchanges
- Achieved 7.5% CAGR in DPU over nine consecutive years since IPO in 2006
- Sponsored by Fraser's Centrepoint Limited (FCL), a full-fledged international real estate company headquartered in Singapore

REIT: Real Estate Investment Trust

1. Based on closing price of \$1.905 on at 30 September 2015

FCT – Largest REIT by market cap within the Frasers Centrepoint Group



As at 30 September 2015

- FCL: Listed on SGX since Jan 2014, market cap: S\$4.3b
- FCT: Listed on SGX since Jul 2006, market cap of S\$1.7b. FCL's stake: 41.3%
- FCOT: Listed on SGX since Mar 2006, market cap of S\$1.0b. FCL's stake: 27.2%
- FHT: Listed on SGX since Jul 2014, market cap: S\$1.0b. FCL's stake: 20.3%



Singapore-centric, suburban-focused retail asset portfolio

Anchorpoint



YewTee Point



Causeway Point



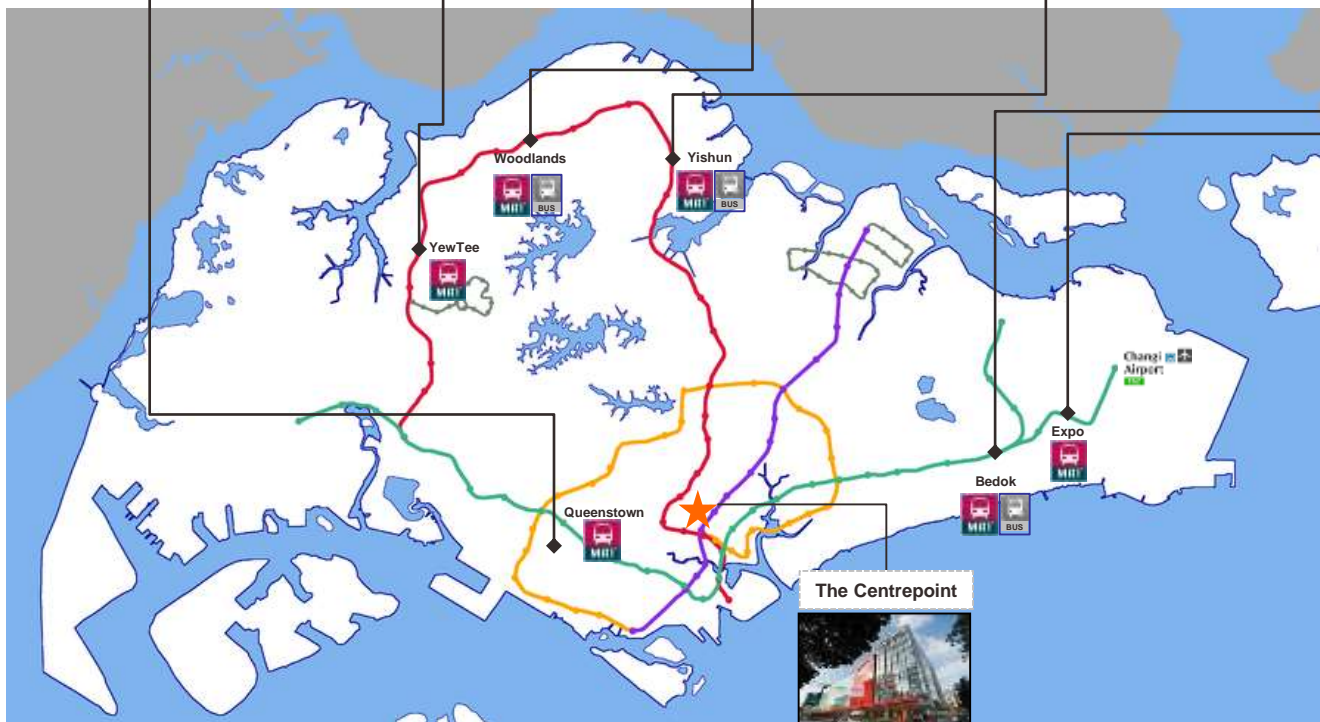
Northpoint



Bedok Point



Changi City Point



Legend

- ◆ : FCT's properties
- ★ : Sponsor's pipeline asset

	East West Line	EW
	North South Line	NS
	North East Line	NE
	Circle Line	CC
	Bus Interchange near Station	

FCT's portfolio comprises six retail properties located in the suburban areas in Singapore



Suburban malls weigh more on necessity shopping, services and F&B



Grocery



Food courts / F&B



Family amenities



Health and wellness



Optics and eyewear

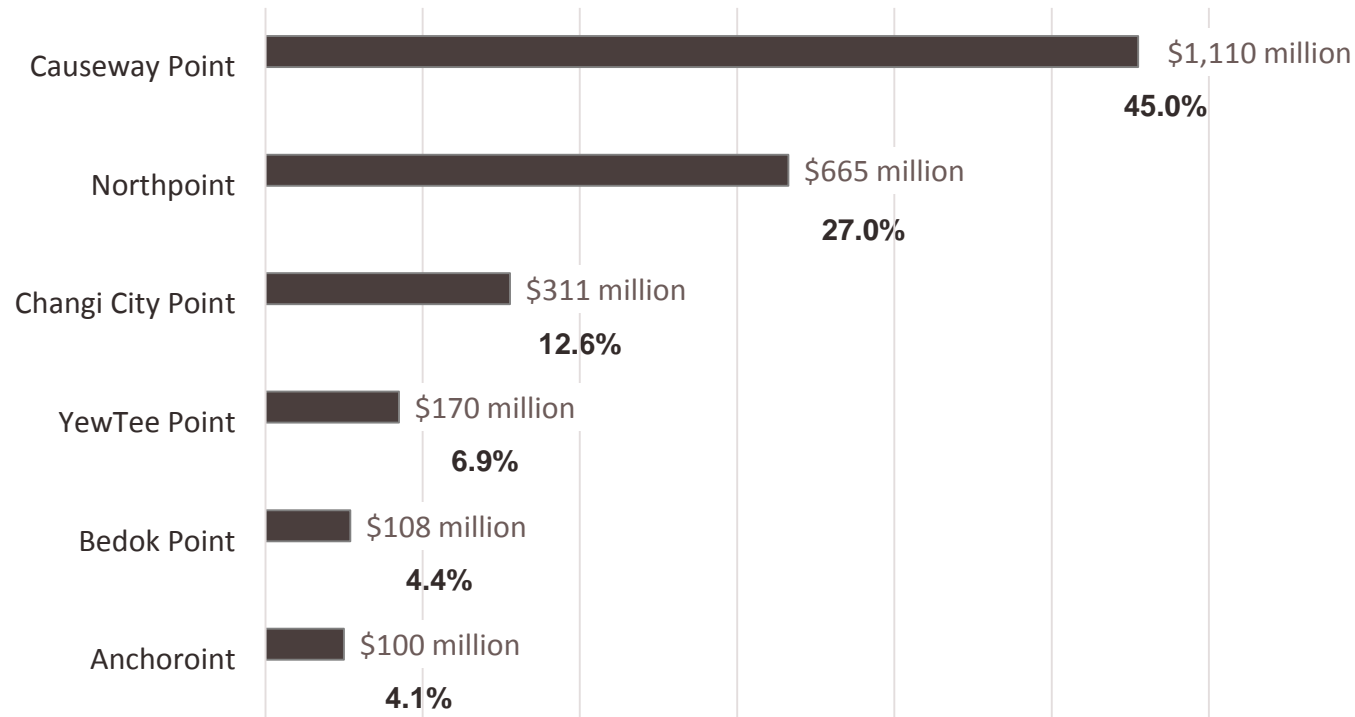


Fashion

Portfolio of 6 high-quality suburban retail malls valued at S\$2.46 billion

All valuations are as at 30 September 2015

Percentage figures represent asset value as proportion of total appraised value of \$2.46 billion



Note: FCT also holds 31.17% of Hektar REIT, a retail-focused REIT in Malaysia listed on the Mainboard of Bursa Malaysia.

FCT Unit Price Performance

FCT unit price performance relative to the indices in the past 1 year



Source: Bloomberg

Highlights from Financial Results for 4th Quarter and Full Year FY2015 ended 30 September 2015

4Q15 Results Highlights

Financial performance

- 4Q15 DPU of 2.859 cents, up 2.7% year-on-year (4Q14 DPU: 2.785 cents)
- Gross Revenue of \$47.5 million, up 1.7% year-on-year
- Net Property Income of \$31.7 million, up 1.2% year-on-year
- Net Asset Value per Unit of \$1.91 as at 30 September 2015, up 3.2% from \$1.85 a year ago
- Gearing level at 28.2% as at 30 September 2015 (30 Sep 2014: 29.3%)

Operational performance

- 96.0% portfolio occupancy as at 30 September 15
- 4Q15 portfolio average rental reversion at 7.1%
- FY2015 portfolio average rental reversion at 6.3%
- 4Q15 shopper traffic up 8.2% year-on-year

4Q15 DPU of 2.859 cents, up 2.7% year-on-year

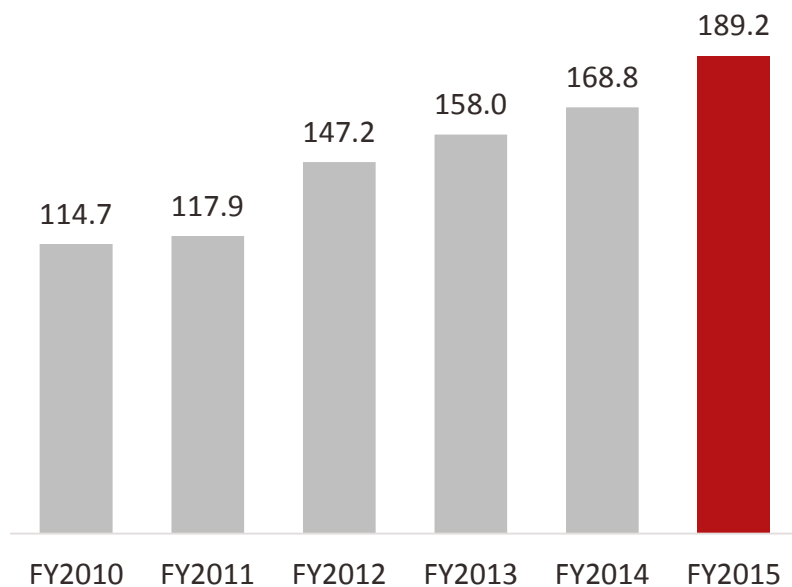
\$'000	4Q15 Jul 15 to Sep 15	4Q14 Jul 14 to Sep 14	Y-o-Y change
Gross Revenue	47,479	46,677	▲ 1.7%
Property Expenses	(15,756)	(15,342)	▲ 2.7%
Net Property Income	31,723	31,335	▲ 1.2%
Income Available for Distribution	25,737	25,506	▲ 0.9%
Distribution to Unitholders	26,223	25,506	▲ 2.8%
Distribution per Unit (DPU)	2.859¢	2.785¢	▲ 2.7%

FY2015 DPU of 11.608 cents, up 3.8% year-on-year

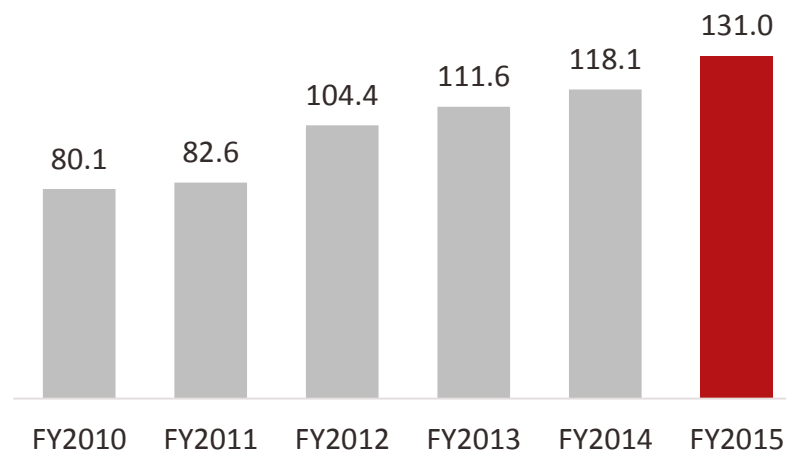
\$'000	FY2015 Oct 14 to Sep 15	FY2014 Oct 13 to Sep 14	Y-o-Y change
Gross Revenue	189,242	168,754	▲ 12.1%
Property Expenses	(58,199)	(50,658)	▲ 14.9%
Net Property Income	131,043	118,096	▲ 11.0%
Income Available for Distribution	106,412	95,442	▲ 11.5%
Distribution to Unitholders	106,412	95,442	▲ 11.5%
Distribution per Unit (DPU)	11.608¢	11.187¢	▲ 3.8%

Steady and consistent growth through economic cycles

Gross Revenue (S\$ million)



Net Property Income (S\$ million)



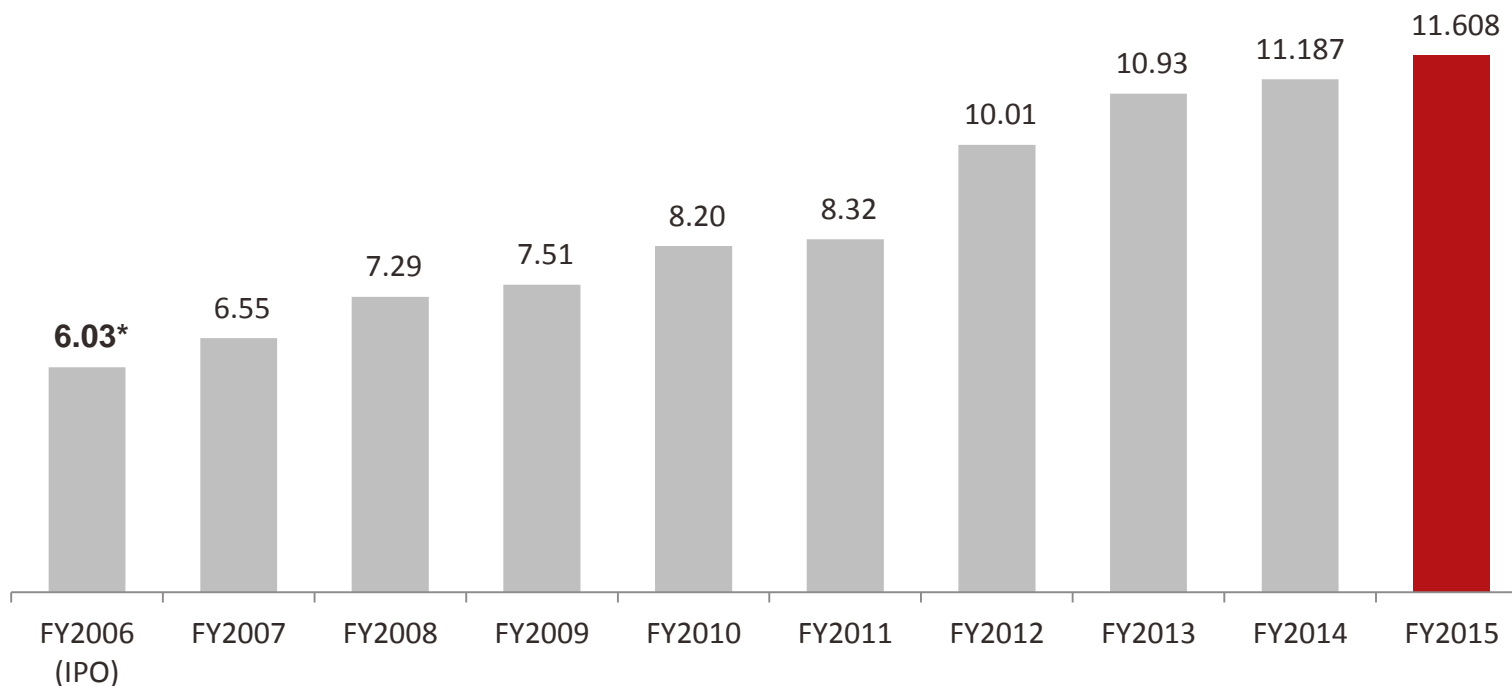
Note: FCT Financial year ends 30 Sep

Delivering steady and growing distribution

Nine consecutive years of DPU growth since listing

Distribution per unit (S cents)

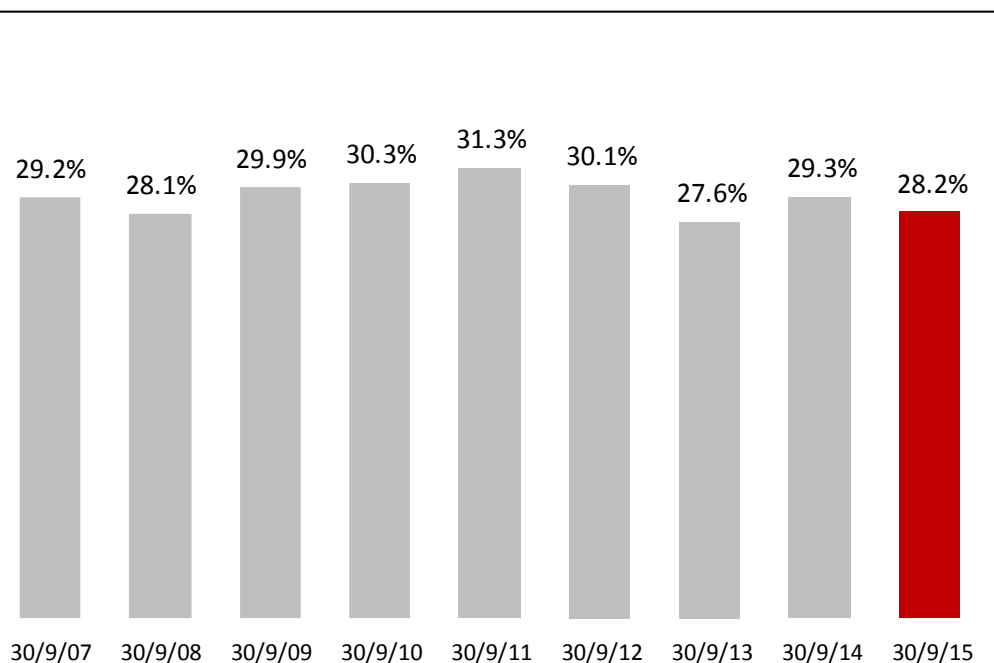
CAGR FY2006 – FY2015: 7.5%



Note: FCT Financial year ends 30 September
 FY2006 DPU of 6.03 cents is derived by annualising 4QFY06 DPU
 CAGR: compound annual growth rate.

Stable and healthy gearing level

Gearing level¹

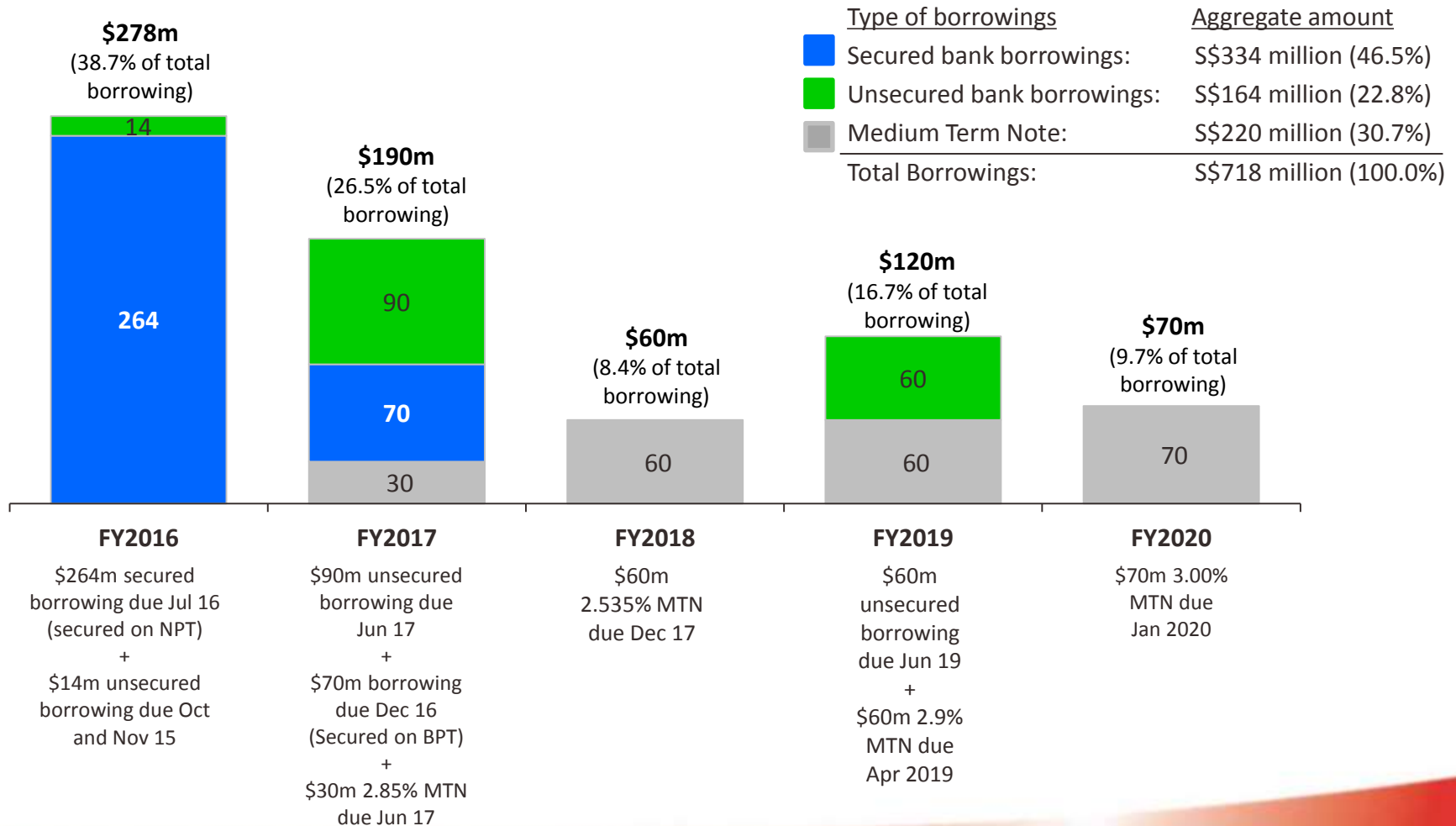


Key financial position indicators

As at	30 Sep 15	30 Sep 14
Gearing level ¹	28.2%	29.3%
Interest cover ²	7.09 times	6.17 times
Total borrowings	\$718m	\$739m
% of borrowing on fixed rates or hedged via interest rate swaps	75%	75%
All-in average cost of borrowings	2.404%	2.508%
Corporate credit rating	S&P: BBB+/Stable Moody's: Baa1/Positive	

1. Calculated as the ratio of total outstanding borrowings over total assets as at stated balance sheet date.
2. Calculated as earnings before interest and tax (EBIT) divided by interest expense for the quarter Jul – Sep for year 2015 and 2014, respectively

Weighted average debt maturity @ 30 September 2015: 1.6 years



BPT: Bedok Point, NPT: Northpoint

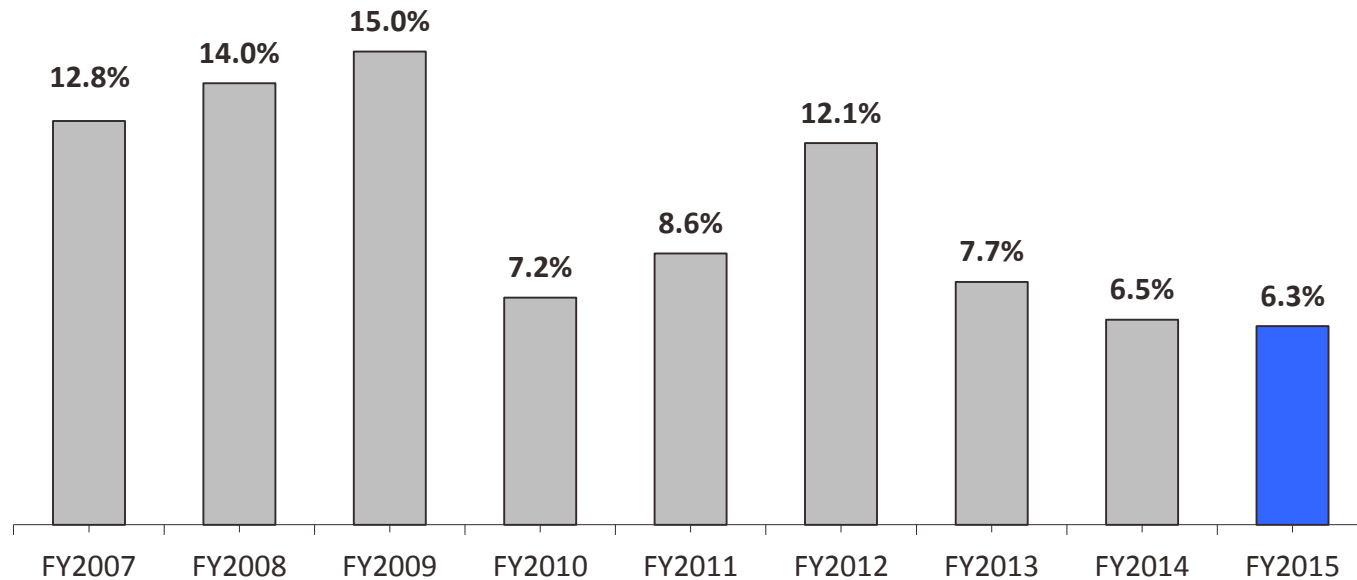
Overall portfolio occupancy at 96.0%

- Occupancy of malls generally stable at Causeway Point, Northpoint, YewTee Point and Anchorpoint
- Tenant-remixing activity still on-going at Changi City Point and Bedok Point, occupancy at these two malls expected to remain around current levels in the near-term

Mall Occupancy	30 Sep 14	31 Dec 14	31 Mar 15	30 Jun 15	30 Sep15
Causeway Point	99.8%	99.5%	99.6%	99.2%	99.5%
Northpoint	99.4%	96.3%	99.1%	99.0%	98.2%
Changi City Point	97.9%	91.7%	90.1%	92.4%	91.1%
Bedok Point	98.2%	90.8%	94.2%	84.9%	84.2%
YewTee Point	96.6%	96.7%	97.6%	95.6%	94.8%
Anchorpoint	97.8%	98.8%	98.8%	98.1%	96.9%
FCT Portfolio	98.9%	96.4%	97.1%	96.5%	96.0%

Maintaining positive rental reversions through economic cycles

FCT rental reversions¹ (FY2007 – FY2015)



1. Change between the average rental rates between the new lease and the preceding lease contracted typically 3 years ago

Average rental reversion of 6.3% for FY2015

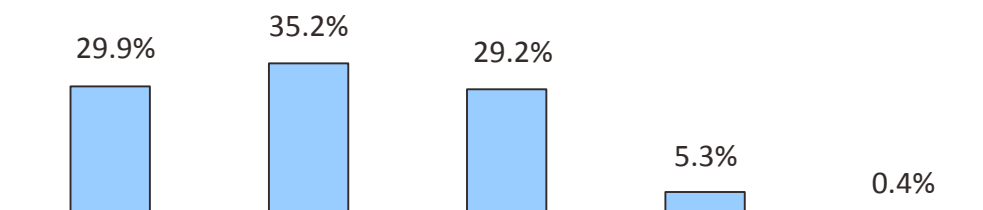
FY2015 (1 Oct 14 – 30 Sep 15)	No. of renewals	NLA (sq ft) Renewed	As % Mall's NLA	Change compared to preceding rental rates¹
Causeway Point	74	105,677	25.4%	6.3%
Northpoint	78	112,968	48.0%	5.7%
Changi City Point	46	54,734	26.4%	9.0%
Bedok Point	11	14,262	17.2%	(6.4%)
YewTee Point	32	34,692	47.1%	8.4%
Anchorpoint	14	21,503	30.3%	10.8%
FCT Portfolio	255	343,836	31.7%	6.3%

1. Change between the average rental rates between the new lease and the preceding lease contracted typically 3 years ago

Portfolio Lease Expiry as at 30 September 2015

Weighted Average Lease Expiry (WALE)	
By NLA	1.50 years (3Q15: 1.60 years)
By Gross Rent	1.54 years (3Q15: 1.61 years)

Expiry profile as % of total gross rental income



Lease expiry ¹ as at 30 Sep 2015	FY2016	FY2017	FY2018	FY2019	FY2020
Number of leases expiring	227	243	214	9	1
NLA (sq ft) expiring	320,021	360,267	293,586	59,808	8,461
Expiries as % of total NLA	30.7%	34.6%	28.2%	5.7%	0.8%
Expiries as % of Gross rental	29.9%	35.2%	29.2%	5.3%	0.4%

1. Calculations exclude vacant floor area.

The 3 larger malls account for 83.6% of the NLA to be renewed in FY2016

as at 30 September 2015

FY2016	Number of Leases Expiring	Nett Lettable Area (NLA) Expiring (sq ft)	as % of leased area of Mall	as % of total gross rent of Mall
Causeway Point	57	105,021	25.4%	24.1%
Northpoint	56	75,468	32.6%	34.1%
Changi City Point	54	86,993	46.1%	44.8%
Bedok Point	12	14,557	20.9%	23.1%
YewTee Point	23	14,616	20.9%	23.3%
Anchorpoint	25	23,366	34.0%	35.1%
Total FCT	227	320,021	*30.7%	#29.9%

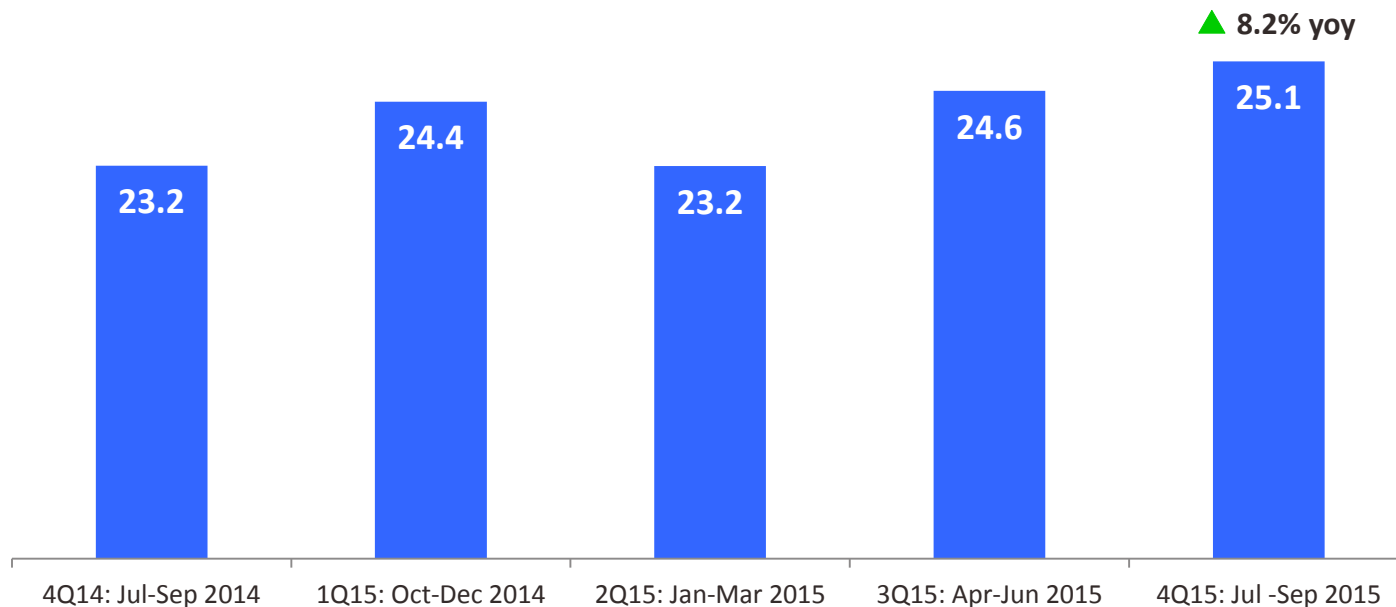
* as % of leased area of FCT Portfolio

as % of total gross rent of FCT Portfolio

4Q15 shopper traffic up 8.2% year-on-year

Both Causeway Point and Northpoint registered double-digit shopper traffic increase and stronger growth than the other four malls during the quarter

Shopper Traffic (millions)#



based on the records by electronic traffic counters installed at the respective malls (Causeway Point, Northpoint, Changi City Point, Bedok Point, YewTee Point and Anchorpoint)

Growth Strategy

Clear growth strategy

1	Strategy	Key drivers
	Acquisition growth	<ul style="list-style-type: none">• Sponsor's pipeline assets• 3rd party asset acquisition, including overseas
2	Enhancement growth	<ul style="list-style-type: none">• Enhance configuration of floor plates / layout to achieve better asset yield and sustainable income growth• Value creation through better income-producing capability after Asset Enhancement Initiative (AEI)
3	Organic growth	<ul style="list-style-type: none">• Positive rental reversions and maintaining healthy portfolio occupancy• Annual rental step-ups provide steady growth

Growth from Acquisitions and AEs



Sponsor's retail assets in Singapore

13 retail malls in Singapore managed by Frasers Centrepoint Limited, including 6 malls in FCT



- (1): FCL owns 1/3 proportionate share of Waterway Point, the commercial component of a mixed development in Punggol.
- (2): FCL acquired a mixed commercial and residential site under the Government Land Sale programme in Sept 2013, of which the commercial component can be developed into a retail mall
- (3): FCL owns a minority share of the Compass Point

- FCT malls (6)
- FCL-owned and managed malls (6) (include properties held through joint ventures)
- FCL-managed mall (1) (owned by 3rd party)

Illustration is not to scale

Asset Enhancement Initiative (AEI) for Northpoint Shopping Centre

- AEI scheduled to commence in Mar 2016 and to complete in phases over 18 months
- Mall to remain open for business during course of AEI
- AEI will focus on enhancing shopper experience and comfort; boosting the diversity of retail offerings; and to enable the mall to benefit from the integration with upcoming retail component of Northpoint City by Frasers Centrepoint Limited
- AEI is expected to deliver positive return for FCT upon completion
- Updates on AEI to be provided in due course

Outlook

Outlook for FY2016

The Singapore economy avoided a technical recession in the third quarter, with advance GDP estimates from the Ministry of Trade and Industry showing a growth of 0.1% on a quarter-to-quarter basis, a reversal from the 2.5% contraction in second quarter.

Asset enhancement at Northpoint is scheduled to commence in March 2016. The 18-month programme is expected to deliver a positive return upon completion.

Notwithstanding the uncertain economic outlook, FCT's well-located suburban malls which attract steady shopper traffic will contribute to the stability and sustainability of the portfolio's rental income and occupancy rates.

Thank you

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Appendix







Trade Classifications		% NLA	% Rents¹
1	Food & Restaurants	30.1%	34.2%
2	Fashion	15.1%	21.5%
3	Household	8.7%	7.6%
4	Services/Education	8.8%	8.9%
5	Beauty, Hair, Cosmetics, Personal Care	5.3%	7.7%
6	Supermarket	8.1%	4.9%
7	Healthcare	2.7%	3.9%
8	Department Store	5.7%	3.3%
9	Books, Music, Art & Craft, Hobbies	3.7%	3.2%
10	Sports Apparels & Equipment	3.3%	3.1%
11	Leisure/Entertainment	4.5%	1.7%
12	Vacant	4.0%	0.0%
Total		100.0%	100.0%

1 as percentage of actual gross rent income of FCT portfolio for the month of September 2015, excluding gross turnover rent

Tenant	Trade Sector	GRI %
Cold Storage Singapore (1983) Pte Ltd ²	Supermarket	5.4%
Metro (Private) Limited ³	Departmental Store	3.2%
Copitiam Pte Ltd ⁴	Food & Restaurants	2.9%
Courts (Singapore) Limited	Household	2.6%
Koufu Pte Ltd	Food & Restaurants	2.2%
Food Republic Pte Ltd	Food & Restaurants	1.7%
Watson's Personal Care Stores Pte Ltd	Beauty, Hair, Cosmetics, Personal Care	1.5%
NTUC FairPrice Co-operative Ltd ⁵	Supermarket	1.5%
McDonald's Restaurants Pte Ltd	Food & Restaurants	1.4%
Uniqlo (Singapore) Pte Ltd	Fashion	1.4%
TOTAL (Top 10)		23.8%

1. Based on actual gross rental income for the month of September 2015, excluding gross turnover rent
2. Includes the leases for Cold Storage supermarket, Guardian Pharmacy and 7-Eleven stores
3. Includes the leases for Metro departmental store and Clinique Service Centre
4. Operator of Kopitiam food courts, includes Kopitiam, Bagus, Cantine, Dorakeiki
5. Includes leases for NTUC FairPrice and NTUC Healthcare (Unity)

Summary of FCT's portfolio

FCT Portfolio as at 30 Sep 2015	Causeway Point	Northpoint	Changi City Point	Bedok Point	YewTee Point	Anchorpoint
						
Net Lettable Area (sq ft)	415,774	235,850	207,244	82,713	73,670	70,989
Title	99 years leasehold commencing 30/10/95 (79 yrs remaining)	99 years leasehold commencing 1/4/90 (74 yrs remaining)	60 years leasehold commencing 30/4/09 (54 yrs remaining)	99 years leasehold commencing 15/3/78 (61 yrs remaining)	99 years leasehold commencing 3/1/06 (89 yrs remaining)	Freehold
Appraised Value*	S\$1,110 million	S\$665 million	S\$311 million	S\$108 million	S\$170 million	S\$100 million
Occupancy rate @ 30 Sep 2015	99.5%	98.2%	91.1%	84.2%	94.8%	96.9%
Connectivity	Woodlands MRT station & bus interchange	Yishun MRT station & bus interchange	Expo MRT station	Bedok MRT station & bus interchange	YewTee MRT station & bus stop	Near Queenstown MRT station & bus stop

* All appraised values are as at 30 September 2015

Past Acquisitions and AEs

Northpoint 2



- Acquired: 5 Feb 2010
- Purchase price: \$164.55m

YewTee Point



- Acquired: 5 Feb 2010
- Purchase price: \$125.65m

Bedok Point



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

Changi City Point



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

Anchorpoint AEI



- Completed: May 2008
- Capex: \$12.8m
- ROI: 14.1%
- Net Value Creation: \$18.5m

Northpoint AEI



- Completed: Mar 2010
- Capex: \$38.6m
- ROI: 10.7%
- Net value creation: \$32.7m

Causeway Point AEI



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

FCT's investment in Hektar REIT

- FCT holds a 31.17% stake in Malaysia-listed Hektar REIT as at 31 Dec 2014.

Hektar REIT portfolio comprises 5 retail malls in Malaysia

1. Subang Parade (Subang Jaya, Selangor);
2. Mahkota Parade (Bandar Melaka, Melaka);
3. Wetex Parade & Classic Hotel (Muar, Johor);
4. Landmark Central Shopping Centre (Kulim, Kedah);
5. Central Square Shopping Centre (Sungai Petani, Kedah).



Source: Hektar Reit, <http://www.hektarreit.com/>