

# BHG Retail REIT

# FY2024 Result Presentation

26 February 2025



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Photo of Hefei Mengchenglu

# FY 2024 Key Highlights



**61.0**  
(SGD million)  
**Gross Revenue**  
in FY 2024

**32.8**  
(SGD million)  
**Net Property Income** in  
FY 2024

**0.50**  
(SGD cents)  
**Distribution per Unit** in  
FY 2024<sup>1</sup>



**95.8%**  
**Portfolio**  
**Occupancy**<sup>2</sup>

**39.6%**  
**Gearing**<sup>2</sup>

**Revitalising Tenancies**  
**Enhancing Experiences**



**+5.0%**  
**China GDP**  
**Growth**  
in FY 2024<sup>3</sup>  
(y-o-y)

**+4.6%**  
**Disposable**  
**income**  
**per capita for urban residents**  
in FY 2024<sup>3</sup> (y-o-y)

**+3.5%**  
**China Retail Sales**  
**Growth**  
in FY 2024<sup>3</sup>  
(y-o-y)

1. For the FY 2024, approximately S\$0.3 million of the amount available for distribution has been retained for operational expenses and working capital requirements of the REIT.

2. As at 31 December 2024.

3. Source: National Bureau of Statistics of China.

# Financial Update



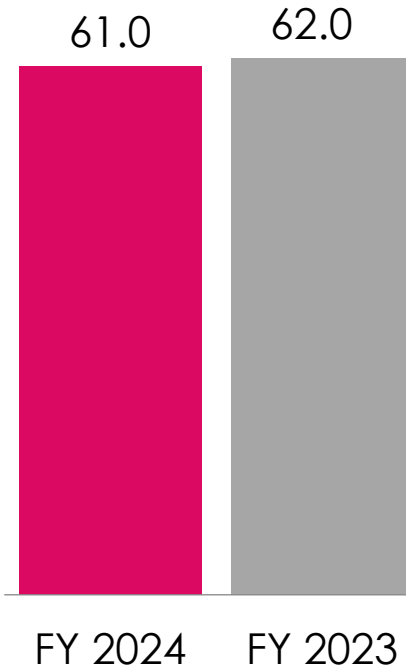
Photo of Beijing Wanliu

# FY 2024 Financial Update

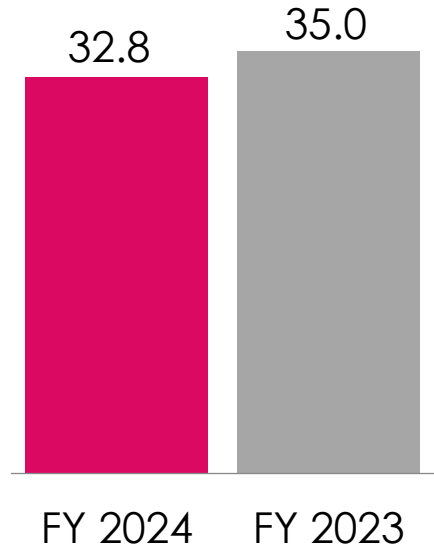
**Gross Revenue**  
**FY 2024**  
**61.0**  
SGD million

**Net Property Income**  
**FY 2024**  
**32.8**  
SGD million

**Gross Revenue<sup>3</sup>**  
SGD million



**Net Property Income**  
SGD million



**Amount to be distributed**  
**to Unitholders<sup>1,2</sup>**  
**FY 2024**  
**2.6**  
SGD million

**Distribution per Unit**  
**FY 2024<sup>1,2</sup>**  
**0.50**  
SGD cents

1. For the FY 2024, approximately S\$0.3 million of the amount available for distribution has been retained for operational expenses and working capital requirements of the REIT.
2. Higher year-on-year mainly due to lower financial cost.
3. Decreased mainly due to weakening of RMB against SGD. However, Gross Revenue for FY 2024 was higher than FY2023 in RMB terms.

# 2H 2024 Distribution Payment

## Distribution Details

Distribution Period	1 July 2024 to 31 December 2024
Distribution Per Unit (SGD)	0.25 cents per unit

## Distribution Timetable

Ex-Date	28 February 2025
Books Closure Date	3 March 2025
Payment Date	28 March 2025

# Balance Sheet and Capital Management

Balance Sheet (SGD million)	As at 31 December 2024
Investment Properties	885.3
Total Assets	926.6
Total Liabilities	386.2
Net Assets	540.4
Net Asset Value Per Unit <sup>1</sup> (SGD)	0.72

Healthy Gearing with Debt Headroom for Growth	As at 31 December 2024
Aggregated Borrowings Drawn Down	\$300.3m
Gearing Ratio <sup>2</sup>	39.6%
Average Cost of Debt <sup>3</sup>	5.5%
Net Asset Value Per Unit <sup>1</sup> (SGD)	0.72

- Above 80% of borrowings are denominated in Singapore dollars (offshore borrowings)
- Approximately 50% of offshore borrowings hedged via interest rate swaps

1. Based on net assets attributable to Unitholders.

2. Based on total loans and borrowings attributable to Unitholders divided by total assets attributable to Unitholders.

3. Weighted average cost of debt will be approximately 6.3% per annum if amortisation of loan establishment fee is included.

# Portfolio Update



Photo of Beijing Wanliu



# Portfolio Overview

## MULTI-TENANTED



Beijing Wanliu



Hefei Mengchenglu



Chengdu Konggang



Hefei Changjiangxilu



## MASTER-LEASED



Xining Huayuan



Dalian Jinsanjiao

# Portfolio Overview<sup>1</sup>

6  
Properties

4,729.0  
(RMB million)  
Valuation<sup>2</sup>

179,123  
Net Lettable Area  
(NLA) sqm

95.8%  
Committed  
Occupancy Rate

5.1 Years  
Weighted Ave.  
Lease Expiry by NLA

	Beijing Wanliu	Chengdu Konggang	Hefei Mengchenglu	Hefei Changjiangxilu	Xining Huayuan	Dalian Jinsanjiao
Valuation <sup>2</sup> (RMB million)	2,557.0 <sup>3</sup>	674.0	595.0	485.0	259.0	159.0
NLA (sqm)	52,992	37,205	28,067	24,707	20,807	15,345
Committed Occupancy Rate	97.8%	95.5%	94.1%	87.5% <sup>4</sup>	100.0%	100.0%
WALE (NLA) years	3.1	2.7	3.5	5.4	10.0	10.0

1. As at 31 December 2024.

2. Based on independent valuation from Knight Frank Petty Limited as at 31 December 2024.

3. Based on 100% interest of Beijing Wanliu. Valuation of Beijing Wanliu based on 60% interest amounted to RMB 1,534.2 million.

4. Due to ongoing tenancy rejuvenation.

● Multi-tenanted  
● Master-leased

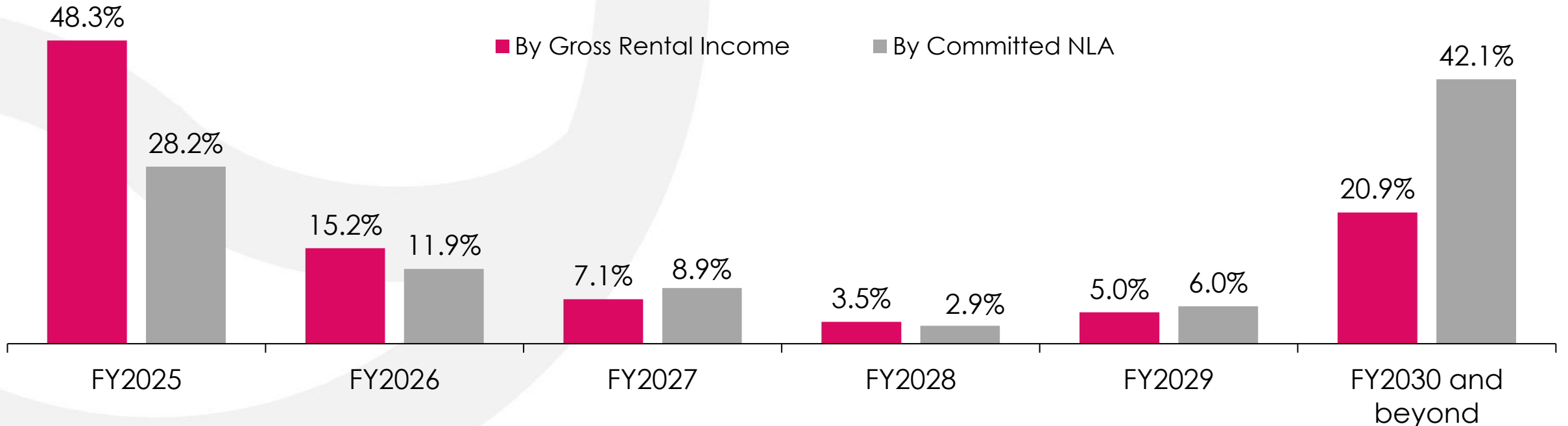
# Lease Expiry Profile

## Weighted Average Lease Expiry (WALE) as at 31 December 2024

By Gross Rental Income: 3.0 years

By Committed NLA: 5.1 years

## Lease Expiry Profile as at 31 December 2024

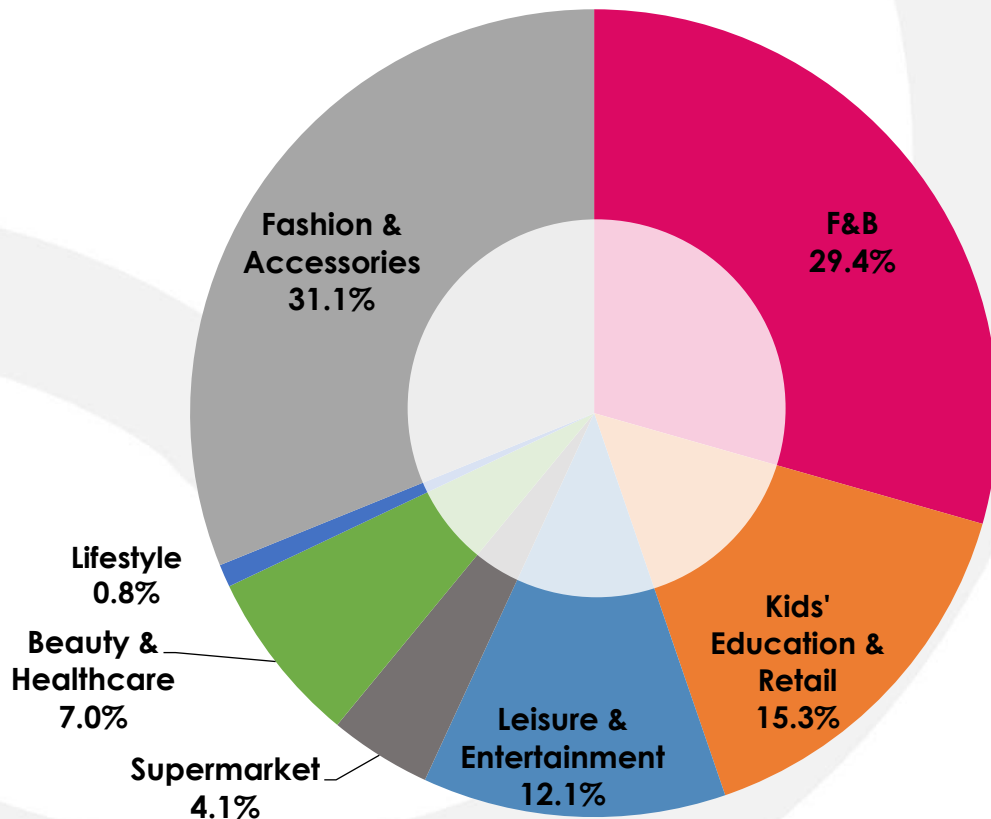


# Diversified Tenant Mix

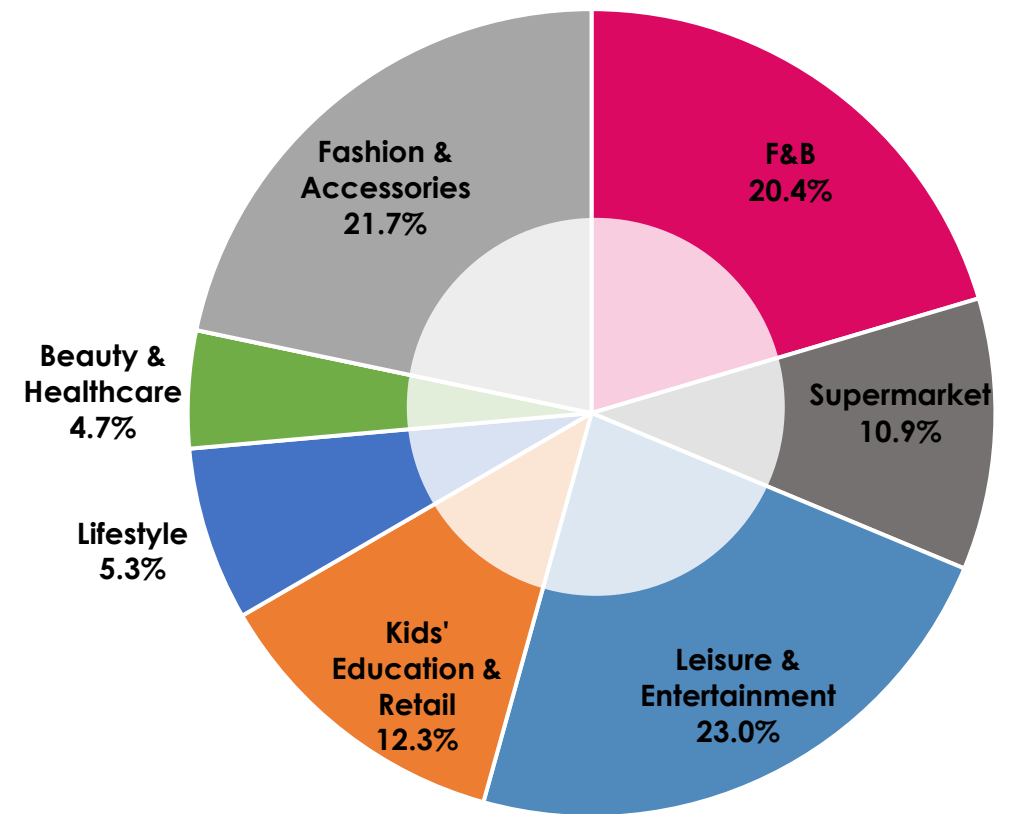
- Close to 69% of Gross Rental Income and 78% of Net Lettable Area from experiential segment (excluding fashion & accessories)

## Multi-tenanted Malls (As at 31 December 2024)

### Breakdown of Gross Rental Income by Trade Sector



### Breakdown of Net Lettable Area by Trade Sector



北京华联蒙城路购物中心



生·活·超·市  
LIFESTYLE MARKET

# Revitalising Tenancies Enhancing Experiences



Photo of Hefei Mengchenglu

# New Lifestyle and Retail Offerings In our Malls

Jue Tiao Tai Qiu Billiard Bar  
爵调台球



Mai Song KTV  
麦颂 KTV



Zhen Shang Yin Accessories  
珍尚银



CHAO KTV  
立方



Gu Yu Anime Collectibles  
谷屿



La Chapelle Clothing  
拉夏贝尔



# Popular F&B Selections

**Food And Mood Dried Food**  
欧味多 零食店



@ Beijing Wanliu

**MoonRise Anime Cafe**  
梦月食



@ Beijing Wanliu

**Yeye Bu Pao Cha Beverage**  
爷爷不泡茶



@ Chengdu Konggang

**Mr. Jiliu Fried Chicken**  
鸡柳大人 小吃摊



@ Beijing Wanliu

**Ah Qinjia KBBQ**  
阿亲家



@ Chengdu Konggang

**Wang Ji Beef Noodles**  
王记 手擀面



@ Hefei Changjiangxilu

# Other New Tenants In Our Malls

The Green Party Lifestyle Goods  
绿光派对 生活用品店



Gao Tu Children Education  
高途素养 儿童教育



iFLYTEK Electronics  
科大讯飞 科技电子商店



Car Station Children's Playground  
儿童游乐中心



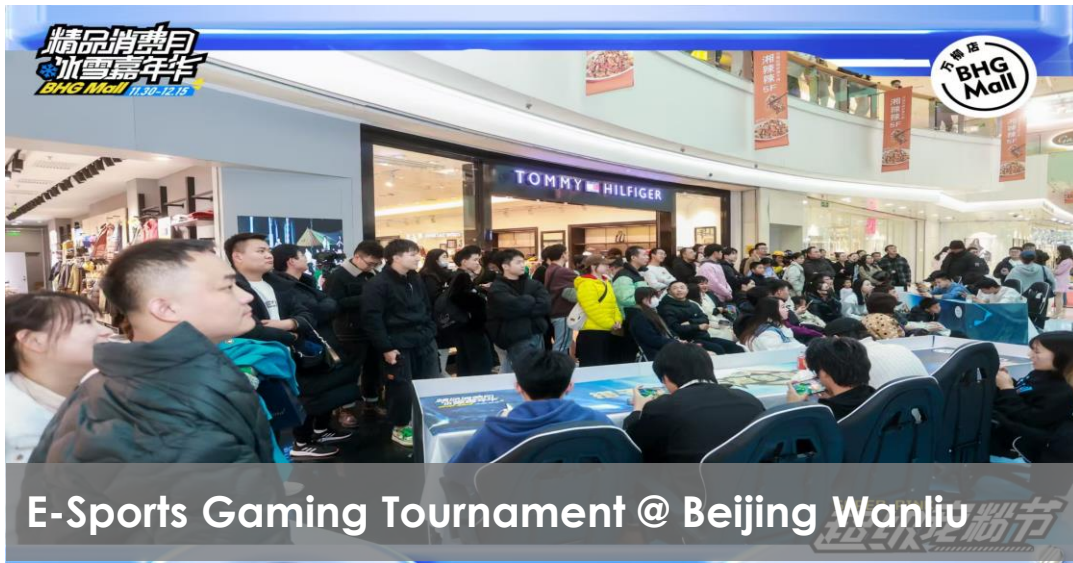


# Engaging Communities Creating Lasting Memories



Photo of Chengdu Konggang

# Engaging Shoppers and Communities



# Children and Family Activities



# Our Sustainability Journey

## Environmental, Social and Governance (ESG)



# Environmental, Social and Governance (ESG)

## Background

- We are cognisant of ESG issues that are relevant for BHG Retail REIT and our stakeholders
- Proactively strive to consider and address these ESG issues during our business strategy formulation
- Started annual sustainability reporting and issued first Sustainability Report in FY 2018



## Climate Change

- We recognise that climate change has a widespread and severe impact on the environment we live in
- Constantly finding ways to reduce carbon emissions and started exploring innovative solutions for our retail properties
- Started climate risk assessment and scenario analysis in FY 2021 for our retail properties located in China



# Our Sustainability Journey: Environmental

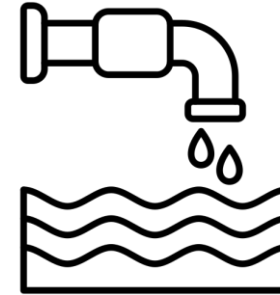
## Energy Efficiency



Established energy savings plan to ensure energy efficiency through lighting management efforts and optimisation of air-conditioning system output, such as:

- ✓ Installing motion sensor-based and timing-controlled lights and LED lights;
- ✓ Installing air curtains, strip curtains and sunshades to dissipate excess heat, keeping the mall interior cool without requiring a high system output;
- ✓ Regular readjustment of system output based on actual weather conditions and temperature to minimise energy wastage

## Water Management



Implemented practices to control and manage water wastage such as:

- ✓ Utilising water-efficient flushing cisterns;
- ✓ Installing motion sensor water faucets;
- ✓ Reducing tap flow rate

# Our Sustainability Journey: Social (CSR Initiatives)

Pet Adoption 宠物回家



Job Fair Event 专场招聘会



Haircut for Elderly 敬老崇孝进社区



Giving Back at the Dog Shelter 关怀流浪狗



# Our Sustainability Journey: Governance

Awards	Results	Year
1 Best Retail REIT (for companies with less than US\$500 million in market capitalization) Asia Pacific Best of the Breed REITs Awards 2024™	Gold	2024
2 Best Investor Relations (for companies with less than US\$500 million in market capitalization) Asia Pacific Best of the Breed REITs Awards 2024™	Platinum	2024
3 Best Corporate Communications and Investor Relations Team (The Global CSR & ESG Awards 2024™ )	Platinum	2024
4 Best CEO (The Global CSR & ESG Awards 2024™)	Gold	2024
5 CSR & ESG Leadership Award (The Global CSR & ESG Awards 2024™)	Silver	2024



# Looking Forward



Photo of Beijing Wanliu

# China Macroeconomic Outlook

China	
GDP Growth (y-on-y)	<b>+5.0%</b>
Disposable income per capita of urban residents (y-on-y)	<b>+4.6%</b>
Retail Sales of Consumer Goods Growth (y-on-y)	<b>+3.5%</b>

## FY 2024

- China's gross domestic product<sup>1</sup> ("GDP") for 2024 increased 5.0% year-on-year to RMB 135.0 trillion, broadly in line with market consensus of 4.9% expansion<sup>2</sup>.
- Disposable income per capita of urban residents grew 4.6% year-on-year in 2024 while retail sales of consumer goods increased 3.5% year-on-year<sup>1</sup>.
- The International Monetary Fund (IMF) raised its China GDP outlook for 2025, revising it from 4.5% in October 2024 to 4.6% in January 2025.<sup>3</sup> This revision reflects carryover from 2024 and the fiscal package announced in November largely offsetting the negative effect on investment from heightened trade policy uncertainty and property market.

1. Source: National Bureau of Statistics of China.

2. Reuters (16 January 2025): China's Q4 GDP grows 5.4% y/y, beating market forecast

3. IMF (17 January 2025): World Economic Outlook Update, January 2025: Global Growth: Divergent and Uncertain

# Looking Forward

The Manager remains focused and committed to proactively manage the existing portfolio, as well as to pursue growth

## Creating Organic Value

### Proactive Asset Management

- Reinforce community positioning of our malls
- Improve rent while maintaining healthy occupancy rates
- Build firm partnerships with tenants, and demonstrate proactive tenant management
- Proactive marketing strategies
- Tap on the Sponsor's (Beijing Hualian Department Store Co., Ltd.) and Beijing Hualian Group's retail network and experience

### Proactive Asset Enhancement

- Identify opportunities to improve the malls
- Achieve better efficiency and higher rental potential
- Upgrade existing facilities and reconfigure existing spaces

## Pursuing Acquisition Growth

- Completed acquisition of Hefei Changjiangxilu in April 2019
- We will continue to explore acquisition opportunities in relation to quality income-producing properties from the Sponsor's pipeline as well as third-party vendors



Photo of Beijing Wanliu

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**Thank you**

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