



# **Dasin Retail Trust**

Financial Results for the Half Year ended 30 June 2020 13 August 2020



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The value of units in Dasin Retail Trust ("Units") and the income derived from them may fall as well as rise. Units are not obligations of, deposits in, or guaranteed by, the Manager or any of its affiliates. An investment in Units is subject to investment risks, including the possible loss of the principal amount invested.

Investors have no right to request the Trustee-Manager to redeem their Units while the Units are listed. It is intended that Unitholders may only deal in their Units through trading on the SGX-ST. Listing of the Units on SGX-ST does not guarantee a liquid market for the Units. This presentation is for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for the Units. The past performance of Dasin Retail Trust and the Trustee-Manager is not necessarily indicative of the future performance of Dasin Retail Trust and the Trustee-Manager.

Any discrepancies in the table and charts between the listed figures and total thereof are due to rounding. Where applicable, figures and percentages are rounded to one decimal place.



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# Financial Performance



Note



S\$'000 unless otherwise stated	1H2020 <sup>(1)</sup>	1H2019 <sup>(1)</sup>	Change (%)
Revenue	37,077	35,247	5.2
Net Property Income (NPI)	30,270	28,456	6.4
Amount available for distribution	8,828	10,651	(17.1)
Distribution Per Unit (DPU) (cents) (With Distribution Waiver)	1.92	3.39	(43.4)
DPU (cents) (Without Distribution Waiver)	1.35	1.90	(28.7)

Revenue for 1H2020 was higher than 1H2019 by approximately \$\$1.8 million mainly due to the contribution from Doumen Metro Mall which was acquired in September 2019, partially offset by lower rental income from Ocean Metro Mall, Shiqi Metro Mall, Xiaolan Metro Mall and Dasin E-Colour arising from the impact of COVID-19 as well as rental rebates provided to the tenants

• NPI margin for 1H2020 was approximately 81.6% while that of 1H FY2019 was approximately 80.7%. The NPI margin for 1H2020 was higher due mainly to lower operating expenses resulted from lower electricity charges, lower property tax and property tax rebates provided by the local government owing to the government support for businesses in response to COVID-19

### DRT's Precautionary Measures and Government's Support Policies for Businesses in response to COVID-19



#### Announcement on 28 Jan 2020

- From 26 January 2020, Dasin Retail Trust's five retail malls shortened operating hours from 10:00 to 16:00
- With the exception of the provision of essential services such as supermarkets and certain F&B outlets etc
- Cinemas, KTVs, ice skating rings, bookstores and other crowded places were temporarily closed

#### **Operations update from March to August 2020**

- Shiqi Metro Mall, Xiaolan Metro Mall, Dasin E-Colour and Doumen Metro Mall resumed normal operating hours since 24 February 2020, while Ocean Metro Mall reverted to its normal operating hours on 2 March 2020<sup>(1)</sup>
- Trustee-Manager is granting eligible tenants rental rebates on case-by-case basis while working with others to roll out marketing and promotional activities
- As at 15 May 2020, all KTVs at the four malls<sup>(2)</sup> have resumed operations
- Starting July 2020, cinemas in China have also been allowed to reopen in low risk areas after being closed for six months which is subject to a strict set of rules
- All cinemas in the Trust's portfolio have resumed operations

#### **Chinese government's support policies**

- Dasin Retail Trust's four shopping malls in Zhongshan City were exempted from property and land taxes from 1 February to 31 March 2020
- Between 1 February and 30 June 2020, employer's medical insurance contribution are based on 50% while subsidiaries in China are exempted from making employer social security contribution until end of December 2020, i.e. pension, unemployment and workrelated injury insurance
- Electricity bills are settled at 95% of the total bill from 1 February to 31 December 2020

The Trust will continue to assess the impact of the COVID-19 pandemic and will announce any material developments on its business, operations and assets value in a timely manner in compliance with Rule 703 of the Listing Manual

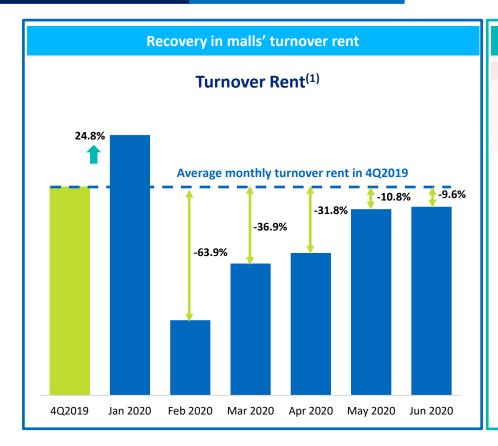
Notes

1. Except for cinemas, KTVs, ice skating rings, bookstores and other crowded places which were temporarily closed.

2. Shiqi Metro Mall Xiaolan Metro Mall, Ocean Metro Mall and Dasin E-Colour.

### **Recovery in Revenue Supported by Marketing Initiatives to Attract Consumer Traffic**





### Initiatives to drive consumer traffic in light of COVID-19





- Live streaming from malls to drive tenants' sales through "Dasin Hui" (大信荟) WeChat Mini Program which has more than 650,000 members
- Organised live broadcasts hosted by online influencers to promote a wide variety of items available at the malls



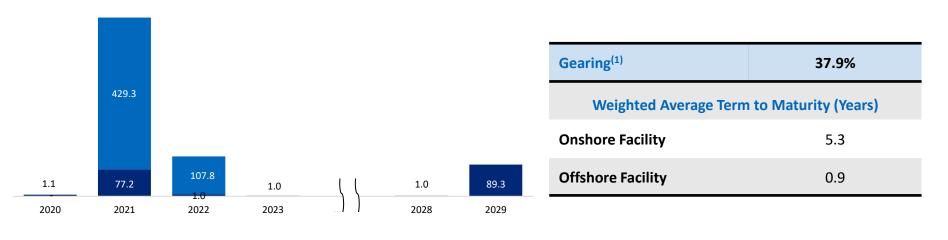
S\$'000 unless otherwise stated	As at 30 June 2020	As at 31 December 2019
Investment Properties	1,786,307	1,831,173
Cash and Cash Equivalents	100,358	115,691
Other Assets	19,999	13,540
Total Assets	1,906,664	1,960,404
Loans & Borrowings	712,682	705,513
Other Liabilities	357,720	369,163
Total Liabilities	1,070,402	1,074,676
Net Assets	836,262	885,728
No. of Issued and Issuable Units ('000)	651,943	648,628
NAV per Unit (S\$)	1.28	1.37

### **Proactive Capital Management**

- No major refinancing requirements until January 2021
- The Trustee-Manager is in active negotiations with banks to renew the debts due in 2021

### Debt maturity profile (as at 30 June 2020)

(S\$mil)



■ Onshore Facility ■ Offshore Facility





### **Distribution Period**

i) 1 January 2020 to 30 June 2020 ("1H2020 Distribution"): 1.92 Singapore cents

ii) 1 July 2020 to 6 July 2020 ("Advanced Distribution"): 0.06 Singapore cents

**Distribution Per Unit** under the Cumulative Distribution (comprising the 1H2020 Distribution and the Advanced Distribution): 1.98 Singapore cents

Distribution Table	
Book Closure Date	6 July 2020 (Monday), 5.00 pm
Distribution Payment Date	28 September 2020 (Monday)



# Portfolio Overview





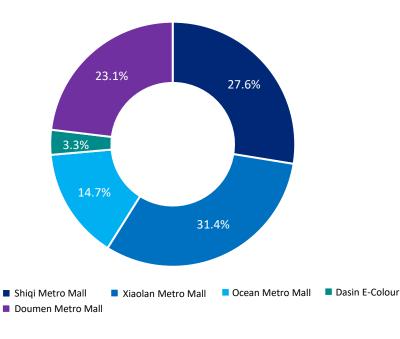
	Shiqi Metro Mall	Xiaolan Metro Mall	Ocean Metro Mall	Dasin E-Colour	Doumen Metro Mall	Dasin Retail Trust
GFA (sqm) NLA (sqm)	119,682 85,027	108,690 73,414	180,338 68,332	25,857 12,579	168,269 78,038	602,836 317,390
Valuations <sup>(1)</sup>	RMB 2,852.5 mil	RMB 2,160.0 mil	RMB 1,715.5 mil	RMB 292.0 mil	RMB 2,030.0 mil	RMB 9,050.0 mil
Car Park Lots	545	626	1,991	-	1,200	4,362
Commencement of Operations	May 2004	Sep 2005	Dec 2014	May 2015	Oct 2018	-
Occupancy Rate	97.6%	96.4%	97.5%	90.7%	97.3%	97.0%
WALE (Years) Net Lettable Area (NLA) /Gross Rental Income (GRI)	3.4/2.7	5.0/3.9	8.4/4.9	2.8/1.9	10.7/5.9	6.5/4.0

1. Based on independent valuations by Jones Lang LaSalle Corporate Appraisal and Advisory Limited ("JLL") as at 30 June 2020.

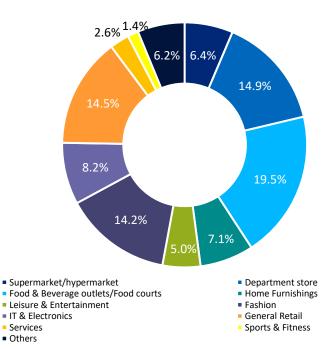
### **Strong Investment Portfolio and Well Diversified Trade Mix**

- No single property contributing more than 35% of the consolidated revenue in 1H2020
- Diversified trade mix with no trade sector accounting for more than 20% of GRI

Existing portfolio<sup>(1)</sup>



Trade Sector<sup>(2)</sup>

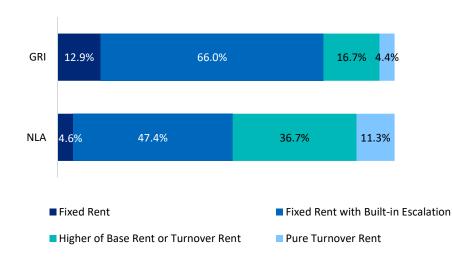




## **Intrinsic Organic Growth**

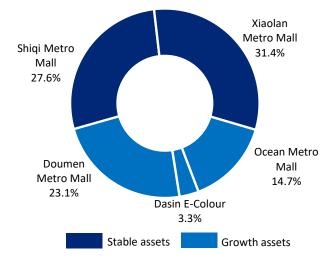


- Leases with annual fixed rent and fixed rent with built-in escalation provide income stability and organic growth
- Remaining leases with turnover rent components provide potential upside in rental income
- Approximately 4% of the Trust's gross rental income with pure turnover rent leases are expected to be most impacted by the COVID-19 outbreak. The impact is gradually decreasing



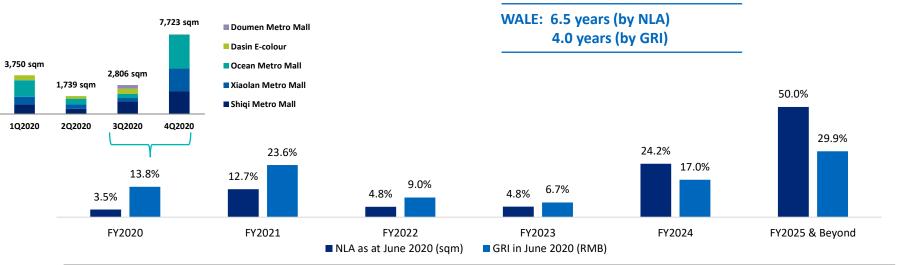
#### Lease Structure

#### Balanced Mix of Stable and Growth assets<sup>(1)</sup>



## Well-Spread WALE





As at 30 June 2020	No. of leases	Gross Renta RMB'000	Gross Rental Income <sup>(1)</sup> % of total	
EV2020	100			
FY2020	180	4,192	13.8%	
FY2021	259	7,179	23.6%	
FY2022	72	2,722	9.0%	
FY2023	53	2,036	6.7%	
FY2024	68	5,156	17.0%	
FY2025 & Beyond	87	9,086	29.9%	

## **Completion of Acquisition**



- Completed acquisition of Shunde Metro Mall and Tanbei Metro Mall
- Total agreed property value of S\$375 million (RMB 1,946 million)
- Bringing our total retail malls to 7
- The valuation of the portfolio has been expanded by nearly three times to about RMB 11.7 billion from RMB 4.6 billion within three years from listing
- Further strengthen foothold in the fast-developing GBA and improve the performance of the portfolio



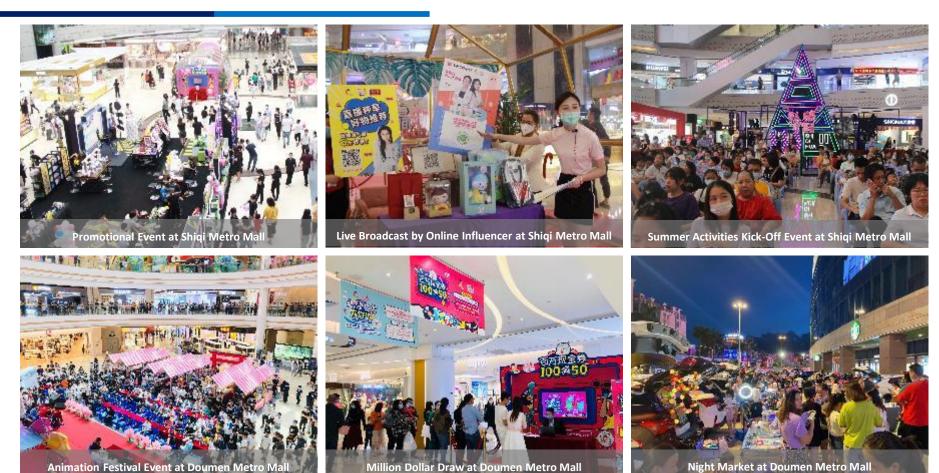
**Shunde Metro Mall** 



**Tanbei Metro Mall** 

### **Promotional Activities**





Million Dollar Draw at Doumen Metro Mall

Night Market at Doumen Metro Mall

### **New Store Offerings**















### Launch of WeChat Official Account



- Launched a dedicated WeChat official account with the aim of providing the investment community greater access to our latest news and activities
- Scan the QR code below or search for **DASIN\_RETAIL\_TRUST** to subscribe to Dasin Retail Trust on WeChat:







### **Investment and Growth Strategy**



### Three Dimensions of Investment Strategy

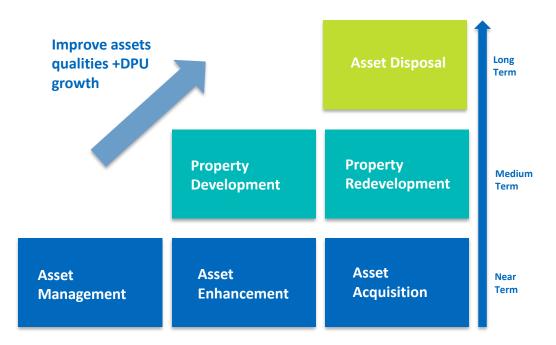
#### **1.Investment Regions**

- China including Hong Kong and Macau
- Current focus on GBA

### 2. Asset Class

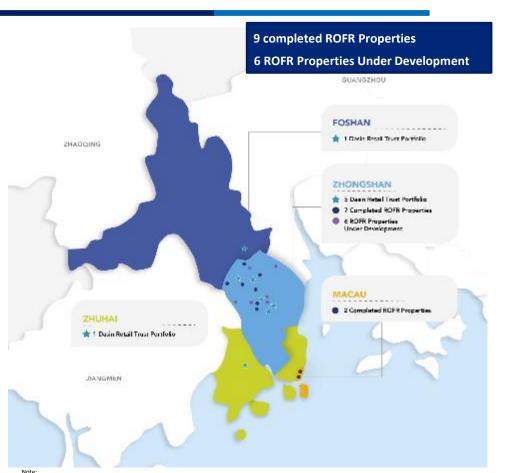
- Retail malls, to position and target more diversified and higher income segments
- **3. Financial Requirements**
- Improve overall portfolio yield with long-term growth potential

#### Strategy to Achieve Long-term Growth Trajectory

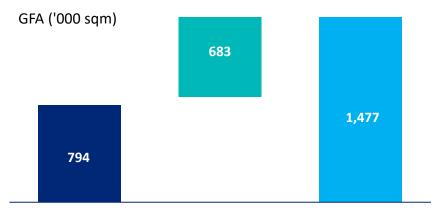


### **Extensive ROFR Pipeline Spanning Across Two Cities**





- ROFR projects are located in the core of the GBA
- The Trust's investment portfolio would be approximately 1.9 times that of the current if all the completed ROFR projects were to be included in the Trust<sup>(1)</sup>



Dasin Retail Trust Portfolio

Completed ROFR Properties

Enlarged Portfolio

1.

### **Outlook of GBA**



- Comprises nine cities in Guangdong Province (Shenzhen, Guangzhou, Foshan, Dongguan, Zhuhai, Zhongshan, Huizhou, Zhaoqing and Jiangmen) and two special administrative regions (Hong Kong and Macau)
- Population is estimated to grow by 43% to 100 million over the next 15 years<sup>(1)</sup>
- Well placed to emerge as the world's largest bay area economy
- Upcoming Guangzhou and Macau bourses which would add to the US\$8.84 trillion of combined market capitalisation of Hong Kong and Shenzhen will transform GBA into Asia's largest financial market<sup>(1)</sup>

### Comparison of the largest bay areas in the world<sup>(2)</sup> (2018)

	Greater Bay Area	Tokyo Bay Area	New York Bay Area	San Francisco Bay Area
Area (sq km)	56,084.0	13,562.0	34,493.5	18,041.9
Population (mil)	70.8	42.6	20.0	7.8
Population density (person per sq km)	1,262.4	3,143.1	574.0	432.3
GDP (USD billion)	1,637.9	1,473.3	1,801.7	581.6
Per capita GDP (USD)	23,128.7	34,563.0	90,085.9	74,270.3

Exchanges take shape in Macau, Guangzhou to turbocharge southern China's Greater Bay into Asia's largest financial market, https://www.scmp.com/business/banking-finance/article/3090756/exchanges-take-shape-macau-guangzhou-turbocharge-southern

2. China Insights Consultancy (2019, November). Industry Report on the Shopping Malls in Zhongshan and Foshan

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	China	Economic stimulus
•	2Q2020 GDP recorded positive growth after decline in 1Q2020	<ul> <li>China's government has introduced monetary and fiscal policies in response to the COVID-19 outbreak:</li> </ul>
•	A second wave of COVID-19 in Beijing	
•	Ongoing US-China tension	<ul> <li>Cut banks' reserve requirement ratios and interest rates</li> <li>Accelerate investments in high-tech infrastructures and urbanisation</li> <li>Reduce business costs by including periodic tax exemptions and providing subsidies</li> <li>Improve the social security system and income distribution</li> </ul>
		<ul> <li>14 May: PBOC, CBIRC, CSRC and SAFE jointly issued a total of 26 specific measures to promote</li> </ul>

Dasin Retail Trust	Proactive Management
Uncertainties are expected in the short term, and the business environment remains challenging	<ul> <li>The existing lease structures are highly resistant; will continue looking to optimise the tenant mix</li> </ul>
Remains optimistic about the performance for the second half of 2020	<ul> <li>Continue to foster amicable relationship with the tenants</li> </ul>
	<ul> <li>Experienced ground staff who are knowledgeable and sensitive to retail trends</li> </ul>
Will continue to observe the situation closely and prepare for short- term challenges	<ul> <li>Leveraging on O2O platforms to meet changing consumer demands</li> </ul>
	<ul> <li>Healthy financial position and strong operational capabilities</li> </ul>
	<ul> <li>Strict cost controls and risk management strategies</li> </ul>

trade and investments in the Greater Bay Area

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# Thank you

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# Appendix



### **Dasin Retail Trust Overview**



- Comprises 7 retail malls<sup>(1)</sup> located within Guangdong-Hong Kong-Macau Greater Bay Area ("GBA")
- The only China retail property trust in GBA listed on SGX
- Total GFA of **793,752 sqm**
- Total portfolio valuation of **RMB 11.7 billion**
- The Sponsor is Zhongshan Dasin Real Estate Co., Ltd, (referred to as Dasin Holdings), holding approximately 60% of interest
- Dividend yield of 4.9% based on current share price of \$\$0.785

<sup>1.</sup> Included Shunde Metro Mall and Tanbei Metro Mall which were acquired in July 2020

<sup>2.</sup> Based on annualised 1H2020 distribution per unit of 1.92 cents (with distribution waiver) and closing price of \$\$0.785 as at 12 August 2020.

### **Strong Sponsor**



 Zhongshan Dasin Holdings Co., Ltd. (Dasin Holdings), with approximately 6,000 employees, was founded in 1984 with operations in central cities of GBA

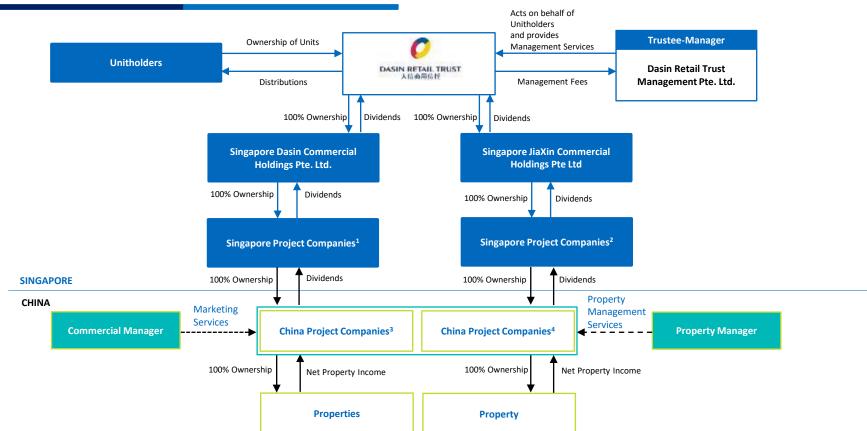
- A large ecological chain private enterprise with businesses in commercial, real estate, building, property service, retail, catering, food, hotel, technology, education, finance, medical treatment and land transport
- Since its inception, the Sponsor has developed, completed and is currently operating 21 retail properties (including retail malls) and currently also owns 13 assets which are undergoing development and construction
- Awards in 2020:
  - ✓ 2020 China Top 10 Excellent Commercial Real Estate Operators
  - ✓ 2020 China Representative Commercial Real Estate Projects



#### **Retail as Core of Business Portfolio**

### **Trust Structure**





#### Notes:

1. Includes Yi Xin Investments Pte. Ltd., Lan Xin Investments Pte. Ltd., Yuan Xin Investments Pte. Ltd., Yi Xin Management Pte. Ltd., Lan Xin Management Pte. Ltd., Sheng Xin Holdings Pte. Ltd., Sheng Xin Management Pte. Ltd., Sheng Xin Properties Pte. Ltd.

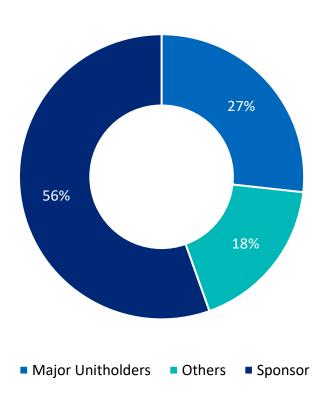
2. Includes Jia Xin Holdings Pte Ltd, Jia Xin Investments Pte Ltd and Jia Xin Management Pte Ltd.

3. Includes Zhongshan Xinteng Commercial Management Co., Ltd., Zhongshan Xinrui Commercial Management Co., Ltd., Zhongshan Yuanin Commercial Management Co., Ltd., Zhongshan Xiaolan Dasin Xinduhui Commercial Management Co., Ltd., Zhongshan Xiaolan Dasin Xinduhui Commercial Management Co., Ltd., Zhongshan Xiaolan Dasin Xinduhui Commercial Management Co., Ltd., Zhongshan Xinduhui Co

4. Includes Zhuhai Xinmingyang Investment Co., Ltd. and Zhuhai Doumen Dasin Metro-Mall Commercial Management Co., Ltd.

## **Composition of Unitholders**





### Major Unitholders:

- China Orient Asset Management
  - One of China's largest state-owned asset management companies whose main investment strategy includes investing in assets, stocks, fixed income and real estate

#### Sino-Ocean Capital

- Subsidiary of the Sino-Ocean Group
- Leading professional investment institution engaged in alternative asset management in China
- Businesses include real estate investment, private equity investment, debt investment, investment consultation and 5 overseas investments
- Previously clinched the "Golden Bull Award", "Top 10 China's real estate fund brand", "Top 10 Real Estate Equity Investment Fund"
- Currently managing RMB 100 billion worth of assets<sup>(1)</sup>

#### Haitong Securities

- Founded in 1988, the firm exceeded RMB 620 billion of assets in 2019, its parent company's assets exceeded RMB 120 billion and they are ranked second and third respectively
- Has a comprehensive business platform and a mature overseas business platform, operating in 14 countries and regions around the world<sup>(2)</sup>

#### Harvest Fund Management

- Founded in 1999, Harvest Fund Management employs more than 1,300 staff, including 300 investment professionals globally
- One of the largest Chinese institutional asset managers by assets under management, serving institutional clients and 80 million retail clients<sup>(3)</sup>

http://www.sinooceancapital.com

https://www.htsec.com/ChannelHome/1803/index.shtml

3. https://www.harvestglobal.com.hk/hgi/index.php/about-harvest/our-history

### The Only Retail Property Trust in GBA listed on SGX











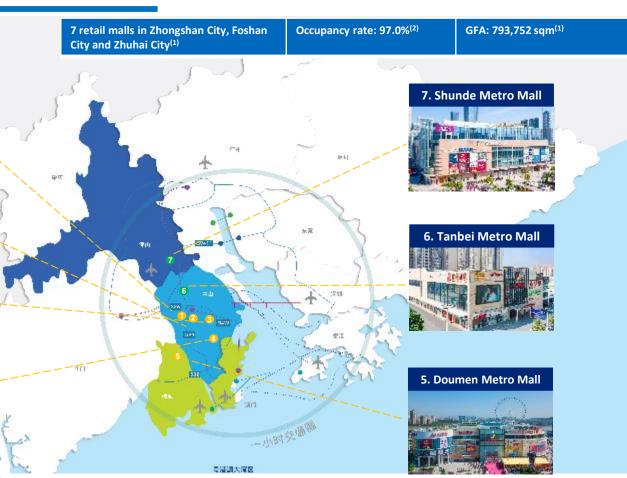
#### 4. Ocean Metro Mall



Note:

1. Included Shunde Metro Mall and Tanbei Metro Mall which were acquired in July 2020.

As at 30 June 2020, not inclusive of Shunde Metro Mall and Tanbei Metro Mall which were acquired in July 2020.



### **Shiqi Metro Mall**









Commencement of Operations	May 2004
GFA (sqm)	119,682
Valuation <sup>(1)</sup> (RMB mil)	2,852.5
Occupancy Rate <sup>(1)</sup>	97.6%
Revenue 1H2020 (RMB mil)	51.5
Notable tenants	Watsons, Starbucks, KFC, Xin Xuan restaurant



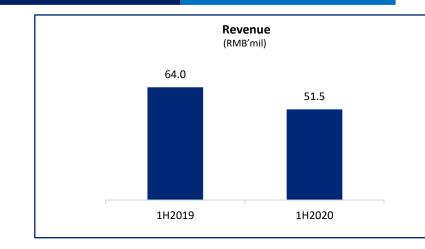
- Shiqi Metro Mall, with over 16 years of history, is the first shopping mall in Zhongshan
- Primarily targeting mid-income households in the core urban area of Zhongshan

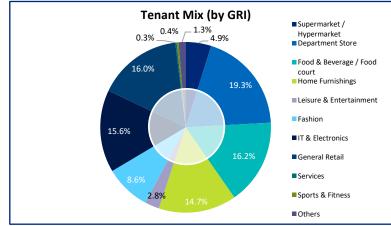
Note

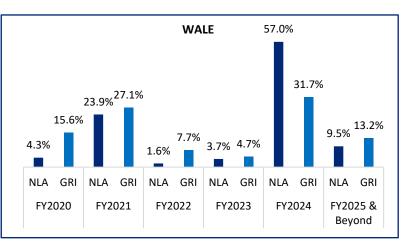
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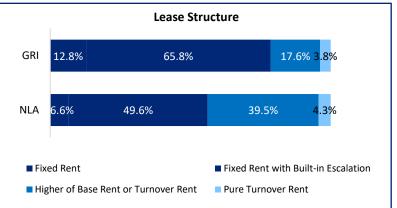
### **Shiqi Metro Mall**











### Xiaolan Metro Mall









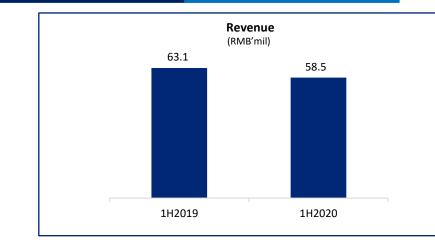
Commencement of Operations	September 2005
GFA (sqm)	108,690
Valuation <sup>(1)</sup> (RMB mil)	2,160.0
Occupancy Rate <sup>(1)</sup>	96.4%
Revenue 1H2020 (RMB mil)	58.5
Notable tenants	Chow Tai Fook, McDonald's, KFC, Pizza Hut and HaidiLao Hot Pot

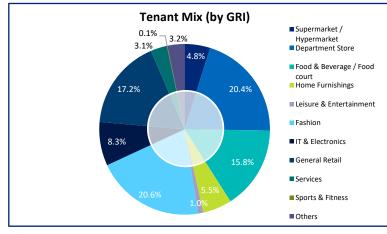


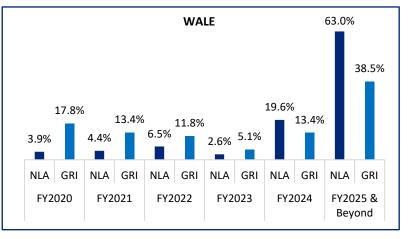
 Xiaolan Metro Mall is located in Xiaolan Town, one of the largest suburban towns in terms of residential population

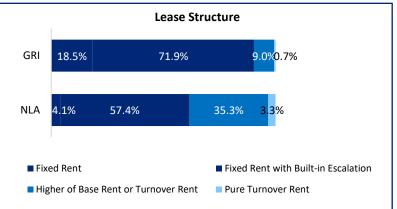
### **Xiaolan Metro Mall**











### **Ocean Metro Mall**







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Commencement of Operations	December 2014
GFA (sqm)	180,338
Valuation <sup>(1)</sup> (RMB mil)	1,715.5
Occupancy Rate <sup>(1)</sup>	97.6%
Revenue 1H2020 (RMB mil)	27.4
Notable tenants	HaidiLao Hot Pot, Carrefour, Jinyi Cinema, Starbucks, McDonald's, Nike and Adidas



- Ocean Metro Mall is strategically located in the Eastern District within the core urban area of Zhongshan
- Positioned as a mid- to high-end modern and experiential shopping mall

#### **Ocean Metro Mall**



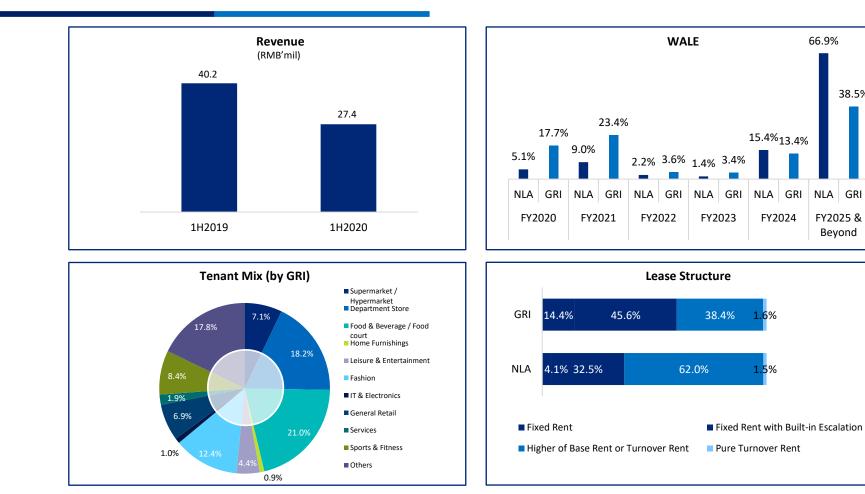
38.5%

NLA GRI

FY2025 &

Beyond

66.9%





#### **Dasin E-Colour**







With the second	

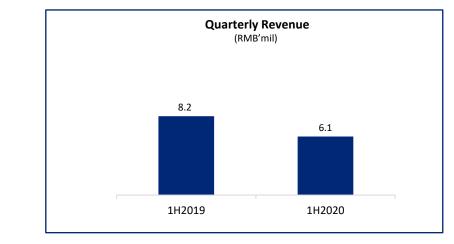
Commencement of Operations	May 2015
GFA (sqm)	25,857
Valuation <sup>(1)</sup> (RMB mil)	292.0
Occupancy Rate <sup>(1)</sup>	90.7%
Revenue 1H2020 (RMB mil)	6.1
Notable tenants	XinHua Bookstore, Big E KTV and Xin Xuan Restaurant

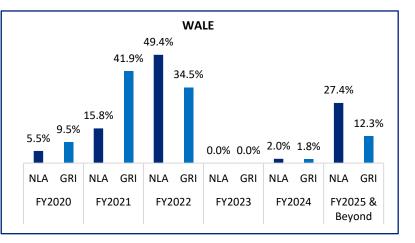


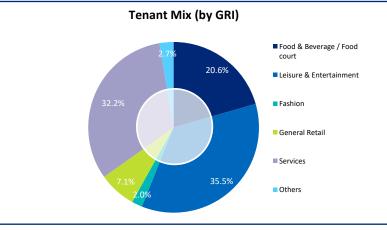
- Situated opposite the University of Electronic Science and Technology of China (Zhongshan) Institute
- Originally a furniture mall which underwent asset enhancement initiative to transform it into a trendy shopping destination

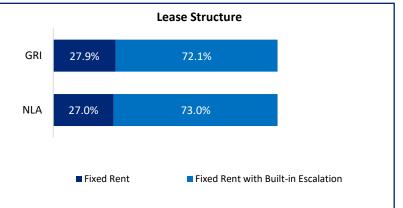
#### **Dasin E-Colour**











#### **Doumen Metro Mall**









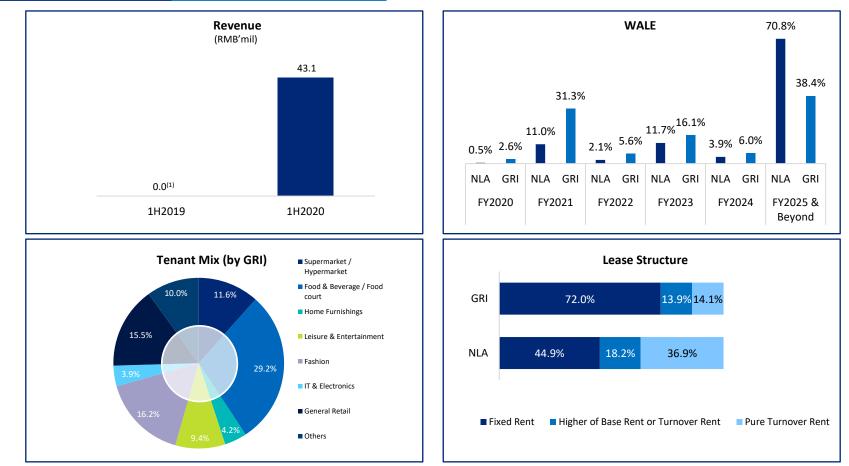
Commencement of Operations	October 2018
GFA (sqm)	168,269
Valuation <sup>(1)</sup> (RMB mil)	2,030.0
Occupancy Rate <sup>(1)</sup>	97.3%
Revenue 1H2020 (RMB mil)	43.1
Notable tenants	Uniqlo, Starbucks, McDonald's, Suning, RT- Mart, Hutaoli and HaidiLao Hot Pot



- A large-scale integrated shopping mall, provides one-stop destination for entertainment, F&B and retail activities
- Doumen district is the second largest district in Zhuhai in terms of resident population.

#### **Doumen Metro Mall**





Note:

### **Shunde Metro Mall**









Commencement of Operations	November 2018
GFA (sqm)	177,276
Valuation <sup>(1)</sup> (RMB mil)	2,533.0m
Occupancy Rate <sup>(2)</sup>	94.8%
Notable tenants	AEON, JY Cinema, Starbucks, HaidiLao Hot Pot, Starhucks, Haagen Dazs, Pizza Hut and KFC

Commencement of Operations

November 2018



- Located in Daliang Town of Shunde District, the most populated area of Shunde District in Foshan City
- Large scale residential communities, schools and relatively mature commercial zone within Daliang Town and the nearby Ronggui Town

. As at 31 December 2019.

2. As at 30 June 2020. Approximately 2,372 sqm of F&B space is undergoing asset enhancement works.

#### **Tanbei Metro Mall**









Commencement of Operations	March 2018
GFA (sqm)	13,640
Valuation <sup>(1)</sup> (RMB mil)	77.2
Occupancy Rate <sup>(2)</sup>	96.3%
Notable tenants	Shinwa Supermarket, Xin Xuan
Commencement of Operations	March 2018



- First shopping mall in Dongsheng Town
- Growing township with more schools, hospitals and commercial areas at the planning stage

- As at 31 December 2019.
- 2. As at 30 June 2020.

# **Historical Occupancy Rate**



- Overall occupancy rate remains stable, and total revenue continues to grow
- Excluding the areas involved for AEI, the actual occupancy rate would be higher



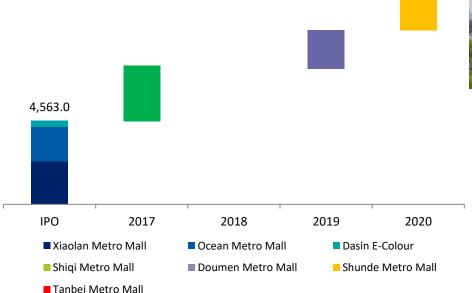
- 3Q2018: The start of AEI in both Shiqi Metro Mall and Xiaolan Metro Mall accounted for 3.95% of the overall area
- 4Q2018: The start of AEI in Shiqi Metro Mall accounted for 1.19% of the NLA
- 1Q2019: The start of AEI in Xiaolan Metro Mall accounted for 0.70% of the NLA
- 4Q2019: The start of AEI in Ocean Metro Mall accounted for 2.9% of the NLA

1Q2017 2Q2017 3Q2017 4Q2017 1Q2018 2Q2018 3Q2018 4Q2018 1Q2019 2Q2019 3Q2019 4Q2019 1Q2020 2Q2020

# **Portfolio Valuation**

RMB (mil)

 Since IPO in 2017, the Trust has expanded its assets under management by actively implementing investment growth strategies. With the completion of Tanbei Metro Mall and Shunde Metro Mall, the valuation of the portfolio has been expanded by nearly three times within three years from listing





Shiqi Metro Mall





11,651.8





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**Ocean Metro Mall** 

Dasin E-Colour

Doumen Metro Mall

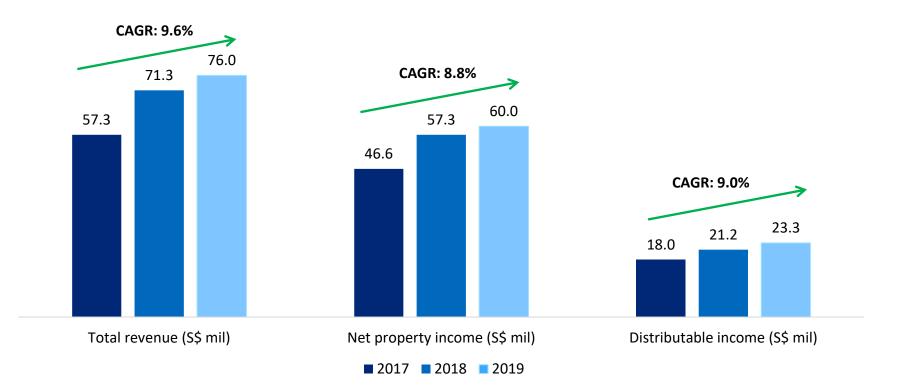


Shunde Metro Mall

**Tanbei Metro Mall** 



Steady Growth in Revenue, NPI and Distributable Income Since IPO

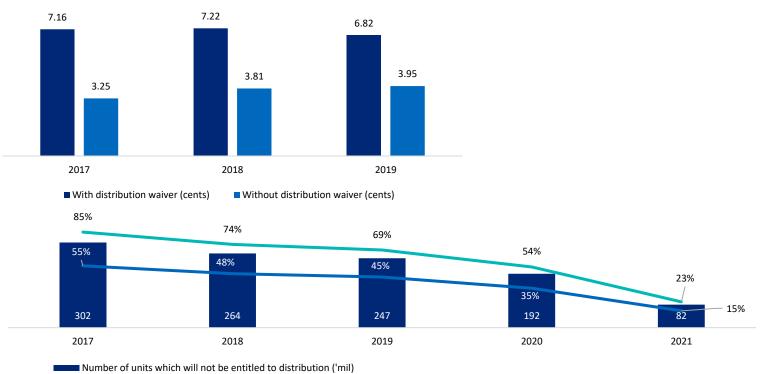


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## **Distribution Per Unit**



Distribution per unit (cents) (without waiver) continues to grow



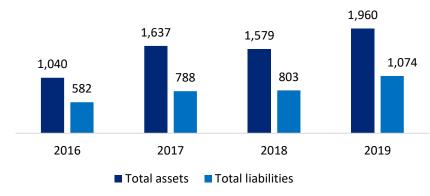
% of total outstanding units as at the listing date<sup>(1)</sup>

——% of units held by Aqua Wealth Holdings Limited and Bounty Way Investments Limited as at the Listing Date which will not be entitled to distribution

The total outstanding units was 549,606,331 as at Listing Date on 20 January 2017.







NAV per Unit (S\$)

